**Electronics Mfrs. Invade Home CARtridge Front**

By MIKE GROSS

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

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

Although no official announcements have been made, it is known that many leading home entertainment electronic firms are readying tape cartridge playing units for the home. It's understood there are at least six top electronic firms that already have such units on the production line and it’s expected that most of the firms' units will be on the market by the summer. Lear’s home unit will be on display at the NARM meeting.

In Buffalo, Mo., the spread of tape cartridge units into the home and automobiles has put the industry into a bullish frame not noticeable since the advent of the LP almost 20 years ago.

The swing toward tape cartridges is also causing a readjustment in disk company thinking as far as recorded material is concerned. “Now that everybody is in on the tape cartridge bandwagon,” one industry spokesman said, “it will now come down to the basics. That is, in the last analysis, it will be the repertoire that will be the cartridge’s selling point.”

He added, “Converting an LP to a tape is not the answer. New thinking for the specie...”

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

By PAUL ZAKARAS

CHICAGO—A national record buying co-op, called Co-Operative Organization of Record Distributors (CORD), has been formed in Chicago. Membership in the group is open to any record dealer, rack jobber, onestop or distributor.

Organizing the group are Paul Glass, Lee Howard and Jim Golden of All-State Record Distributors, a large Chicago independent distributor. They are planning to present a detailed outline of the organization at the National Association of Record Merchandisers convention in Miami later this year.

The group will act as a co-op buyer and record clearing house for its members. According to Golden, national director of CORD, all independent labels will be made available to members. CORD will buy records from unknown sources around the country. Golden said, always getting them at lowest possible prices, it will guarantee shipment of orders within three days, will offer “rock-bottom” prices, and will assure a shipping cost of “no more than three cents per item.”

**Warners-Reprise Report**

**Anatomy of Sinatra Drive**

By ELIOT TIEGEL

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

The one-month emphasis proved that Sinatra continues a commanding position in the record industry. Radio and retailers said that Sinatra was a potent sales stimulus. Sales were achieved in many “non-Sinatra” markets (outside the major Eastern and metropolitan areas). The campaign helped launch the 45-minute single, “It Was a Very Good Year,” a lush ballad running contrary to all existing single trends. Having been exposed on 40 stations, the single introduced Sinatra to teen-agers.

The emphasis on Sinatra’s 16 catalog albums plus two new LP’s, “A Man and His Music” and “My Kind of Broadway,” helped old fans “rediscover” the vocalist in a new light. Sales of Sinatra product rose in late November until Christmas resulted.

(Continued on page 13)

**Exclusive NARM Coverage**

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

Tape CARtridge Dept.

Pages 75-79

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

(Advertisement)

SCEPTER RECORDS’ DIANNNE WARWICK looking forward to another chart record with her latest release out this week, “Message to Michael.” Along with the single, an LP in which it is featured, “Dianne Warwick in Paris,” will be released March 15.

(Advertisement)
NOW AVAILABLE

ELVIS'

"FRANKIE & JOHNNY"

C/w "PLEASE DON'T STOP LOVING ME"

#8780

From Elvis' new movie "Frankie & Johnny"
An Edward Small Production
Released through United Artists

RCA VICTOR

The most trusted name in sound
Col. Is Moving Into New School On Earning—Educational Field

NEW YORK—Columbia Rec-
ords is now planning a diversi-
fication of its educational fi-
eld. Through the acquisition of
Creative Playthings by the Colum-
bia Broadcasting System in a
$2 million deal, the record divi-
sion of CBS will have the educa-
tional arm and will be able to
operate an educational unit.

Columbia Records began di-
versifying last year with the purchase of Electro Music. Electro is the man-
ufacturer of the Logies, a loudspeaker for or-
gan.

CBS and Creative Playthings
signed a letter of intent under
which 10,000 shares of stock
will be exchanged for each share on a ten-year period, which, of
481,360 shares are outstanding, CBS stock was
selling at 45 5/8 last week. The
transaction was made by God-
dard Willard, chairman of CBS and president of Co-
lumbia Records, and Frank Ca-
pelan, president of Creative
Playthings. Organized in 1950, Cre-
ative Playthings is one of the
country's top suppliers of three-
dimensional educational systems for nursery schools and kinder-
gartens. Since 1959, the com-
pany has also marketed its products for home use through
direct mail catalogs and in re-
tail outlets throughout the
country. Playthings currently
produces more than 2,800 unique
units and systems including
developing recognition of num-
bers and of biological, chemi-
cal and physical phenom-
en; devices to develop recog-
nition of sound and music, and
devices to promote social and
community understanding and
cooperation.

Commenting on the proposed
acquisition, Lieberson said: "Co-
lumbia Records has always been
keenly interested in the field of
education. This has been man-
ifested through our various activ-
ities in the world of music, spoken
word records, a musical encyclo-
dedia, and, through our Legacy
record company, in this. Through
this new association with Cre-
ative Playthings, a company
whose contribution to modern
equipment is so significant, we be-
lieve that we can work together
towards in-

DEPARTMENTS & FEATURES

Radio TV Programming 56
Classical Music 57
National News Report 81
Country Music 46
Tales of the Unexpected 46
FEATURES

Ves Joa 66

SARAH VANCE 75

NACNM 76

CHARTS

Top Sellers by Market 46
Best Selling Singles 54
Best Selling Rock 54
Country Singles 54
Hot Country Singles 54

Top Selling Albums 46
Hot Albums 54
Budget Albums 46
Best Selling Classical LP's 54

Album Reviews 46

RECORD REVIEWS

Best Selling R&B Records 56
Compilation Records 56
Themes in Record 56

STU PHILLIPS to Epic Records

STU PHILLIPS to Epic Records

Executive

Rick Willard named vice-presi-

dential sales manager of Epic

Records and the new executives

will be responsible for the com-
pany's sales activities. For the

last six months, the label's direc-

tor of sales, for the record-

ning activities of Epic and

Columbia Records, Willard

will also be responsible for

the Columbia unit. Under the

league, the label's director of ad-

vertising, for the record-

ning activities of Epic

Records, will be promoted

to head the Columbia unit.

STU PHILLIPS to Epic Records

PHILLIPS, formerly of Digital

Audio Retailing, will head the

Columbia unit, which is under

the regional management of Epic

Records West Coast headquarters.

Phillips joins Epic with experience

in the record industry for a

full and a half years served as

musical director for "TV's The

Dona Reed Show."

Lined Up for Grammy Nite

STU PHILLIPS to Epic Records

NEW YORK—NARAS has

lined up its list of performers

for the Grammy dinner to be

held March 17 in the Hotel Astor

in New York, the International

Broadcasting Convention.

The album, "The Hit List," (High-

light of High Audio Retailing),

will be among the top sellers on

the RCA Victor label.

Since his death, RCA Victor

has released four singles, two

of which ("This Is It" and "Is

It Really Over?") were No. 1

best sellers on the country chart.

"I Won't Forget You" went to

No. 3. The fourth single is

"Snowflake."

All of Reeves' posthumously

released LP's also have been top

sellers. The album, "The

Reeves Way," released in Feb-

uary of this year, has been

Best of Jive VM, Vol. 2 released

this past January. As with the

singles, most of the LP's are in

the popular charts as well as

topping the Jive 15 LP charts.

At the time of Reeves' death, in

August of 1965, this album was

represented on the country album

best seller chart with the No. 1

album, "Moonlight and Roses."

Also on the album chart at that
time was "Best of Jive, Vol. 1."

His single, "I'm Gonna Cry" was

in the top five.

In October 1965, Reeves was

awarded three Billboard

Country Music Awards, with his

album "Wink Roberts," No. 1 as

"Favorite Male Artist," while his


1."

"Pizza & Roses," was in both the

"Favorite Album" and "All-

Time Favorite Male Artist"

categories.

Reeves has also been nomi-

nated for three Grammy awards

for 1965, "Is It Really Over?" as

Favorite Male Artist for "Best of

Country and Western Single

Record," and "Best of Country

Western Vocal Performance—

Male." His album "The Best of

Jive VM, Vol. 2," has been nomi-

nated in the "Favorites of the

Western Album" category.

A Testimonial to Reeves: Rides High on the Charts

HOLLYWOOD—Two 1966

MGM roadies plus 1,179 other

prizes will be awarded by Capi-

to Records in a March-April

promotion for films based on

themes centered on the theme,

"Big British Wheels Swept Before Me."

Major criteria is that a dealer can win one of

the cars if he sells the number of

units specified in his application.

The albums tied in with the

campaign are by British singer

Song and Gordon, Chad and

Jerry, David and Jonathan and

the American Hollyridge

Strings. "The Searchers" music will

list one tune from each of the

albums. "Get Away," from the

gimmick—plus the dealer's name.

Contest begins March 15 with the

inclusion of the winning cards

which will be mailed to the

dealer.

Handling the promotion is Jack

Henderson, manager of the

merchandising department.

The teen LP push is the label's 1st major promotion and the first time since 1958 that the company has offered prizes.

Capitol's promotion man in

merchandising will drive MGM's

in bringing contest details to
dealers. He will also be the
given window promoters to

Encore Marketing Division

(Continued on page 13)

March 16, 1966, BILLBOARD
Ows, Miller Top Calif. Honors

HOLLYWOOD — Buck Owens, Roger Miller and Bonnie Owens all had double honors at the awards presentation last at the Palladium. The fledgling organization judged Miller best songwriter and Man of the Year. Owens, a Capital artist, won in the best band and male vocalist categories and Mrs. Owens, his former wife, another Capital prize, won the top female and shared vocal group honors with Merle Haggard.

Twenty-one awards were offered before 1,200 guests with an impressive array of presenters doing the honors. The awards presentation plus a run-up development of country music, music moved smoothly.

Lorne Greene tied the history of country music together with a script by Gordon Cutcheon, program director at KKV, Glendale.

Billboard A winner — The annual awards' winners were: publication, Billboard; talent agency, Jackie McGauley, nightclub, Palomino; publisher, Central Songs; ad man, Ken Nelson (Capitol); session guitarists, Red Rhodes; fiddle, Billy Armstrong; lead guitar, Phil Boyaugh, bass, Bob Morris; piano, Billy Liiter; citron, Muddy Berry; radio personality, Bill Collie (KFOX); record modern, Billy Mize; Bakersfield; prominent female vocalist, Kay Adams (Flowers), and prominent male vocalist, Merle Haggard (Capitol).

A 27-piece orchestra led by Billy Liiter provided a modern sound for many of the artists appearing in the growth of coverage. Separate segments on different groups included Hoyt Axton, the Littles, Ray Conniff, Sonny Hart, Molly Bee, New Society and the Left Banke.

Presenters included Jerry Doggett (VSP), Richard Linke, Keeny Bland, Laura Newberry, Sherman, Richard Kirk, Jimmy Glass, Cantrell, B.B. Williams, Buddy Elsen, Donna Summer, Del Re, Lanny, Jim Nabor, Irene Ryan, Anita Kerr, Dean Jones, Contie (Continued on page 13)

Spiegelman to Head New Dot Office in East

NEW YORK — Dot Records has opened an Eastern office and shifted Seymour Spiegelman to the branch to head the new operations. Dot, a division of Eastern division manager and head of three salesmen and one promotion man. The sales staff includes Gerald Schlenker and Alan Dazio, with Dazio handling the accounts for Adity handle promotions. Offices are located at 315 West 47th Street.

The Eastern office will cover New York, Hartford and Boston, where the company retains a warehouse at 3 Riverside Drive, Washington Avenue. The Boston facility is the main shipping point for merchandise since Dot pulled its line from Conant in Manhattan several weeks ago.

Replacing Spiegelman in Boston is Richard Masters, who in Dot's offices on the first floor of the office is looking to Richard to handle promotions and Anthony Weston in sales.

The reopening of a Manhattan office follows a retrenchment by Dot last year. Previously it had a New York branch from April 5, 1963, to Oct. 15, 1963, when it was sold to a company that is now Conant. Adity had already in his files, Spiegelman has been associated with Dot since the mid-fifties, his recent assignment, and was a former member of the group. Spiegelman and two others formed the Hilltoppers in Bowling Green, Ky. Their first record was released by Dot, then in Gallatin, Tenn. Spiegelman subsequently became a salesmen in Dot's Memphis branch and was the Boston manager from 1962 until recently.

Rites Held for

NEW YORK — Memorial services were held for Mimi Hines, TV or Spark's "Chic Disk" on NBC-TV's "Tonight" show last week has sparked the single release of the tune by Decra Records. The single was called from her new Decra Lp, "Mimi Hines Sings." Since the release of the album, a short time ago, Decra has reported top radio and sales reaction, and it is expected that the single will add further sales to the Lp.

Currently starring on Broadway in "American Dream," Mimi Hines is also set for a round of network TV shows in support of her new Decra single and Lp.

Epic Sales Dept. Gets Own Office

HOLLYWOOD—Epic Records is moving its sales promotion office out of the Columbia Records compound to its own offices at 1776 Vine Street with a month. Epic's staff includes John Mahan, sales manager, and Bernd Kennedy, promotion. Both have worked out of space in Columbia's Sunset Boulevard offices. In lines with the furrowing move, the label is hiring a staff aide, and secretary. The new offices are located across from Capitol Records.

Mahan has served as manager of the 13 Western states plus Hawaii. He was with Epic in the East prior to moving here.

Racks, Distrib Hopping on MGM's New Budget Lines

NEW YORK — MGM records has two new rack programs — Heliodor, VSP and Leo the Lion — both of which are due in the next three weeks.

The presentation of the three labels was reported exclusively (Billboard) last week. MGM Records president Mort Nast said that the immediate success of the new lines indicated that the new budget presentation in the market. The lines are being offered both directly to rack jobbers as well as to distributors.

Rack jobbers praised by Phil Pachov, director of rack jobber sales for the store, of Rack Service, Inc., Los Angeles, who added that he has already sold an order for 100,000 albums. U.S. Record Coors. — Washington, D.C. is planning special promotions for the children's line, Leo the Lion, with its rack outlet, Record wagon, Boston, expressed appreciation of the new rack labels, especially VSP, the jazz line.

Decca, Coral Add Fuel to March Pitch

NEW YORK — Decca and Coral Records have set up an extra incentive program for its March album release week which features Miss Lee's LP, "Lee and Pete. To support the March program, 20,20 full-color in-store displays, spotlights the new albums, have been added to serve as point-of-sale merchandising aids. A schedule of national trade advertising has been set to coincide with the release of the albums.

Miss Lee's LP is on Decca and Pete Fountain's set, "The Panchos' Hits," is on Coral. Both albums are now in stock at the Decca and Coral home office and the company's field force began making the rounds of both accounts this week.

Col. Nashville Studios Hum

NASHVILLE — Columbia is sending some of its out-of-town artists to Col. Nashville studios. Recently Bob Dylan recorded there, a Patte album was finished and in it and albums were turned out there by the Peewee Hunters, the Oak Rattlers, Los Tino Pachos and others.

In addition, Eric, Hickory, Mercury, Coral and other labels have used the studio and are booking for return sessions. The studio, which opened last fall, has four tracks. Columbia's old studio, still used heavily, has three tracks. Bob Altshuler, of Columbia's New York office, said the new studio has opened up a whole new stream of recording artists trying to get sessions for the studio is a success.

Dylan did his session under Bob Johnson, who has produced for some top starts.

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

"Nothing," said Col. hum bia would continue to send in many of its out-of-town artists to recording artists trying to get sessions for the studio is a success.

AF's One-On-Six

NEW YORK — A radio Fidelity Records' one-on-six deal covering its entire catalog inclusive of the First Component Series. According to Harold Dreyzin, vice-president, the deal will run through May. Six new albums will be included on the deal.
REVOLUTIONARY! The Spirit of 45 rpm... that's PAUL REVERE & THE RAIDERS! "Steppin' Out" and "Just Like Me" were 2 spirited single hits that THE RAIDERS rode to fame. Now they're rarin' to go with another action-charged single!

"KICKS" /w "SHAKE IT UP"

CS 9107

Here They Come!
PAUL REVERE & THE RAIDERS

FEATURING Just Like Me, Steppin' Out
Just Like Us!
PAUL REVERE & THE RAIDERS
from 'Where The Action Is'

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

*Stereo
I WANT TO GO WITH YOU
EDDY ARNOLD

EXCITING NEW POP ALBUMS

FOR MARCH

WANT TO GO WITH YOU
EDDY ARNOLD

12 tender love songs for dancing and
listening pleasure. Includes "I Want to
Go with You," "Don't Forget I Still Love
You," "Farewell," 9 more. In Dynam/o
tone sound.

TALK ME SOME SENSE
BOBBY BARE

Follows up his current "Best of Bobby
Bare" album in a "folk-country" vein.
"It Ain't Me, Babe," "Passin' Through,""What Color Is a Man?" 9 more. In Dynam/o
tone sound.

HERE'S THAT RAINY DAY
PARK HORN QUINTET

Commercial ballads with a slight jazz
flavor. Interesting addition of violins
gives extra pop appeal. "Lena," "Girl
Talk," "Who Can I Turn To?" in Dynam/o
tone sound.

WAYLON JENNINGS

His first album and it will be a smash.
Includes "Stop The World (And Let Me
Off)," "That's the Chance I'll Have to
Take," "I Don't Mind," 9 others. In Dynam/o
tone sound.

The Unforgettable
SAM COOKE

Here are 12 great Cooke hits, beautiful
and bluesy, great for dancing and listen-
"A Whole Lotta Woman," "Feel It," 9
more of Sam's best. In Dynam/o sound.

solid ground

Getting the sound of jazz onto solid
ground in the am here—and if scores. Con-
tains two standards, "San Fran-
cisco," "Heads or Tails," plus six originals. In Dynam/o sound.

MACK THE KNIFE

The jazz section of Orchestra U.S.A.
plays Kurt Weill songs. Arranged by
Michael Zawlin, album includes
"Alabama Song," "Mack the Knife."7
Binions, 14 others. LP/MSP-3508

CHET ATKINS picks on the
Beatles

Instrumental treatment of 12 Beatle
"bangers." A must for all Chet and Beatle
fans. "Yesterday," "She Loves You," "Hard
Day's Night," 9 others. In Dynam/o
tone sound.

A TRIBUTE TO THE
MUSICAL SOUL OF
HANK WILLIAMS

Full orchestrations to 12 all-time hits
of Hank Williams. Selections include
"Your Cheatin' Heart," "Mamie Tussler,"
"Cold, Cold Heart," "Hey, Good Lookin'." 9
more. In Dynam/o sound.

I'M YOUR BEST FRIEND
PORTER WAGONER

"Most promising female vocalist of
1965" sings her big hit, "If I Talk to
Her," "I'll Never Get Over Loving You," "Go Ahead and Make Me Cry." 9 more.
In Dynam/o sound.

The Magic of
MAKEBA

Makeba in a broader horizon. Ballads,
bossa nova, gospel, and African folk.
"Sorong, Star of Bethlehem," "When the Sun Comes Out," "When I Love You," "Kwela." 9
more. In Dynam/o sound.

"I'll Never Get Over Loving You," "Go Ahead and Make Me Cry." 9 more. In Dynam/o sound.

Live performance from the "South
Louisiana Hayride" show. Sings with
Norma Jean and The Wagonmasters. "One
Way Ticket to the Blues," "Old Camp
Meeting," 14 others. LP/MSP-3508

LPM/LSP-3519
LPM/LSP-3515
LPM/LSP-3523
LPM/LSP-3517
LPM/LSP-3516
LPM/LSP-3512
LPM/LSP-3509
LPM/LSP-3520
LPM/LSP-3508
LPM/LSP-3531
LPM/LSP-3531
LPM/LSP-3512
LPM/LSP-3523
LPM/LSP-3517
LPM/LSP-3516
LPM/LSP-3512
LPM/LSP-3509
LPM/LSP-3520
LPM/LSP-3508
LPM/LSP-3531
OUTSTANDING NEW RED SEAL RECORDINGS

LUCIA DI LAMMERMOOR
Mozart-Bergeran-Serati-Flagello
RCA Triumph Opera Orch. and Chorus
Georges Pretre cond.
Anna Moffo as Lucia

Moffe sings two Lucias—romantic and tragic—with rare insight. Pretre conducts the orchestra and a first-rate cast, with electrifying bris. 3-record album. In Dynagroove sound. LM/LSC-6170

HOLIDAY FOR STRINGS
Boston Pops
Arthur Fiedler

13 favorites featuring the Peab 67-piece string section. Female from Mendelssohn's Violin Concerto, "Malgueira," and a clever medley of "Humoresque" and "Swanee River." LM/LSC-2885

ERICK FRIEDMAN
The Tchaikovsky and Mendelssohn Violin Concertos
SEIJI OZAWA

Friedman combines technical brilliance and feeling. In this fine recording, Seiji Ozawa—fashioning Japanese conductor—gives sensitive, temperament reading. In Dynagroove sound. LM/LSC-2865

LEONARD PENNARIO
Schumann: Piano Duets, Strauss: Rhapsode
SEIJI OZAWA

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

ARThUR RUBINSTEIN
Liszt: Sonata in B Minor
Schubert: "Wanderer" Fantasy

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

NEW IN THE VINTAGE SERIES

Great songs from the height of their motion picture careers. Hollywood musicals at their dazzling peak with "Rose-Marie," "Indian Love Call," "Song of Love," 13 more. LPV-525

EAT WALLER
The Robert Shaw Chorale


RCA STEREO CARTRIDGE TAPES
developed and introduced by RCA Victor
700 to Attend L.A. Grammy

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

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

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

8th Annual Intercollégiate Jazz Festival

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

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

Other winners included Richie Levine of Bucknell University, Most Promising Rhythm Player; Lou Marine of North Texas State, Most Promising Reed Player; Rick Bogel of Quinnipiac College, Hamden, Conn. Most Promising Brass Performer; Jeff Stout of West Chester State College, Pa., Best Trumpet Player; Garry Gausser of West Chester State College, Pa., Best Drummer; Carey Mann of MIT, Cambridge, Mass., Best Guitarist.

The awards were presented by the chief adviser for the festival, Stan Kenneth. Kenneth was at Villanova early to work with a group of Philadelphians area radio and TV stations in promoting the event. Tom Brown, Philadelphia, WIP air personality, served as an adviser to the festival, too.

The festival presented 23 finalists selected from more than 100 colleges jazz groups. Co-moderators of the event were Brian Bemmeliner and Bill McCluskey. McCluskey was also general chairman of the festival. The program is started for broadcast over many ABC stations across the nation as well as over Armed Forces Radio Overseas and Radio Free Europe Networks.

Besides McCluskey, the festival committee included Rick Berry, show format chairman; Jeff Ihy, business moderator; Lucille Czernich, program chairman, and Raymond G. Wilke, faculty moderator.

Spanish Stress—Pesos for Cosnat

NEW YORK—Jerry Blaine is rebuilding his Constat Distributing organization with Spanish disc lines. Constat moved into the Spanish disc market in May of last year and the business has grown to such an extent that Blaine claims the firm is now the largest distributor of Spanish records in this country.

In addition to his Constat distribution center in New York, Blaine is also planning to open racks in cities around the country that have a growing Spanish-speaking population. New York is the hub, right now, but there has been a noticeable influx of Spanish-speaking people in such other cities as Philadelphia, Chicago, and Los Angeles.

"There's a buildup in many other areas including the South," Blaine said.

Blaine is also spreading his Spanish records into such key department store outlets as R. H. Macy, Alexander's, May Co., Abraham & Straus and 2 Gays From Harrison. He figures that Spanish records will be found in about 75 other stores in the near future.

Blaine decided on the Spanish stress when he noticed how well the Tico line was doing. With Tico as a starting point, he began importing record lines from South America and is still picking up more. "It's a new and untapped market," he said, "and it can be compared with the early days of the rhythm and blues business.

In building up his Spanish disc operation, Blaine has given up most of his pop disc business. Constat now handles only the pop product from Blaine's own record production combine, Jubilee, Jonie, Port, B. T. Puppy, Doo Dish and Dana. Constat also handles the pop product frombbbing other labels such as Tico is a subsidiary label.

Blaine, who set up Constat 20 years ago and who had 10 branches in operation at one time, feels that there will be drastic changes in the pattern of disc distribution in the near future. "The gross percentage of profits don't match overhead," he said, "and the distributors will have to find a way out." For Blaine it's Spanish records.

In another facet of his operation, Blaine, who owns a pressing plant on the Coast, is ready to swing into the tape cartridge field. He's buying in duplicating equipment for the eight-track tape line and will start servicing soon.

Muscior Sets Effort on Latin LP's

NEW YORK—Muscior Records is making a major effort to increase its sales in the Spanish language through its subsidiary label Trigs Spinna, vice-president in charge of sales, and Frank Bibiloni, Latin promotion man, this week responded from a Puerto Rican trip.

Spinna visited Vela Distributors, a top retail operation and several retailers, while Bibiloni set up radio station promotions.

Tito Rodriguez is head of Muscior's Latin wing. Rodriguez, currently touring Argentina, recently recorded Adita Vibe for another release on Muscior.

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

FACH DENIES WAYNE SPLIT

CHICAGO — Charlie Fach, vice-president and product manager of Smash and Fontana Records, denied last week that Wayne Fontana and the Mindbenders had left the Fontana label. MGM Records has reported it signed the act as two separate acts, only to release "It Was Easier to Hurt Him Than to Make 'I Am Today,'" by Wayne Fontana.
OTIS REDDING
Has A Hit Single
SATISFACTION
From The Hit Album "Otis Blue"

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

Distributed by
Atco Records
NARAS's Simon Spells Out the Rules of Procedure on Awards

Editors note: Because of the great interest expressed in recent weeks over the Grammy Awards, The Record has asked NARAS to outline its procedures in selecting nominations and winners. The following is a detailed account of the procedure, in which a number of important points are explained. The account, which was prepared by George T. Simon, NARAS executive director.

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

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

"Before the final eligibility list is compiled, however, ASCAP, BMI, and RIAA must submit hundreds of hours to the screening of every single entry. They must be screened for duplication, release dates, proper masters and rights to labels, composers, engineers, art directors, arrangers, etc., improper importation, multiple entries, covers, wrong fields (except classical), etc. Entries that are not acceptable are returned to the labels.

"The first round of voting is done by the Academy, not only by its executives, but also by specially selected and recognized experts (members and non-members) in all fields of music. Most of these judges, except classical, are eligible for membership in the Academy as well. Nobody, but nobody, knows who the winners are until they are sealed in their envelopes. In fact, the producers, engineers, art directors, arrangers, etc., who especially well-versed in their particular fields, these experts are more than all other members together; they simply supplement them.

"The second round of voting is done by NARAS, the Academy's independent accounting firm of Haskins & Sells which tabulates them and sends the results to the NARAS office. These are in turn summarized to each of the national trustees to verify that every selection is in its proper category. (With so many thousands of original entries to screen, this sort of double-checking is considered quite advisable.) Also, any of the specialized categories are one or two additional nominations. These are supplied by special committee composed of experts who especially well-versed in their particular fields, these experts are more than all other members together; they simply supplement them.

"Nominations are made by the Academy, and their selections are tentative fields. The Academy must realize that the selection is only the first round of a wide review to the Academy's achievement.

"Now perhaps this is not the perfect system, but the one that the Academy has selected. But one must keep in mind that no completely democratic system always does please everyone. It has been up to us to assure that we have been able to devise the one that we feel will permit the greatest number of creative people in the field of recording to vote for the products with which they themselves have worked. That, after all, is the reason for the existence of the Grammys is to recognize and to reward artistic achievement.

"However, as Francis Scott indicated in his letter last week, we do not think that we have. We want generally to improve as much as we possibly can all phases of the procedure. We want to screen as thoroughly as possible the records that are submitted. In addition, we want to see that all selection procedures are fair and honest. We want to make sure that the system is free of extraneous influences, and that it is completely independent. This is why we have established the NARAS organization.

"In addition, we want to see that all selection procedures are fair and honest. We want to make sure that the system is free of extraneous influences, and that it is completely independent. This is why we have established the NARAS organization.

