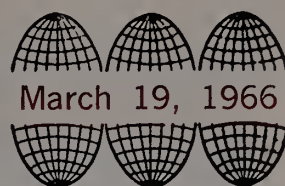


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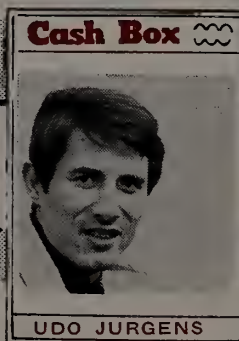


March 19, 1966



Two pianists who have made one big impression in record sales over the past decade are the dual keyboard team of Ferrante & Teicher. Building an eager following with their series of LP and singles successes for United Artists Records, the team has become one of the most in-demand concert attractions around. F&T are currently mid-way through a massive 100-city p.a. tour, which began in Jan. and concludes in May, and have reportedly broken attendance records in 50% of the concert halls so far. Among F&T's LP dates that have cashed-in on the trek are "The Ferrante & Teicher Concert" and a "Part 2" sequel. It may be very warm for May, but when the duo returns to New York that month, they'll record their first Christmas album for UA.

INTERNATIONAL SECTION BEGINS PAGE 45



UDO JURGENS



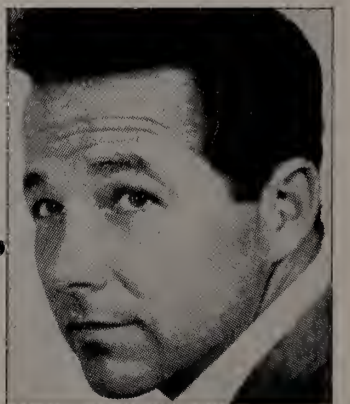
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Smashville.**

**Stonewall Jackson
comes from there. With
a rousing new single,
“The Minute Men
(Are Turning
in Their Graves)”**

4-43552

**So does
Billy Mize.
With his
new single,
“Don’t Let the Blues
Make You Bad”**

4-43546



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Cash Box

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NARM Comes Of Age

To paraphrase Mr. Dylan — The times they have changed!

NARM has obviously matured into a healthy young man with a level head who is now looking for the best route for further growth and a stable future.

As evidenced by the 8th Annual Convention of the Rack Jobber Association, NARM has come of age.

The scuffling so characteristic of NARM in its adolescent years, when they saw rack jobbers constantly battling with manufacturers for bigger discounts, lower prices, dual distribution, etc., is obviously a stage of which the NARM boy has outgrown. His constant feuding with the kid next door—the record manufacturer — has also ceased. Their environment has changed drastically since the rack jobber lad moved into the community and it is quite obvious that they have learned to live together. All is not yet perfect but the young men are on the right track.

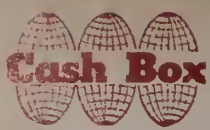
The convention may not have been as controversial or as colorful as past confabs because of less toe-to-toe fighting and no name-calling at all. Instead, all parties, including record dis-

tributors who for the first time this year began a branch of the NARM organization, were looking for new avenues and methods with which to handle the prosperity that has enveloped the record community during the past 15 months.

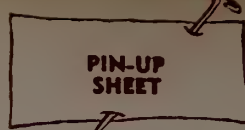
The subject discussed by the four leading convention guest speakers (Irwin Steinberg of Mercury, Brown Meggs of Capitol, Merchandising Professor Dr. Alton Doody, and Economist John Enders) was further indication that NARM wants to learn . . . that NARM is looking for methods of improvement.

“Show us how we can better merchandise our product,” NARM is saying. “Show us how necessary price increases rather than downward price pressures can help us grow. We are no longer little business and many of our childhood friends who couldn't make it have fallen by the wayside. But our community is better for it. Yes, we have made mistakes in the past and will no doubt make more in the future. But we want to learn. We want to be shown the right way and we are willing to cooperate with all facets of the business so that we can grow in the record industry, for it is making unbelievable new strides.”