New Kapp Distributor

NEW YORK—The London Records Distributing Corp., has been appointed new distributor for Kapp Records, replacing Associated Distributors Co. All State, however, will continue to handle the Kapp list in North Jersey through their Newark office.

Decca Bril Bldg.'s New Tenant

NEW YORK — Decca Recs is going where the pop acts are going. The company is first of its kind made by a major record company; Decca is setting up a branch office in the Brill Building at Broadway and 31st Street. The Brill Building is in the Universal Building on Park Avenue.

The new office, which opens on March 11, will be a fulfillment center which will be able to afford greater access to independent producers in submitting songs and masters to the Decca labels.

The acquisition by Decca with an independent production company, Kapp-Transportation-Union-Kapp, has been signed by the manufacturers for the future label distribution by MGM.

Last year, Decca signed the producing team of John Madara and Ken Seidman, who have come up with the Len Barry hits, "I-2-3" and "Like a Baby." Last week Decca released a new single, "Somebody," Madara-Whitney have also produced a single and the Spookmen and the Groove on the forthcoming.

In light of the new sources of current hit disk product, Decca feels that the new office will be able to build up any new talent.

Electra Records: new logo is the line. The new logo, designed by William S. Harvey, the lab's artistic director, will appear on all Elektro products.

Jankowski Riding in City

CHICAGO — Horst Jankowski, New York's Palm Beach master, is currently riding in the City. His new and unique "More Genius of Jankowski," has apparently broken a host of international records already—and it hasn't even been released yet.

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

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

New Kapp Distributor

NEW YORK—The London Records Distributing Corp., has been appointed new distributor for Kapp Records, replacing Associated Distributors Co. All State, however, will continue to handle the Kapp list in North Jersey through their Newark office.

Elektro: New logo is the line. The new logo, designed by William S. Harvey, the lab's artistic director, will appear on all Elektro product.

DISCUSSING THE Country Music Scene of geography in recent years was, from left, Paul Ackerman, music editor of Billboard; Stoney Cooper; Joel, head of the Jolly Joyce Agency, Philadelphia; Roy Horton of Peer International, TV critic; and Gary Koppelman, who has just returned from a tour of Germany booked by the Jolly Joyce Agency.

Electronics Mfrs. Invade Home Cartridge Field

- Continued from page 1

...nicities of tape cartridge is still an open question. On the selling level the rec-
makers are stressing to their distributors and retailers that tape cartridges are a "plus" business and will not build to the detriment of their regular record business. This will be one of the prime pitches the manu-
facturers will be giving to their merchants at the NARM convention.

The tape cartridge manufact-
ers have created a "similar" view and they, too, will be in Miami Beach to make the mer-
chandisers aware that these are "plus" busi-
tess. Larry Finley, head of International Tape Cartridge Corp., has taken a suite at the house of the Wilma Lee and Stoney Cooper co-
ty, and Neal Heff's "Bamman Thea" is the belief of Victor's new created Record Tape Marketing Department that timeliness is an essential ingredient in the succ-
cessful merchandising of a national product on cartridges for "peo-
ple on the go.

The release of 13 Stereo 8 cartridges brings the RCA Victor tape catalogue to 239 titles. Included in the March release are such other 'white box' LPs as "The Screen Scene of Peter Nero," "Brook Benton's "Mother Nature, Father Time," the original film music to "Who Sees Who In From The Cold," and the Henry Mancini "Desilu," package, "The Academy Award Songs."
Profits a-Poppin'

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

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

RCA Victor

"Everybody Gotta Be Someplace"

LPM/LSP-3534
WOULD YOU BELIEVE???

We're not even one year old yet—
and Look at These Hit-Bound Singles!!!

JACKIE LEE "YOUR P-E-R-S-O-N-A-L-I-T-Y"

GLENDALE, Calif.—Rock jobbers have learned that the children's market is a 12-months of the year business, reports Disneyland's national sales manager, Bob Elliott. Three years ago the label scored a breakthrough by convincing racks that children's records were a strong item all year around. Today, Elliott estimates, a majority of the racks doing business with the company carry almost the entire line of Disneyland albums. There are only about 10,000 copies of the $1.98 title, including such stables as "Sesame Street Choo Choo" and "Cinderella" soundtracks. By increasing exposure for

THE JAZZ BEAT

BY EliOT TIEGEL

UCLA commemorated 1966 American Negro History Week (Feb. 1-12) with special events programs climaxd by the blending of the Dizzy Gillespie Quintet with the Modern Jazz Quartet amidst a grand scale concert atmosphere. UCLA's Campus Fine Arts Productions, which sponsored Gillespie and the MJQ, wasn't sure several days before the concert as to the size of the house. However, on the evening of the show, cavernous Royce Hall was almost filled to capacity. That the show's deepening meanings to the performers was indicated by the fact that there was no use of sheet music players. Even Diz and the MJQ, Gillespie in the first half, and the MJQ as second-half benefactors, tossed their best out at the audience, which included the 7,000+ freshman basketball phenomenon. In particular, the audience's interest of the audience's interface with the back porch outside the community comprised a large portion of the ticket holders.

Gillespie's group was composed of several new faces—Candy Finn on drums, Jay Doris Collins, and electric bass Frank Schifano in place of Chris White. On piano was Ken Baron, with James Moody with two saxophones and comic partner to his trumpet. Schifano's time-tested and aging brother of posterity, "Tiegel," has passed the two million sales mark. His "I.P, which has passed the two million sales mark and "The Beatles Second Album" are being issued on a stereo reel tape and with eight other reel tapes.

Capitol's reel packages offer two previous hit albums by Buck Owens, and the Letterman, the title of which is from Angel: "Terando" and highlights of "Lobengrin-Tannhausener" and "Tosca-Carmen."

The Belles "DON'T PRETEND"

THE MUSIC COMPANY "I'VE JUST SEEN A FACE"

RENE BLOCH "SWEET SHERRY"

Kiddie: Market for All Seasons

THE BELLES "DON'T PRETEND"

THE MUSIC COMPANY "I'VE JUST SEEN A FACE"

RENE BLOCH "SWEET SHERRY"

Maybe it's because we look older than we are!

Kiddie: Market for All Seasons

GLENDALE, Calif.—Rock jobbers have learned that the children's market is a 12-months of the year business, reports Disneyland's national sales manager, Bob Elliott. Three years ago the label scored a breakthrough by convincing racks that children's records were a strong item all year around. Today, Elliott estimates, a majority of the racks doing business with the company carry almost the entire line of Disneyland albums. There are only about 10,000 copies of the $1.98 title, including such stables as "Sesame Street Choo Choo" and "Cinderella" soundtracks. By increasing exposure for Disneyland product, racks have usurped their competitors' market. Elliott said. Children's records are being placed in larger outlets as racks expand into the urban area. Usually the best promotion output is simply making greater space available for the product.

NARM members account for 30 per cent of Disneyland sales. The Vinyl Record is not offered to racks because that product is involved with juvenile and disk jockey relations and is a small portion of the company's total record output. Elliott states the trend today is to break away from placing product in small locations (two foot racks) and concentrate instead on drawing larger users in their communities (racks to the chargers of distributors). The children's market is different from popular product in that the major label product in particular album in mind when they purchase a kiddie department. They buy what's available on impulse, says Elliott.

"The particularly sound quality" racks are getting away from the 'lemon and pound, or price, Elliott believes. They are interested in buying strong titles and will pass more to the Reid of return product and will face when buying weak product. In the Elliott's estimation will be Southern regional sales chief Sandy Beech and Eastern sales chief Marty Kadish.

Handelman's Sales Earnings At New High

DETOUR—Sales and earnings for the Handelman Co., giant rack jobbers in the record and tape industry, rose to new highs for the quarter compare with $10,881,930 for the comparable period early last year. Figures for the nine-month period are equally impressive—with sales increasing from $25,375,582 to $30,704,103, and earnings after tax $1,099,765 to 1,632,855.

According to Paul Handle- man, president, prospects for the balance of the current fiscal year are good, with the advent of eight-track stereo tape for automobiles representing an important new potential.

Mirwood Enters Pop Jazz Field

HOLLYWOOD—Mirwood—Mirwood has entered the pop jazz field with the album—"Robin Soul" —with the artists from the Music Company, featuring Grover Washington, Bobbi Bennett, and Stan Getz, were among 24 in the spring release of record industry surveys and was a broadside to the competition and is based on the Beatles' "A Harder Soul" LP on Capitol.

Other jazz product includes the Afro-Blue Quintet Plus One, the Fender Bottle Top—Tom Jones, and Billy Taylor, The MJQ and King Curtis, and the Phil Spector "Beach" budget line. With the addition of this release, Mirwood productions will have issued 44 LPs since its formation nine months ago.

Mirwood Enters Pop Jazz Field

HOLLYWOOD—Mirwood—Mirwood has entered the pop jazz field with the album—"Robin Soul" —with the artists from the Music Company, featuring Grover Washington, Bobbi Bennett, and Stan Getz, were among 24 in the spring release of record industry surveys and was a broadside to the competition and is based on the Beatles' "A Harder Soul" LP on Capitol.

Other jazz product includes the Afro-Blue Quintet Plus One, the Fender Bottle Top—Tom Jones, and Billy Taylor, The MJQ and King Curtis, and the Phil Spector "Beach" budget line. With the addition of this release, Mirwood productions will have issued 44 LPs since its formation nine months ago.

March 12, 1966, BILLBOARD
Co-Op Formed in Chicago to Buy Disks at Bargain Basement Price

- Continued from page 1

of the LP to CORD members.

These discounts," said Golden, "are possible, guaranteed their bills every or weeks."

Golden said members will not be required to buy any set minimum of items and will be able to place their orders, "as large or as small as they want to make them," at any time. Members will receive profits. However, to pay their bills every 15 days.

Much of the organization will be as follows: Availability of all independent and certain labels from one source, lowest prices possible, guaranteed service, labor savings for the buyers.

RCA Engineers Vie for Awards

NASHVILLE—The four sound engineers at RCA Victor this year, believed to have attended the first sound engineers in RCA's Nashville studio. Jim Malloy, Al Pachucki and William and Chuck Seitz and William Vandervort.

Vandervort and Billy Lieben, dinner included the awards this year, believed to have been in RCA's Nashville studio. Jim Malloy, Al Pachucki and William Vandervort.

Malloy has been nominated several times since 1962 and won a Grammy in 1963 on the Henry Mancini album, "Charade," recorded in Hollywood. Seitz was nominated in 1964 for the Al Hirt album, "Sugar Lips," and is one of the only one of the RCA sound engineers to be nominated twice this year.

L. Grammar

- Continued from page 8

Three other song presenters have yet to be secured. Master of ceremonies is Jerry Lewis.

According to Christ Farnum, executive vice president and L.A. chapter, at least 50 per cent of the Coast-based nominees will be at the dinner. For the first time in the history of the Grammy awards, they will receive Grammies in the best album, and classical and popular categories of the year. RCA Nominations will be presented.

Ombers, Willers

- Continued from page 4

Stevens and Dick Schofield, Co-Op members. Members of the organization were present at the first awards dinner included Dick Schofield, Bill DeMott, Charles Calvert, Sammy Waters, Tommy Wiggs, Al Pachucki, Charlie Adams, Ma E. Dlmitri, Charlie Williams, Mae Axton, Mira Coleman, Dick Kirk and Len Fairchuck.

March 12, 1966, BILLBOARD
SALE au-go-go!

BIGGER PROFITS and MORE SALES FROM REDISCO!

FREE GOODS FOR SMART BUYERS

DIAMOND NEEDLES at BELOW WHOLESALE PRICES!

Here are the 16 diamond needles that will cover 95% of replacement calls! Buy any 12 . . . get any one FREE!

4.95 EACH SUGGESTED LIST / YOUR COST 1.19 EACH

| Replacement for Sonotone 2M, Order 213609 | $4.95 | $1.19 |
| Replacement for Sonotone 10, Order 213555 | $4.95 | $1.19 |
| Replacement for Sonotone 54, Order 213535 | $4.95 | $1.19 |
| Replacement for Sonotone 8, Order 213530 | $4.95 | $1.19 |
| Replacement for Sonotone 11, Order 213533 | $4.95 | $1.19 |
| Replacement for Sonotone 12, Order 213534 | $4.95 | $1.19 |
| Replacement for Sonotone 3, Order 213545 | $4.95 | $1.19 |

$4.95 EA. SUGGESTED LIST / YOUR COST 1.09 EACH

| Replacement for Roseffe BF40, Order 213545 | $4.95 | $1.09 |
| Replacement for Sonotone 22, Order 213520 | $4.95 | $1.09 |
| Replacement for Sonotone 9, Order 213525 | $4.95 | $1.09 |
| Replacement for Sonotone 13, Order 213523 | $4.95 | $1.09 |

One Stop — One Day Service! Strictly Wholesale — Orders Filled and Discount Programs Always Available!

LR'S ANY LABEL

<table>
<thead>
<tr>
<th>YOUR COST</th>
<th>List Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.35</td>
<td>$2.97</td>
</tr>
<tr>
<td>2.97</td>
<td>$3.59</td>
</tr>
</tbody>
</table>

RONETTE ASTATIC REPLACEMENT NEEDLES

PACKAGED 12 ON DISPLAY CARD

1 or 2 CARDS $1.47 each, or 3 or more cards $1.39 each. EARLY $27.24 PROFIT PER CARD!

VM & BSR SPINDLES

Sensationally low-priced effect

Retail $2.99 ea. Your Cost 99¢ ea. Order 1 or 100 at this low price.

FREE 45 R.P.M. ADAPTERS

6 to 90 adapters. List $1.00 each. Your Cost 25¢ each. 1 card free with purchase of 4 cards.

FREE RECORD CLEANING CLOTH

High quality cleaning cloth. 1 per card.

FREE BOXED 1966 EASY LISTENING

One color, write to your record label.

SAPPHIRE NEEDLES

SPECIAL! Buy all 3 cards GROSS $1.02—you can't beat this offer!

RONETTE #BF40 1504-12

No. 1504-12. FLEXIBLE SAPPHIRE. LIFETIME-GUARANTEED. Order 1504-12.

RETAIL PRICE PER CARD $3.00

THE RECORDS DISTRIBUTING CO.

1811 Gilford Avenue, Dept. 83, Baltimare, Maryland 21202

Pest paid shipments when payment is enclosed with order or we will ship C.O.D.
‘From Russia With Love.’
‘Goldfinger.’ ‘Thunderball.’
And now... the man with the James Bond sound scores big again!
John Barry follows his hard-hitting James Bond arrangements with a sensational original score for a blistering new motion picture drama.

‘The Chase’

Also available as a new John Barry single, “The Chase” “Saturday Night Philosopher”

ON COLUMBIA RECORDS®
LOU CHRISTIE—Rhapsody in the Rain (Prod. by Alvin E. Bragg) [Screen Gems-Columbia, BMG]—Top—(continued)

Herb Alpert & the Tijuana Brass—Spanish Flea (Almo, ASCAP)—Sure to equal his "Taco Bell" and "Zorba" hits, this catchy novelty has already hit the top of the British charts.

CAROLE KING—A Road to Nowhere (Prod. by Al Kooper and Jerry Wexler) [Columbia, ASCAP]—A fine Cher-style vocal by the female half of the Goftin-King songwriting team on their own cleverly written off-beat rhythm tune. Flip: "Some of Your Lovin'" (Prod. by Gerry Goffin) [Screen Gems-Columbia, BMG].

TOMMY EDWARDS—I Cried I Cried (Prod. by Teddy Randazzo) [South Mountain, BMG]—Edwards has a hot chart entry in this soft rhythm ballad written and produced by Teddy Randazzo. Flip: I Must Be in Something Wrong (Prod. by Teddy Randazzo) [South Mountain, BMG].

THE BONES—Sippin' N Chippin' (Prod. by Joe Talbot) [Atlantic, ASCAP]—Another "commercial" success for the group is this big beat dance tune sure to equal their "No Matter What Shape Your Heart's In" [Motown] (Mercury, BMI).

WHAT'S UP—YOU LET A LOVE BURN OUT (Prod. by Frank Werber) [S.F.O.M., BMI]—Good beat dance ballad and another "commercial" tune which makes this another top of the chart winner for the quarter. Flip: Somewhere Beyond the Sea (Chappell). ASCAP.

LEN BARRY—SOMEBODY (Prod. by Madada-Whitmore) [Columbia, ASCAP]—A top ten hit their strong vocal on the "West Side Story" song in a solid dance beat version should equal his "Like a Baby" hit. Flip: It's a Cryin' Shame (Champion, BMI).

JOHNNY RIVERS—SECRET AGENT MAN (Prod. by Al Green) [Almo, ASCAP]—The TV star's hot follow-up to his "Men in My Little Girl's Life" smash is another solid ballad that should hit the chart with impact. Flip: White We're Young (Reprise, BMI).

LORRAINE ELLISON—CALL ME ANYTIME, YOU NEED SOME LOVIN' (Prod. by Lambert-Courtney) [Sagamore, BMI]—More potential than her "I Dig You Baby" in this exciting production with exceptional Ellinco vocal. Could be a big one. Flip: Please Don't Teach Me to Love You (Blackwood, BMI). ASCAP.

MORRISSEY—THE DRIFTERS—MEMORIES ARE MADE OF THIS (Prod. by Bert Berns) [Blackwood, BMI]—Exciting revival of the Drifters' classic with top Drifter vocals backed by Maricchi brass, aimed at a "Doin' It Again" pop market. Flip: My Islands in the Sun ("Preto" BMI). ASCAP.

DONNA WURK—WHERE THERE IS LOVE (Prod. by Blue Jac Prod.) [Acap.]—Hot on the heels of her hit "Acting Blues" comes this pretty rhythm ballad with strong hip beat. Flip: Message to Michael (U. S. Songs, ASCAP). Scepter 12113.

KELLY SMITH—Good Day My Love (Emerson, BMI) DESIRE DIES—(Prod. by Ted Giovanis) [MGM, ASCAP]—Another hot dance tune with impressive orchestration and production which should follow the Don McLean hit. Flip: This Is Love (Columbia, ASCAP). MGM 13469.

TWIN Mist—A Little Girl's Life (Kapp) Flip: With My Eyes Open ("Preto" BMI). ASCAP.

KEVIN BROWN—Call On Me ("Preto" BMI) Flip: It's Not That Easy (Kapp). ASCAP.

VINCE DANNING—See a Kind of Darkness ("Preto" BMI) WALKER, DANNY—That's Love ("Preto" BMI) ASCAP.

JIM GLASSER—World Of Love ("Preto" BMI) MONUMENT 9741.

MARCIA RILEY—(Prod. by Johnnie Wright) [Capitol, ASCAP]—A catchy pop song with catchy melody and effective arrangement which will be a hit on the R&B charts. Flip: How Does It Feel ("Preto" BMI). ASCAP.

CHRISTIAN ST. PETERS—You Were On My Mind (Irwin) [Colosseum] CRESTA ("Preto" BMI) ASCAP.

DAVID CHUTIN—When I Was Young ("Preto" BMI) Flip: Think of Me ("Preto" BMI). ASCAP.

LOUIE SULLIVAN—Doing The Philly Bug ("Preto" BMI) CAPITOL 5612.

KATHY GIBSON—Spanish Flat ("Preto" BMI) ASCAP.

THE FOUR TOPS—"What You Did For Me" ("Preto" BMI) ASCAP.

V.C. DANNING—I'm A Kind Of Darkness ("Preto" BMI) WALKER, DANNY—That's Love ("Preto" BMI) ASCAP.

JOHNNY ROBERTS—(Prod. by Johnnie Wright) [Capitol, ASCAP]—A rock tune with strong vocals and an interesting arrangement should make this a hot hit on the R&B charts. Flip: (I'll Never Be) A Fool Again ("Preto" BMI). ASCAP.

CHRISTOPHE ST. PETERS—You Were On My Mind (Irwin) [Colosseum] CRESTA ("Preto" BMI) ASCAP.

DANNY RAY—(Prod. by Jerry Klein and Bill Holman) [Xanadu, BMI]—A catchy pop song with catchy melody and effective arrangement which will be a hit on the R&B charts. Flip: How Does It Feel ("Preto" BMI). ASCAP.

LOUIE SULLIVAN—Doing The Philly Bug ("Preto" BMI) CAPITOL 5612.

KATHY GIBSON—Spanish Flat ("Preto" BMI) ASCAP.

THE FOUR TOPS—"What You Did For Me" ("Preto" BMI) ASCAP.

V.C. DANNING—I'm A Kind Of Darkness ("Preto" BMI) WALKER, DANNY—That's Love ("Preto" BMI) ASCAP.

JOHNNY ROBERTS—(Prod. by Johnnie Wright) [Capitol, ASCAP]—A rock tune with strong vocals and an interesting arrangement should make this a hit on the R&B charts. Flip: (I'll Never Be) A Fool Again ("Preto" BMI). ASCAP.
Rack up more sales with these hot budget lines from MGM!

New on Metro...Best-selling budget line in the business!

New on Leo The Lion...Newest, brightest budget line for Children!

Who says quality records have to be expensive?
New on VSP...
Top jazz from the vaults of Verve and MGM Records!

Who says jazz albums have to be expensive?
New on Heliodor...
Budget classics from Deutsche Grammophon and MGM Records!

Who says quality classical music has to be expensive?

Metro, Leo The Lion, VSP, and Heliodor Records are divisions of Metro-Goldwyn-Mayer Inc.
RADIO-TV programming

Country Haywagon Rolls to 83G Gross

NEW YORK — Country music talent had one of its biggest weeks in history last week — Gerald W. Purcell Associates launched nine country music shows as radio station promotions between Feb. 24 and March 2, all within major markets. Gross was $383,260.

A special report on Johnnie and Jack Arnold, Don Bowman, Dottie West, Jim Ed Brown, Harry Grisham, George Hamilton IV performed Feb. 24 for KUZZ, Bakersfield, Calif.; Feb. 25 for KFOX, Los Angeles; Feb. 26, KSAY, San Francisco, Feb. 27, WGNU, St. Louis; March 1, WJJD, Chicago; and March 2, WEXT, Hartford.


More than $31,000 saw the nine contests. Purcell said it was one of the biggest weeks country music shows have had in any major market.

The show for KFOX in Los Angeles drew 6,500. All of the shows were promoted by Purcell in cooperation with WJRE, a station not involved in the Purcell productions. Purcell promoted 14 concerts during the week; four others featured Al Hirt, one featured Carlene Quinn.

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

Record Promotion Men Speakers For WSDM, Chi Stereo Station

BY BAY BRACK

CHICAGO — Local record promotion men had good things to say last week about L&P Broadcasting Corp.'s 3rd quarter multiplex stereo property, WSDM FM — indication of the growing national importance of stereo stations.

"I think WSDM is the most important FM station in the country," said Capitol's George Williams. "SDM is a real fact. They're helping us an awful lot," said Columbia's Jim Scully.

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

"A valid voice and a mover of products, that's SDM," commented Rick Blackburn, Spotless Distributors.

All was not quite this enthusiastic among record men a year ago when WSDM went on the air with a 100-album library, a gaggle of guy deejays called "The Great 100-Air programming-a-failure" head man Mickey Shaw "SDM came along at the right time," said Scully. "AM radio in Chicago was in an unsettled state."

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

KGLFJ Is L.A.'s Sole Soul King

LOS ANGELES—KGFJ influences a vast majority of the r&b record sales here, the nation's third radio market. The 24-hour station received 82 percent of the votes of record sellers, distributors, deejays, and local and national record company executives. In addition, KGFJ placed second behind KFWB.

KGLFJ limits commercials to 12 minutes per hour and is "normally sold out. For instance," said Barrett, we're sold out through March. And I knock on doors and say, "Hi to the music director at the 24-hour operation and Barrett feels 'he's one of the sharpest in the business."

(Continued on page 24)

INDEX WHEELS SPIN FOR KRLA, KLAC KHJ

LOS ANGELES—Fates and fortunes are on the move in broadcasting ranks as evidenced by the latest Pulse and Hooper indexes. KRLA, according to the November-Decem ber Hooper book, continued the afternoon and evening front runner, but was tied with KLAC in the morning. In third place morning shows were KMPC, followed by KNX and XTRA. Afternoons, it was KRLA, KHJ, KXLA, KXOL and XTRA. Evening, Pulse registered KRLA, KHJ, KLAC, with KFWB Pale and KHJ tied for fourth place.

In the Hooper book, the morning ratings were topped by KMPC, followed by KRLA, KHJ, KHJ, KLAC, KXLA, KXOL. KFWB topped for the first time ever when the book took over, followed by KRLA, KMPC, with KNX,KPLO tied for fourth. Evening, it was KHJ, KRLA, KHJ, KHJ, KXLA, KXOL. Saturday from 10 a.m. to 6 p.m., KHJ dominated, with KRLA second, KGFJ third, KFOL fourth and KMPK/KABC tied fifth. Sunday during the same time, it was KRLA, KHJ, KLAC, KGFJ, and KMG.

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

March 12, 1966, BILLBOARD
Pat Boone

Proudly Presents

With a Two-Sided Smash Single!

A Well-Remembered Highly Thought of Love Affair

Produced by Tony Hatch

It Seems Like Yesterday

16836

Pat's Best-Selling Albums

Hymns We Love

Pat's Great Hits

Side By Side Pat and Shirley Boone

Pat Boone's Golden Hits Featuring Speedy Gonzales

Pat Boone Sings Days Of Wine and Roses

The Golden Era of Country Hits

My 10th Anniversary With Dot Records

Pat Boone Sings Winners of the Reader's Digest Poll

And All-Time Hits

Moody River / Speedy Gonzales

Ain't That A Shame / Friendly Persuasion

Don't Forbid Me / April Love

Love Letters In The Sand

A Wonderful Time Up There

Side By Side / Pat and Shirley Boone

The Hawaiian Wedding Song

I'll Be Home / I Almost Lost My Mind

The Exodus Song / (Welcome) New Lovers

The Greatest Talent on Record
Besides playing country music, WFEF in Richmond, Va., is more deeply involved in the country music business. General manager Swensen was an important booking agent and promoter for country music spectacles. The general manage has a promotion operation, which is directed by his assistant, Jim Ramsey, and is designed to take advantage of every possible promotion opportunity. This promotion program is directed by a manager, Gene Thomas, who has a promotion department that consists of a number of promoters, each of whom is responsible for a specific area of promotion.

Radio-Television Programming

LOS ANGELES—"The principal elements we have to offer," said KCMC program director, R.J. Hogan, "are personalities and the music we play. We are putting together all the elements in the most effective way possible." For example, KCMC was the No. 1 rated station in the market, as measured by the Arbitron rating, and the station was ahead of KRCM, the No. 2 rated station in the market, in all key demographics. Hogan said the station was able to use its strong ratings to attract advertisers, and the station was able to use its advertising dollars to attract even more listeners.

Vox Jazz

BY CLAUDE HALL

Radio-Television Programming

LOS ANGELES, Calif.—(Continued) on page 25)

Radio-Television Programming

LOS ANGELES, Calif.—(Continued)

Music Format: Jam (100%).

FM RADIO FREQUENCIES

103.1 KYMS-FM 94.9
100.3 KIIS 103.5
99.7 KFMB-FM 99.5
98.5 KZSS 98.9
95.7 KCSB-FM 100
88.3 KFST 89.3
87.9 KUPL
87.5 KFPT
85.5 KCMC
84.1 KSWQ

Radio-Television Programming

KCMC-FM: 100,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.

KLF-AFM: 75,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (85%). News format: News (15%). Station is owned by Cumulus Communications Inc. Station is owned by Cumulus Communications Inc.
Anna Moffo and Georges Prêtre... two of 6 good reasons your customers will want this new recording of "Lucia di Lammermoor"

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

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

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

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

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

6. This album will be nationally advertised in HiFi/Stereo Review, Saturday Review, Opera News, Schwann, American Record Guide.
WSJS: 2 Dealers Plan Own Grammys

WINSTON-SALEM—Two dealers here have joined with radio station WSJS to select their own Grammy Awards. Ballots have been printed for publication in the next days in the nominations of The National Academy of Recording Arts and Sciences. These will be distributed to the dealers operated by Joe Reznick and the Boscov-Butler Broadcasting Co.

The contest will be heavily promoted between March 1-14 on the radio station, which will not only talk about the ballots, the music awards, and the awards ceremony, but also play the musical selections that'll be eligible for Grammy Awards.

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

Both dealers plan to conduct this spring for personnel to choose their own nominees for Broadcasters' Grammy Awards. The contest begins at the Portland Hilton, Portland, Ore., May 12-13, America's largest entertainment industry event. The contest is open to all music-loving fans in Minneapohis, June 6-7, Hilton, San Francisco, Jan. 25-26, Los Angeles, March 19-20, and New York, April 17-18.


NAB SLATES SIX CLINICS

WASHINGTON — Six radio programs will be conducted this spring for personnel to choose their own nominees for Broadcasters' Grammy Awards. The contest begins at the Portland Hilton, Portland, Ore., May 12-13, America's largest entertainment industry event. The contest is open to all music-loving fans in Minnesota, June 6-7, Hilton, San Francisco, Jan. 25-26, Los Angeles, March 19-20, and New York, April 17-18.

We were looking for places to expand and something new to offer," said Scully, "and we had a good deal of interest in this new SDM with interest because Scull was smart enough to tell us exactly what he was going to do.

"Here's what we planned to do," said Sherr. "We're going to take every old for the Rolling Stones and just play for Lawrence Welk. Our record program format is this: Pop-oriented jazz and jazz-oriented pop.

Station owners Leonard and Philip K. Sherr are the heads of the firm-owned Chas. E. Sherr. Inc., the owner of the station.

"We felt SDM strongly in the breaking of "Quincy's" for Passacys," said Blackburn. "At a 15-second-per-hour, 90-hour-per-week, WSDM is showcasing a lot of stereo product and has been forced to mix its own stereo options on occasion.

"We can use stereo stations that either serve music director Bert Berdean.

"Much of the WSDM effect is hard to contribute to Bert Berdean's ability to gauge albums, but he needs Sherr's and Williams.

"Audience ratings indicate SDM is now the second-most important music director. It's behind fine-arts WFTM, SDM is currently ahead of the town's leading stations in audience.

Berdean was stepping up the strength of such accounts as the Los Angeles Chamber of Commerce, the Travel-Busch, Inc., Capitol Records, Columbia Records and Mercury Records.

"We have no imitators yet," said Sherr. "But we are approached by two different companies for syndication, and we're seriously considering the offers.

Vox Jox

* Continued from page 24

Gene Greene has been named program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at KOXO-FM, formerly KOXO, a new program director at K
AINT THAT A GROOVE
PART 1 & 2
KING 6025

Another!
NUMBER 1 RECORD

JAMES BROWN
LP'S HOT LP'S

KING RECORDS, INC
1540 BREWSTER AVE. CINCINNATI, OHIO
Your local KING distributors

PEP RECORD DIST. Los Angeles, Calif.
INDEPENDENT MUSIC SALES San Francisco, Calif.
PAN AMERICAN REC. SUP. Denver, Colo.
TRINITY RECORD DIST. E. Hartford, Conn.
MUSIC SALES OF FLORIDA Miami, Fla.
GODWIN RECORD DIST. Atlanta, Georgia
MUSIC CRAFT DIST. OF HAWAII Honolulu, Hawaii
ALL STATE RECORD DIST. Chicago, Ill.
JOHN ROBERTS CO. Indianapolis, Ind.
ALL SOUTH RECORD DIST. New Orleans, La.
STARK'S RECORD SHOP Shreveport, La.
GENERAL DIST. CO. Baltimore, Maryland
PERSONAL MANAGEMENT: Ben Bart

BIBB DISTRIBUTING CO. Charlotte, N.C.
HAMBURG BROS. Pittsburgh, Pa.

DUMONT RECORD DIST. Boston, Mass.
MUSIC MERCHANTS Detroit, Mich.
JATHER RECORD DIST. Minneapolis, Minn.
ROBERTS RECORD DIST. St. Louis, Mo.
LARDY RECORDS Newark, N.J.
DELTA RECORDS Albany, New York

RECORD SALES CORP. Memphis, Tenn.
MUSIC CITY RECORD DIS. Nashville, Tenn.
KING RECORDS, INC. Dallas, Texas
SUNLAND SUPPLY CO. El Paso, Texas
UNITED RECORD DISTRIBUTOR Houston, Texas

UNIVERSAL ATTRACTIONS,
BOOKINGS: 205 W. 57th Street, New York, N. Y.
Connie Francis

Hit Is This:

Love Is Me,
Love Is You

b/w I'd Let You
Break My
Heart All Over Again

K-13470
Spectacular Development of Disk Market in France Seen by Soupélet

By MIKE HENNESSEY

PARIS—A "spectacular development" of the disk market was forecast by Jacques Soupélet, who has just concluded his first interview since he took over as President Directeur General of CBS France a year ago.

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

"France has become a very young country—there is a continuous increasing 'buge' in the recording-buying age group and, in addition to this, living standards are again rising and there is a tremendous growth in leisure activities.

"I am going to the United States to study the disk industry there and I will, of course, pay particular attention to distribution. I am sure that there will be an eventual following of the U. S. pattern, and that we shall come to a concentration of distribution and marketing and to the emergence of large and more independent labels."

"At present, every major disk company in France has its own distribution system—this will have to be changed if large expansions are to take place. All methods of getting records to the public will have to be licensed, as today the creation of record clubs and mail order companies is being regulated. There will have to be more and more retail outlets for disks—in stores and supermarkets, for example."

"Soupélet said that his first task in taking over was to build a catalog of French artists—a policy which he had already reflected in the recent signings of Pepino, Rossy Arment, Dorin, Les Provinces Madeleine Pascal, who represents the French entry in the Eurovision contest, and Arijab. CBS-Arteco has also acquired the famous 'Compagnie Chanson' whose first disk for their new label will be released in the latter half of June."

Local Catalog Needed

"A good local catalog is what the industry has been weak in—we have a fine catalog of overseas artists and are, of course, particularly interested in its catalogues. But, I have plans to open up the Euro-American market to French product since I think that France has a large potential in that area."

"The CBS-Arteco company is also planning to change premises in July."

As far as new signings are concerned, Soupélet said he was not able to give his hopes in the hope that one might make another "ZA-2000" gamble," he said, "and that is one of the reasons why we are not making many new records—but I prefer to concentrate on a few artists at a time rather than spread heavily on mass signings."

"One reason how to the company was the loss of the Parlophone label. This is in the industry as the Beatles—but Pathe-Marconi."

Big Publicity Push

One of the things that have built up, Soupélet has big plans for publicity and promotional campaigns in the near future. He has the backing of the French market as a whole, and its sales are far better than I had expected."

"I understand that Philips is bringing album prices into line with those in the American market, but what puzzles me is how this can be done and not lose money. Admittedly the American record industry has a much larger margin than the French record business, but, on the other hand, disks in America are not subject to 25 per cent purchase duties in France.

"If, however, Philips succeeds in selling through albums as formerly, then this will unbalance the market and the American artists will simply appear in France."

"The CBS-Arteco company is also planning to change premises in July."

"I am selling considerable song publishing rights to concentrate on the pirate station Radio Caroline in which he has bought the largest single interest. The most likely prospect is Dick James, who is also in the Northern Songs which has just added its share of the business to its catalog made famous by the late Brian Epstein."

Soupélet's companies are 142 Music, Favorite Music, Hyde Park, Internationale, and in America Bernstein Music. In the U.S. the company has now acquired all the songs recorded by the Bacharach family.

MUSICIANS TO DROP THE BAN?

LONDON—The musicians' union here is withdrawing its ultimatum on lip synching on TV in the light of the TV companies agreement to concentrate on the proposed ban seriously. The ban did not lead to the dwindling of singles, sales, for whereas pirate radio is considered to be the most potent, over-exposure, the record companies have also been joined by other TV shows."

This situation of three years until March 31 or face the consequences. A similar ultimatum was made when TV was installed. Television companies, however, have had the situation and gone too far this time. The general assumption now is that they will carry on, regardless. This is in the face of knowledge that the ban could remain in force if the union could retrain its members from appearing on TV. The shows now show as a retaliatory move.

SOLOMON SELLING PRL Lines For a New Love, Caroline

LONDON—Philip Solomon is selling his considerable song publishing rights to concentrate on the pirate station Radio Caroline in which he has bought the largest single interest. The most likely prospect is Dick James, who is also in the Northern Songs which has just added its share of the business to its catalog made famous by the late Brian Epstein."

Soupélet's companies are 142 Music, Favorite Music, Hyde Park, Internationale, and in America Bernstein Music. In the U.S. the company has now acquired all the songs recorded by the Bacharach family.

Barcelona—The Spanish Group Elects Officers

Barcelona—The Spanish National Group of the Phonographic Industry elected new officers at a meeting here. The group comprises all leading record dealers in Spain, and is a company is an expert on copyright matters, as its general counsel.

Norway Disk Trade Booms

OSLO—the record business in Norway is up again this year. Not only was 1965 a peak year with a 30 per cent increase over last year but it is now going very well. Bendiksen's managing director, Olaf Bendiksen, with Otto Johannesen, managing director of Tauke, has placed both their labels on the market a year ago at 1.08, recently reached 2.50."

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

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

Charles Aznavour made triumphal appearances in Moscow and the U.S. (where several of his recordings are sold on the Reprise label) and sales of his records and phonograph were particularly impressive in South America. He also recently sold the label, so his records are now in the hands of a new owner in South America.

Jaco Brel also scored in

Monument Talks Swing to Continent

LONDON—Monument President Fred Foster Interna-
tional Director Bobby Weiss have concluded their U. K. visit with their artists, Boots Randolph and Ray Stevens, and their labels and talks were held with British Decca, Bud Shank, with the U. K. Monument's r&b label, Sound Stage Seven, ex-

Planning talks to open a new signing for the American market, but the company has been weak in the classical field, "I think it may have been a little premature."

"I understand that Philips is bringing album prices into line with those in the American market, but what puzzles me is how this can be done and not lose money. Admittedly the American record industry has a much larger margin than the French record business, but, on the other hand, disks in America are not subject to 25 per cent purchase duties in France."

"If, however, Philips succeeds in selling through albums as formerly, then this will unbalance the market and the American artists will simply appear in France."

"The CBS-Arteco company is also planning to change premises in July."

"I am selling considerable song publishing rights to concentrate on the pirate station Radio Caroline in which he has bought the largest single interest. The most likely prospect is Dick James, who is also in the Northern Songs which has just added its share of the business to its catalog made famous by the late Brian Epstein."

Soupélet's companies are 142 Music, Favorite Music, Hyde Park, Internationale, and in America Bernstein Music. In the U.S. the company has now acquired all the songs recorded by the Bacharach family.

Barcelona—The Spanish National Group of the Phonographic Industry elected new officers at a meeting here. The group comprises all leading record dealers in Spain, and is an expert on copyright matters, as its general counsel.

Norway Disk Trade Booms

OSLO—the record business in Norway is up again this year. Not only was 1965 a peak year with a 30 per cent increase over last year but it is now going very well. Bendiksen's managing director, Olaf Bendiksen, with Otto Johannesen, managing director of Tauke, has placed both their labels on the market a year ago at 1.08, recently reached 2.50."

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

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

Charles Aznavour made triumphal appearances in Moscow and the U.S. (where several of his recordings are sold on the Reprise label) and sales of his records and phonograph were particularly impressive in South America. He also recently sold the label, so his records are now in the hands of a new owner in South America.

Jaco Brel also scored in

Disques Barclay Is Cutting Impressive Growth Figure

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

In France, Charles Aznavour and Jacques Brel have continued to figure among the company's top selling artists and there has also been a consolidation in U. S. sales of popular artists like Dalida, with her hits "Zorba the Greek" and "11 Silences"; Ferrat, his young songwriter and singer whose successes include "La Vengeance" and "Le Portrait de Brouillard," folk singer Hugues Aufray; Decca. During their new discovery Henry Tucan.

In addition, the Barclay-created dance, the Sirtaki, launched in conjunction with the

March 12, 1966, BILLBOARD
You don’t have to be Jewish to see that it’s even funnier than “You Don’t Have to Be Jewish.”

When You’re in Love
The Whole World Is Jewish

The “You Don’t Have to Be Jewish” Players

Frank Lou Betty
Gallop Jacobi Walker
Phil Valerie Anthony Bob
Leeds Harper Holland McFadden

Other great Kapp album releases for March:

Lollipops and Roses from Hawaii
The Waikikis
Taste of Honey Moon River
Red Roses for a Blue Lady & 9 Others

KL-1473 KS-3473

The Best of Robertino

KL-1471 KS-3471

Another Town—Another Jail
Paul Evans

KL-1475 KS-3475

*KRL 4503, 26 weeks on the charts.
INTERNATIONAL NEWS REPORTS

FROM THE MUSIC CAPITALS OF THE WORLD

BARCELONA

Numerous releases of San Remo numbers have been issued in Spain. The most popular titles chosen for local recording are "Nun hai mai più guidance" and "En su mano". "Nun hai mai più guidance" was recorded by EMI's Los Montes and Gru. "En su mano" was recorded by the group Los Baby Boys.

BOSTON

The Boston Winterfest, which closed March 27, drew more than 500,000 and seemed to underscore the city's claim to the City of Culture. The 30-day festival at the new War Memorial Auditorium brought musicians, record artists, and concert artists from all over the world. Exhibits filled the hall, as well as European and U.S. artists. The final guests were Leonard Bernstein (conducting the Boston Symphony Orchestra) and New York City Ballet Co., and many other artists, including B.B. King. The RCA recording artist held a press conference at the Sheraton Boston Hotel and discussed the tour. He was highly surprised at his sudden fame. Most local record dealers andedly advertised to Sadler's visit and did well. He gave a performance in the next auditorium along with the Festivals that closed March 10. The album Decca Records was highly appreciated by the fans.

CHICAGO

Looks now like Paul Sampson (personal manager) and George Bodolosky, Bill Trent and Eddie Hughes (Dunwich Productions) have a phenomenon on their hands with "Gloria" by the Shadows of Knight. Sales are over 40,000 here and the single is happening in Minneapolis, Milwaukee, St. Louis, Detroit, Cleveland, Atlanta and points between. Axto will handle national distribution. Kent Brownjohn acted as a kind of co-consort in getting the first record out and has been handling local distribution. Kent Brownjohn organized Music Promotions, Inc., held a news conference at Sadler's and their act was called the Dirty Words to give the group opportunity to tell them what they think and what they believe. The Shadows of Knight will perform at the NARM dinner here March 15. Ellia, wife of Mercury merchandising manager George Ellia, and their second child, a boy, Feb. 28.

Another good move by Le Bruto has brought in Arthia, America's finest band and Frances Faye in recent weeks. Returning from Washington State fishin, Dick Gregory found a stack of letters from teen-age offering to help him start a national (Continued on page 64)

PUT A SPOTLIGHT ON YOUR CATALOGUE

PUBLICATIONS:

MILLER INTERNATIONAL
Schallplaten GMBH
Hamburg

March 12, 1966, BILLBOARD

I would like to discuss your distribution in one of the world's biggest markets. Meet me at the Fontainebleau Hotel—NARM Convention. March 6th-9th.

Harold Kirsten
Managing Director

German Markets
Everything's coming up peaches!
(In Detroit, Baltimore, Washington, Boston, Pittsburgh and Chicago.)

"I Can't Grow Peaches on a Cherry Tree"
by Just Us

on Minuteman Records.

A Division of Columbus Records Inc., Boston, Mass.
Tel.: (617) 442-1635

Written by C. Monte and Estelle Levitt for April Music Inc.
Produced by Chip Taylor and Al Gorgoni.
RUSSELL BARTELS, Scott Sharian and ANDY PARK, all staffs.

New York vocalist Jay Saunders, who has been playing local gigs since arriving on the Coast, made his debut last week at the Thunderbird Lounge March 12 for two weeks. He was singing with the Mickey Katz troupe.

Next week is "The Jimmy Dean Show" with a rotating list of acts at the DMG downtown, warming the warm weather months. In place of the "Sons of the Pioneers," which is not being renewed after its stint at the Millie Miller "Singalong" show.

The Byro play 19 one-nighters on their first national concert tour, beginning March 1 and ending March 30 in Newark, N.J.

The Lively Set, seven UCLA students who have been playing in Vegas, are looking for a recording contract, reports their manager, Douglas Lyon, of Burbank, Calif. Group includes twins Diane and Susanne Kobayashi, Jerry McReddell, Terry Smith, Dave Francon, Jerry McClure and Chuck Gietz.

Dot president Randy Woods saw them, and co-produced the single "Herb Ellis, Man With the Guitar," along with his dad.

Sanny Cohn and Jimmy Van Hessen, who are writing the score for the musical version of the fairy tale, "Jack and the Beanstalk," for NBC TV Project. Their first TV reunion

HOLLYWOOD

is April 15. They will be on the daytime show, "On Our Town," which aired in 1955.

Guitarists and comedians are asking DJ's to rate its new singles via return sales reports. The label's main artist is Jerry Palmer, re- egnant at the moment. The Dog, Don Grassley, president, and Chuck Gietz, along with Jerry, are all formerly from Canada. The label's title is 6153 Lancaster Avenue.

San Gabriel label Curto Productions has signed the Dienes Wild, and their debut single is "Kemosabe." Action Records has been formed, with Edie and Rosaline Cahn and Ray Turner, who have a contract address of 2250 Sherman Plaza.

ELDIE TIEGEL

LONDON

American hit producer Bob Lind due in town to promote the U.K. hit "The Elusive Butterfly" issued by Velma Records. His former layout is by Phillips on the Fontana label. But the first single from Val Donatcon whose British cover was signed by Decex last week, another All American hit covered on a new Decex release features the Bachelors' version of Simon and Garfunkel's recent U.S. No. 1, "The Sound of Silence." • • • Paul

can TV personality Mike Douglas' "The Men in My Little Girl's Life" on ABC, is being held at the U.S., and that label is non-contractual. Recently, Decex took up its option on the show. Polysky's promotion department has been preparing for the album release of German Bert Kaempfert to pro- duce the label's next chart singer he gave the label with album "Swinging." "I'm Beginning to See the Light," a truck taken from a currently available album.

The move of Polydor's London office to 19/21 Stafford Place, W.1, should ease production since before Decex issues its first American album, the label was

hep. The group's hits made by independent promoters have peaked at "Most of the Animals," the group begins a new month-long American
tour April 13. Herman's Hermits next U.S. tour will start around the same time and they are featured on a three-week tour that will be issued by German Deutsche Vogue and that company's International director, Lawrence Yankiel was here to at- tends a recording session by Stroker's Bottle Jackie Bond. Yankiel also su- pervised a session of English and German language recordings by Vogue's Swiss house. More Americas Britain-band: Vikki Carr (March 14 for two weeks) and Johnny Mathis (end of April) will be begun for London ninety, the talk of the Towns are being (and once again) the Lou Christie - "Lightnin' Strikes" is one of the most popular in the ball room dates. CHRIS HUTCHINS

Carrish, Italian distributor of the Beatles' records, announced that a complete TV show will be dedicated to "the group from Liverpool," probably this month. It will be the first time the Beatles appear on TV. The whole show will be video-taped in London. The Beatles went last week's edition of the teen-agers' radio contest, "Yes, Yes, Pops," to tapes into their own release, "We Can Work It Out." "Perpetual Flame." the band, prepared to ride on the Beatles wave by recording "Girl," penned by Lennon and McCartney, to be released this month. • • • Muzetti

DUSIBURG - Hans-George Michael, owner of Germany's biggest disk distributor organization, is joining the price- cutting war with his own rival disk company, David Miller. Michael's Bonn-based GTR firm is bringing out the Luxor label of low-priced LP's. Michael said the idea is to give the LP's some 12 LP's will be priced at $2.45.

Geschlzeit Elektra to Go Free Lance

COLOGNE - Heinz Geschlzeit has cancelled his contract as an exclusive Elektra and hencethrough will work for Philips. He, thus, is following the paths of two other notable producers, Gerhard Mendelson and Kurt Fellows.

Gietz took charge of Elektra's German production in 1961, along with with Philips head line. When Unger left Elektra last September, Geschlzeit extended his own contract until September 1965, but he gave notice at that time that he would leave at the end of that time. In fact, Geschlzeit left unexpectedly, effective Jan. 31.

Meanwhile, Rolf Engler, formerly with Airtone/Eurodisc, has joined Philips as his central production at Hamburg.

Tedde has produced the albums for Gerhard Pastor to assist Mr. Gerhard Slavik, chief of classical production, who is in poor health. Pastor has been Tel- dede's producing chief for classic- cal and folk music in south Germany. His position there will be taken by composer Franz- Josef Breuer.

Fred Feis has signed Ernst Verch to a producer's contract, formerly producer at Philips for top stars Heidi, Rudi and Gerhard Wendland.

Records signed new contracts for distribution in Germany, in Italy, through Silva Schallplatten of Munich, through IMAV, Records, through Ennio Alainico of Buenos Aires. Ennio Sanzogno, Milan

Michael Enters Price War

While this is well over Miller's lowest price, it is the third level of the German disk trade and establishing Richter as a factor in the low price/disk pricing war.

While this may apparently represent a new wrinkle in the Elektra and other big German disk battles, for it is based on their own distribution at the wholesale level. Richter is turning the tables by entering disk production. The Dusiburg firm has been experimenting for some time with disk production, and Richter is satisfied that Richter's production can compete in quality as well as price with product from the major companies.

In fact, Richter is promising retailers that Luxor LP's will be available at disk major labels' prices at $4.50.

Nor-Disc Names Johanness Mgr.

OSLO - Trott Johanness has now been appointed sole manager of the Norway disk and publishing firm Nor-Disc A/S. Verve will continue as the principal and major music department.

The Norwegian star in the company's last board meeting. The new Sverre, who bears the name of Nor-Disc will merge with the publishing firm of the previous Nor-Disc, founded by Egil Momsen-Iversen, the merger was completed when the latter bought Nor-Disc.

The new Nor-Disc repre- sents Decex, Polydor, DGG, Karussell, Philips, EMI, Parlophone, Verve, and other leading labels.

Jackson Disk Out

LONDON - A single, "The Engagement" has been launched by the John Jackson Rec- ords Co., marks the initial re- lease of a new label by that company. It is hoped that this song will help England win the World Cup in July.

The record will be marketed in full size in the London retail at the usual singles price of 7p, and this was conducted by the Jackson Music Co.
Brian Wilson Solos!
CAROLINE, NO
b/w Summer Means New Love
Brian Wilson wrote and recorded this number for an upcoming Beach Boys album—but The Beach Boys knew it was too great to hold back. So, here it is—Brian's first single and first solo for Capitol.

The Beach Boys!
SLOOP JOHN B.
b/w You're So Good To Me
An exciting folk song? You know it! The Beach Boys take "Sloop John B." and give it an up-tempo production sound that'll be heard 'round The Horn.
INTERNATIONAL NEWS REPORTS

FROM THE MUSIC CAPITALS OF THE WORLD

TORONTO
RCA Victor in the U.K. has picked up the Canada-International label's LP, "The Flying Set," by Stan Hamilton and the Flying Set, who'll be touring the land this summer... RCA Victor Mexico is releasing the Canada-International album by Les Excentriques. RCA Victor Top French-Canadian yé-yé group, which was a big hit in Mexico City and is now appearing in Israel... Columbus has signed the Sparrow, one of Canada's top rock groups, with a recording session set for the near future. Columbus executives in New York have already heard good things of the group, boding well for U.S. release... RCA Victor has signed folk singer Marti Shannon to a recording contract which stipulates release in the U.S. as well as in Canada. She'll record this month before heading for Raven's Gallery, Detroit, opening April 12... London Records is now exclusive Canadian distributors of the World Pacific and Pacific Jazz labels. The association is off and running with Bob Lind's "Elusive Butterfly" on World Pacific, high on the charts across the country... Bing Crosby headlines the 1966 Easter Seal Show, 20th Annual coast-to-coast benefit variety show aiding crippled children. It was taped and videotaped last week at the Queen Elizabeth Theatre in Toronto for telecasting on the CTV network and other TV stations (27) and on the CBC Radio Network April 3. Donating their talents and appearing with Crosby on the hour-long TVs were Gordon Lightfoot, Juliette, Robbie Lane and the Disciples, comedian Jackie Jevne, who appeared at the Royal York that week, and the Brian Brune Trio... Baritiolo and new Plus Three, Montreal-based pop group whose first single made small waves in the U.S. as well as in home, try again with "Cause I'm Alone," and "On a Whim," and Garon Lightfoot's "The Song That Makes Me Blue." Max Falcon

Disk Market in France

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

Jazz Stationary

Of the jazz market (CBS distributes Blue Note in France), Souplet—who has a special interest in jazz through his organization of the annual Jazz Festival at Antibes—said that it was virtually stationary. "One thing I have discovered, however, is that EP's sell very well—especially by such musicians as Brubeck and Miles Davis. I had thought that sales in this field were almost completely restricted to albums."

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

Disques Barclay

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

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

The party was received by M. Kotthy, director general of Artia Records; M. Smola, director of Artia's export service, and M. Salc.

During his trip, Eddie Barclay had the opportunity of hearing the young Czechoslovakian singer Karel Gott and Yvonna Premyslova, and was surprised at the keen interest shown in jazz.

proven album overwrap brings sales payoff!