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Cash Box TOP 100



MARCH 19, 1966

	3/12	3/5		3/12	3/5		3/12	3/5
1 THE BALLAD OF THE GREEN BERETS S/SGT BARRY SADLER-RCA Victor-8739	1	1	33 IT'S TOO LATE BOBBY GOLDSBORO-United Artists-980	41	53	68 SHAKE HANDS (AND COME OUT CRYING) NEWBEATS-Hickory-1366	62	69
2 THESE BOOTS ARE MADE FOR WALKIN' NANCY SINATRA-Reprise-0432	2	2	34 BATMAN THEME NEAL HEFTI-RCA Victor-8755	32	38	69 A SIGN OF THE TIMES PETULA CLARK-Warner Bros.-5802	—	—
3 19TH NERVOUS BREAKDOWN ROLLING STONES-London-9823	6	7	35 I'M SO LONESOME I COULD CRY B. J. THOMAS-Scepter-12129	44	57	70 WHENEVER SHE HOLDS YOU PATTY DUKE-United Artists-978	74	84
4 CALIFORNIA DREAMIN' MAMAS & PAPAS-Dunhill-4020	4	5	36 SOMEWHERE THERE'S A SOMEONE DEAN MARTIN-Reprise-0443	34	36	71 I CONFESS NEW COLONY SIX-Centaur-1201	77	79
5 NOWHERE MAN BEATLES-Capitol-5587	5	23	37 BANG BANG CHER-Imperial-66160	61	80	72 PROMISE HER ANYTHING TOM JONES-Parrot-9809	73	77
6 LISTEN PEOPLE HERMAN'S HERMITS-MGM-13462	3	4	38 GET READY TEMPTATIONS-Gordy-7049	42	49	73 OUTSIDE THE GATES OF HEAVEN LOU CHRISTIE-Co And Ce-235	83	—
7 ELUSIVE BUTTERFLY BOB LIND-World Pacific-77808	7	8	39 I WANT TO GO WITH YOU EDDY ARNOLD-RCA Victor-8749	45	50	74 LOVE IS ME, LOVE IS YOU CONNIE FRANCIS-MGM-13470	85	—
8 DAY DREAM LOVIN' SPOONFUL-Kama Sutra-208	17	25	40 INSIDE LOOKING OUT ANIMALS-MGM-13468	48	72	75 FRANKIE AND JOHNNY ELVIS PRESLEY-RCA Victor-8780	—	—
9 HOMEWARD BOUND SIMON & GARFUNKEL-Columbia-43511	10	15	41 THIS OLD HEART OF MINE ISLEY BROTHERS-Tamla-54128	49	73	76 YOUR P-E-R-S-O-N-A-L-I-T-Y JACKIE LEE-Mirwood-5509	80	83
10 LIGHTNIN' STRIKES LOU CHRISTIE-MGM-13412	8	3	42 MY LOVE PETULA CLARK-Reprise-5684	26	12	77 SECRET AGENT MAN VENTURES-Dolton-316	82	90
11 I FOUGHT THE LAW BOBBY FULLER-Mustang-3041	9	9	43 TEARS BOBBY VINTON-Epic-9894	43	48	78 JUANITA BANANA PEELS-Karate-522	89	—
12 LOVE MAKES THE WORLD GO ROUND DEON JACKSON-Carla-2526	15	20	44 WHAT NOW MY LOVE HERB ALPERT & TIJUANA BRASS-A&M-792	84	—	79 SHAPES OF THINGS YARDBIRDS-Epic-9891	100	—
13 UP TIGHT LITTLE STEVIE WONDER-Tamla-54124	11	6	45 CALL ME CHRIS MONTEZ-A & M-780	30	22	80 LULLABY OF LOVE POPPIES-Epic-9893	86	—
14 634-5789 WILSON PICKETT-Atlantic-2320	18	27	46 IT WON'T BE WRONG BYRDS-Columbia-43501	39	40	81 GOOD LOVIN' YOUNG RASCALS-Atlantic-3221	91	—
15 THE CHEATER BOB KUBAN-Musicland-2001	16	19	47 WHEN LIKING TURNS TO LOVING RONNIE DOVE-Diamond-195	24	17	82 SOMEWHERE LEN BARRY-Decca-31923	—	—
16 BATMAN MARKETTES-Warner Bros.-5696	14	16	48 DEAR LOVER MARY WELLS-Atco-6392	51	59	83 I CAN'T GROW PEACHES ON A CHERRY TREE JUST US-Minute Man-203	90	95
17 WORKING MY WAY BACK TO YOU FOUR SEASONS-Philips-40250	12	11	49 WALKIN' MY CAT NAMED DOG NORMA TANEGA-New Voice-807	59	82	84 SIPPIN' N CHIPPIN' T-BONES-Liberty-55867	—	—
18 YOU BABY TURTLES-White Whale-227	20	29	50 THIS CAN'T BE TRUE EDDIE HOLMAN-Parkway-960	47	51	85 TIME POZO SECO SINGERS-Columbia-43437	—	—
19 BABY SCRATCH MY BACK SLIM HARPO-Excello-2273	23	26	51 I SEE THE LIGHT FIVE AMERICANS-HBR-454	46	45	86 KICKS PAUL REVERE AND RAIDERS-Columbia-43556	—	—
20 HUSBANDS & WIVES ROGER MILLER-Smash-2024	21	30	52 UP AND DOWN McCOYS-Bang-516	50	56	87 GLORIA SHADOWS OF THE KNIGHT-Dunwich-116	—	—
21 SURE GONNA MISS HER GARY LEWIS-Liberty-55865	31	67	53 THE DEDICATION SONG FREDDY CANNON-Warner Bros.-5693	54	62	88 GOT MY MOJO WORKING JIMMY SMITH-Verve-10393	—	—
22 MY WORLD IS EMPTY WITHOUT YOU SUPREMES-Motown-1089	13	10	54 STOP HER ON SIGHT (S.O.S.) EDWIN STARR-Ric Tic-109	57	68	89 HELPLESS KIM WESTON-Gordy-7050	—	—
23 (YOU'RE MY) SOUL & INSPIRATION RIGHTEOUS BROS.-Verve-10383	53	—	55 WHY CAN'T YOU BRING ME HOME JAY & AMERICANS-United Artists-992	55	58	90 MY PRAYER JOHNNY THUNDER-Diamond-196	92	—
24 MY BABY LOVES ME MARTHA & VANDELLAS-Gordy-7048	25	28	56 SECRET AGENT MAN JOHNNY RIVERS-Imperial-66159	88	—	91 RAGS TO RICHES LENNY WELCH-Kapp-740	97	100
25 SHAKE ME, WAKE ME FOUR TOPS-Motown-1090	28	55	57 LITTLE LATIN LUPE LU MITCH RYDER AND DETROIT WHEELS-New Voice-808	78	—	92 I WANT SOMEONE MAD LADS-Volt-131	96	—
26 AT THE SCENE DAVE CLARK FIVE-Epic-9882	19	13	58 SATISFACTION OTIS REDDING-Voit-132	72	87	93 PHILLY-DOG MAR-KEYS-Stax-185	94	92
27 WOMAN PETER AND GORDON-Capitol-5579	33	52	59 THE RAINS CAME SIR DOUGLAS QUINTET-Tribe-8314	63	65	94 KEEP ON RUNNING SPENCER DAVIS GROUP-Atco-6400	95	96
28 MAGIC TOWN VOGUES-Co & Ce-234	37	46	60 THINK I'LL GO SOMEWHERE & CRY MYSELF TO SLEEP AL MARTINO-Capitol-5598	71	86	95 HEAR TRUMPETS BLOW TOKENS-B. T. Puppy-518	99	—
29 CRYING TIME RAY CHARLES-ABC-Paramount-10739	22	21	61 AIN'T THAT A GROOVE JAMES BROWN-King-6025	76	88	96 I'M JUST A FOOL IN LOVE GENE CHANDLER-Constellation-167	98	—
30 TIME WON'T LET ME OUTSIDERS-Capitol-5573	40	71	62 DON'T MESS WITH BILL MARVELETTES-Tamla-54126	29	14	97 NO MAN IS AN ISLAND VAN DYKES-Mala-520	—	—
31 ONE MORE HEARTACHE MARVIN GAYE-Tamla-54129	36	47	63 IN MY ROOM VERDELLE SMITH-Capitol-5567	68	76	98 THE PHOENIX LOVE THEME (SENZA FINE) BRASS RING-Dunhill-14023	—	—
32 WHAT NOW MY LOVE SONNY & CHER-Atco-6395	27	18	64 SPANISH FLEA HERB ALPERT AND TIJUANA BRASS-A&M-792	81	—	99 DARLING BABY ELGINS-V.I.P.-25029	—	—
			65 THE LOVE YOU SAVE (MAY BE YOUR OWN) JOE TEX-Dial-4026	75	85	100 YOUNG LOVE LESLEY GORE-Mercury-72553	—	—
			66 WAITIN' IN YOUR WELFARE LINE BUCK OWENS-Capitol-5566	70	75	100 SHE BLEW A GOOD THING POETS-Symbol-214	—	—
			67 THE ONE ON THE LEFT IS ON THE RIGHT JOHNNY CASH-Columbia-43496	79	78	100 I CAN'T LET GO HOLLIES-Imperial-66158	—	—