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

**FOUR NEW SINGLES ARE HOT**

**THE 4 SEASONS**
**WORKING MY WAY BACK TO YOU**
#40350
A power-packed album produces a Top 5 Single.

**BRIAN HYLAND**
**3000 MILES**
#40354
The R & B know-how of Snuffy Garrett creates a hit sound for Brian Hyland.

**THE LOVERS**
**DO THIS FOR ME**
#40353
Three northern California newcomers breaking out with an explosive hit.

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

**PHILIPS RECORDS**
One world of music on one great label.
EXPLOSIVE! HIT! SINGLE!*

'SECRET AGENT MAN'
THE VENTURES

* A sales explosion in CLEVELAND, with enormous air play plus sales action in L.A., DETROIT, ST. LOUIS, BOSTON and MIAMI
LEN BARRY
HAS THE NEXT #1 SINGLE
SOMEBWHERE
AGENDA

"This Last Week"

Week 1

1. **PLAYBOY--Jackie Chan** (Odeon)
2. **Miami** (Atlantic)
3. **Mississippi Moonwalk** (Motown)
4. **Beggar** (Warner Bros.)
5. **Nina Simone** (RCA)
6. **Sly & the Family Stone** (CBS)
7. **Stevie Wonder** (Stax)
8. **This Last Week**

Week 2

1. **PLAYBOY--Jackie Chan** (Odeon)
2. **Miami** (Atlantic)
3. **Mississippi Moonwalk** (Motown)
4. **Beggar** (Warner Bros.)
5. **Nina Simone** (RCA)
6. **Sly & the Family Stone** (CBS)
7. **Stevie Wonder** (Stax)
8. **This Last Week**

AUSTRALIA

"This Last Week"

Week 1

1. **DAY TRIPPER**--The Beatles (Parlophone)
2. **BABY》》》**--Roy (CBS)
3. **FOR WALKIN'--Nancy Sinatra (Capitol)
4. **MUSIC SAYS NO**--The Rolling Stones (Decca)
5. **CABBAGE PATCH**--Ray (CBS)
6. **SECOND HAND ROSE**--The Beatles (Parlophone)
7. **WOMEN**--The Laughing Coots (CBS)
8. **LOVE LETTERS**--Roly Millar (Decca)
9. **A MUST TO AVOID--**The Everly Brothers (Columbia)
10. **THE CARNIVAL IS OVER**--The Seekers (Columbia)

AUSTRIA

"This Last Week"

Week 1

1. **MANN IN WEISS--Roy Black** (Polydor)
2. **NACHT--**Freundschaft (Polydor)
3. **MELISSA**--Thomas Fischer (Polydor)
4. **ER IST WIDER DA**--Peter Unterwurzacher (Polydor)
5. **NUR EIN BILD VOR DEM Kopf**--Wolfgang Johansm (Polydor)
6. **ICH WIND NACH FRAGEN**--The Hoflift (Ariola)
7. **TEILN**--Manfred Mann (CBS)
8. **MARMOR, STEIN UND LINDA**--Aldo Perricone (CBS)
9. **IT JAHR, BLONDIES HAAR**--Alfredo (CBS)
10. **SPANISH EVE--Al Martino (Columbia)

BRITAIN

(Courtesy: New Musical Express, London)

"This Last Week"

Week 1

1. **TEN YEARS AFTER--**Nervous Breakdown (Rolling Stones Music)
2. **THE BOOZE AND THE ANGELS--**Rolling Stones Music
3. **THE SEVEN SEAS--**Rolling Stones Music

Week 2

1. **MICHAEL--**Rolling Stones Music
2. **A NEW DIMENSION--**Rolling Stones Music
3. **THE SEVEN SEAS--**Rolling Stones Music

Week 3

1. **MICHAEL--**Rolling Stones Music
2. **A NEW DIMENSION--**Rolling Stones Music
3. **THE SEVEN SEAS--**Rolling Stones Music

FRANCE

"This Last Week"

Week 1

1. **MICHELE--The Beatles (Parlophone)
2. **IL CINQUO--**American (Rca)
3. **ET TET L'ENFANT RÊVE**--Ginette (CBS)
4. **MICHELLE--**Cannes (Columbia)
5. **SCHOOL OF MUSIC--**Cannes (Columbia)
6. **LE ROI--**Cannes (Columbia)

Week 2

1. **MICHELE--The Beatles (Parlophone)
2. **IL CINQUO--**American (Rca)
3. **ET TET L'ENFANT RÊVE**--Ginette (CBS)
4. **MICHELLE--**Cannes (Columbia)
5. **SCHOOL OF MUSIC--**Cannes (Columbia)
6. **LE ROI--**Cannes (Columbia)

ITALY

"This Last Week"

Week 1

1. **DENISO MUO PIU' GUIDACRE--Gene Pitney (Polydor)
2. **IL LUGAGGIO DI HANNAH**--The Seekers (CBS)
3. **COME PIU' SI RICORDA, VIENE PIU' IN CORSO**--The Seekers (CBS)

Week 2

1. **DENISO MUO PIU' GUIDACRE--Gene Pitney (Polydor)
2. **IL LUGAGGIO DI HANNAH**--The Seekers (CBS)
3. **COME PIU' SI RICORDA, VIENE PIU' IN CORSO**--The Seekers (CBS)

ITALY

"This Last Week"

Week 1

1. **MICHELE--**Rolling Stones Music
2. **IL CINQUO--**American (Rca)
3. **ET TET L'ENFANT RÊVE**--Ginette (CBS)
4. **MICHELLE--**Cannes (Columbia)
5. **SCHOOL OF MUSIC--**Cannes (Columbia)
6. **LE ROI--**Cannes (Columbia)

Week 2

1. **MICHELE--**Rolling Stones Music
2. **IL CINQUO--**American (Rca)
3. **ET TET L'ENFANT RÊVE**--Ginette (CBS)
4. **MICHELLE--**Cannes (Columbia)
5. **SCHOOL OF MUSIC--**Cannes (Columbia)
6. **LE ROI--**Cannes (Columbia)

Week 3

1. **MICHELE--**Rolling Stones Music
2. **IL CINQUO--**American (Rca)
3. **ET TET L'ENFANT RÊVE**--Ginette (CBS)
4. **MICHELLE--**Cannes (Columbia)
5. **SCHOOL OF MUSIC--**Cannes (Columbia)
6. **LE ROI--**Cannes (Columbia)

Week 4

1. **MICHELE--**Rolling Stones Music
2. **IL CINQUO--**American (Rca)
3. **ET TET L'ENFANT RÊVE**--Ginette (CBS)
4. **MICHELLE--**Cannes (Columbia)
5. **SCHOOL OF MUSIC--**Cannes (Columbia)
6. **LE ROI--**Cannes (Columbia)

Week 5

1. **MICHELE--**Rolling Stones Music
2. **IL CINQUO--**American (Rca)
3. **ET TET L'ENFANT RÊVE**--Ginette (CBS)
4. **MICHELLE--**Cannes (Columbia)
5. **SCHOOL OF MUSIC--**Cannes (Columbia)
6. **LE ROI--**Cannes (Columbia)

Week 6

1. **MICHELE--**Rolling Stones Music
2. **IL CINQUO--**American (Rca)
3. **ET TET L'ENFANT RÊVE**--Ginette (CBS)
4. **MICHELLE--**Cannes (Columbia)
5. **SCHOOL OF MUSIC--**Cannes (Columbia)
6. **LE ROI--**Cannes (Columbia)

Week 7

1. **MICHELE--**Rolling Stones Music
2. **IL CINQUO--**American (Rca)
3. **ET TET L'ENFANT RÊVE**--Ginette (CBS)
4. **MICHELLE--**Cannes (Columbia)
5. **SCHOOL OF MUSIC--**Cannes (Columbia)
6. **LE ROI--**Cannes (Columbia)

PHILIPPINES

"This Last Week"

Week 1

1. **WOLLY BULLY--**Vic & the Snowbirds (RCA; MARCON)
2. **BAY-BAY--**Vic & the Snowbirds (RCA; MARCON)
3. **MR. TAMBOURINE MAN--**The Seekers (CBS; MARCON)
4. **WISHING IT WAS YOU--**Casino (MGM; MARCON)
5. **HANG ON SLOOPY--**The Stooges (CBS; MARCON)
6. **LITTLE SPEEDY GONZALES--**The Stooges (CBS; MARCON)
7. **MEMPHIS TENNESSEE--**Casino (MGM; MARCON)
8. **6 LITTLE OLD LADY FROM PASADENA--**The Beach Boys (Capitol; MARCON)
9. **WELCOME, YANKER--**Casino (MGM; MARCON)
10. **SUMMERTIME BLUES--**The Beach Boys (Capitol; MARCON)

SINGAPORE

"This Last Week"

Week 1

1. **JEX--**Roly Vaught (Gena; Decca)
2. **TO WHOM IT CONCERNS**--The Beatles (Parlophone)

SOUTH AFRICA

"This Last Week"

Week 1

1. **HAPPY HAPPY BIRTHDAY**--& the Rolling Stones (Decca)
2. **WONGED**--& the Rolling Stones (Decca)
3. **A MUST TO AVOID**--The Beatles (Parlophone)
4. **OVER AND OVER**--& the Rolling Stones (Decca)
5. **DON'T YOU KNOW**--& the Rolling Stones (Decca)

NEW ZEALAND

"This Last Week"

Week 1

1. **ONE MORE KISS**--**The Kinks** (CBS)

Eire Gets Three New Pub Firms

Dublin—As the chart entries locally recorded and written songs increase, three new Irish publishing companies have been formed, the most influential of which is the Eamonn Andrews Studios-affiliated Simple Music. Their current hit is Dickie Rock's "Come Back To Stay," Ireland's entry for Eurovision, which they made this year.

Newest company is Rough Violet Publishing, founded by the Dublin entrepreneur Tony Bond and advertising executive Cyril Joyce.

March 12, 1966, BILLBOARD
Another Hit Album...

Jimmy Roselli
New York
My Port of Call

High Fidelity

Stereo UAS 6467
Mono UAL 3467

From United Artists Records

The Growing Giant!
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Weeks</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>33</td>
<td>Robin Hood</td>
<td>Ballad Of A Soldier</td>
<td>RCA</td>
<td>48</td>
<td>25</td>
</tr>
<tr>
<td>56</td>
<td>Bob Dylan</td>
<td>Like A Rolling Stone</td>
<td>Columbia</td>
<td>2</td>
<td>30</td>
</tr>
<tr>
<td>51</td>
<td>The Beatles</td>
<td>I Want To Hold Your Hand</td>
<td>Parlophone</td>
<td>1</td>
<td>30</td>
</tr>
<tr>
<td>46</td>
<td>The Beatles</td>
<td>Twist And Shout</td>
<td>Parlophone</td>
<td>2</td>
<td>46</td>
</tr>
<tr>
<td>59</td>
<td>The Beatles</td>
<td>Can't Buy Me Love</td>
<td>Parlophone</td>
<td>11</td>
<td>46</td>
</tr>
<tr>
<td>57</td>
<td>The Rolling Stones</td>
<td>(I Can't Get No) Satisfaction</td>
<td>Decca</td>
<td>51</td>
<td>30</td>
</tr>
<tr>
<td>48</td>
<td>The Beatles</td>
<td>Help!</td>
<td>Parlophone</td>
<td>36</td>
<td>30</td>
</tr>
<tr>
<td>52</td>
<td>The Beatles</td>
<td>Ticket To Ride</td>
<td>Parlophone</td>
<td>28</td>
<td>25</td>
</tr>
<tr>
<td>54</td>
<td>The Beatles</td>
<td>She Loves You</td>
<td>Parlophone</td>
<td>21</td>
<td>25</td>
</tr>
<tr>
<td>50</td>
<td>The Beatles</td>
<td>A Hard Day's Night</td>
<td>Parlophone</td>
<td>27</td>
<td>25</td>
</tr>
</tbody>
</table>

**Addendum:**
- **FOUR TOPS** The I Want You To Want Me | Motown | 36
- **LUCY SANFORD** Tenderly | RCA | 17
- **CILLA BLACK** Anyone Who Had A Heart | EMI | 6
- **SUE DIAMOND** Keep On Runnin' | Decca | 11
- **THE KOOLAYS** The Magic Of Green | Fantasy | 8
- **SALLY TAYLOR** The Middle Of The Road | Decca | 3
- **THE MEMPHIS SLUGS** I've Got You Now | Decca | 2
- **ماتليك & THE SNOOKS** Watch What You're Doing | Decca | 1

**Notes:**
- The chart reflects the top songs of the week as of February 12, 1966.
- The points system was used to rank songs, with higher points indicating greater success.
- The Beatles had a significant impact on the chart during this period.
A NEW SINGLE - A NEW HIT!

YOU'RE JUST ABOUT TO LOSE YOUR CLOWN

AND

TOGETHER AGAIN

FROM ABC - LP 544

FROM ABC - LP 520

ABC - 10785

Ray Charles
**CLASSICAL SPOTLIGHT**

SCHUBERT: WINTERREISE 

Dietrich Fischer-Dieskau. Deutsche Grammophon 1392012 (2)

Fischer-Dieskau gives these lieder an intensity, sensitivity reading that captures the poetic mood and mood of Schubert. His interpretation is in itself a creative and moving force, beautifully lyrical and abundant in range and depth. Paired with Dusin in his equal, showing cantata, melodic design. A perfect pairing.

**RELIgIOUS SPOTLIGHT**

I LOVE TO TELL THE STORY  

Jerome Hines. Word WST 8365 (1)

The powerful voice of Metropolitan Opera's Jermone Hines, prominent for his Shakespearian-Christmas Outreach, delivers emotional-packed versions of "Jesus is a Man Great", "Bread and Roses", "Tell Me the Story," and "Tell Me the Story," among others.

**ALBUM REVIEW POLICY**

All albums sent to Billboard for review is listed in Brill.

**ALBUM REVIEW**

**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.

**ORIGINAL CAST SPECIAL MERIT**

THE MAD SHOW

Original Cast. Columbia CL 6550 (M)

There's enough sparkle and wit in this original cast recording of the current off-

Broadway revue to keep the listener happy. The cast is energetic and spirited and

the songs are tuneful. The show is directed by Marshall Barter, Larry Segal and

Steven Weiner are dashing and bright.

**SOUNDTRACK SPECIAL MERIT**

PROMISE HER ANYTHING

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

The big attraction in this package of music from the score of the "Promise Her Anything" film score is that Lewis Black's sardonic world view is, it's lovely tune with plenty of playing and sett- ing green. End of the day is by Lewis, Murray with some fine arrangements by

John Swenson who also directs the or-

 sean.

**SEE ALBUM REVIEWS ON BACK COVER**

MEN WHO READ BUSINESS AND MEAN BUSINESS
SURF
DEL'AMORE
IMMEDIATE PLAY on TOP 40 and GOOD MUSIC STATIONS
TUTTI'S TRUMPETS!
THE AMERICAN LANDON GROUP
RAY PRICE GETS BUILD-UP

By ELTON WHISENHUNT

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

The campaign was set off with a singles session and was followed a few days later with two double sessions for an album. Price was backed up by the top recording musicians in Nashville.

Columbia country ad chief, Don Law, and his assistant, Frank Jones, were enthused about the sessions.

Columbia sent Bob Alshgeber to Nashville from its New York office to work on promotion of the stepped-up program. Alshgeber said Price, who is in his 51st year with Columbia, is "one of the most consistent sellers Columbia has. The first album he recorded is still selling."

"He is one of the most underrated singers in the country. His appeal is much broader than the country field. He goes pop as well. Tony Bennett is one of his biggest fans. The feeling is mutual." Some of Price's biggest-selling singles have been "Crazy Arms," "Heartaches By The Numbers," "City Lights," "Night Life." The other woman he recorded was 'Tired of Tuning Me Out.'" His top-selling albums have been "San Antonio Rose," "Ray Price's Greatest Hits," "Burning Memories" and "The Other Woman.""

Newman Re-Signs

NASHVILLE—Jimmy Newman has re-signed a one-year exclusive contract with Decca Records. His new single is "Buck-Pocket Money." His latest album is "Artificial Rose."
SMASH ALBUM HIT!!!

LP 1210 (Mono)  LPS 1210 (Stereo)

"TWO SIDES OF TEX WILLIAMS"

Featuring "BOTTOM OF A MOUNTAIN"  Boone 1036

Included in This HIT LP!!!

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

As performed on the Feb. 25th JIMMY DEAN SHOW

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

BOONE RECORDS INC.  U. S. Route 42, Union, Kentucky 41091
(State whether part-time C&W or full-time C&W)

Phone—606-384-3384
THE NEW ALBUM

BRENDA LEE
BYE BYE BLUES

DL 4755 (Mono) DL 74755 (Stereo)
ACTION IS HERE!

a taste of honey

PETE FOUNTAIN

CRL 57486 (Mono)  CRL 757486 (Stereo)
NASHVILLE SCENE

By ELTON WHISENHUNT

First release of Bonnie Murray on Elkhorn is "Where Are You Doing Now?" Murray's producer, Charlie Wright, 124 N. Peak, Dallas, is producing for various labels, says he is in need of "strong, new song material." Ray Sanders' new one for Buddy Records is "Finchin' the Girls" and "By My Count." Debyers can get copies from Buddy Records, 150 Lucent, Marshall, Tex. Neil Wilburn, president of Bragg Records, said he is getting good action on Rodge Martin's "When She Touches Me."

Decou's Dick Nelson will record an album of country songs under sub director Bud Dunn. Dean Martin is getting good play with "Walk On By," one of his hits of several years ago. Roy Acuff Jr.'s new one is "You Won't Ever See Me Here Again." Claude King says he is getting country and pop action on his new one, "Catch a Little Raindrop," offering it to jazzes. Write him at 86 Pinecrest Drive, St. Petersburg, L.

Chet Atkins, RCA Victor's Nashville chief, is on a two-week trip to the Bahamas prescribed by his physician. His tour has been troubled with a series of illnesses... Gus Bennett, who has a big country show on WPTT, Pittsburgh, has a sub leader, Jack Turley, "The Singing DJ." KBRC, Abilene, Tex. Capitol has asked for a complete albums of old John Mix, "Some of the Hayses," of Sadie Songs Publications. Brooklyn says he has a collector of '78 rpm. Gus Bennett is recording.

Promotion: Chaw Mank, Staunton, Ill., claims to be the champion movie fan and letter writer in the world. He said he runs 11 faces, 100 romance to 300 personally wrote 15,000 letters in 1961 and 20,000 in 1962. He didn't say how many letters he wrote in 1963, 1964 and 1965, nor how many movies he had seen. But he claims top 20,000 letters a year—about 60 a day? Make in-terest defense to write for his latest, "Blue Viat Run Skin." Skayde was hospitalized for a rest, had to postpone a Midwestern tour. Van Van Tave, country artist for Band Box Rec. has a tour big crowds last week at Utica, N. Y. The Blue Boys are on an extended tour from Canada to Texas. Roullette's Linda Manning has a singles session in Nashville before leaving for a Midwestern and Texas tour. ... Dave Dudley just finished a tour of Canada, and will tour Alaska beginning March 28. Billy Grammer was on "The Jimmy Dean Show" Feb. 11, and has been invited back for the March 23 show. Dean and Grammer worked together on a network show some years ago. ... Dick Heard, now in management and production in New York, writes from Pittsburgh that country music is going great there. DJ Windy Hill is back with KING, Juneau, Alaska, and asks that country releases be kept coming his way.

LAW GROOVES PATRIOTIC DISK

NASHVILLE—Don Law, Co- owner and A&R chief, recorded Stonewall Jackson's "The Men Are Turning In Their Graves," and said it isn't a smash, but we'll give it a try. And don't say that very often. The song is in a patriotic vein and takes draft cards to task. It was written by Dick Rees and Jack Wordsworth. Law says Howard, who has produced country music for years is the greatest song he has ever written.

Dick Heard Signs Dollar

NEW YORK—Music veteran Dick Heard has entered the management-production field, signed country artist Johnny Dollar to a long-term personal management contract and is at work on a promotional build-up for Dollar. His plans extend to represent other performers. Until recently, Heard operated the music industry newsletter, For the Record. He was recently depilated from the executive rank of April-Blackwood Music Co., had also been vice-president and general manager of the now-de-

PEEBLES BOOKS C&W SHOWS IN CINCINNATI

CINCINNATI—Country music returns to the Cincinnati Gardens soon with announcement by Harry Pape Peefles, of Wichita, Kan., that he has scheduled two big shows there. The first, March 20, will have Jimmy Dean as the headliner in the 12,000-seat auditorium. Also on the bill will be the Wilburn Brothers, Maggie Bowes, Don Helm, the Osborne Brothers, Harold Morrison and Mack Sanders.

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

Peebles Books C&W Shows in Cincinnati

CINCINNATI—Country music returns to the Cincinnati Gardens soon with announcement by Harry Pape Peefles, of Wichita, Kan., that he has scheduled two big shows there. The first, March 20, will have Jimmy Dean as the headliner in the 12,000-seat auditorium. Also on the bill will be the Wilburn Brothers, Maggie Bowes, Don Helm, the Osborne Brothers, Harold Morrison and Mack Sanders.

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

Tennessee to Give $25,000 to CMA Fund

NASHVILLE—Gov. Frank Clement's office announced last week that Tennessee will give $25,000 to the Country Music Association's building fund for the CMA Hall of Fame and Museum.

Half the money will come from this year's budget of about $500,000 for tourism promotion. The other half ($125,000) will come from next year's budget from the same fund.

The CMA will begin a fund-raising campaign in mid-March among Nashville business interests to raise $350,000 for the building, on which work has already begun.

A ground-breaking ceremony is set for next week (April 14) at the site, 16th Avenue South, and Division, with a number of out-of-town music and recording dignitaries expected.

Governor Clement attended a luncheon meeting Feb. 24 of 42 prominent businessmen who are on the committee to raise the $350,000. Committee chairman is Andrew Benedict, president of First American National Bank. The fund drive will last through May.

CMA's over-all goal is $750,000, of which almost $400,000 has already been pledged or donated by the music industry.

WILMA LEE
AND
STONE COOPER

Now Exclusively on

With Their Newest Smash Hit

"IT'S STARTED AGAIN"

C/W

"WEDDING BELLS"

Just completed successful European tour of U. S. Army bases in Germany. Booked thru Jolly Joyce & Pisucsc Gunther.
BREAKING BIG
AND TAKING HOLD
THE DEDICATION SONG
5693
FREDDY CANNON'S
NEW SINGLES SMASH!

THE FIRST NAME IN SOUND

PERSONAL MANAGEMENT: DON REARDON & ASSOCIATES - LOS ANGELES
This Boots was made for wailing.

"These Boots are Made for Walking"

(Monument 45-928)

monument is artistry
TOP FIDELITY PROCESSING
FOR FLAWLESS REPRODUCTION

STURDIEST STAMPERS
MAKE MORE RECORDS EACH

FASTEST PLATING SERVICE
OVERNIGHT 3-STEP PROCESSING (OR FASTER)

PRECISION PLATING
WITH OUR PATENTED AUDIOMATIC PROCESS

AUDIO MATRIX, INC., 915 WESTCHESTER AVENUE, THE BRONX, NEW YORK 10459/212 LU 9-3500/CABLE: AUDIOMATIC
BACH: CANTATA
111TH
Martin Dancer;
NEW
10682
INSTRUMENTAL MUSIC
ROBRES
CENTURY FLUTE CONCERTI
Jay Jay Ol
NO
of St. Martin in the Field (Marinier);
(Phoenix)
Audio Fidelity
DI
of America
-%
1095
282, 505 282
29 --The Melos
DA
L
25003,
25011,
25014
25010,
25001,
25012,
25006
25013
25005
2477,
2478,
2477,
2478,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
2477,
2478,
If you think these records aren’t hits, you probably think Rudy Vallee is a ski resort!

Mitty Collier
SHARING YOU
CHESS 1953

Etta James
ONLY TIME WILL TELL
CADET 5526

The Entertainers
TOO MUCH
CHESS 1951

Kip Anderson
WOMAN, HOW DO YOU MAKE ME LOVE YOU LIKE I DO
CHECKER 1136

Pearlean Gray
I DON’T WANT TO CRY
GREEN-SEA 104
(nationally dist. by Chess)
HAMBURG — Classical disk production is now primarily a matter of interpretation and marketing, according to Kurt Kinkele, the top Deutsche Grammophon executive. Kinkele believes the time has passed when being fueled by interpretation more than anything else. Interpretation is not merely a matter of artists but also technical presentation (hi-fi and stereo) and merchandising concepts.

TV's Prime Factor

In the record business, there has become a prime factor in disk sales and the Grammophon executive takes it for granted that the video field will be exploited by the disk firms, the disk firms disposing of the artists.

Kinkele surveys 1966 as a year of great opportunities which will strengthen Grammophon's No. 1 position in the overall disk market, just behind Britain's EMI group.

Grammophon's purists regard the Hamburg firm as having tied the disk trade to the management principles of General Motors, blending centralized control with decentralized operation. In fact, the firm bears a close organization parallel to Unilever and Royal Dutch.

Deutsche Grammophon is owned by the German electrical colossus Siemens and the Dutch electrical colossus Philips, which also operates the Philips firm in West Germany. The two companies compete to Grammophon.

World Position

Grammophon stresses world-wide operations, which are conducted through nine sister companies (Continued on page 52).

Classical Music

Finland's Order of Lion to Ormandy

NEW YORK — Eugene Ormandy, conductor of the Philadelphia Orchestra, has been honored with Finland's Order of the Lion of Finland for his "meritorious services in promoting Finnish-American friendship." Olavi Munkki, Finnish Ambassador to the United States, made the presentation to Ormandy in Philadelphia last week.

This year marks the 100th anniversary of the birth of Finnish composer Jean Sibelius. As part of the celebration, the Philadelphia Orchestra, conducted by Ormandy, has been performing a number of works by Sibelius. Ormandy, who recently celebrated his 30th anniversary with the Philadelphia Orchestra, has recorded exclusively for Columbia Records since 1943.

Lyricists, Too

SINGED OUT

NEW YORK — Who'd have thought that an opera singer would become available through DGG. Schoenbaum checked; next came a Verdi/Forster single that released the latter part of January. Schoenbaum produced DGG's new "Gershwin: Folksways." An album titled "Gershwin and Other Favorite Songs" will be released in March.

The single was so big in Chicago that Marshall Field department store normally does not carry singles, asked to sell the record.

DGG has previously released four operas with Wunderlich, Feuermann, De los Angeles, Berliner, Mozart and Strauss. Schoenbaum said that Wunderlich's lyric tenor is in the same cate-

Opera Singer

ry as "The Most Beautiful Tenor" and Richard Tauber. It's quite possible that and the Wunderlich disc does come to the U.S. for his Met appearance, he may find himself already a pop artist.

March 12, 1966, BILLBOARD

BEST SELLING CLASSICAL LP'S

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

OPERA, VOCAL AND CHORUS

This Week

1. PRESENTING MONTSERRAT CABALLERI-BELLINI and DONIZETTI Arias: RCA Victor LSC 2688 (1), LM 2688 (1M).

2. MIRELLA FRENZI-OPERA TIS: Angel S 36268 (1), S 36268 (1M).

3. PUCINNIA-LE BOHEME; Freni, Gedda, Adami, Sereni, Rome Opera. Decca S.2078 (Angel 2-122) S 3643 (1), S 3643 (1M).


9. SCHONBERG—Carré-Lieder; Bork, Topfer, Engen, Fischer-Dieskau, Radio Luxembourg (Kubelik); DGG 12-106 S 13884/5 (1), 13884/5 (1M).


SYMPHONIC AND ORCHESTRAL

1. MAHLER—Symphony No. 10; Philadelphia Orch. (Ormandy): Columbia M25-735 (1), M25-735 (1M).

2. IVES—Symphony No. 4; American Sym. Orch. (Stokowski): Columbia M 6735 (1), M 6735 (1M).

3. NILSEN—Symphony No. 3; Royal Danish Phil. (Ben- stern): Columbia M 6769 (1), M 6769 (1M).

4. STRAVINSKY—The Fairy's Kiss, Col. Sym. Orch. (Stravinsky): Columbia M 6803 (1), M 6803 (1M).


7. TCHAIKOVSKY—Nutcracker: Sleeping Beauty; Sleeping Beauty; Columbia M2350 (1), M2350 (1M).

8. BACH—Brandenburg Concertos Nos. 2 and 3; Columbia M 13-112; Columbia M 13112; Columbia M 13112; Columbia M 13112; Columbia M 13112; Columbia M 13112; Columbia M 13112.

9. STRAVINSKY—The Rite of Spring/Four Studies For Orch.; London S.120 (1), M.120 (1M).

10. BRUCKNER—Symphony No. 9; Vienna Phil. (Mehtal): Columbia M6462 (1), M6462 (1M).

SOLO INSTRUMENT AND CONCERTI

1. AN HISTORIC RETURN—HOROWITZ AT CARNEGIE HALL; Columbia 12-121; M25-728 (1), M25-728 (1M).

2. TCHAIKOVSKY—Piano Concerto Nos. 2 and 3; Granoff, Philhar. (Oomandy): Columbia M 6767 (1), M 6767 (1M).

3. CHOPIN—Ballades, 1, 2, 3, 4; Ashkenazy: London 6642 (1), 6642 (1M).


5. ARTISTRY OF ARTHURO BENEDITO MIGUEL-ANGELI; Columbia CS 4646 (1), CM 4946 (1M).

CHAMBER MUSIC

1. BEETHOVEN—Trio No. 6 (Archduke); Stern, Rose, Issin- mon: Columbia M 6819 (1), M 6819 (1M).

2. BRAHMS—Quartets (1-3); Complete: Budapest Quartet; Columbia 12-121; M25-734 (1), M25-734 (1M).

3. BEETHOVEN—Quartets Nos. 7, 8, 9 (Rasumovsky); Juillet Quartet: Epic 13-122; S 152 (1), S 152 (1M).


5. BRAHMS—Quartet in E flat; Strings; Sarkin, Buda- pett Quartet; Columbia M 6651 (1), M 6651 (1M).
Timely! Topical! Teenful! Terrific!

As explosive as the exhaust from a two-wheel monster

Bob Moore

Hell's Angels

I can't stop loving you

Hickory Records, Inc.
3210 Franklin Road
Nashville, Tennessee 37204

Home of the Nashville Sound

Hickory 1372
Fujit Pipe Tijuana Style" is the latest Al Caiola album on United Artist records (UA 3473).  "Help!" "Yesterday" and "Just A Little Bit Better" are among the dozen tracks that improve in flavor with the tasty Caiola treatment.  Al is at his ingenuity best throughout, with exciting arrangement that produce solid pro- gramming material.  Al Caiola on four, freshly converted sax, and plays an Epiphone Al Caiola model guitar, which he helped design.  Epiphone—choice of those who can hear the differ- ence.

—Advertisement

TALENT

Well Perfect Fit
ForToday: Could

BY MIKE GROSS

NEW YORK — In planning the arrangements for his cur- rent RCA Victor album, "The Two Worlds of Kurt Weill," conductor Morton Gould said that he was able to learn a lot as a composer. Gould, who be- lieves there is no surmountable barrier of Weill's music in the offering, feels that the late composer is as in tune with today's beat as he was when he was in his writing prime in the 1930's and 1940's. Gould said, "Weill's music is contemporary today because it is lean, contained and discipli- ned." As a sideline, Gould mentioned that Weill's early lyricist, Joseph Brecht, wrote of social protest and that his lyrics might be considered the forerunner of today's so-called protest songs.

As far as Weill's music is con- cerned, Gould also pointed out that in going over reams of material the composer's Ber- lin and Broadway theater pieces for the album, he became more and more convinced that Weill's music in the variety field, his work with social protest, and his influence on today's music is far greater than has been previously recognized.

—CT

Nancy Ames at Home on Wide Musical Range

NEW YORK — There are many sides to Nancy Ames and her music. In her return to the Royal Box of the American Eagle Hotel, Feb. 25, for a two-week run, she displayed a multifaceted singing technique to advantage with a variety of moods and melodies that, for the most part, rang the bell.

Miss Ames, who records for Epic, has come to the Royal Box with a big act that was fash- ioned for her by Joe Sherman, who also conducted the orches- tra on opening night. The rep-ertoire range, after a buoyant begin- ning with "To The Ends of the Earth," covers a sentimental folk item, "Johnny I Hardly Knew You," a novelty, "Little Boy Blue," "All The Things You Say" and "I'll Be Seeing You," Beatles "Michelle," show tunes from "Sweet Charity," "Where Am I Going" and "If My Friends Could See Me Now," a Latin medley, as well as "Malag- a," "Little Joe," "Walkin' In A Static number which she self-accom- panied on her 7-string guitar for added impact.

Through these and some other songs, further broadens her range, Miss Ames hits the high notes and the low notes in a way that gets the meaning of the song across in no uncertain terms.

She's come a long way since she was just known as the "This Was The Week That Was" Girl. She has a style of her own and it works.

MICKE GROSS

Signings

John Coltrane has re-signed with Impulse Records. Coltrane, whose Impulse album, "A Love So- prane," has received two NARAS nominations as Best Contemporary of the Year" (1965) by Downbeat magazine, as well as Best Tenor Sax and entered into the publica- tory's list of elite performers. He is shown with the Society to RCA Victor. The folk group, The Weavers, have signed with Columbia and will record tunes, capped by "When The Red, Red Rover." The group's name is featured, as does his in- fant daughter's role in his life and the kiddie TV shows that will influence her as she ma-

tures.

The group's vocal and instru- mental work is beyond reproach and is surely the finest in the... music. All three have excellent

P, P & M Fill The Air With
Sounds of Relaxed Music

NEW YORK — Whether it's folk music commercially deals frequently has not attended a Peter, Paul and Mary con- cert recently. The talent trio filled Lincoln's Fleet Street- monic Hall Friday night (25). The overflow crowd included 100 seated on the stage, totaled 3,100 and the concert grossed $14,500 according to concert manager Charles Rothschild. The performance of a group, which include new and always familiar tunes, was frequently joined by the audience in an impromptu sing-a-long that showed the solid popularity en- joyed by the trio. Along with their old songs, "Blowing in the Wind," "If I Had A Hammer" and "San Francisco Bay Blues," the Warner Bros. recording artists also sang "Rising of the Moon," an adaptation of an Irish poem that is featured in their latest LP success, "See What Tomorrow Brings.

A notable feature of the trio's live performance is their sure and easy manner of delivery within the disciplined framework of their instrumental and vocal styles. This related atmosphere is a major reason for the con- tinued growing of the group as performers and entertainers. Peter's comic ability ranks with the best of the stand-up comedians. The group won a major break in the program. He is always amusing and sometimes hilarious as he describes his in- fant daughter's role in his life and the kiddie TV shows that will influence her as she ma-

tures.

The group's vocal and instru- mental work is beyond reproach and is surely the finest in the... music. All three have excellent

孑o voices and their blend is extremely harmonious.

Currently on the Billboard LP chart with "See What Tomorrow Brings," their sixth successive hit now for the week. Their trio is a hot commercial property and living proof that folk music is big business.

HERB WOOD

Kay Starr Like $ Million in Quarter Date

NEW YORK—Kay Starr was in full bloom Tuesday night (13) when she opened a three-week stand at the Latin Quarter. She was backed by a quartet of "Sunshine, Lollipops and Rain- bows" and "Red Roses for a Blue Lady," which has captivated the club's capacity crowd.

The Capitol Records artist sparked as she performed her old familiar tunes, copped by the multitalented group of "Rock 'n Roll Waltz." Backed by a talented male vocalist quartet, Four Men of Note, Miss Starr's jazz styl- ist was highlighted by her choice of "Somedown" a Latin- oriented song which she dramatized with a sweep- ing, Latin-costume in the Judy Garland man- ner. The singer played it for both Latin and female taste.

The singer's segment was the only bright spot in an other- wise dull show which consisted of a hodgepodge Parisian re- view of a highly amateurish quality.

HERB WOOD

NASHVILLE — Acuff-Rose Artists Corp. will package the opening day show at the Illi- nois State Fair for eight consecutive year. Howard For- rester, head of the agency, con- cluded negotiations last week with Bob Skinner of Midwest Promoters, local promoter for the Fair shows.

This year's production will be staged Aug. 13, The cast, so- far, includes Ray Price, Ferlin Huskey, Porter Wagoner, Con- nie Smith, Grandpa Jones, Carl and Pearl Butler, Ernie Ash- worth, Pete Drake and his band, L. D. Keller and the Promoters and emcee Ralph Emery.

March 12, 1966, BILLBOARD
Jimmy Smith: he's got his MOJO workin’ for you!

Jimmy sells records like nobody’s business.

Unless it’s yours.

Now, from his big hit album *GOT MY MOJO WORKIN’* comes the hot new single. The track that Baltimore deejay Paul "Fat Daddy" Johnson calls “one of the greatest recordings I have ever heard in my career... in my life.”

That’s our Jimmy. You’ve heard him swing.

Now hear him sing on *GOT MY MOJO WORKIN’* Parts 1 & 2

Verve Records is a division of Metron-Goldwyn-Mayer Inc.
THANK YOU NARAS
FOR YOUR NOMINATIONS

RECORD OF THE YEAR
THE SHADOW OF YOUR SMILE
Love Theme from "The Sandpiper"

BEST MALE VOCAL PERFORMANCE
THE SHADOW OF YOUR SMILE
Love Theme from "The Sandpiper"

Thanks to
Johnny Mandel
for Writing the
Song of the Year

TONY BENNETT
Lou Christie on MGM has the hit follow-up to "Lightnin' Strikes" Rhapsody in the Rain Trapeze.
TOP SELLING RHYTHM & BLUES SINGLES

continued from page 56

NEW ACTION R&B LP'S

No other album regularly selling in certain markets and appearing to be a week away from meeting a Billboard's Cut-off. Excel on the latest R&B LP chart above. All records are eligible for listing here. When you're ready to make your selection, please consider the above sources to be official in every respect.

DEDICATED TO YOU...Manhattan, Carnival CMLP 201 (M), (No Stores)

It's Interpretation

Continued from page 56

Classical Rates

-groop means primary domestic production, and Grammophones prefers that each affiliate develop and operate its own national pop program. In West Germany, pop is produced by Grammophones' Polydor pop program.

By concentrating on classical music of the highest quality in the international market, Grammophon has acquired a unique image among its competitors. By encouraging its foreign affiliates to develop their own national pop programs, it manages to participate fully and profitably in the pop market.

But the flag Grammophon flies most proudly is that of its unexcelled classical productions.

Its performances are not only available in Europe, but also in the United States, where they have consistently been received with enthusiasm. The Grammophon's reputation for excellence has been built on a solid foundation of quality recording and presentation.

Carolyn Hester Returning to U. K.

NEW YORK—Folk singer Carolyn Hester is returning to England for her fourth major tour in the past 12 months. As the result of the success of a BBC program devoted entirely to the singer, the British network has arranged for her to return, and will be featured on the "Emerson Andrews Show" on March 20 (the British equivalent of our "Stern Show""). The tour will include appearances in London and Edinburgh.

Brian McEnany, who records for Dot Records and its English affiliate, Pye, will be touring March 13 for a two-week stay.

March 12, 1966, BILLBOARD
Shaping up into a big hit single...

"SHAPES OF THINGS"

by THE YARDBIRDS
Mr. Bill Tallant
Capitol Records
Hollywood, California

Dear Bill:

Here's a new one for you...a "fan" letter from an artist! And one that's long overdue, at that.

As you know Bill, I spend an awful lot of time on the road, and consequently I'm in constant touch with your field staff. In the last few years, I guess I've worked in every major city in the country. In each town that I hit, I have had the benefit of Capitol's "hip" sales and promotion team. They take advantage of my presence by arranging appearances, interviews and lots of ballyhoo for my Capitol product. It doesn't matter whether or not I have a record on the charts, your boys are on tap to be sure that we touch all the promotional bases. Believe me, it's appreciated. I help them, but they've helped me even more.

So Bill, without sounding "corney" or sentimental, let me conclude by saying "thanks" to a dedicated and knowledgeable team...the Capitol Field Men. They're the best in the business! As one of our hits goes, "I LOVE YOU MORE AND MORE EVERY DAY."

Gratefully,

Al Martino

P. S. I've just learned that our new release, THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP, Capitol (5598) just hit the Billboard Hot 100 at 81 with a star! The boys are doing it again!
Monument is proud to launch its new LTD label with two records that were monumental hits in Australia.

LTD distributors:

SOUTHLAND DIST.  ATLANTA, GA.
BAY STATE DIST.  BOSTON, MASS.
ARNOLD DIST.  CHARLOTTE, N.C.
JAMES H. MARTIN, INC.  CHICAGO, ILL.
SUPREME DIST.  CINCINNATI, OHIO
MAIN LINE DIST.  CLEVELAND, OHIO
B & K DIST.  DALLAS, TEXAS
DAVIS SALES  DENVER, COLO.
MID AMERICA DIST.  DES MOINES, IOWA
MERIT MUSIC  DETROIT, MICH.
SUNLAND SUPPLY  EL PASO, TEX.
MUSIC SERVICE CO.  GREAT FALLS, MONTANA
ALLIED DIST.  HARTFORD, CONN.
UNITED DIST.  HOUSTON, TEX.

JOHN ROBERT CO.  INDIANAPOLIS, INDIANA
PRIVILEGE DIST.  LOS ANGELES, CALIF.
RECORD SALES  MEMPHIS, TENN.
CAMPUS DIST.  MIAMI, FLA.
H. LIEBERMAN CO.  MINNEAPOLIS, MINN.
MUSIC CITY DIST.  NASHVILLE, TENN.
ALL STATE DIST.  NEWARK, N.J.
DELTA DIST.  NEW ORLEANS, LA.
ALPHA DIST.  NEW YORK CITY, N.Y.
DAVID ROSEN, INC.  PHILADELPHIA, PA.
HAMBURG BROS.  PITTSBURGH, PA.
STANLEY DIST.  SEATTLE, WASH.
COMMERCIAL MUSIC  ST. LOUIS, MO.
GERBER DIST.  SYRACUSE, N.Y.
SCHWARTZ BROS.  WASHINGTON, D.C.
MICROPHONE MUSIC  HONOLULU, HAWAII
Miami Beach—The National Association of Record Merchandisers, gathered here at the Fontainebleau Hotel for its Eighth Annual Convention, is at the peak of its power and influence with the future looking even more prosperous. According to Jules Malamud, NARM's executive director, registration for this convention was more than 500, which amounts to a 50 per cent increase over last year.

"When I first joined NARM," Malamud recalled, "the organization had had between 25 and 28 members. Today, the membership of 70 includes about 14 of the original people, and many changes have come to the industry.

Today NARM's area of merchandising takes in virtually the entire area of record wholesaling, since the organization represents not only rock, but also jazz, country, and classical, in addition to hardrock and heavy metal. ARM, formerly the distributors' trade association, merged with NARM, and it is estimated that some 50 distributors are represented at this convention.

A Dynamic Industry

Malamud, commenting on the changing record merchandising scene, stated: "This is a dynamic industry, one that has expanded its children's album catalog to 40 with four LPs released this spring. The kiddie line is Simon Says, which is distributed by Dick Shapero and distributed by ABC-Paramount. The kick-off title is "The Magic Dragon." A Treasury of Fairy Tales," "Snow White and the Seven Dwarfs," and "Peter Rabbit.

Although ABC-Paramount's initial entry into the kiddie field took place in 1963, when Disneyland was formed, ABC-Paramount was the first distributor. It hasn't handled the line for several years. The important thing that Simon Says has been in operation, the album format has increased from an initial release of 12 to 40. Suggested list prices are $1.89 for albums and 29 cents for singles.

ABC-Paramount's Kiddie LPS REACHING 40

NARM Growth Indicates Wholesaling Expansion

He noted, however, that growth must occur in a realistic way—hence the theme of this convention: Planning for Profits. Malamud predicted that the expansion of the record industry, plus the new era of the tape cartridge, would result in an unprecedented wave of prosperity. He cautioned, however, that growth must be a realistic nature. "Solidity and financial stability are requisites," he said, "to healthy growth.

Malamud added: "Educational activity among the membership is the real function of a trade organization—to reach, to plan and to keep informed. In this way we ensure the future."

The executive continued: "We want more people to think in terms of solid growth, and to help them do this we will make available to them research and knowledge derived from various industry and government; we will also make available the necessary personal contacts.

Looking back to the early years of the decade, and beyond to that in 1958 when NARM held its first directors meeting, Malamud remarked:

2 Kinds of Rackers

"The early rack jobbers were of two kinds. One was the merchant who was not essentially a record man; rather, he was very likely in such fields as health and beauty aids, toys, etc. The second type was record-oriented. Typical were such jobbers as Elliott Weston, Mon-roe Goodman, Al Bezocht and the like. They made their entrance through drugstores and supermarkets. These started in Philadelphia with Music Mer- (Continued on page 80)

NEW LIFE FOR GRAND AWARD

NEW YORK—Grand Award, a prestige label in dur- ing the 1950's, will be re-activated this month as a budget label. The label was founded in 1955 by Enoch Light as a full line label. It became dormant in 1958 at the start of the Com- mand label, and with all the efforts going to Command.

Now Grand Award is ABC-Paramount's budget label, and it will draw from the more than 100 of its old 4A cata- log and record new material. Grand Award product will list for $1.98.

1966 NARM CONVENTION REGISTRATION REGULAR MEMBERS

1966 NARM Rack Jobbing Study: 1965

The gross dollar volume in record sales ranked during 1965 by NARM members totaled $30,677,000, an increase of $5,025,707, or over 20 per cent over 1964, when the gross totaled $13,950,850.

The survey represents the fifth annual report on the business operations of the regular members of the National Association of Record Merchandisers, Inc.

The increase in dollar volume is shown as reflecting the broader scope of the business of NARM members, and also the increase in membership can be attributed to effective direction given by Executive Director John Malamud in separate directions.

The report shows that 94 per cent of NARM members showed an increase over the year last year; three per cent maintained the same volume, and three per cent showed a decrease. Details of the survey cover all facets of record merchandising and are in the adjacent charts.

GROSS DOLLAR VOLUME BY TYPE OF RETAIL OUTLET

1966

<table>
<thead>
<tr>
<th>Type of Outlet</th>
<th>Gross Dollar Volume</th>
<th>Percentage of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Innovative Stores</td>
<td>$1,052,000.00</td>
<td>3.4%</td>
</tr>
<tr>
<td>Department Stores</td>
<td>$30,399,000.00</td>
<td>27.4%</td>
</tr>
<tr>
<td>Independent Stores</td>
<td>$4,869,000.00</td>
<td>4.2%</td>
</tr>
<tr>
<td>Wholesale</td>
<td>$14,420,000.00</td>
<td>12.4%</td>
</tr>
<tr>
<td>Retailers</td>
<td>$122,277,000.00</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

TOTAL NUMBER OF RETAIL OUTLETS SERViced BY NARM MEMBERS: 1964-1966

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Total</th>
<th>Number of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1964</td>
<td>34,904</td>
<td>-</td>
</tr>
<tr>
<td>1965</td>
<td>52,030</td>
<td>-</td>
</tr>
<tr>
<td>1966</td>
<td>63,280</td>
<td>-</td>
</tr>
</tbody>
</table>

COMPARISON OF GROSS DOLLAR VOLUME

1965 Gross Dollar Volume: $202,677,000.00
1966 Gross Dollar Volume: $302,677,000.00

NARM Rack Jobbing Study: 1965

GROSS DOLLAR VOLUME AND TYPE OF PRODUCT SOLD BY SPEED (RPM)

<table>
<thead>
<tr>
<th>Type</th>
<th>Gross Dollar Volume</th>
<th>Percentage of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single</td>
<td>$32,574,000.00</td>
<td>10.8%</td>
</tr>
<tr>
<td>EP</td>
<td>$32,574,000.00</td>
<td>10.8%</td>
</tr>
<tr>
<td>LP</td>
<td>$32,574,000.00</td>
<td>10.8%</td>
</tr>
</tbody>
</table>

LONG PLAYING RECORDS

<table>
<thead>
<tr>
<th>Type</th>
<th>Gross Dollar Volume</th>
<th>Percentage of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single</td>
<td>$32,574,000.00</td>
<td>10.8%</td>
</tr>
<tr>
<td>EP</td>
<td>$32,574,000.00</td>
<td>10.8%</td>
</tr>
<tr>
<td>LP</td>
<td>$32,574,000.00</td>
<td>10.8%</td>
</tr>
</tbody>
</table>

CATEGORIES OF ALBUM PRODUCT

BUDGET MERCHANDISE

Gross Dollar Volume in Budget Merchandise: $27,977,534.00
% of LP Gross Dollar Volume in Budget Merchandise: 17.2%

<table>
<thead>
<tr>
<th>Type of Budget Product</th>
<th>% of Budget Volume</th>
<th>% of Gross Dollar Volume</th>
</tr>
</thead>
</table>
Introducing the new economy leader

SUNSET
A PRODUCT OF LIBERTY RECORDS

Sunset LP’s feature top recording stars, fine sound and superb eye-appeal packaging. All in all, Sunset is merchandise of the widest sales potential.

INITIAL RELEASE

SUNSET... the new economy leader
RCA Looks to Rack Jobbers to Boost Sales of Budget Stereo 8's

By CLAUDE HALL
NEW YORK—In the belief that rack jobbers will play an ever greater role in the distribution of stereo tape, RCA has increased its selection of rack jobbers for its Stereo 8 cartridge on how well it has marketed.

RCA Camden, the label's economy-priced record line.

Besides the regular RCA Victor catalog on Stereo 8 cartridges, RCA Camden has more than 40 tapes in distribution and is releasing more each month, said Ray Clark, head of the economy line. "I think rack jobbers are doing an excellent job on distributing cartridges," Clark said. "In the last five years, business is up 147 per cent for RCA Camden alone and rack jobbers are a vital distribution area for the label because of their ability to reach an expanded distribution area.

A Double Function
Rack jobbers, he added, "as far as RCA Camden and Victor are concerned, are not only distributors...but also good merchants "because they have a special know-how on how to merchandise effectively an economic product."

There was nothing that company like RCA Victor could exist without an economy line. "An economy line is necessary to keep costs down at the factory level. It keeps the presses running, employees working—thus lower turnover and retaining employees, and lowers the per unit cost of all records, including the one turned out on the main label.

"RCA Camden is a plus business for the company and we don't think it takes away one dollar of the business of the major line. We could come out tomorrow with an artist doing every song of Barry Sadler's 'Ballad of the Green Berets' album and not hurt one of the Sadler record. People, in fact, might buy them both.

This is why Clark pays attention to the suggestions of the rack jobbers as well as distributors regarding potential new products. Last year, the label released 'Living Voices Sing Music From Mary Poppins' as a direct re-quest from a racker and "it was our five best sellers of the year. That's why I'm constant with the rackers and producing them for suggestions. Nine of the 40 tapes we released last year were suggested by rackers."

RCA Victor, Clark said, pioneered in the rack field "and was the first to ever give them any help and endorse them as an important area of distribution."

The 12-year-old RCA Camden line was established prior to the advent of rackers. The original idea for the label was to release classical material. In those early days, all tapes were designed to identify the artists because it was felt that such an economy line would reach the elite image.

"The label was sold directly to many dealers in those days—the big chain dealers, from whom the rackers got lines."

RCA Camden, Clark added, had "a lot of history in the industry."

"New From Walco!

MIA MIBACH — Pickwick International, headed by Cy Leslie, racked up billings of approximately $7,000,000 in that label's low price field during the last fiscal year. Of this total, 10 per cent was spent for re marketing, which company, which is publicly held, realized a net profit of $305,000. "We merchandise over 10,000,000 LP units a year," Leslie remarked, and added, "But the greatest potential is still to come."

The pioneer record man estimated that the potential of the record industry by 1970 is one billion dollars at retail. "Low price lines will continue to grow, but more selectively," Leslie stated, adding: "People grow more knowledgeable, more sophisticated, they buy more value.

Leslie continued: "I see new areas for distribution, such as additional volume through mail order and various types of servicing organizations which are not now in the record business but have the capacity to supply this field. By the development of these areas now, such as the book business, it is likely that we can turn to increased impulse purchases. These new areas and the normal growth of present record outlets and markets, will be important factors in the industry's total expansion."

"The first operators in the budget field, Leslie pointed out, were those in the children's record field. The product was marketed in drugstores, supermarkets, via mail order, etc. These were the English record companies who were opened for major record product by the budget and low-priced lines. Leslie added that the mass market concept and price concept thus developed by Pickwick and other operators in the low and budget fields were tremendous factors in expanding the total dollar volume. In fact, he said, this type of market, plus the effect of technological development, were crucial in the industry's growth."

Foreign Market
In considering the industry's potential, Leslie does not overlook the foreign market. He stated: "We were the first to open a company in England to exploit the potential in the low price field. This was three years ago, and sales grew to the opening of the new record market, just as occurred in the United States. Gradually, EMI and others are widening their operations in the low price field; and the future is very large, because buyers have not as much expendable as in the States. The same thinking is applicable to the continent."

Leslie added: "The basis of our British operation, Pickwick International of Great Britain, Ltd., is the belief that this market traditionally is five years behind the American industry."

Two months ago, the company began marketing Pickwick in New Zealand. During six months of that period, Leslie was in the States.

"Foreign Market
In considering the industry's potential, Leslie does not overlook the foreign market. He said: "We were the first to open a company in England to exploit the potential in the low price field. This was three years ago, and sales grew to the opening of the new market, just as occurred in the United States. Gradually, EMI and others are widening their operations in the low price field; and the future is very large, because buyers have not as much expendable as in the States. The same thinking is applicable to the continent."

Leslie added: "The basis of our British operation, Pickwick International of Great Britain, Ltd., is the belief that this market traditionally is five years behind the American industry."

During six months of that period, Leslie was in the States.

Three years ago, and sales grew to the opening of the new market, just as occurred in the United States. Gradually, EMI and others are widening their operations in the low price field; and the future is very large, because buyers have not as much expendable as in the States. The same thinking is applicable to the continent."

"Foreign Market
In considering the industry's potential, Leslie does not overlook the foreign market. He said: "We were the first to open a company in England to exploit the potential in the low price field. This was three years ago, and sales grew to the opening of the new market, just as occurred in the United States. Gradually, EMI and others are widening their operations in the low price field; and the future is very large, because buyers have not as much expendable as in the States. The same thinking is applicable to the continent."

Leslie added: "The basis of our British operation, Pickwick International of Great Britain, Ltd., is the belief that this market traditionally is five years behind the American industry."

During six months of that period, Leslie was in the States.
A Confirmed Giant!

An Overnight Smash!

I HEAR TRUMPETS BLOW

THE TOKENS

B. T. Puppy #518
Produced by BIG TIME PRODUCTIONS

THANKS TO:
Joe Golecki & Ed Berson RECORD MERCHANTS—Detroit
&
Jerry Brenner & Howie Ring DUMONT RECORDS—Boston
FOR BREAKING IT FIRST!

B. T. PUPPY RECORDS, INC. 318 West 48th Street, New York, N.Y. 10036 • PL 7-4570

HIT BOUND SOUNDS!

PLAY THE OTHER SIDE
DON RONDO
Jubilee 5522

AFRAID OF LOVE
THE APPRECIATIONS
Jubilee 5525

COME BACK BABY
THE STOPPERS
Jubilee 5526

I FEEL A LITTLE BIT BETTER
DARLENE McCREA
Jubilee 5524

WATCH FOR:
DRUMS FOR SALE b/w PLUCKIN' by JIMMY HAYES & THE SOUL BREED ... Port #3014
BABY I'M SERIOUS b/w #1 LOVER BOY by CAROLTA TILLMAN ................. Josie #953
DO THE BOOGA LOU (Part I) by KING COLEMAN ......................... Port #3015
MY YIDDISHE MOMME b/w SECOND TIME AROUND by BILLY DANIELS ... Jubilee #5526
WE ARE TOGETHER AT LAST by GEORGE FORRENCE & THE DIPPERS .... Duo Disc #117

COMING SOON
ANOTHER SMASH HIT FROM
JOHNNY & THE EXPRESSIONS
Follow up to
"SOMETHING I WANT TO TELL YOU"

Nationally Distributed by

JAY- GEE RECORD COMPANY INC.
A DIVISION OF THE COSNAT CORPORATION
318 West 48th Street, New York, N.Y. 10036 • PL 7-8570
Who's Who at NARM Convention

JACK J. GELDBART
NARM secretary and director, chairman 1966 convention.
L&P Record Service, Atlanta.

JULES MALAMUD
NARM executive director.

CHARLES H. SCHLANG
Chairman, NARM Awards Banquet, Marthaw of America, Albany, N.Y.

GEORGE A. BERRY
NARM president and director, Modern Record Service, New Orleans.

JOHN BILLINIS
NARM treasurer and director, Billinis Distributing Co., Salt Lake City.

IRWIN STEINBERG
Executive vice-president, Mercury Records, Keynote Speaker.

JOHN ENDERS
Senior account executive and vice-president, Lionel D. Edie Co. Featured speaker.

IRWIN STEINBERG
Executive vice-president, Mercury Records, Keynote Speaker.

Stanley Jaffe
Gordon Sales, Co., Seattle, Director.

Amos Heilicher
J. L. Marsh, Minneapolis, Director.

Dr. Alton F. Doddy
Associate professor, Ohio State University. Featured speaker.

Don Ayers
Record Wholesalers, San Francisco, Director.

Cecil Steen

Indie Distributors Don’t Put All Their Eggs in One Basket

NEW YORK—Independent record distributors are an adventurous lot. According to Billboard’s Market Research Department, nearly 9 of 10 distributors are engaged in some other business. Of these diversified distributors, 60.6 per cent handle record accessories, 48.5 per cent own at least one record label, 45.5 per cent distribute phonographs, and 42.4 per cent distribute pre-recorded and blank tape.

Other sidelines are: tape recorders, 30.3 per cent; tape cartridges, 21.2 per cent; one-stops, 15.2 per cent; leased departments, 6.1 per cent; other distributorships, 15.2 per cent, and appliance, 21.2 per cent.

Best Customers
Rack jobbers are the best customers of the distributors, accounting for nearly a third of their dollar volume. The next best customer is the discount store, accounting for 23.6 per cent of sales, while one-stops account for another 10.5 per cent.

The traditional record dealer, once the mainstay of the distributors’ business, now accounts for only 7.1 per cent of volume, while another 4.7 per cent went to jute box operators. The average distributor carries 26 lines, two up from the previous year. Broken down, 18.9 per cent handle singles primarily, another 45.8 per cent handle both singles and albums, 28.5 per cent concentrate on albums, and 6.8 per cent specialize in budget lines.