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Sign Of The Times (Duchess BMI)	69	Husbands & Wives (Tree BMI)	20	Magic Town (Columbia, Screen Gems BMI)	28	Spanish Flea (Almo ASCAP)	64
Ain't That A Groove (Dynatone BMI)	61	I Can't Grow Peaches On A Cherry Tree (April ASCAP)	83	My Baby Loves Me (Jobete BMI)	24	Slap Her On Sight (Myto BMI)	54
At The Scene (Branstan BMI)	26	I Can't Let Go (Blackwood BMI)	100	My Love (Duchess BMI)	42	Sure Gonna Miss Her (Vivo-Tennessee BMI)	21
Baby Scratch My Back	19	I Confess (New Colony & World Int'l BMI)	71	My Prayer (Skidmore ASCAP)	90	Tears (Shapiro Bernstein ASCAP)	43
Ballad Of The Green Berets (Music, Music, Music ASCAP)	1	I Fought The Law (Acuff-Rose BMI)	11	My World Is Empty Without You (Jobete BMI)	22	These Boots Are Made For Walkin' (Criterion ASCAP)	2
Bang Bang (Five-West-Corillion BMI)	37	I Hear Trumpets (Bright Tunes BMI)	95	19th Nervous Breakdown (Gideon BMI)	3	Think I'll Go Somewhere And Cry Myself To Sleep (Moss-Rose BMI)	60
Batman (Miller ASCAP)	16	I See The Light (Jetstar BMI)	51	No Man Is An Island (Cha-Stew BMI)	97	This Old Heart Of Mine (Jobete BMI)	41
Batman Theme (Miller ASCAP)	34	I Want Someone (East BMI)	92	Nowhere Man (Maclen BMI)	5	Time (Edmark/Regent BMI)	85
California Dreamin' (Trausdale BMI)	4	I Want To Go With You (Pamper BMI)	39	One More Heartache (Jobete BMI)	31	Time Won't Let Me (Beechwood BMI)	30
Call Me (Duchess BMI)	45	I'm Just A Fool In Love (Jalyne BMI)	96	One On The Left Is On The Right (Jock BMI)	67	Up & Down (Fling, Dayshel & Grand Canyon BMI)	52
Cheater (Sankey, Aim BMI)	15	I'm So Lonesome I Could Cry (Acuff-Rose BMI)	35	Outside The Gates Of Heaven (Unort BMI)	73	Up Tight (Jobete BMI)	13
Crying Time (Bluebook ASCAP)	29	In My Room (Rabbin ASCAP)	63	The Phoenix Love Theme (Ludlow BMI)	98	Waitin' In Your Welfare Line (Central BMI)	66
Darling Baby (Jobete BMI)	99	Inside Looking Out (Ludlow BMI)	40	Philly-Dog (East BMI)	93	Walkin' My Cat Named Dog (Saturday BMI)	49
Daydream (Faithful Virtue BMI)	8	If Won't Be Wrang (Tickson BMI)	46	Promise Her Anything (Famous ASCAP)	72	What Now, My Love (Remick ASCAP)	32, 44
Dear Lover (Jalyne BMI)	8	It's Too Late (Unart BMI)	33	Rains Come (Crozy Cajun, Correll BMI)	59	When Liking Turns To Loving (Tobi-Ann, Unart BMI)	47
Dedication Song (Alorace BMI)	48	Juanita Banana (Tash BMI)	78	Rags To Riches (Saunders ASCAP)	91	Whenever She Holds You (Unort BMI)	70
Don't Mess With Bill (Jobete BMI)	62	Keep On Running (Essex ASCAP)	94	Satisfaction (Immediate BMI)	58	Why Can't You Bring Me Home (Picturetone BMI)	55
Elusive Butterfly (Metric BMI)	7	Kicks (Screen Gems-Cal. BMI)	86	Secret Agent Man (Trausdale BMI)	56, 57	Woman (Maclen BMI)	27
Frankie And Johnny (Gladys ASCAP)	75	Little Latin Lupe Lu (Maxwell-Conrad BMI)	57	Shake Me, Wake Me (Jobete BMI)	25	Working My Way Back To You (Saturday, Seasons Four BMI)	17
Get Ready (Jobete BMI)	38	Lightnin' Strikes (Rambled BMI)	10	Shapes Of Things (Rabbins ASCAP)	79	You Baby (Trausdale BMI)	18
Gloria (Bernice BMI)	87	Listen People (New World Music ASCAP)	6	She Blew A Good Thing (Sagittarius BMI)	100	Young Love (Lowery BMI)	100
Got My Mojo Working (Arc BMI)	88	Love Is Me, Love Is You (Duchess BMI)	74	Sippin' N Chippin' (C/Hear BMI)	84	Your P-E-R-S-O-N-A-L-I-T-Y (Keyman-Mirwood BMI)	76
Good Lovin' (TM BMI)	81	Love Makes The World Go Round (McLoughlin BMI)	12	634-5789 (East-Pranta BMI)	14	(You're My) Soul And Inspiration (Screen Gems, Cal. BMI)	23
Helpless (Jobete BMI)	89	Love You Save May Be Your Own (Tree BMI)	65	Somewhere (G. Shimer ASCAP)	82		
Homeward Bound (Electric BMI)	9	Lullaby Of Love (Tree BMI)	80	Somewhere There's A Someone (Hill & Ronge BMI)	36		