Gross Margins
Here’s the gross margins on product. Product listing for $3.79 is bought for an average of $1.75. Product listing for $4.79 is bought for $2.28. Product listing for $5.79 is bought for $2.67.

Nearly half of the distributors (48.6 per cent) feel that the 94-cent list price on singles should be maintained. Another 31.4 per cent would like to see the price dropped to 75 cents, while 14.3 per cent are in favor of an 85-cent list.

Distributors aren’t in favor of freebies, with 62.5 per cent voting for their elimination. Another 31.3 per cent would like to see them increased, and the remaining 6.2 per cent would like to see them decreased.

Those advocating changes in the freebies practice would like to see a standard price in the industry.

Distributors are pretty well split on what they consider the most important avenues of advertising and promotion. Here’s how it breaks down:

— Co-op radio time, 19.7 per cent; co-op newspaper advertising, 17.1 per cent; record hops.

(Continued on page 86)
congratulations &
thanks to NARM
from
Herb Alpert & The Tijuana Brass
and
AM RECORDS
Retailers Capture Bigger Share Of Market In Sales By One-Stops

By AARON STEINFIELD

NEW YORK — The nation’s one-stops, who traditionally depended on juke box operators for their sales, are leasing more and more on independent non-discount house retailers. Five years ago, juke box operators accounted for 52.4 per cent of their volume. Last year, ac-

According to Billboard’s Market Research Department, the per-

centage dropped to 34.9 per cent.

During the same period, re-
tail stores increased in share of dollar market from 39.5 per cent to 50.3 per cent, while sales to rack jobbers almost tripled—from 2.7 per cent to 7 per cent.

Discount Sales

Sales to discounters during the five-year period dipped a bit—from 3.5 per cent to 3.3 per cent, while the share of market of others (including other one-stops, discounters, chains and department stores) jumped from 1.5 per cent to 4.5 per cent.

While the share of market of juke boxes decreased, the number of juke box accounts per one-stop has gone up. Some 38.9 per cent of the one-stops reported an increase, another 38.9 per cent reported the same number of accounts as last year. Only 22.2 per cent reported a decrease in number of juke box accounts as compared with the previous year.

The big increase in type of

accounts from 1964 to 1965 came from the juke box category. More than two-thirds of the one-stops reported that they had increased the number of store accounts, with 22.2 per cent an increase of 11.1 per cent reporting decreases.

Juke box accounts, too, showed a substantial increase over 1964. Some 60.6 per cent of the one-stops have more rack jobber accounts, with the bal-

ance divided equally among those holding their own and those having fewer accounts. The figures for other type accounts, including chains and discounters, are identical to those of rack jobbers.

Singles still account for the lion’s share of sales by one-stop, 63.2 per cent. Regular-priced albums took care of 29.2 per cent of the volume, while budget-line albums ac-

counted for 7.5 per cent. The remaining 1.7 per cent was in kiddie records, EP’s and little LP’s.

Cost of Merchandise

Hedging costs are one way paid for their merchandise. Albums with suggested lists of $7.99 were bought for an average of $1.97. Those with suggested lists of $4.79 were bought for $2.50. Those with suggested list of $5.79 were bought for $3.07. Only 36.4 per cent of the one-stops buy direct from the manufacturer, with singles ac-

counting for 75.7 per cent of the 60-70% of H-B Kiddie Business Done Via Rackers

HOLLYWOOD — After one year in business, H-B Records, Inc., estimates that 60-70 per cent of its children’s business is through rack jobbers. The company has, in fact, been so successful in securing accounts for its records that it is offering a 20 cent discount program running through March on all albums which are displayed at the convention featuring car-

toons characters from Reader’s Digest’s “Saturday morning N.B.C.-T.V. hour program, “Anth Adams, Scent Squirrel and Morocco.”

While the taste for tapes has developed into a “must have” item in the home, “ripped off” (suggested) prices are certainly a thing of the past. Billboard’s Market Research Department has found that while tapes are gaining a full share of the dollar market from 39.5 per cent to 50.3 per cent, the number of accounts has gone up. Some 38.9 per cent of the one-stops have more rack jobber accounts, with the balance divided equally among those holding their own and those having fewer accounts. The figures for other type accounts, including chains and discounters, are identical to those of rack jobbers.

Racks are finding promotion is winning the day. Billboard’s Market Research Department has found that while tapes are gaining a full share of the dollar market from 39.5 per cent to 50.3 per cent, the number of accounts has gone up. Some 38.9 per cent of the one-stops have more rack jobber accounts, with the balance divided equally among those holding their own and those having fewer accounts. The figures for other type accounts, including chains and discounters, are identical to those of rack jobbers.

Racks are finding promotion is winning the day. Billboard’s Market Research Department has found that while tapes are gaining a full share of the dollar market from 39.5 per cent to 50.3 per cent, the number of accounts has gone up. Some 38.9 per cent of the one-stops have more rack jobber accounts, with the balance divided equally among those holding their own and those having fewer accounts. The figures for other type accounts, including chains and discounters, are identical to those of rack jobbers.

Racks are finding promotion is winning the day. Billboard’s Market Research Department has found that while tapes are gaining a full share of the dollar market from 39.5 per cent to 50.3 per cent, the number of accounts has gone up. Some 38.9 per cent of the one-stops have more rack jobber accounts, with the balance divided equally among those holding their own and those having fewer accounts. The figures for other type accounts, including chains and discounters, are identical to those of rack jobbers.

Racks are finding promotion is winning the day. Billboard’s Market Research Department has found that while tapes are gaining a full share of the dollar market from 39.5 per cent to 50.3 per cent, the number of accounts has gone up. Some 38.9 per cent of the one-stops have more rack jobber accounts, with the balance divided equally among those holding their own and those having fewer accounts. The figures for other type accounts, including chains and discounters, are identical to those of rack jobbers.

Racks are finding promotion is winning the day. Billboard’s Market Research Department has found that while tapes are gaining a full share of the dollar market from 39.5 per cent to 50.3 per cent, the number of accounts has gone up. Some 38.9 per cent of the one-stops have more rack jobber accounts, with the balance divided equally among those holding their own and those having fewer accounts. The figures for other type accounts, including chains and discounters, are identical to those of rack jobbers.

Racks are finding promotion is winning the day. Billboard’s Market Research Department has found that while tapes are gaining a full share of the dollar market from 39.5 per cent to 50.3 per cent, the number of accounts has gone up. Some 38.9 per cent of the one-stops have more rack jobber accounts, with the balance divided equally among those holding their own and those having fewer accounts. The figures for other type accounts, including chains and discounters, are identical to those of rack jobbers.

Racks are finding promotion is winning the day. Billboard’s Market Research Department has found that while tapes are gaining a full share of the dollar market from 39.5 per cent to 50.3 per cent, the number of accounts has gone up. Some 38.9 per cent of the one-stops have more rack jobber accounts, with the balance divided equally among those holding their own and those having fewer accounts. The figures for other type accounts, including chains and discounters, are identical to those of rack jobbers.

Racks are finding promotion is winning the day. Billboard’s Market Research Department has found that while tapes are gaining a full share of the dollar market from 39.5 per cent to 50.3 per cent, the number of accounts has gone up. Some 38.9 per cent of the one-stops have more rack jobber accounts, with the balance divided equally among those holding their own and those having fewer accounts. The figures for other type accounts, including chains and discounters, are identical to those of rack jobbers.
FORTY MILLION LP RECORD BUYERS CAN'T BE WRONG!

They Demanded Their Favorite Orchestra In a New And Expanded Program In Deluxe Packaging

ALSHIRE PRESENTS

THE SOUNO OF MAGNIFICENCE

The world's greatest selling orchestra is now up-graded in price. The millions of "101 Strings" loyal buyers have demanded a wider scope of program—with deluxe packaging. The profit-wise dealer and distributor has demanded this profit increase. A suggested retail of $1.96 has been long overdue. You were right—the price should never have been dropped.

Here is the world's leading orchestra. Here is an orchestra that has sold more long plays in the past nine years than Montavani, the Boston Pops and Kostelanetz combined. This orchestra has a greater "middle road" acceptance than all others combined.

We will do business under this exciting new label—our attitude is positive and realistic. Forty-four magnificent releases and millions of consumers will confirm your wise decision to stock in depth the world's greatest recording orchestra.

AL SHERMAN

Distributed nationally by BUDGET SALES COMPANY

2818 West Pico Blvd. • Los Angeles, California 90006 • Area Code 213-731-9474
thank you NARAS for your nominations

- ALBUM OF THE YEAR
  MY WORLD

- BEST COUNTRY & WESTERN SINGLE
  MAKE THE WORLD GO AWAY

- BEST COUNTRY & WESTERN ALBUM
  MY WORLD

- BEST COUNTRY & WESTERN VOCAL PERFORMANCE MALE
  MAKE THE WORLD GO AWAY

EXCLUSIVELY: RCA VICTOR RECORDS
Personal Management: GERARD W. PURCELL ASSOCIATES, LTD. NEW YORK - HOLLYWOOD - NASHVILLE

Sincerely,
Eddy Arnold

LATEST RCA VICTOR SINGLE RELEASE: I WANT TO GO WITH YOU—3749 • NEWEST ALBUM RELEASE: I WANT TO GO WITH YOU—3507 (Mono & Stereo)
Tape CARtridge
Autostereo Back to CARtridges

VAN NUYS, Calif.—Autostereo has begun formulating plans to combat its problems and re-enter the tape market. Last August it was announced that 12-year-old, Jan Eastern firm and Norton Cooper, a Canadian businessman, were buying one-third interest in AS. In line with this, Autostereo transferred playback manufacturing parts, nine duplicators, and 100 masters to Jeppeo's Cherry Hill, N. J., factory and the company was put on hold until dupli-
cation on the Coast.

According to Autostereo's comptroller Joe Dauw Champ, all terms of the agreement—written and verbal—were sup-
posed to be completed by Feb. 28. But they have not, claims Dauw Champ, because differences of opinion arose between the three principals causing a halt in production.

Although Dauw Champ admits he is unclear as to the legality of the agreement between Tele-
pro, Cooper and Autostereo, he said last week was ASP's distributors to buy playbacks from outside sources since it is not manufac-
turing its own units, to provide continuity of product to distributors. The company hopes with-
in six months to have a com-
patible four and eight-track playback model. Dick Daniel-
sen, the former Autostereo pres-
pident, who took over the com-
pany, has special products division and fashioned Sonie Devices, which manufactures private brand ma-
aches, has supposedly been tinkering with a four and eight-track machine of American design. Autostereo is also eying a miniature playback model for autos.

A major reason for Auto-
stereo's delay is that its six-
member board of directors has not met to resolve the differ-
ences between the three inter-
ests. In the interim, the manage-
team of Deau Champ, Ari Lebirt, sales manager, and Walt Heebner, music director, have been running the operation.

Dauw Champ claims 90 per cent of ASP's distributors have remained with the company dur-
ing the period. This loyalty, said Dauw Champ, will be reciproc-
cated by acquiring some business from other sources, such as from Telepro itself, or from Daniel-
sen's Sonie Devices or other manufacturers.

The executives foresee their company becoming a sales or-
ants, buying merchandise and shipping it from a distribution center to accounts. The company hopes to be dusting off its factory which are working.

Dauw Champ estimates the company needs to produce 10,000 cartridges and 1,000 playback units a month to meet minimum requirements. When asked when ASP will begin purchasing units from other sources or would attempt to build its own, Deau Champ would only purr: "We are meeting the minimum requirements of our customers."

The company favors four-
track over eight, but will enter the latter field if forced to.

(Continued on page 78)

Stereo 8 Dept.
Organized by Calif. Distrib.

HOLLYWOOD—Calecton, Northern and Central California distributors for RCA Victor prod-
ucts, has set up a new Stereo 8 Division according to婴儿 B. Kirk, manager of the record division.

Kirk said all three Calecton facilities—in San Francisco, Sacramento, and Fresno—will be represented in the new division.

The firm's Stereo 8 Division will be guided by Kirk and Susan Ruhinbuh. Ruhinbuh is sales manager of the firm.

Kirk said the division will apply the most advanced mer-
chandising and sales techniques so as to "establish the operation as the one comprehensive, reliable source of Stereo 8 CARtridges and allied products."

Kirk added that "Calecton will offer its customers a lot of services not available at present, with mass distribution, such as pre-pricing, inventory controls, special order services, in-store displays, and the last word in dealer protection policies."

Last week's special tape section of BILLBOARD resulted in over 1,000 inquiries from record and automotive dealers who want to cash in on this business.

If you are one of these dealers, please act now. These real de-

dealers bring us additional letters to be answered. ITCC has too many processing these inquiries; giving each dealer the name of the nearest distributor and sending a copy of the inquiry to the distributor for follow-up.

ITCC will be at the N.A.M.R. Convention, headquarters at the Fontainebleau Hotel, and already notified to answer all distributor in-
quiries. ITCC will have "three boxes" (complete with cocktails and hors d'oeuvres) at times when the official meetings of N.A.M.R. are not sched-
uled.

At the time of this writing of the column, ITCC does not know which suite will be assigned to them at the Fontainebleau. However, the desk clerk will supply you with all information in formation during the convention—
just ask.

ITCC is the only company at this time which is actually producing and delivering both the standard four track and the eight track ear con-
figuration, hundreds of titles are available for immediate delivery and listing, as well as all stereo and eight track cartridges, may be picked up at the ITCC suite. You will also find our representatives at hand to give you the opportunity to see and listen to the latest automobile, as well as home, stereo cartridges. If you are a record distributor who will be at the Convention, why not get the complete tape cartridge story from the leader in the industry—
ITCC.

Many of the industry's leading rec-
distributor and rack-jockey have climbed on the ITCC band-
wagon. While at the Convention you can ask them about the great suc-
cess they are having selling our four and eight track cartridges, because the company has been truly phemonenal and is something that you, too, can experience.

If you are not able to make the Convention, and will want more news of ITCC's story, write to: T. O. N., 1290 Avenue of the Americas, New York City 10019.

ADVERTISMENT

TAPE CARTRIDGE TIPS

by Larry Finley

TAPE CARTRIDGE

FACIATIONS

Tucker Library Expands to 800 Titles; Add Kiddie Line

NEW YORK—Tucker Pro-
ductions, Ltd., which began four-track tape CARtridge dis-
tribution in the summer of 1965 and has grown to include a library of 800 records, an-
ounced the addition of a chil-
dren's line of tapes to the catalog of Golden Records. Ac-
cording to the announcing George Tucker, the new line already has written orders in excess of $25,000, though the catalog is only two weeks old.

The four-track cartridges include Bug Bunny, The Flintstones and Yogi Bear. The New York-based com-
pany, which was originally formed to produce taped radio records and later expanded the line to a wide-distribute-
dition, is making preparations to include all four-track stereo car-
tridges in its operation. Most of the present four-track catalog will soon be available on eight-
track.

Tucker also began, a former disk jockey at WINS-Radio here, said that his first experience was the duplication of tapes to Jay Elec-
tronics. In return, Jay makes their catalog available to Tucker for distribution and vice-versa. The library, which includes the catalogs of Columbia-Ault-Bell Rec-
discs, is available by writing.

For the duplication of car-
tridges, the company estab-
lished another subsidiary firm, CARtridge Corporation, which has grown to become one of the leading tape car-
tridges. The company has one of the best cartridges in the country. Miller, a leading stocking dealer of Tape Play, Inc., is no longer actively involved in the business and is producing as the international Affiliate of A. & B. Sher-
man's Budget Sounds Corp.

March 12, 1966, BILLBOARD
Muntz Singles to Aim at Teens

VAN NUYS, Calif. — Muntz Stereo-Pak will shortly begin selling singles off the Billboard's Hot 100 chart in a newly developed four-track stereo cartridge for 99 cents. The company is also entering the eight-track field with Warner-Reprise the first labels available in eight-track cartridge.

The move into the teen-age singles field is a highlight in the continuous loop cartridge field and marks a step by a duplicator that has been toying up for the new, shorter, thinner cartridge which holds up to 40 feet of tape. He expects to be able to run his first singles off within 90 days using material from companies in his library. Muntz noted that four-track is the perfect system for duplicating the two tunes off a best selling single.

Sherman Sets
64 New 'LP's'

LOS ANGELES—Sixty-four albums are being released by Al Sherman on the three labels, including a new home for the 101 Strings. The product is the largest single release in the nine-year history of what was Somerset Records and is now Somerset, Audio Spectrum and Alshire Presents, the newest label bowed by Sherman since buying the Somerset operation last September.

The 101 Strings, composed of Hamburg, Germany musicians, are being moved to Alshire Presents and increased in price to $1.98. The Strings started out as a $2.98 package on Somerset. Sherman noted, but had been reduced to line with competitive practices. Sherman claims requests for a higher price plus the packaging prompted the formation of the new company.

In line with an upgrading for the orchestra, the Alshire LP's will feature four-color art, an inner sleeve and skin wrapping. The packages previously had paste-on art on the front cover.

On the new label, the orchestra, which has reportedly sold 40 million albums in nine years, will broaden its repertoire. All told there are forty-four 101 Strings titles in the new release.

The release is further broken down with 11 Audio Spectrum LP's ($3.98-$4.98) featuring American hits sung in foreign languages, two pipe organ albums for sound buffs plus eight low priced packages on Somerset.

Tenaya Dividend

CLEVELAND—Directors of Tenaya Corp., Cleveland auto accessory firm which is producing a compatible four and eight-track stereo tape playback system, have declared a dividend of 16 cents per share for the second quarter ended Dec. 31, 1965.

AM, Thrifty Combine
On Sales Program

GARDENA, Calif. — Audio Magnetics and the 270-store Thrifty Drug Co. will team in a sales program for blank reel to reel tap and ultimately cartridge packages. Audio Magnetics' president Irv Katz revealed last week that AM will shortly begin placing racks in Thrifty's stores in Califor- nia, Nevada and Arizona to hold 3, 3 1/4, 5 and 7-inch reels. Tape sold will carry the Audio Magnetics label. The two companies have been doing business for the past three years, but this is the first major push AM has made with Thrifty.

AM will ship merchandise to Thrifty's two central warehouses in Los Angeles and San Leandro, with the chain handling its own inventory for individual locations.

Tape Hits $52,000

According to Katz, Thrifty's tape business hit $52,000 in 1963 and this figure can be tripled this year because of new found interest in tape and the sale of approximately 5 million recorders. AM bases its opti- misms for Thrifty on Department of Commerce figures which state that the potential for tape sales in 1966 at retail is between 20 and 25 per cent over the $32 million yielded last year by all dealers. (Continued on page 79)

Look at all you get with Scotch Magnetic Tape (besides the fastest selling recording tape in the business!)

The dealer handling "SCOTCH" Brand Recording Tapes has the line that's pre-sold—by mass advertising, promotion and the finest merchandising program in the business. Here's product quality plus selling support! According to "Billboard" magazine's recent survey, dealers prefer "SCOTCH" Recording Tape twelve-to-one over their nearest competitor—because their customers do! Look at all you get when you carry the "SCOTCH" Brand line of recording tapes.

Advertising

Mass consumer advertising directed at your present customers and specially selected to bring you new ones. In America's top magazines—also on 3M-sponsored weekly FM radio in 25 top markets—plus in all these audophile books.

GRT ENTERS 4 & 8 TRACK CARTRIDGE MARKET

GENERAL RECORDED TAPE, INC.
1502 Lawrence Station Road
Sunnyside, California
Tape Cartridge Has Rough Row
To Hoe in Cultivating Canada

By KIT MORGAN

TORONTO—The auto tape CARtridge scene in Canada will be slow to develop. The Canadian market, aside from numbering only one-tenth the population of the U. S., is traditionally slower than the U. S. to accept innovations in almost any field. Price is an inhibiting factor in the auto tape cartridge market, as 22% per cent duty, 11 per cent sales tax and 8 per cent exchange on the Canadian dollar combine to boost prices of imported units from 25 per cent to 50 per cent higher than in the U. S. For example, the TelePro Portatape which lists at $69 in the U. S. is $99 in Canada, and the Muntz Stereopak unit which retails at $79.95 in the U. S. costs $129.95 here.

At present, neither auto tape cartridge systems nor their tape cartridges are manufactured in Canada, and some distributors and would-be dealers report difficulty in importing in quantity because, they say, demand in the U. S. is such that only limited quantities of product are available for export.

If current plans are carried out, TelePro Industries (Canada) Ltd., may be the first company to manufacture in Canada. It plans to go into production on its Portatape unit in Canada within the next six months, and also plans to manufacture car- tridges and have tape duplicating equipment in operation this year. More cautiously, RCA Victor, which at present imports its cartridges from the U. S., says that it is "examining the possibility of at least assembling in Canada before the year end."

Currently, Ford is the only automobile company to make a cartridge system available as an optional accessory. Its luxury cars, Lincoln and Thunderbird, and the Mustang, are imported into Canada and can be ordered factory-equipped with the Stereonic tape system at an additional $33.60 for a Lincoln (including the radio, which, sold separately, is $238), or an additional $25.140 for a Mustang (including the radio, which alone is $87). Other Ford models, which are built in Canada, cannot be a factory-system, imported from the U. S., can be ordered and installed at the dealer level at $169.95 plus $31.95 for the speakers, exclusive of the radio.

Ford's sales figures for Cana- da, compared to its figures for the U. S., is "examining the possibility of at least assembling in Canada before the year end."

In the September-December period, some 60 imported luxury cars were sold equipped with Stereonic tape systems, and 100 made-in-Canada Ford's were equipped with tape cartridge units. Ford does not expect the total of stereo-equipped 1966 models to top 300 in Canada. As yet, there is little feedback to Toronto as to the acceptance of the auto tape cartridge concept on a cross-country basis. Eaton's and Simpson's and Simpson- Sears's, the major department store chains with stores and mail-order operations across Canada, are just now introducing tape cartridge units to their public.

Eaton's spring and summer catalog offers only TelePro's Portatape unit, and after one month in circulation there are no sales reports available, though a spokesman says they expect good reaction.

Simpson-Sears's upcoming catalog along with TelePro's Portatape and the Japanese-made Car Stereo unit, which have been on sale in a few selected stores for about two months, but the company says it is too early to gauge public acceptance.

NEW TAPE CARTRIDGE
CARRYING CASE

by AMBERG

Tape cartridges for automo-
bles are a hot new accessory item. You'll sell even more plus realize a handsome extra profit from the Ampak carrying case when you stock this special customer convenience.

For only $2.95 (suggested retail), your customer can carry his cartridges dust free and protected . . . wherever he goes.

This neat, compact—9" x 6" x 6"—case stores 10 car-
tridges of any standard brand. Attractive, top quality kivar covered bindershoard. Choice of red, Sahara (beige) and charcoal. Sturdy, heavy plastic handle, nickel clasp and hinges. SPECIAL DESIGN or private branding reproduced in your specification. Estimate or samples on request; Write or call 815-933-3351.

Amberg...40 years of service and still growing...young!

March 12, 1966, BILLBOARD
Mercury Department To Handle Affiliates

CHICAGO — Mercury Record Corp. has founded a Recorded Tape Division to handle the production and marketing of CARtridge releases for all the company’s affiliate labels. The first release is scheduled for March 25.

Executive vice-president Irwin H. Stenberg has announced that Richard S. Sherman will shift from the post of national manager for Mercury to become product manager of the new division.

As previously reported by Billboard, Mercury’s eight-track cartridges will be playable in the automobile units now available with Ford and soon to appear with the General Motors and Chrysler automobiles.

Mercury will franchise its tape division distributors.

Single-album ‘eight-track’ cartridges will list at $6.95; twin-album cartridges will list at $9.95.

Mercury officials declined to disclose details regarding duplication of its eight-track tape or supply of its eight-track cartridges.

Stenberg also announced that no definite plans are currently being made for Mercury’s entry into the player market. He said: ‘The question of how and when we will enter the liner market is still under consideration and will confer with Mercury president Irving Green some time after March 15.’

The first Mercury tape cartridge release, detailed in Billboard Feb. 26, includes five Mercury, two Mercury Classical, three Philips, three Philips Classical. Two Smash, one Decca, and two Light Program.

The second release, scheduled for April 15, is as follows:

On the Mercury label, ‘The Sandpiper,’ Johnny Mandel (MCB-46400); ‘Quincy’s Got A Brand New Bag,’ Quincy Jones (MCB-64007); ‘It’s a Quarter Past Two,' The Mitchel Trio (MCB-64008); ‘More Genius of Janis Joplin,’ Janis Joplin (MCB-64009); ‘Dave Dudley’s Greatest Hits,’ Dave Dudley (MCB-64010); ‘Mom Always Liked You Best,’ Smothers Brothers (MCB-64011); ‘Do the Fred-die,’ Freddie and the Dreamers (MCB-64012); ‘Pop Artistry,’ Sarah Vaughan (MCB-64013).

On the Decca label, ‘The Greatest Hits,’ the Swing Singers (PC8-61003); ‘The 4 Seasons’ Gold Vault of Hits,’ 4 Seasons (PC8-61004); ‘El Tango,’ Malundo (PC8-61005); ‘Let It All Out,’ Nina Simone (PC8-61006).


The third release, scheduled for May 1, includes:

On the Mercury label, ‘Caged Hiss of Eddy Howard,’ Eddy Howard (MCB-64014); ‘Missy, Errol Garner (MCB-64015); ‘Roy Drusky’s Greatest Hits,’ Roy Drusky (MCB-64016); ‘Golden Hits,’ Patti Page (MCB-64017); ‘The Shadow of Your Smile,’ Johnny Mathis (MCB-64018); ‘Brothers Plays It Straight,’ Smothers Brothers (MCB-64019); ‘Viva Cugat,’ Xavier Cugat (MCB-64020); ‘Down to Earth,’ Ramsey Lewis (MCB-64021); ‘Greatest Hits,’ Eric Carmen and Boboness, A. Dorati (MCB-64003); ‘Music of Leroy Anderson,’ Frederick Friends (MCB-64004).

On the Philips label, ‘The Serendipity Singers Sing Of Love, Line, and Fingers,’ the Serendipity Singers (PC8-61007); ‘Teresa Brewer’s Greatest Hits,’ Teresa Brewer (PC8-61008); ‘Magnifique,’ Jacqueline Francais (PC8-611002); ‘Swan Lake,’ P. Montes (PC8-61003).


On the Fontana label, ‘Love and a Woman,’ Gloria Lynne (SC8-66003).


Liberty To Unwind Sunset, A ‘Glow-Clow’ Budget Line

HOLLYWOOD.—Sunset Records, Liberty’s new budget line, will be unveiled before NARM members at the convention. Twenty albums comprise the initial release, with $1.89 the suggested and street price.

Ed Barsky, who handles the budget operation, estimates the new line will release approximately 50 albums in its first year. Fifteen albums will be released in June and September, with repertoire culled from Liberty and its subsidiary labels. In addition, Sunset will record original artists, Barsky said, pointing to the Desert Strings as a source for a series of lush instrumental releases.

Direct to Records

Merchandise will be handled directly to records since ‘they control the outlets and it’s the answer for this type of exposure.’ Barsky is initiating a pre-recorded system which he will use at MGM’s Metro budget line. Albums in 50 or 100 denominations, based on the record’s choice of material, are mailed directly to them or to their customers.

Barsky believes budget customers fall into distinct cate-

ories: persons who cannot afford the higher-priced man-

ner (but who eventually upgrade their buying habits), or singles buyers who did not want to pur-

chase albums. Sunset, being sold as a class line, is using ex-

pensive packaging and plastic.

Liberty’s five sales fieldmen will sell the line. Barsky says the budget business is getting stronger because records are expanding their influences.

Sunset is banking on the drawing power of its artists to help a successful launching. Artists represented in the debut package are: Nancy Ames, Walter Bre-

nan, Peula Clark, Martin Den-

ney, Fats Domino, Georgia Gibbs, Joyce London, Henry Mancini, Johnny Mathews, Gerry Mulligan, Rick Nelson, Sandy Nelson, Felix Statkin, T-Bones, Bobby Vee, Venture Slim Whitman, Bob Willis-Tommy Duncan, Tino Yazigi and Zent-

ner.

After attending the NARM convention with a strong Libe-

ty contingent, Barsky goes on a four-five-week road trip to visit key accounts around the country.

March 12, 1966, BILLBOARD
AM, Thrifty Combine On Sales Program

- Continued from page 76

The firm also plans building a library of cartridge tapes from other manufacturers which it will make available to Thrifty. Katz likens potential for tapes to the sale of motion picture film through drugstores. "Magnetic tape will ultimately take its place alongside film as it must become an integral part of the home entertainment business whether it be for audio or video use," Katz said.

The reference to audio covered the video tape recorder field which is another home entertainment area, albeit an expensive one, which has yet to be introduced to mass audiences. Muntz, for one, has revealed he will import a video tape recorder from Japan to sell for under $1,000. AM's thinking is that eventually video tape for home recorders can be sold through drug outlets along with film and audio tapes.

Bible Voice Set

HOLLYWOOD—Bible Voice will shortly introduce its repertoire in four eight-track cartridges. The New Testament is currently available in four-track cartridges through Muntz and stereo Paks.

In its first year of operation, the Van Noy firm reports sales of $146,000. The product line consists of tapes and records of the Bible, sacred music sets and a portable tape recorder. New Testament tapes and the portable playback unit, both selling for $100, are the single largest selling item, according to President George Otis.
NARM Growth Indicates Wholesaling Expansion

- Continued from page 66

chance and Goodman with Tip Top.

Initially, Malamed recalled, "the attitude of the manufacturer was mixed: some of the farsighted ones, notably RCA Victor and Irwin Tarr, were instrumental in helping the rack jobber gain acceptance.

"Over the years," Malamed recalled, "some firms overexerted themselves and had to get out—either by selling or by merging; some fell by the wayside."

"Meanwhile, experienced record people got into the rack jobber field—such as Amos Heilicher and Cecil Steen. And today—even though some problems exist, it can be stated that we now have the strongest possible group of men in rack jobbing—strong in the sense that they are knowledgeable with regard to product and buying practices."

"Today," Malamed continued, "there are two types of rack jobbers. One is a record distributor. The second is a pure record merchandiser. The latter has a problem in that he feels he is at and a little bit above his competitor who is also a distributor.

"Malamed feels that the trend towards multiple distribution will grow. As has been stated by George Marek, vice-president and general manager of the RCA Victor Division, there are many rivers to cross to the sea," Malamed said, adding: "the future will see manufacturers going to either records or tape CARTRIDGE STORES instead."

"The cartridge," Malamed reCAPITALIZED, "opens a new area of distribution... if record men were to move into the field, others will... just as happened in the past—close with their records and rack jobbers."

"In assessing the future, Malamed concluded: "NARM has grown slowly but steadily, and we will hold to this policy. We eventually hope to make rack jobbing all over the world; but our approach will be careful and well planned. Currently, NARM's members account for approximately 70 percent of the total industry volume, and rack jobbing is responsible for 50 percent of the total record dollar volume."

Indie Distributors Don't Put Eggs in One Basket

- Continued from page 70

16 per cent; in-store displays, 13.5 per cent; window displays, 12.4 per cent; and personal appearances of artists at retail stores, 12.1 per cent.

Nearly 90 per cent of the distributors feel the distribution function in the record industry will become more and more concentration in the hands of fewer firms.

Complaint Dept.

Who replenishes the distributor? The most common complaint is turnover, followed by too much product, direct sales to stores, loss of best cutting, record clubs, price competition by rack jobbers, lack of adequate return programs, and slow collections.

Corporations are the most common form for distributors (67.6 per cent), followed by individual ownership (27 per cent) and partnerships (5.4 per cent).

The rack jobber distributor has eight full-time and one part-time employee, and two sales men and a promotion man.

RCA Looks to Rack Jobbers To Boost Sales

- Continued from page 68

It was Toscanini who actually changed the "alias" policy of RCA. He told the management that he was extremely interested in being associated with a low-priced line because he wanted to get his music to the public. Toscanini and the NBC orchestra was the first record that broke away from the "alias" category. Then the label began "spreading its wings," said Clark, "to utilize the power of pop names, in sales—Perry Como, Mario Lanza, Guy Lombardo. This was still bulk material. Great stuff, but material the label had cut from its catalog.

But there may have been a negative side attached to the RCA Camden name. It was felt by management that consumers connected it with "1947. Seven years ago, the firm set out to prove that a national budget was established and the label began recording new things. The advent of stereo, so something was thought about the change; all of the bulk material had been in mono and the label wanted its stereo product as well.

New Image

It was just prior to that, also, that the rack jobber “Mr. Clark” was out. And we saw a broader sales pattern there. Irwin Tarr of RCA Victor was responsible for most of the legwork in establishing the field for us. Ron Handelman was among the first to rack records through distribution and supermarket connections.

It was the venture of the RCA Camden label into pop categories that brought about the creation of a new label—Victorina. "In the last five or six years we'd reduced the classical importance of Camden and increased the importance of all other musical types. We took Victorina to make it the Red Seal of the economical market, and Camden is now a full-product line, carrying everything from popular and country music to children's material, and is carried by RCA's li-

1966 NARM CONVENTION REGISTRATION REGULAR ASSOCIATES

- Continued from page 66

42

1966 NARM CONVENTION REGISTRATION ASSOCIATE MEMBERS

- Continued from page 66

10.4

1966 NARM CONVENTION REGISTRATION REGULAR ASSOCIATES

- Continued from page 66

9.4

1966 NARM CONVENTION REGISTRATION ASSOCIATE MEMBERS

- Continued from page 66

3.4

1966 NARM CONVENTION REGISTRATION REGULAR ASSOCIATES

- Continued from page 66

2.4

1966 NARM CONVENTION REGISTRATION ASSOCIATE MEMBERS

- Continued from page 66

1.4

1966 NARM CONVENTION REGISTRATION REGULAR ASSOCIATES

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION ASSOCIATE MEMBERS

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION REGULAR ASSOCIATES

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION ASSOCIATE MEMBERS

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION REGULAR ASSOCIATES

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION ASSOCIATE MEMBERS

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION REGULAR ASSOCIATES

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION ASSOCIATE MEMBERS

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION REGULAR ASSOCIATES

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION ASSOCIATE MEMBERS

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION REGULAR ASSOCIATES

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION ASSOCIATE MEMBERS

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION REGULAR ASSOCIATES

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION ASSOCIATE MEMBERS

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION REGULAR ASSOCIATES

- Continued from page 66

0.4

1966 NARM CONVENTION REGISTRATION ASSOCIATE MEMBERS

- Continued from page 66

0.4
CHICAGO—Everybody's playing the harmonica these days—rock singers, blues artists, folk performers and folk singers. A recent dealer survey by Billboard showed that more than 40 percent of the dealers are now stocking harmonicas and many others are planning to stock them in the near future.

In several recent conversations, Billboard learned that doença harmonica is no longer the hand-me-down instrument that harmonicas, they said, are as easy to handle as record players, the emphasis being on the latter. Very little space. Most important, harmonicas are easy to master, require no complex technique or school affiliation, and can be sold inexpensively to interested individuals.

There are harmonicas for beg- ginners and for advanced players, and they are easy to learn with and usually come with instruction booklets. (The Hohner Co. pro-}

vides two booklets, "How to Play the Hohner Harmonica," and "Folk Songs for the Harmonica." Also, there are expensive, elaborate models available for a variety of musical needs. 

For the accomplished player, Folkways and record labels have recently released harmonica lessons, usually in the form of a book or a record. One of the major recording companies has recently produced a book which will give the new player a clear understanding of what he should attempt to learn to play at the beginning in a simple and easy way.

TelePro Industries, Cherry Hill, N.J., manufacturers of tape decks for both the auto and home market, is currently offering sales promotion deals to its distributors. One deal offers a cartridge included at reduced prices, the other provides a basic inventory of harmonicas and a selection of tape players for autos, plus a supply of records. Both are a free combination of cartridges and record units.

RCA will soon have an eight-track tape cassette player on the market. RCA will accept orders for this unit in the first quarter of 1966. Zenith and Motorola, two early leaders in the Field-Motorola playback system, and will introduce their units by the end of the year. The unit will reportedly retail for between $200 and $300, existing eight-track home players in that it will be a complete, self-contained turn-on system of records, rather than a cartridge player that must be plugged into an existing system or a hi-fi system.

"In Crowd" special. The Elec-}
}tronics Industries Association Board of Directors has given its 1966 Medal of Honor (the award pre- sented to executives who have contributed to the advancement of the electronics industry) to President Dr. Harper Q. North.

Zenith and Motorola, two early leaders in the Field-Motorola playback system, will introduce their units by the end of the year. The unit will reportedly retail for between $200 and $300, existing eight-track home players in that it will be a complete, self-contained turn-on system of records, rather than a cartridge player that must be plugged into an existing system or a hi-fi system.

"In Crowd" special. The Elec-}
}tronics Industries Association Board of Directors has given its 1966 Medal of Honor (the award pre- sented to executives who have contributed to the advancement of the electronics industry) to President Dr. Harper Q. North.

Zenith and Motorola, two early leaders in the Field-Motorola playback system, will introduce their units by the end of the year. The unit will reportedly retail for between $200 and $300, existing eight-track home players in that it will be a complete, self-contained turn-on system of records, rather than a cartridge player that must be plugged into an existing system or a hi-fi system.

"In Crowd" special. The Elec-}
}tronics Industries Association Board of Directors has given its 1966 Medal of Honor (the award pre- sented to executives who have contributed to the advancement of the electronics industry) to President Dr. Harper Q. North.

Zenith and Motorola, two early leaders in the Field-Motorola playback system, will introduce their units by the end of the year. The unit will reportedly retail for between $200 and $300, existing eight-track home players in that it will be a complete, self-contained turn-on system of records, rather than a cartridge player that must be plugged into an existing system or a hi-fi system.
NEW KIND OF BUSINESS beginning to dot U. S. landscape is the distributor of auto tape players and CARtridgers. Picture here is the home office of Custom Music, Inc., St. Louis, which functions as a dealer training center and distributor of Craig playback units and several lines of carriages and accessories.

CARtridge Distrib Offers Dealer Training Program

By EARL PAIGE

ST. LOUIS—CARtridge industry people from Detroit, Los Angeles, Cleveland, Milwaukee, New York City and Japan, as well as England and Japan, have been visiting and studying what has been described as a model operation in the stereo cartridge field. The St. Louis firm is known as Custom Music, Inc., and is the only Craig distributor operating as a two-step distributor with an approach primarily oriented at independently franchised dealers.

B. A. Northrup, the young and personable president of Custom Music, was a national representative for Monomax for several years prior to developing his present career as a player manufacturer. The sales area covered by Custom Music encompassed the States of Missouri, Iowa and Illinois.

"Our operation here is primarily a retail service training center," Northrup told Billboard, "in which dealers wanting to set up as a franchised Craig operation in their area can send personnel to us for an intensive training program in this field." Northrup said, "presents us with a completely new concept in music merchandising and involves many technical aspects. We've felt from the start that our dealers must be thoroughly trained in the technical aspects involved. Northrup explained that the Custom Music dealer training package included training in making installations, in sales techniques, and the service of car-stereo and home-stereo cartridge units.

The Craig Stereo Centers throughout the market area covered by Custom Music are complete stereo tape cartridge merchandising centers capable of making installations in all makes of cars and stocked with a complete line of both four and eight-track cartridge units and accessories including the several models of home-tape cartridge players Craig is now offering.

Speaking on the matter of four- and eight-track stereo tape cartridge systems, Northrup explained that Craig will soon be shipping a unit that will play both types. "But it'll feature stationary heads," he said, "which will avoid many of the problems now existing with the closer-tolerance eight-track units.

Actually," Northrup declared, "there are far more four-track units already in operation and compatibility is going to be a real key in the growth of this industry."

Arons Dies

NEW YORK—Ben L. Arons, 50, executive vice-president of the Fisher Radio Corp., died recently while on vacation in Flor-

ida. Arons was a leader in the high-fidelity industry and served on the board of directors of the Institute of High-Fidelity. He is survived by his widow, Syra, and two children, Michael and Jane.
BULK VENDING news

Four Batman Items Have Been Officially Licensed to Trade

CHICAGO — A fourth bulk vending machine manufacturer has been officially licensed to trade Batman comic book characters, items previously licensed by Albert Fischer & Co. March 18.

According to Al Fischer, president of the Fort Thomas, Ky.-based company, his officially licensed item is a Batman Flicker Picture. Eight different poses of Batman and Robin will be offered to the trade, Fischer said, for penny, nickel and dime vending. Fischer has also re- ceived rights to manufacture a Batman Kiddie Kiddie.

Other Batman bulk vending items officially licensed by National Periodicals via Licensing Corp. of America to date include Flicker rings, buttons and emblem stickers. The emblem stickers have been licensed to Ok Manufacturing Co., Los Angeles, and are being marketed through the company's Acoron subsidiary. The items will be available for trade.

Billboard reported the licensing of three items to bulk suppli- ers last week.

Batman buttons have been licensed to Creative House Productions, Chicago, and are, in the words of Sales Director Paul W. Weber, "primarily designed for penny vending." The company is offering a 12-subject series with each button in three colors. The series includes Batman in six poses, Robin in two poses, the Joker, several other subsidiary characters from the comic book series and a few classic Batman sayings.

Batman Flicker rings have been licensed to an independent party, who will be manufacturing them by one of the industry's well-known suppliers. The flicker rings will be available in quantity in a month. The item will appear as a 12-ring series for dime vending. Each ring has two action pictures in color.

Veteran trade observers are predicting that Batman items will be the hottest bulk vending mer- chandise of the year.

BULK BANITER

MISSOURI

Bulk operators in the Kansas City area, enjoying an exceptionally good winter business Alan Bitterman filed, are in the area experiencing hardly any snow or bad weather during the winter. Bernard Bitterman, has been off on a sales trip with the younger partner of Bitterman & Son con- veying the customers in the area and his father visiting with bulk ops in Omaha, Nebraska and Des Moines, la., respectively.

Both Bittermans are planning on attending the Chicago convention in April and report being quite enthusiastic about the success of 25-cent vending in the K.C. area. Several operators in the area are picking up supplies and equipment—the guys from Variety Vending, Omaha, Neb.; Mrs Lewis Faplata, Springfield, Mo.; Mary and Don Judkins, Carleton, Mo.; Ken Mitchell, Des Moines, la., and David Fischer, etc.

Items moving well at Bitterman & Son include the Get Happy and Funny Faces. Leaf's Pink Champagne gum also is a fast-moving item according to Alan. The kids also seem to be interested in the Nice Mintos was in town for a visit last week, and also informed that "Historic" Gibson is in the hospital in Des Moines, la., and that he will be away from the business for a month.

Sam Phillips off for a brief trip down to Ackerman way leaving everything at Samuel J. Phillips Co. in Des Moines. Lee Faplata, Springfield, Mo., reports that operators around the St. Louis market have enjoyed a good winter.

A fair shake on municipal license fees for bulk operators and an organized approach to pending legislation was the topic for the meeting of area ops at the Town Hall Hotel with several local principal- ies organizing the confab—Irvin Katz, Ben Konel, Lew Block, Earl Veatch and Sam Phillips.

At Central Distributors Earl Veatch reports fast motion on the front with several local principals mostly speaking up the lines. Norwood Veatch, planning to move to the South, is said to be a welcome addition to all Northwest distributors (19) at the present hotel.

In what might reflect a trend in bulk vending, young Veatch reports the 11x16.5 area jake box and game operators have been very busy in connection with finding a profitable extension of their operations. Art Anderson, Wayneville, Mo.; Frank Heck, Quincy, Ill., Ted Kay, Farming- ton, Mo., and Bill Channon of West Frankfurt, Ill., are among the group of jake-games operators going into bulk... EARL PAGE.

BULLETPROOF FUTURA

Oak's handsomely designed Futura stand brings to vending a unique new method of operation. Providing double-lock safety, including an Ace top lock, it is engineered specifically for the Cabinet Model machines. Available in automobile chrome finish or baked red epoxy finish, Futura stand occupies only a 13x16- inch floor area. Wheel mounted for mobility, it stands at a height of 24 inches. The shipping weight is 21 lbs. Time payments available on Oak Machines through all distributors.

March 12, 1966, BILLBOARD
A Survey of City Vending Ordinances

Akrón, Ohio

According to Mrs. Rose Raíes, deputy clerk of city council, Akron has no regulations governing the operation of vending machines. For further information contact Mrs. Rose Raíes, Deputy Clerk of Council, Akron, Ohio.

Dayton, Ohio

We have no municipal ordi- nance which governs the operation of vending machines.” Billingh was informed by Mary Amato, assistant city clerk of the commission. For full information contact Mary Amato, Assistant Clerk, City Commission, Dayton, Ohio.

Denver

Recent amendments to the municipal code now make it necessary for vending machine operators to obtain an annual license from the city manager of safety and excise. In addition to a $10 application fee, the license fees schedule is as follows:

Penny machines—20 machines or less, $20 annually; 21 machines or more, $50 annually.

(Nickel machines—20 machines or less, $20 annually; 21 machines or more, $50 annually.

(The basic fee computed on the number of vending machines is increased $20 for each employee of the vending firm.)

Denver vending firms—20 machines or less, $20 annually; 21 machines or more, $50 annually.

Each vending machine or type of machines operated by the licensee shall display in a conspicuous place on the machine, a similar identification mark, a minimum size of 2 inches by 3 inches, stating the name and address of the operator.

For additional information contact Mr. N.D. Leebeth, City Clerk, Dayton, Ohio.

Houston

Annual operating tax of $5 per machine is levied on every vending machine. However, under a special ordinance of 1964, the following machines are exempted from the tax:

100 machines or less, $50 annually.

Each vending machine or type of machines operated by the licensee shall display in a conspicuous place on the machine, a similar identification mark, a minimum size of 2 inches by 3 inches, stating the name and address of the operator.

Board of Directors and selection committee were most vividly impressed with the outstanding ac- reommendation of sales and profits of your firm company during the past 12 months.

Midwest Vending Is Expanding

COLLINS Summer's Midwest Vending Co. here, has doubled its business during the past two years, company presi- dent Howard H. Sherman re- ported. The company, which specializes in service to offices, industrial plants and schools, was founded 19 years ago and has just added measurably to its sales, service and warehousing facilities.

Sherman is one of the founders of the Ohio Automatic Merchandising Association and is a past president and treasurer of the organization.

Brennan Joins ARA Marketing

PHILADELPHIA — Kellet Aircraft Corp. president Don A. Brennan has announced that Automatic Retailers of America, Inc., as a marketing executive. Brennan, who headed the aircraft firm in 1964, also served as its treasurer. He was a corporate executive in the Curtis Publishing Co. for 18 years, vice-president of the Curtis Division of Gannett Co. in 1963-64.

O'Malley Honored

CHICAGO — The title of “Chicago’s Sales-Marketing Ex-ecutive of the Year” has been bestowed upon Cawbi Corp. president Patrick L. O’Malley by the Salesmanship Executives of Chicago. O’Malley was presented with a plaque on which was inscribed: “Our
South Dakota Endorses MOA Royalty

Re-Elect Maxwell

By RAY BRACK

SIOUX FALLS, S. D.—In an unanimous vote at its meeting here Feb. 28, the Music and Vending Association of South Dakota became the ninth officially recognized State trade organization to endorse the Music Operators of America’s 2-cent-per-song juke box record royalty proposal.

Only six active music-operators trade associations functioning on a State-wide basis have yet to vote on the MOA proposal, which was presented to the Judiciary Committees of the U. S. House and Senate following the closing of the last session of Congress.

The South Dakota group, some 60 per cent of its membership, represented at the meeting here last week, voted to endorse the national association’s proposal after hearing MOA executive vice-president Fred Granger declare: “We made the proposal because we had no choice. Congressional committee members told us that we’d best come up with an idea of our own, and some of the Copyright Law was now being wound up in various courts. We were required to re-approve our performance fee exemption and could impose regulations which we might have with.”

The association also re-elected incumbent president Darlow Maxwell of Pierre, retaining all other officers and directors as well. Returned as vice-president was Mac Haswell of Sioux Falls, host of the meeting here. Earl Porter of Mitchell was re-elected for the 12th consecutive year as secretary-treasurer. Directors reelected were Ronald Mandis of Huron, Dean Schroeder of Aberdeen, Herman Warns of Salem and John Trucano of Deadwood.

Other major actions of the South Dakota association at its meeting here included:

• Approval of a motion that the vending division of the State association become an official affiliated State Council of the National Automatic Merchandising Association. Word of the action along with meeting transcript are being forwarded to NAMA headquarters in Chicago.

• Acceptance of the South Dakota vending division as an NAMA council affiliate is expected in short order.

• Discussion of the background music competition by the Minnesota Mining and Manufacturing company. The 3M units are appearing in certain areas of the State.

• A report by association executive-secretary John Trucano on the recently successful effort at passage of an unfair trade bill relating to coin operators by the State Legislature. The 15-page bill, also supported by the State cigarette wholesalers association, provided for civil court action.

1. Regulation of who in the State can obtain the $125 cigarette wholesaling license.

2. A wholesaling markup of 4 per cent.

3. A minimum retail price of $2.91 per centon, 30 cents per package.

One effect of the new

COIN MACHINES

Latin-American Exports Down Slightly During 9-Month Span

WASHINGTON — Figures released by the U. S. Department of Commerce indicate that exports of U.S.-made juke boxes and games to key Latin-American countries sagged slightly during the first nine months of 1965 as compared with the preceding year.

New coin machines shipped to six major countries totaled $909,847 during the 1965 period; $979,906 during the 1964 period.

Phonographs shipped to those countries during the 1965 period totaled $516,879; a considerable increase over the 1964 dollar volume: $373,628 for the period.

Game dollar volume slumped from $606,278 during the first nine months of 1964 to the six countries to $392,968 during the nine-month period in 1965.

The figures for the six key countries are as follows:

Mexico

American-made juke boxes worth $47,258 were imported by this country during the first nine months of 1965, the nation imported $185,995 worth of coin-operated phonographs from the U.S. The game figure was $133,150.

No new import figures are available from the Commerce Department.

Venezuela

The coin-operated phonograph imports for the first nine months of 1965 reached $177,695, a considerably short of the $317,733 worth of American juke boxes brought into this country during the first nine months of 1964.

Game imports, according to Commerce Department figures (admittedly incomplete in some countries), showed a drastic drop from 1964. The figure for the first nine months of 1965 was $31,822 in dollar value compared with $327,913 during the preceding period in the same nine-month period.

Juke box imports during the first nine months of 1965 soared to $92,189 in value from $65,881 during the comparable period of 1964.

No figures are available for games imported during the first nine months of 1965.

Panama

Panamanian imports of juke boxes from the U. S. during the January-September 1965 period hit $32,677 in dollar volume, compared with $25,248 during the first nine months of 1964.

Amusement games (coin-operated) imported by Mexico from the U. S. during 1965 hit $12,908 in dollar volume, down from $25,248 during the first nine months of 1964.

Automatic coin op machines imported by Mexico from the U. S. during the January-September 1965 period hit $52,662 in dollar volume, compared with $15,578 for the same number of months the previous year.

In games, Panama imported $27,832 from the U. S. during the first nine months of 1965 compared with $20,115 during this period.

March 12, 1966, BILLBOARD

Latin-American Exports Down Slightly During 9-Month Span

Report from other Latin-American countries, for which complete export figures are not available, are as follows:

Peru imported $30,498 worth of American-made juke boxes during 1965’s first nine months. Game figures and comparable 1964 figures are not available.

During the first nine months of 1965, Costa Rica imported $100,484 worth of U.S. made juke boxes. No figures for 1964 are available at this time for games for both years are not available.

Guatemala imported $11,812 worth of American-made phonographs.

(Continued on page 92)

Total Gross Receipts Tax Threat to L. A. Operators

LOS ANGELES — A threat to Los Angeles operators of amusement and music machines could materialize here in the form of higher taxes.

Several members of the Los Angeles City Council, searching for ways to increase revenues, are studying a proposal which will increase the tax burden on coin operators working within the city limits of Los Angeles.

Although the three members of the Los Angeles Tax Revenue Committee — Billy E. Mills, John C. Holland and Edmond Eidelberg — refuse to comment on the tax increase proposal, the local members of the California Music Merchants Association already have held one meeting to discuss ways to combat the committee’s expected favorable tax boost recommendation to the City Council.

Both George Miller, president emeritus of the CMMMA, and Henry J. Levy, president, have been and will be in Los Angeles to investigate the city’s tax proposal.

A spokesman for the organization said a plan is being prepared to present to the City Council and that the CMMMA will hold future meetings on the subject.

The item is not yet on the City Council’s agenda, and members of the Tax Revenue Committee preferred not to say exactly when the matter will be taken before the City Council.

Tom Nast, attorney for the Music Merchants Association, was unavailable for comment on the legal interpretation of the proposal the spokesman said.

Total Gross

(Continued on page 92)
"Get in the SWING With Our MARCH SPECIALS" All in A-1 Condition ... All in Stock.

SHUFFLE ALLEYS

3...1919...$12.50
4...1920...$15.00
5...1921...$17.50
6...1922...$20.00
7...1923...$22.50
8...1924...$25.00

OAKLAND, Calif. — Two deaths in Oakland during the past month brought sadness to local music operators. The veteran distributor Ben Stetson, owner of the Stetson Automatic Music Co., Oakland, for more than 30 years, died at the age of 69 after an illness of about a month. He suffered a damaged heart. Mr. Stetson was one of the active members of the industry, and had long been connected with the California Music Merchants Association. Despite a suggestion that he retire, Ben Stetson was too active a man to do this, and remained in the music business until his final hospitalization. For the time being the company is being managed by his widow.

Sills Change

OAKLAND, Calif. — Sons Joseph C. and Richard L. Sills are taking over the active management of the Sills Music Co. from their father, the late C. G. Sills, who at 72, decides he’d like to take it easier. The elder Sills founded the business in the early 1920’s. He can still be reached at his headquarters, where he studies the big decisions to young Joe and Dick.

Detroit Pros & Cons on Juke Box As a Record Promotion Medium

By LARRY OPPEN

DETROIT—Local record men have diversified opinions on the importance of the jukebox. Although the general feeling is that it still has its place in the promotion of American music, there are both pro and con reports on the subject.

Most of those who tend to lean away from the jukebox consider it the record store dealers who are under the impression that the public isn’t as interested as it used to be. Lou Salesin of Mumford Music said, "but it is the most pro-" if merchandise of the life of today. When the public supports a record 10 to the store. When the stations stop playing a number, the jukebox is there to make it.

Salesin feels that the bars contain a large percentage of jukebox items, and since adults generally are not interested in the teen-agers’ style of music, and have a promotion to your record. It’s a wonderful situation that many deals with a jukebox, they are not much help in the promotion of new records.

An Asset

Scott Regen of WKNR, one of Detroit’s top disk jockeys, feels differently. He has made a study of the subject, and is under the opinion that the juke box is a definite asset to the promotion of poplar records. He has interviewed some of the top record promoters in the Detroit region and has discovered that although they are in general agreement that radio reaches the larger majority of people, it is this very reason why teen-agers are putting more dimes in the jukebox.

"The jukebox is the best for the songs they hear on the radio," said Scott Regen. "When we do a survey on juke box, the results are clearly very favorable." The Chicago jury, which is composed of the best juke box operators throughout the country, will give requests of the juke box.

If you haven’t bought your Equipment from Royal, now is a good time. We have a large and changing supply on hand.

We’re sure that you’ll be satisfied with the condition of our equipment.

Have You Received Your 1966 Royal Music & Games Catalogue

The most comprehensive catalogue offers over 960 phonographs, and hundreds of other music products. Ask for a copy from your Royal Dealer. The only one who will give you a copy of our catalogue is ROYAL DISTRIBUTING, INC. 1211 N. Capitol Ave. Indianapolis 6, Ind. (317) 731-4230.