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Udo Jurgens Brings Victory To Austria In Eurovision Contest

LUXEMBOURG—Udo Jurgens made Austria the undisputed winner of the 1966 Eurovision Song Contest, which took place in Luxembourg on Saturday March 5. The song, "Merci Cherie," gave him and Austria an overwhelming victory with a total of 31 points—twice as many as his nearest rival from Sweden, who came second with 16 points. Norway was third with 15 points.

A popular and familiar personality at these contests, Udo Jurgens also composed "Merci Cherie" and wrote the lyrics in association with Thomas Hoerhiger. The musical director was Hans Hammerschmidt. The number, a romantic compelling ballad was in the true Jurgens tradition and proved to be a case of third time lucky for the singer-composer. In 1964 he came fifth with "Walk Away" and last year was placed fourth with "Sag Ihr, Ich Sie Grussen"—both his own compositions.

"Walk Away" became a big hit for British artist Matt Monro and Jurgens told the Cash Box after this year's event that arrangements have already been made for Monro to record "Merci Cherie" in the near future. Jurgens also announced that this would be his last appearance in a Eurovision Song Contest. He considers himself an entertainer first and a recording artist second and in the future he will concentrate more on concerts and cabaret.

Jurgens records for Vogue and the publisher of "Merci Cherie" is Editions Montana (Hans R. Beierlein) of Munich, Germany.

This is Austria's first Eurovision victory since the contest came into being in 1956. Previous winners have been Switzerland (1956), Holland (1957 & 1959), France (1958, 1960 & 1962), Luxembourg (1961 & 1965), Denmark (1963) and Italy (1964).

200 Million Viewers

The Grand Duchy of Luxembourg, scene of this year's contest is a small state with a population of 35,000 people. It is the home of Radio-Tele Luxembourg, which organized and staged the event with impeccable precision despite the limited resources at its disposal. Tele-Luxembourg transmitting on 819 line system commands an audience of 1 million 500,000 and is on the air for more than 34 hours a week while Radio Luxembourg provides a round the clock sound service of records, news and light music in English, Luxembourg, French, Flemish, German and Italian.

The 1966 Eurovision Song Contest was transmitted live over the Eurovision network to an estimated 200 million viewers in the 18 participating countries plus Russia, Czechoslovakia, East Germany, Poland, Hungary, Rumania and Morocco.

Aims & Rules

The aim of the contest as defined by the European Broadcasting Union is to stimulate the output of original songs of high quality in the field of

popular music by encouraging competition between authors and composers through the International comparison of their works.

To this end participating countries may choose whatever method they wish to select their best possible song for presentation. It must not be published or recorded before January 25, 1966 and must be performed at the final in the language of the country and must not exceed three minutes.

The rules of the contest are as follows: Voting is by national juries made up of 10 members of the public in each of the countries represented. Each national jury being able to settle for one song (9 points), for two (six points for the first choice and three for the runner up), or else spread the voting over three songs awarding five points for the first choice and three points and one point for the runners up. Thus each national jury has nine points making a total of 162.

Rules Changes?

Having outlined the voting procedure, it is held by many that the time is ripe for some kind of revision. Although the juries are not permitted to vote for their own country's entry there has, for several years, been a tendency towards national bias on the part of some juries. This year the tendency was so marked that in some cases laughter rather than excitement attended the final voting.

In this respect, it is interesting to note that of the 16 points that took Sweden to the second place, five came from Denmark, five from Norway and five from Finland. Norway cast their votes in favor of Sweden, Finland and Denmark and Finland voted for Sweden, Denmark and Yugoslavia!

Nevertheless, nine countries awarded votes to Udo Jurgens of Austria and as the results began to come in he quickly went into the lead as one after the other Belgium, Luxembourg and Yugoslavia each gave him five points. At this stage, Sweden, already awarded five points by Denmark collected five each from Norway and Finland to draw level with Austria. However shortly afterwards Jurgens collected votes from Portugal, Spain, Switzerland, Monaco, Italy and France taking him to an easy victory with a total of 31 votes.

However to Germany fell the unenviable task of appearing in the No. 1 position. It was therefore Margot Eskens, with a rather slow, sentimental ballad "Die Zeiger Der Uhr," who set the ball rolling.

Next came Ulla Pia of Denmark with a lively rocker "Stop-Mens Legen" (Continued on page 48)

Columbia Offers New LP's

NEW YORK—Columbia Records announced last week the release of 29 new albums falling into popular, Latin and classical areas, plus three classical 7½ I.P.S. tapes.

The dozen pop items under the Columbia logo include "Guitar For Lovers Only" by Harold Bradley; "To Be A Man" which is the record debut of folksinger Len Chandler; the Clancy Brothers and Tommy Makem add "Isn't It Grand Boys" to their growing catalog; Robert Goulet sings "I Remember You;" "Joe Harnell Plays Golden Piano Hits;" the music from "Sweet Charity" is played by Skitch Henderson and his orchestra; the Jordanares do "The Big Country Hits;" "Athena/The New Sound Of Greece" is presented by Zoitsa Kouroukli and Thanos Samios; lark Bobbe Norris makes her LP debut with "The Beginning;" Nini Rosso plays "Il Silenzio;" "Frank Sinatra's Greatest Hits/The Early Years" and "Shining Hour" with pianist Danny Zeitlin.