"Get in the SWING With Our MARCH SPECIALS" All in A-1 Condition ... All in Stock.

ROYAL DISTRIBUTING, INC. 1211 N. Capitol Ave. Indianapolis 6, Ind. (317) 731-4230

"Get in the SWING With Our MARCH SPECIALS" All in A-1 Condition ... All in Stock.

ROYAL DISTRIBUTING, INC. 1211 N. Capitol Ave. Indianapolis 6, Ind. (317) 731-4230

"Get in the SWING With Our MARCH SPECIALS" All in A-1 Condition ... All in Stock.

ROYAL DISTRIBUTING, INC. 1211 N. Capitol Ave. Indianapolis 6, Ind. (317) 731-4230

"Get in the SWING With Our MARCH SPECIALS" All in A-1 Condition ... All in Stock.

ROYAL DISTRIBUTING, INC. 1211 N. Capitol Ave. Indianapolis 6, Ind. (317) 731-4230

"Get in the SWING With Our MARCH SPECIALS" All in A-1 Condition ... All in Stock.

ROYAL DISTRIBUTING, INC. 1211 N. Capitol Ave. Indianapolis 6, Ind. (317) 731-4230

"Get in the SWING With Our MARCH SPECIALS" All in A-1 Condition ... All in Stock.

ROYAL DISTRIBUTING, INC. 1211 N. Capitol Ave. Indianapolis 6, Ind. (317) 731-4230

"Get in the SWING With Our MARCH SPECIALS" All in A-1 Condition ... All in Stock.

ROYAL DISTRIBUTING, INC. 1211 N. Capitol Ave. Indianapolis 6, Ind. (317) 731-4230

"Get in the SWING With Our MARCH SPECIALS" All in A-1 Condition ... All in Stock.

ROYAL DISTRIBUTING, INC. 1211 N. Capitol Ave. Indianapolis 6, Ind. (317) 731-4230

"Get in the SWING With Our MARCH SPECIALS" All in A-1 Condition ... All in Stock.
Muzak Ready To Warn City Of Air Attack

ATLANTA—The local Civil Defense headquarters, always on the lookout for ways of improving the city's survival program, will use the Muzak piped music system to keep the public informed during bombing raids.

Muzak, which provides local banks, restaurants and motels with music via telephone and FM radio lines through Southern Melodies, Inc., its Atlanta franchise, installed a transmitter at the CD headquarters last year.

Months of testing showed the modified Muzak system was working perfectly and was ready for any alert situation.

William Ingram, deputy for operations at CD headquarters, said: "If we receive an alert, all we'd have to do is flip a switch and within 30 seconds take over the whole system.

"Once the President declares a national emergency, our broadcasting system and Muzak simultaneously go into effect," Ingram stated.

The system's primary purpose will be to supply information to the thousands of downtown shoppers and diners who might be caught without radios when the attack begins.

According to Ingram only two other U.S. cities, Birmingham and Washington, D.C., have similar emergency arrangements.

Through the Muzak system, civil defense information will be able to guide citizens within a radius of approximately 75 miles of Atlanta.
Phono. Equip. Profits Rise

By ANDRE DE VEKEY

LONDON — Phonographic Equipment, Ltd., co-operated equipment distributors in this country, recently announced pre-tax profits of $1,084 million for the six-month period just passed. 

This represents an increase over the comparable period a year earlier, which sum amounted to $360,120.

An interim dividend of 35 per cent has been declared, compared to 16 per cent the previous year.

Company chairman Max Fine told shareholders that they should not anticipate the same rate for the second half of the fiscal year. He said that during the past six months strong sales were in part caused by anticipation of the amendment to the Betting and Gaming Act. (This took effect in November, 1965.)

Bart Sponsors Service Classes

SAN FRANCISCO — Wurlitzer is starting its second year of sponsorship of monthly evening classes held at the repair shop in San Francisco for servicemen employed by operators. The success of the program in 1966 has encouraged a repeat. The servicemen are brought in without charge to the operators to receive instruction on servicing various Wurlitzer machines.

In addition, the company is embarking upon a series of traveling service schools. The first of these, held in January in Marysville, brought out about 10 servicemen, so that additional schools will be held in various centers too far from San Francisco to be convenient for the operators. The Marysville school was held at the Reinert Music Co. 

Instructor for both the regional schools and those held in San Francisco is Leonard Hicks, field engineer for Wurlitzer. Schools are sponsored by branch manager Bart Bartholomew.

Benelux Distributor in Antwerp Cycle Promo

SEEBEN OFFICIALS discuss sales program following appointment of firm by Seeburg as their first sole dealer distributor for the Antwerp district of Belgium. From left: Henri Herbosch, Seeburg managing director; Henri De Vroey, president. Union Belge De L'Automatique; Charles Desmet and E. Michiel, Seeben sales manager.

Seeburg and Seeben collaborated in offering a 40,000-franc prize ($300) for one of the races. Because of this, Seeben was permitted to display its equipment and fly banners in the Sports'dome.

The promotional idea was credited to Seeben sales manager E. Michiel.

DISCOTHEQUE RECORDS

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discotrace programming.

HOT 100

<table>
<thead>
<tr>
<th>TITLE</th>
<th>TYPE OF DANCE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>THESE BOOTS ARE MADE FOR WALKIN'</td>
<td>Juke</td>
<td>Nancy Sinatra</td>
<td>Reprise 0432</td>
</tr>
<tr>
<td>LISTEN PEOPLE</td>
<td>Frug</td>
<td>Herman's Hermits</td>
<td>MGM 13462</td>
</tr>
<tr>
<td>1960 NERVOUS BREAKDOWN</td>
<td>Juke</td>
<td>Rolling Stones</td>
<td>London 9823</td>
</tr>
<tr>
<td>NOWHERE MAN</td>
<td>Frug</td>
<td>Slow Dance Beatles</td>
<td>Capitol 5587</td>
</tr>
<tr>
<td>I Fought The Law</td>
<td>Juke</td>
<td>Bobby Fuller 4</td>
<td>Mustang 1934</td>
</tr>
<tr>
<td>THE CHEATER</td>
<td>Frug</td>
<td>Sha Na Na &amp; the I-Men</td>
<td>Musicland 20,001</td>
</tr>
<tr>
<td>AT THE SCENE</td>
<td>Frug</td>
<td>Dave Clark Five</td>
<td>Epic 9882</td>
</tr>
<tr>
<td>634-S 789</td>
<td>Frug</td>
<td>Wilson Pickett</td>
<td>Atlantic 2320</td>
</tr>
<tr>
<td>IT'S TOO LATE</td>
<td>Juke</td>
<td>Bobby Goldsboro</td>
<td>United Artists 989</td>
</tr>
<tr>
<td>SHAKE ME, WAKE ME</td>
<td>Juke</td>
<td>Four Tops</td>
<td>Motown 1090</td>
</tr>
<tr>
<td>ONE MORE HEARTACHE</td>
<td>Frug</td>
<td>Marvin Gaye &amp; Tammi</td>
<td>Tamla 54129</td>
</tr>
<tr>
<td>THIS OLD HEART OF MINE</td>
<td>Juke</td>
<td>Isley Brothers</td>
<td>Tamba 54128</td>
</tr>
<tr>
<td>MASHED POTATOES</td>
<td>Juke</td>
<td>The Foundations</td>
<td>Gayde 7049</td>
</tr>
<tr>
<td>AIN'T THAT A GROOVE</td>
<td>Juke</td>
<td>James Brown &amp; The King</td>
<td>Famous Flames</td>
</tr>
<tr>
<td>LITTLE LAYIN' LOPE LUV</td>
<td>Juke</td>
<td>Mitch Ryder &amp; The Rebels</td>
<td>New Voice 809</td>
</tr>
</tbody>
</table>

SPOTLIGHTS

SHAPES OF THINGS | Frug | Yardbirds | Epic 9891 |
| GLORIA | Frug | Shadows of Knight | Dunwich 116 |
| SPANISH FLEA | Frug | Herb Alpert & The Tijuana Brass | A & M 792 |
| KICKS | Juke | Paul Revere & The Raiders | Columbia 43556 |
| ONE TRACK MIND | Juke | The Kocktailers Challenge | 53926 |

BULLETIN

LONDON—The prospects of a new stiff annual tax on fruit machines are great if the present government is returned to office in the coming election. Based on one estimate, it could be as much as $210 for a minimum 7-cent play or $415 for a 4-cent play. The Chancellor has estimated the tax could not nearly $10 million annually. Operators dislike the prospect of a new tax and feel there will have to be adjustments to suit different types of locations. Also, the law which currently permits maximum of two fruit machines per club may have to be altered. Club sites with substantial annual take could afford this, but many would find it hard to bear. Distributors and industry leaders comment that this would probably be no bad thing in the long run as it would put fruit machines on the proper legal footing. But most consider an annual tax of $75 a workable maximum.
Rock-Ola Mfg. Closes the 'Training Gap'

CHICAGO — "An average service call costs an operator $12. "Furthermore, all the time that his machine isn't operating he is losing money, and perhaps even customers.

"And, in a dime and quarter business, the operator can scarcely afford to lose anything," declared George Hincker, Rock-Ola Manufacturing Corp. advertising and sales promotion manager.

Aware of the operator's dilemma in finding and training crack servicemen to improve preventive maintenance patterns and cut down down-time, Rock-Ola recently produced a full-length color training film designed to upgrade the capabilities of the serviceman and reduce the number and duration of service calls.

A 'First'

Described as "a first in the juke box industry," the film shows in detail the complete operation of the company's phonograph models, providing a comprehensive picture of why and how the units work.

"Many servicemen who see the film tell us that it enables them for the first time to completely understand the full operating cycle of our phonographs," Hincker said. "This increases their ability to trace the little things that go wrong. As a result, they handle service calls quicker and better."

The Gap

The motive behind the Rock-Ola film project, Hincker said, was simple: "We felt there was a need to improve training communications with juke box mechanics throughout the country. As a manufacturer, we believed we should do everything possible to fill the training gap at the operator level."

Rock-Ola had gained some film-making experience through the production of a 12-minute color film on its cigarette machines in 1964. Results, said Hincker, "were terrific."

The new training film, 34 minutes long, has 27 minutes devoted to mechanics plus a short sketch of the corporation. The film was produced by Ushijima Films, Inc., of Park Ridge, Ill.

From the film, 46 scenes were lifted and incorporated as black-and-white photographs in pocket-size training manuals. Copy was added to identify and describe in detail the operations shown in each of the pictures. Also, 23-page flip charts showing schematic diagrams were also prepared from similar film illustrations.

Flip Chart

"Integrated into an over-all training package," Hincker said, "the film, manual and flip chart make an excellent and flexible educational training tool.

Rock-Ola produced its color training film in both 16mm. and 8mm. sizes to take advantage of two types of field training situations. One is the distributor service school, where the 16mm. film is projected on a screen. Some 100 of these schools are held annually.

The second type of situation is the call by distributors or field

(Continued on page 92)
when answering ads . . .
Say You Saw It in
Billboard

the innovation that changes the coin-operated industry

the Valley® 2 1/4" MAGNETIC CUE BALL

New Cue Ball shown and compared to regulation billiard ball and oversized cue ball, used on other coin operated pool tables. All 16 balls now same size.

NEW PLAYERS • NEW GAME INTEREST • GREATER PROFITS

After 4 years of research and actual field testing, Valley® has perfected the regulation 2 1/4" Magnetic Cue Ball (Patent Pending) . . . the same size and weight used for professional billiards . . . Now furnished on Valley® coin-operated tables!

Here's why Valley® Magnetic Cue Ball will add profits for you!

- The home and professional player will now play coin-operated pool without the larger cue ball affecting their game.
- Magnetic Cue Ball will not become trapped as it separates itself from other balls.
- Regulation size and weight assures player more accuracy.

for information write or call

Valley Manufacturing & Sales Company

COMING MAY 7

Billboard's Fourth Annual International Coin Machine Directory

Advertising Deadline: April 12

Plan now to have your firm's ad in the only exclusive directory serving the Coin Machine Industry. Guaranteed circulation: 10,000 copies.

If you haven't already received full promotional details, rates, etc., please contact your nearest Billboard office listed below.

Billboard Offices

NEW YORK
212 Plaza 7-2800
605 Madison Ave.
340 Madison Ave.

NASHVILLE
212 Plaza 7-2800
615-244-1836

CHICAGO
340 Madison Ave.
1066 W. Randolph
312 E 5818

HOLLYWOOD
340 Madison Ave.
1665 W. Sunset
213 HO 8-5631

March 12, 1966. BILLBOARD
S.D. Endorses MOA Royalty

- Continued from page 85

ternational Corp. of Cincinnati, Ohio, as an associate member of the State association.

- Presentation of the "Food ball" amusement game concept to the association. (See separate story in this issue.)

The speech by Granger here was one of several he has made to trade groups during recent weeks clarifying the industry position on the Copyright Revision Act.

"The emphasis I want to make," Granger said, "is that the MOA proposal provides for a statutory limit to the amount of royalty we’ll pay. The ceiling is written right into the law."

He declared: "For the first time, the industry is not on the defensive. We’ve taken the initiative." And this action, Granger said, has won compliments from key parties in Washington.

In his recent presentations of the MOA royalty proposal, Granger has offered a three-pronged explanation of the situation: "The present situation," the legislative process" and "The MOA proposal."

During the meeting here Tru- cane, who is State chairman in the MOA membership drive, en- listed five new member firms.

The Music and Vending Asso- ciation of South Dakota, which has functioned actively for 21 years, is one of the oldest trade associations in the country. The group will hold its next meeting in Watertown on June 12-13 at the Plateau Hotel.

COINMEN IN THE NEWS

LOS ANGELES

Jim Williams of Santa Monica and William Carson of Watts purchased several pool tables at the C.A. Robinson Co. to donate to Teen-Coin in the Santa Monica and Watts areas. Both say it might help curb juvenile problems by taking youths off the streets.

Al Bernstein planning his vacation early this year.

Shopping at C.A. Robinson were John Hanks of Santa Ana, Lou Bennett of Long Beach, Con- nor Owen of San Diego and Her- man Stafleffer of South Bertran- do. Operators visiting the Paul Laymon Co. included Al Ciferno of Santa Monica, James Gorman of San Diego, Art Mayer of La Habra, Tom Anderson of Arcadia and Sun Compagnia, Ed Young and Larry Sprow, all of Fontana.

Officials visiting Struve Distributing included Ed Blanken- becker, Sonora regional vice- president; Brett Britton, Seeberg field engineer; photographe division, and Bud Larue, sales manager, for initialization of con- ducted photographe service schools while here. Jim Larson, Struve Distributing, conducting business in San Diego.

Jack Leonard, Advance Automatic Sales Co., skipped week because of the flu.

Joe Munro, of Mike Munro, Inc., New York, visiting Advance Badger Sales & Vending Co. operating without W.R. Hoppel and Leo Simonco for a few days. Both bothered by the flu bug.


March 12, 1966, BILLBOARD

COMING EVENTS


April 5—Minnesota Coin Machine Council meeting, Ramada Inn, Minneapolis.

April 16-17—South Carolina Coin Machine Operators Association (quarterly meetings), Florence, S.C.

April 23-24—Illinois Coin Machine Operators Association (quarterly meeting), Pick-Congress Motel, Chicago.

April 23-May 1—General Trades Fair, Hanover, West Germany.

May 14-15—Columbia Candy Distributors & Vendors of Kansas convention, Broadway Hotel, Wichita.


Oct. 28-30—16th annual convention and trade show of the Music Operators of America, Pick-Congress Motel, Chicago.

Oct. 29-Nov. 1—National Automatic Merchandising Association annual convention and trade show, McCormick Place, Chicago.

Well-Known Mo. Operator Dies

BYRON CHARLES SMITH

SPRINGFIELD, Mo.—Byron Charles Smith, widely known throughout Southern Missouri as owner of Smith Music Co., died here recently after a sudden heart attack, only two days after moving into a new home on West Battlefield Road, in suburban Springfield.

Smith, who had operated in Springfield for 36 years, was 56. He is survived by his widow, Frances; a stepson, Kuehen F. Caffey, and a sister, Mrs. May- mie McCoy.


Adventure... Training... Travel...NAVY

Say You Saw It in Billboard

Fischer's new, truly balanced, smaller, precision weight

CUE BALL

Say You Saw It in Billboard

BERNIE FISCHER'S

2 1/2" CUE BALL
FISCHER'S new Cue Ball strikes object Ball 3/8" to 1" above Center for Perfect Boll for Play and Change Ball at Oblique Ball

Size: OLD SIZE Cue Ball

2 1/4" CUE BALL

When You Think Billiards... Think FISCHER—that’s Quality!

FISCHER MFG. CO., INC., TIPTON, MO.

Enticing Light Box Animation "Gottlieb's 4-player MASQUERADE"

"Roto-lights indicate values of 5 targets."

Shooting again feature indicated by motor-slash.

6 ROLLERS SPOT LETTERS IN WORD "MAKED".

Available with Twin Chutes and 3 or 5 Ball play.

"That Extra Touch of Quality and ORIGINALITY".

"D. Guillet & Co." -small text

1140-30 N. Rosher Avenue - Chicago, Illinois 60651

SHAFER

Has The FINEST

Location Ready Used Phonograph and Vending Equipment

— Completely Reconditioned and Refinished—

Also available complete, but as is

Write or Phone

BERNIE FLYNN

(414) 294-6614

SHAFER MUSIC CO.

P.O. Box 160

Streator, Ill.

COLUMBUS, OHIO 43201

91
They go WILD about WHEELS in the newest sensation

MATCH WHEELS

WITH FASCINATING NEW MATCH WHEELS AND "WILD" STAR

The trio of numbered Match-Wheels with a Wild Star on each Wheel roll round and round when trigger-targets are hit by skill. When any 2 or all 3 Wheels match by numbers or by showing Star, matched Wheels lock to give players various exciting advantages to build bigger scores.

Score-power of 2 Yellow Targets jumps from 50 to 100 points when hit by matching all 3 Wheels... an extra fun skill-trick because the Stars are "wild" for triple-matching. 2 Red Targets jump from 10 to 50 points when hit by matching any 2 Wheels.

Wheels open Free-Ball Gate, light Special Rollover

Match the 2 outside Wheels to open Free-Ball Gate. Match any 2 Wheels, when Star shows in third Wheel, to light Special Rollover. Match Wheels for extra fun, higher scores. Every skill-advance of every Wheel either adds to scoring potential or creates the "came-close" thrill that never fails to stimulate steady repeat play. Try WILD WHEELS and see!
You PITCH...You're in the ACTION!

with

CHICAGO COIN'S

TWO-PLAYER TV BASEBALL

HOME RUN RAMPS

• 2 RAMPS LOFT BALL FOR UPPER TIER SCORING
• EXTRA RUNS IF ALL 3 BLEACHERS ARE HIT

REALISTIC! CHICAGO COIN'S
PITCHER CONTROL

Now one player controls the pitch when second player is at bat...

+ CURVE
+ STRAIGHT BALL
+ SLIDER

CANCEL-"OUT" FEATURE
WHEN 6 C-A-N-C-E-L TARGETS ARE HIT, 1 OUT IS AUTOMATICALLY CANCELLED

• 7 HIT AND RUN TARGETS
• 1, 3 or 5 HOME RUNS ARE SCORED WHEN CORRESPONDING BUTTON IS LIT AND HOME RUN TARGET IS HIT
• EXTRA RUNS ARE SCORED WHEN STAR IS LIT AND HOME RUN TARGET IS HIT
• A MISSED TARGET REGISTERS 1 OUT

YOUR DISTRIBUTOR IS NOW DELIVERING THESE PROVEN PROFIT MAKERS

CORVETTE • BEL-AIR • PAR GOLF

CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614
CINCOIN IN THE NEWS

ST. LOUIS

The Local Metropolitan Automatic Merchandising Council elected officers during a big vending contest on the floor of the Quicksilver 2160 of the Four Seasons Hotel recently where special guest speaker S. J. Boss, Alaska, and special guests, Don Johnson of VAMAS helped launch. A statewide association of distributors and operators for local organization, Walter V. Miller of Milco Foods, Peter V. Wilf of St. Louis Vending, Robert Kersey of Midwest Vending, treasurer, and Anthony's Frederick McCory, secretary.

Also attending the vending contest were Mr. and Mrs. D.H. Landshamer and their son, John, who is a student at Missouri University. The Landshamers, representing Advance District, where Charles Kugelj just announced the expansion of the Rowe-A.C. outlet, south department by welcoming in Frito Lay Junior as a special at assistant. Rowe-A.C. field engineers Ralph Phillips and Carol Hilmus conducted a vending contest school at the branch recently.

Waltzfield field engineer Karen Johnson busy here in a recent week-long series of school visits held at G&S Music, East St. Louis, at Schaffer Music up in Alton, Ill., and at Victory Amusement over in Collinsville, Ill. Coin-see Dottie Sears offered the players the games that the George Schneider of G&S Music just had

Urban Industries In Larger Plant

LOUISVILLE—President Nat Ballen of Urban Industries, Inc., reports that the firm has moved into larger quarters here.

"The move was necessitated by the growing demand for our coin-operated movie theaters," Ballen said.

The new building is situated in an industrial area near major expressways and the Louisville airport.

Internship in overseas music has been most successful for five high school students: John Sansom, Jay Butler, David Smith, Mark Anderson, and Nicholas Young.

In England, the students went into heavy duty work, especially in the area of music appreciation.

RECONDITIONED SPECIALS GUARANTEED
IN STOCK—SUBJECT TO PRIOR SALE

PIN BALLS-BOWLERS

BALLY

UNITED BALLS BOWLERS

HOGOTANNY $190

SHEBA, 2-P. $350

DIAMOND DIKIE $160

STAR JET, 2 pt. $230

SKY DIVER

MAD WORLD, 2 pt. $325

GRAND TOUR $275

2-D. IN-1. 2 pt. $325

HARVEST $265

BUS STOP, 2 pt. $320

BIG D. Y. 4 pt. $350

3-IN-LINE, 4 pt. $250

BOMBO, 2-P. $275

WILLIAMS

OH BOY, 2 pt. $265

BIG DEAL $185

BIG SWIM POOL $185

BLACK JACK $125

CHICAGO COIN'S TOP BRASS

$295

BALLY ALL-THE-WAY $325

Write for complete 1966 Catalog of Photographs, Vending and Games

ESTABLISHED 1924

ATLAS MUSIC COMPANY

Cable: "AMUSCO-Chicago"

2-8123 W. WESTERN AVE., CHICAGO 47, ILL. ATLASCO 6-5985

IN BILLBOARD

YOU GET THE NEWS
WHEN IT'S NEWS
...SUBSCRIBE NOW

Just mail order request today

BILBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214

Name

Address

City

Type of Business

You are at least 21 years of age

Company

1 YEAR $20

2 YEARS $40

New

Payment enclosed

2 EXTRA issues for cash

Bill me later

Above subscription rates for Continental U.S. & Canada.

INDUSTRY VETERANS Ken Glenn (left), of St. Paul, and Ivy Lindenhorn, of North Dakota, examine text of new cigarette fair-trade law passed recently by the South Dakota Legislature.

George Muraski, also of Simon, locked the virus by spending the weekend in the hot springs.

Carl Williams named shop manager at Coin Machine Service.

Football is the Topic of Joe Neville, Patterson International, Inc., Cincinnati. South Dakota association president Darlow Maxwell and secretary-treasurer, Earl Porter are seated at right. Operator Tony Ratchford is at left.

FOOTBALL IS THE TOPIC of Joe Neville, Patterson International, Inc., Cincinnati. South Dakota association president Darlow Maxwell and secretary-treasurer, Earl Porter are seated at right. Operator Tony Ratchford is at left.

NEW MEMBER of the South Dakota association, Tom Leckey (left) of Madison, takes notes during business meeting. Bill Newcomb is at right.

LEGISLATIVE SECRETARY JOHN TRUCANO of the Music & Vending Association of South Dakota makes report during the organization's meeting last week in Sioux Falls.

Meeting in South Dakota
WHY DOES AN OPERATOR IN WACO*
HAVE A ROCK-OLA IN WAXAHACHIE?

...because the farther you are from the
guy who can fix it, the more important
it is to have a phonograph that doesn't
need fixin'! That's why!

Rock-Ola phonographs are downright ornery when it
comes to resisting attention. That's why operators put
them out in the boondocks. Keeps travel down and profit
up. Rock-Ola phonographs are engineered to be on their
own with simple mechanisms that seldom need attention
...components like our famous Mech-O-Matic Intermix
and the Rock-Ola Revolving Record Magazine. That's
why we encourage operators to put them in Waxahachie
or Anchorage or Slippery Rock...they know how to take
care of themselves. Smart operators keep a lot of Rock-
Ola phonographs close by, too, for even more profit.
...why don't you?

*That's in TEXAS, Podner...
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.

**ALBUM REVIEWS**

**Spaghetti Spotlight**

Soundtrack: Columbia CL 6530 (M). CS 2993 (S).

This superb live soundtrack has everything you need for a great party. The music of The Oscar, a Broadway musical, includes two hit tunes, "The Oscar" and "Sing From the Heart" (originally "May Tears," a great Tony Bennett hit that is the theme and the theme song of the show). The album is perfect for programming and will definitely hit the sales charts.

**Spaghetti Spotlight**

The MARVELETTES GREATEST HITS

Columbia 2253 (M).

A great package of the trio's early singles including "Please, Mr. Postman," "Be My Baby," "Who's Sorry Now," "Heartbreak Hotel," and recent smash, "Don't Mess With Bill." A special winner for the album charts.

**Spaghetti Spotlight**

COMING PERFORMANCE

VOLUME 2

Ray Charles Singers, Columbia RS 969 (M). RS 969 SD (S).

Charles presents one of the finest and most commercial albums in the present season. They ran the gamut of material from a solo vocal of a favorite song of Dylan's, "Just Like Tom Thumb's Sister," to the lush presentation of "It's A Beautiful Day," with outstanding arrangements.

**Spaghetti Spotlight**

THE RAY CHARLES SINGERS

Columbia LSP 6618 (M). RS 6618 SD (S).

Entertainment is the word for this package. Several tunes are backed with long reprises. The album is loaded with hits, on which every side is a "Dance" performance. In all of its merchandising there are Frank Sinatra and Dean Martin to assist with "Fly Me to the Moon" and "Mambo Italiano."

**Spaghetti Spotlight**

THE LARKS

Columbia CL 6473 (M). CT 2472 (S).

Troy Little, the lead singer, scores convincing as the title tune and basis for the LP which combines the hit tune of "The Lark," plus "Love, Love, Love," "Calling You," and "Only a Child." The album is programmed to make great music well performed by the duo.

**Spaghetti Spotlight**

MICHELLE

David & Jonathan, Capitol T 2473 (M). CT T 2473 (S).

Featuring their recent singles hit, "Millions." The popular English duo have a top-notch package of singles, including "Teen Lark," "Teen Living On" and "Teen On The Side Story." The album is programmed to make great music well performed by the duo.

**Spaghetti Spotlight**

LIDE DORSEY

Lee Dorsey, Atco AY 6010 (M).

With the upbeat on their new record single hit, "Ride Your Pony" and "Get Out Of My Life, Woman," the group is continuing its successful hit-making career. The album is a top-notch package of hits and will definitely hit the sales charts.

**Spaghetti Spotlight**

RIDE YOUR PONY/GET OUT OF MY LIFE, WOMAN

Lee Dorsey, Atco AY 6010 (M).

With the upbeat on their new record single hit, "Ride Your Pony" and "Get Out Of My Life, Woman," the group is continuing its successful hit-making career. The album is a top-notch package of hits and will definitely hit the sales charts.

**Spaghetti Spotlight**

THE SAMMY DAVIS JR SHOW

Reprise R 6188 (M). RS 6188 SD (S).

Entertainment is the word for this package. Several tunes are backed with long reprises. The album is loaded with hits, on which every side is a "Dance" performance. In all of its merchandising there are Frank Sinatra and Dean Martin to assist with "Fly Me to the Moon" and "Mambo Italiano."