Two new items in the Latin vein are Irma Serrano's "Neuvos Hits" (Continued on page 37)

Bob Skaff Elected To Liberty Board



AL BENNETT & BOB SKAFF

HOLLYWOOD—Bob Skaff, vp in charge of A&R and promotion for Liberty Records, has been elected to the label's board of directors, according to Al Bennett, president.

As spokesman for the other directors, Bennett lauded Skaff's performance during the six years he has been associated with the firm. "Bob is just

Atlantic Switches To Polydor In England

NEW YORK — Polydor Records, the English subsidiary of DGG, will distribute Atlantic product in the United Kingdom starting Apr. 1. New, long-term licensing agreement was negotiated by Atlantic v.p. Nesuhi Ertegün and Polydor's managing director Roland Rennie. Agreement was concluded in Jan. in Hamburg, home office of DGG.

Under the terms of the agreement, Polydor will distribute Atlantic product in Great Britain, including releases issued in the U.S. on the Atlantic, Atco, Stax, Volt, Dial and Focus labels. Atlantic LP's and singles will be issued in Great Britain on the Atlantic logo, just as they have been issued by the company's former licensee, Decca Records. Agreement gives Atlantic the right to release records in the U.S. produced under the auspices of Polydor.

The arrangement for distribution of Atlantic product in Britain is another major step in the expansion of Polydor in Britain. First step was taken in 1965 when Roland Rennie was appointed managing director of the company. Since then Polydor has rapidly expanded its singles and LP roster, signed deals with many producers and started issuing singles in quantity. Substantial LP releases are scheduled for this year on Polydor.

Return Of A Classic:

"Persuasive Percussion '66"

NEW YORK—Command Records has updated one of the classic LP's of the age of stereo disks, "Persuasive Percussion."

The diskery has just issued "Persuasive Percussion 1966," which follows the first "Persuasive Percussion" after seven years. In 1959, Command was put on the industry map with a sensational LP that ushered in a much copied series of albums dedicated to selling the stereo concept with music.

Late last year, Loren Becker, who heads the Command operation, decided that the company had come up with several technical processes since the introduction of the first "Persuasive" album to warrant a return to the series, last heard from in 1962. There was the technique of recording with 35mm film and Command's own Dimension 3, which added the "ghost" third channel (center) to stereo. With the new album containing both techniques, Becker feels that many hifi fans who purchased both the "Persuasive" and later "Provocative" series will consider it a "must" to obtain the "ultimate in today's sound" in a new "Persuasive" set. Theoretically, Becker cheerfully projects, this can mean an audience of three or four million record buyers.

Becker noted that the new volume uses a larger orchestra, one with 18 musicians, and contains a grouping of instruments (e.g. saxes against brass) instead of relying solely on solo instruments for chief stereo effects.

one example of the type of leadership prevalent throughout all of Liberty's divisions. He has proven his versatility, first as one of the top promotion men in the field, then with solid business judgment as general manager of Imperial Records and more recently as overall supervisor of a & r and promotion for all of our divisions. It is fitting that he now join the other directors in shaping the future of our company."

Skaff joined Liberty Records in 1960 as a promo man. Shortly thereafter he was upped to national promotion director—an assignment which lasted three years. Late in 1963, he was promoted to general manager of the newly acquired Imperial Records division and early in 1964, following a series of other achievements for the company, he was moved over to the parent company as vice-president in charge of A&R and promotion. With the acquisition of World Pacific some six months ago, Skaff, working hand in hand with general manager Dick Bock and sales-promotion director Bud Dain, has launched the label into orbit as evidenced by the development of such artists as Bob Lind ("Elysive Butterfly") and Bud Shank ("Michelle").

Lipman Joins Liberty In East; Furhman To Coast Slot



MACEY LIPMAN

HOLLYWOOD — Macey Lipman has joined Liberty Records as east coast general manager, with Mel Furhman switching to the role as district manager for Liberty with the home office in Hollywood. Marketing director Lee Mendell has announced that Lipman, who will be based in Philadelphia, will cover N.Y., Philadelphia, Boston, Newark and Hartford.

Lipman was formerly with Congress and 4 Corner Records, subsidiary firms of Kapp Records, and served for the past year as general manager. He started his career with Dave Rosen Dist. Co. in Philadelphia, first as counterman and later in sales and promotion. He joined Kapp in 1960 serving in sales and promotion for the South and later for the Midwest in field sales and merchandising for the entire nation.

Furhman, who prior to joining Liberty as east coast general manager, was national sales manager for Tops Records, will now be responsible for the eleven western states.

The move is, according to Mendell, a key step in Liberty's continuing growth. Mendell told Cash Box that he is presently looking for a midwest manager and expects to make the further addition within the next few weeks.

12 Selection LP On Way Out?

NEW YORK—The 12 selection 12" album may be breathing its last. General high costs, the presentation of material and an eye on the proposed revision of the Copyright Law are reasons cited in the reduction of sides to what may become an industry standard of 11.

The increasing below 12 selection LP is viewed as a simple lower-cost factor. Also, many "live" dates include extended "medley" sections that eliminate the need for sticking to a 12 selection format. Finally, there's a growing acceptance that an increase in the mechanical royalty from the present 2¢ per side to 3¢, as called for in the new Copyright Law, will eventually materialize, though the full Act may be years away from Congressional approval.

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Victor's LP Sales Set Highs In '65

NEW YORK—The recently-issued year-end financial report of RCA, parent corporation of RCA Victor Records, made it known that the label's album sales set new highs during 1965. Parent RCA also had a banner year with net income rising to \$101,161,000, or \$1.73 a share.

Figures show that the record division doubled the sale of its original cast and soundtrack albums, while

scoring a general 16% increase in the sale of all pop LP's. There was also a 42% rise in the sales of classical recordings over the 1964 totals.

The parent firm also recently reported a fourth quarter high with net earnings rising to \$34,937,000 or 60 cents a share, a record for any quarter, from \$26,662,000 or 44 cents in the 1964 like period, when the previous quarterly record was set.

MGM/Verve Ups Sales 54% In 5 Mos.

NEW YORK—The MGM/Verve operation had a run away sales spurt over a five month period from Sept. through Jan., showing a 54% increase in sales compared to the same 1964-65 span, reports Tom White, director of administration.

All levels of the disk set-up contrib-

uted to the gains, White said, including MGM, Verve, Verve/Folkways and DGG. Also, the label's budget merchandise played an important part. As relayed in a story in last week's issue, 1 million units of VSP, Heliodor, Leo the Lion and Metro were sold in recent weeks.

Distributors View Changing Scene At NARM Confab

MIAMI BEACH, FLA.—Record Distributors held a meeting of their own at the NARM convention last week and discussed some of the many problems confronting their changing scene.

It was viewed as a mature examination of increasing difficulties of survival and did not develop into a battle of distributors against jobbers with one group blasting the other.

Instead, the group examined what could be done to improve the distributors' life in the record community which during the past year has seen many distributors fall by the wayside.

A committee was formed, including Amos Heilicher and Harry Apostoleris (distributors) and John Billinis (rack jobber) which will approach manufacturers for discussion purposes on distribution problems in the various territories.

The committee will also appeal to manufacturers for assistance in promoting their product by absorbing some of the cost of promotion on the local level. Perhaps sharing the overhead of a local promotion man. Heilicher said the members wanted this not because they were interested in cutting costs of promotion but rather to increase the promotional force at the local levels.

Billinis New NARM Prexy

NEW YORK—New officers of NARM were announced at the association's convention in Miami Beach last week.

The new president is John Billinis of Billinis Dist. Co. of Salt Lake City, Utah.

NARM Convention Underscores The Strong Role Of Racks In Disk Market

MIAMI BEACH, FLA.—The NARM (rack jobber) Convention keeps growing in size as the association continues to grow in importance. With record distributors taking part in this year's convention at the Fontainebleau in Miami for the first time and with a number of non-NARM members attending as guests of the association, 525 people were officially registered with the convention, the biggest number ever to attend such a confab. However, there were many people checked into the Hotel from the record industry who were not officially registered with the convention, swelling the ranks of the crowds in the hotel lobby.

Again, as in past years, the most important facet of the convention (and fittingly so) was the manufacturer-rack jobber person-to-person conferences which gave each jobber an opportunity to spend 13 minutes with each of some 60 manufacturers.

Some manufacturers were highly pleased with the business they wrote. The majority, however, did not use this opportunity to write business but rather wanted to meet face to face the many people who ultimately disperse their product to the consumer. A few manufacturers, who have been through the exhaustive treadmill of such conferences many times since NARM introduced the person-to-person system, felt that the visits could have been abbreviated, allowing a bit more time for some relaxation.

Even in the guest speaker department, business was the order of the day. Rather than devoting most of the business session hours to the age old argument that rack jobbers are distributors and should be given distributor prices, this year the emphasis was on methods of planning for profits.

Impressive Speeches

Irwin Steinberg, executive vice-president of the Mercury Record Corporation, set the pace with what everyone considered a magnificent keynote address titled "Planning For Profits: To Be Or Not To Be." Because of the many requests from fellow manufacturers and NARM members to see this address reprinted in its entirety along with the charts (shown as slides at the convention) which can be studied at length, Cash Box has done so elsewhere in this issue. Steinberg's address stresses the need for a profit oriented point of view and the need for planning.

Dr. Alton Doody, associate professor of marketing of Ohio State University, and a guest speaker at many previous NARM meets, (Mr. Doody is one of the leading students of record rack jobbing in the nation today) followed Steinberg with an address titled "The Profit Squeeze Can Be Stopped," which built upon the Steinberg theme. It was an extremely informative address which chronologically traced the profit squeeze (or lack of it) on jobbers from the rack industry's inception to the present.

History of a Firm

To make his point, Dr. Doody used a hypothetical company and traced its expansion problems from 1956 to

(Continued on page 41)

Seminar On Auto Tapes Gives NARM Food For Thought

MIAMI BEACH—Rack men and distributors have been put on notice that they are losing out on the auto tape cartridge sales bandwagon.

This is the opinion of Larry Finley, head of International Tape Cartridge Corp., who confronted wholesalers with his views at a special, unscheduled seminar on the tape cartridge field at last week's NARM convention. The seminar was a reaction to informal talk on the subject of tape cartridges. It took place on Thursday morning (10).

The panel consisted of Irwin Tarr, head of RCA Victor's stereo tape division, who served as moderator; Larry Finley; James Gall of the Lear Jet Corp., producers of an 8-track cartridge; and Bill Mulcahy, president of TelePro Industries, which has just entered into a deal with Capitol Records in which Capitol will manufacture 8-track cartridges from TelePro (see separate story).

Finley said that 80% of the current sales of auto cartridges are being sold through automotive and electrical dealers. He noted that ITC is supplying 800 Sears stores with tapes, all of which are sold by the auto departments of the store rather than its disk divisions. 15% of the autos being made by Ford, Finley said, are being equipped with tape decks. He forecast that 20% of all cars produced between now and 1970 will contain provisions for tape cartridges.

Lear Jet's Gall said 110,000 8-track (Continued on page 36)

Capitol & TelePro Make Cartridge Deal

HOLLYWOOD—Capitol Records has made its first specific step into the 8-track auto tape field by making a non-exclusive deal with TelePro Industries whereby Capitol will be licensed to manufacture TelePro's 8-track cartridges.

Under the contract, negotiated by Alan Livingston, president of Capitol, and Bill Mulcahy, TelePro president, TelePro will be one of the initial cartridge suppliers to Capitol.

While the agreement gives Capitol the right to manufacture TelePro cartridges within its own facilities,

the non-exclusive clause leaves Capitol free to enter other arrangements if it wishes to do so. Further deals, it is understood, would only involve production of 8-track cartridges.

This is in line with Livingston's cartridge policy of enabling Capitol to "obtain and manufacture cartridges under conditions considered fair and reasonable and with due regard for the long-range interests of the industry."

TelePro is a New Jersey-based company, an affiliate of Defiance In-

(Continued on page 37)

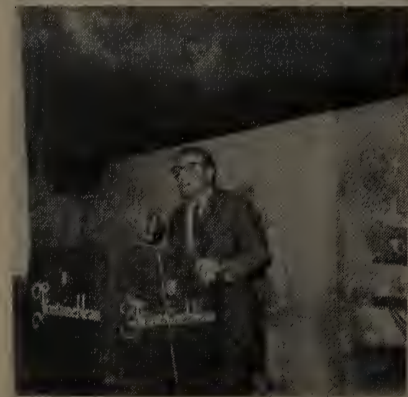
CORD 'Withdraws From Market'

NEW YORK—CORD, which described itself as a coop disk buying service, has "withdrawn from the market," as it was worded, Cash Box has learned.

The announcement of the formation of the organization was made on the eve of last week's NARM convention, and it was at the confab itself that the decision to close shop was made. As revealed in last week's Cash Box, the association was already moving product. However, it is understood

that reaction to CORD by conventioners was negative, and before the exodus to home offices by the middle of the week, a decision had been made to disband the association.

Organized by Paul Glass of All-State Distributing in Chicago, CORD would have provided its members, at a membership fee of \$1000 a year, LP's at cost plus 6% and singles at cost plus 15%. Also, a profit-sharing plan was devised.



GUEST SPEAKERS: Shown speaking before NARM conventioners are (top, left): Irwin Steinberg of Mercury Records (see pages 38, 39); (top, right): Brown Meggs of Capitol Records and Dr. Alton F. Doody, Associate Professor of Marketing at Ohio University. Steinberg was the keynote speaker at the convention.

SPONTANEOUS COMBUSTION IGNITES AGAIN



Miss
**MINNIE
PEARL**

"There is a time
to laugh
and there's a time
to cry
there's a time
to forgive
dreams we dream
sometimes never die"

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LOOKING AHEAD

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

- | | | | |
|----|--|----|--|
| 1 | ONE TRACK MIND
(4 Star—BMI)
Knickerbockers (Challenge 59326) | 26 | FAT MAN
(Maney—BMI)
TKO's (Ten Star) |
| 2 | MEMORIES ARE MADE OF THIS
(Blackwood—BMI)
Drifters (Atlantic 2325) | 27 | CHAIN REACTION
(Blackwood—BMI)
Spellbinders (Columbia 43522) |
| 3 | NESSUNO MI PUO GIUDCARE
(Catalogue—BMI)
Gene Pitney (Musicor 1155) | 28 | PEEPING & HIDING
(Conrad—BMI)
Lloyd Price (Double L 739) |
| 4 | STOP
(Cheshire—BMI)
Moody Blues (London 9810) | 29 | HAPPINESS IS ALL I NEED
(Madern—BMI)
Z. Z. Hill (Kent 439) |
| 5 | TOO LITTLE TIME
(George Pincus & Sons—ASCAP)
Brenda Lee (Decca 31917) | 30 | AFTER THE LAUGHTER
(Blue Echo—BMI)
Wayne Newton (Capital 5578) |
| 6 | WAIT A MINUTE
(Palmer—BMI)
Tim Tam (Palmer 5002) | 31 | A PUBLIC EXECUTION
(Sunnybrook—BMI)
Mouse (Fraternity 7286) |
| 7 | BABY I NEED YOU
(Sonavan—BMI)
Manhattans (Carnival 514) | 32 | BYE BYE BLUES
(Bourne—ASCAP)
Andy Williams (Columbia 43519) |
| 8 | SMOKEY JOE'S LA LA
(Recorda—BMI)
Googie Rene (Class 1517) | 33 | YOU'LL BE NEEDIN' ME
(Screen Gems-Cal.—BMI)
Lettermen (Capitol 5583) |
| 9 | DESIREE
(Dorothy—BMI)
Charts (Wand 1112) | 34 | MY DARLING HILDEGARDE
(Acclaim—BMI)
DOODLIN' SONG
(Southwind—BMI)
Statler Bros. (Columbia 43526) |
| 10 | I SPY (FOR THE FBI)
(Tria-Brian Bert—BMI)
Jamo Thomas (Thomas 303) | 35 | HE WORE A GREEN BERET
(Al Gallico—BMI)
Nancy Ames (Epic 10003) |
| 11 | FIVE CARD STUD
(Arch—BMI)
Lorne Greene (RCA Victor 8757) | 36 | KILLER JOE
(Mellin & White Castle—BMI)
Kingsmen (Wand 1115) |
| 12 | ONLY A GIRL LIKE YOU
(Benday & Eden—BMI)
Brook Benton (RCA Victor 8768) | 37 | DO SOMETHING FOR YOURSELF
(Su-Ma—BMI)
Bobby Powell (Whit 715) |
| 13 | COMMUNICATION
(Morley—ASCAP)
David McCallum (Capitol 5571) | 38 | THAT'S MY LIFE (MY LOVE AND MY HOME)
(Leads—ASCAP)
Freddie Lennon (Jerdan 792) |
| 14 | SUPERMAN
(E. H. Marris—ASCAP)
Dino, Desi & Billy (Reprise 0444) | 39 | HE WORE A GREEN BERET
(Al Gallico—BMI)
Lesley Miller (RCA Victor 8786) |
| 15 | MOULTY
(Just-Elwin—BMI)
Barbarians (Laurie 3326) | 40 | HELP ME
(Kilynn-Pranta—BMI)
Ray Sharpe (Atco 6402) |
| 16 | FUNNY (HOW TIME SLIPS AWAY)
(Pamper—BMI)
Ace Cannon (Hi 2101) | 41 | ONE OF US MUST KNOW (SOONER OR LATER)
(Dwarf—ASCAP)
Bob Dylan (Columbia 43541) |
| 17 | IT'S A FUNNY SITUATION
(Jalynne—BMI)
Dee Dee Sharp (Cameo 382) | 42 | GREETINGS (THIS IS UNCLE SAM)
(Jobete—BMI)
Monitors (V.I.P. 25032) |
| 18 | THIS GOLDEN RING
(Mills—ASCAP)
Fortunes (Press 9811) | 43 | DON'T MAKE ME OVER
(Jonathon & Blue Seas—ASCAP)
Swinging Blue Jeans (Imperial 66154) |
| 19 | NEW BREED
(Taccia—BMI)
James Brown (Smash 2028) | 44 | THAT'S WHEN THE TEARS START
(Blackwood—BMI)
Blossoms (Reprise 0436) |
| 20 | BOOGALOO PARTY
(Ponderoso—BMI)
Flamingos (Philips 40347) | 45 | WATCHING THE LATE LATE SHOW
(Pranto-Ragmap—BMI)
Don Covay (Atlantic 2323) |
| 21 | CALL MY NAME
(Bernice—BMI)
Them (Parrot 9819) | 46 | TEMPTATION WALK
(C. Davis—BMI)
Entertainers (Dore 789) |
| 22 | HERE'S TO MY JENNY
(Joy—ASCAP)
Mike Douglas (Epic 10002) | 47 | I'LL DROWN IN MY OWN TEARS
(Joy & Cee—BMI)
Earl Grant (Decca 31902) |
| 23 | YOU LET A LOVE BURN OUT
(S.F.O.—BMI)
We Five (A & M 793) | 48 | FLOWERS ON THE WALL
(Southwind—BMI)
Mariach Brass Featuring Chet Baker (Liberty 77815) |
| 24 | DIRTY WATER
(Equinox—BMI)
Standells (Tower 185) | 49 | 3000 MILES
(Boby Manica-Flamar—BMI)
Brian Hyland (Philips 40354) |
| 25 | CAROLINE, NO
(Seo Of Tunes—BMI)
Brain Wilson (Capitol 5610) | 50 | FROM A DISTANCE
(Trausdale—BMI)
P. F. Sloan (Dunhill 4024) |

A NEW SINGLE FROM A GREAT ARTIST

JIM REEVES "DISTANT DRUMS"

c/w "Old Tige" #8789. "Old Tige" is from his **RCA VICTOR** album "Talkin' to Your Heart" LPM/LSP-2339  The most trusted name in sound 



'WALKING THE DOG'

(g-111)



JERRY PALMER

***BEING SOLD IN:

CHICAGO (summit)
LOS ANGELES (rec. mer)
GEORGIA (dixie)
N. CAROLINA (bertos)
WASHINGTON (huffine)
TEXAS (krupp)

BRITISH DECCA

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W & G

australia

R.C.A.

canada

*already a SMASH in CANADA

*breaking BIG in AUSTRALIA

*over 700 stations in 46 states - acknowledged response and getting a lot of "EXERCISE".

our sincere thanks D.Js.



"WHAT A RELIEF, ITS ALL OVER"

pop-country

and

"LETS NOT PRETEND ANY MORE"

pop

by the "DUDES"

(g-112)

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Hollywood 38, Calif.

BIOS FOR DEEJAYS

Peels



The Peels, who are currently moving up the charts with their Karate outing of "Juanita Banana," consist of Gail Allen, a 22 year old discotheque dancer; Bill Spilka, a 25 year old school teacher-trombonist; and Harvey Davis, a 23 year old singer-comedian.

The group met early this year while Harvey Davis was performing as a comic in a New York night club. There he met Gail, who was a Go-Go girl at the club and Bill, who was in the band.

The threesome was discovered by Tash Howard, who had written "Juanita Banana" over a year ago. Eddie Newmark, music director of Karate, a subsidiary of Audio Fidelity, heard the record and immediately purchased the master. The record was rushed into production and was released within 48 hours. The rest is history.

Poppies



Combining a college education with a singing career is no easy feat, but the Poppies, who are currently scoring with "Lullaby of Love," their debut single for Epic, prove that it can be done.

The three twenty-year-old girls first teamed up as a singing group when they were attending Jim Hill High School in Jackson, Mississippi. After graduating from high school, the girls enrolled in Jackson State College, where they are presently studying.

Collectively the Poppies consist of lead singer Dorothy Moore, who is majoring in music; Patsy McCune, a botany major who hopes to obtain her Ph.D. in science; and Rosemary Taylor, who is majoring in French. The flip side of "Lullaby of Love," "I Wonder Why," was written by Patsy McCune.

As a result of their hit waxing, the girls will be making appearances in various parts of the U. S.



PLATTER SPINNER PATTY



IN POPULAR DEMAND—KHJ-Hollywood air personality Brian Stone recently welcomed writer-singer Bob Lind to the outlet's studio. The recording artist is pictured above answering the many phone calls that came in requesting to hear his hit World Pacific outing of "Elusive Butterfly." Lind is currently visiting many radio stations to promote the single and his initial World Pacific LP, "Don't Be Concerned."

WJBK-Detroit air personality Conrad Patrick recently got together with Capitol recording artist Al Martino for a two hour verbal and musical session through the "ups" and "downs" of the singer's career, on the station's monthly Sound Spectacular. The program featured a discussion of performers in general and what happens when an artist finds himself caught in the middle of changing music trends. Some of Martino's recent hits that were played on the show included "Spanish Eyes," "I Love You Because," and "Painted, Tainted Rose."

Through the efforts of WOIC-Columbia, S. C., many of our servicemen stationed overseas got a chance to speak with their loved ones. The outlet recently asked listeners having a loved one serving overseas in an area that could be reached by telephone to write in. More than 2,000 cards were received in a ten day period.

In Viet Nam, servicemen are receiving a great amount of mail from WEEZ-Chester, Pa. listeners in response to the station's "Viet Nam Serviceman" feature. Several months ago the station began asking their listeners to send cards, letters and gifts to service personnel from the area who are stationed in Viet Nam. The outlet broadcasts one name and address each hour throughout the day.

VITAL STATISTICS:

Warren Earl has been appointed general manager of KFRC-San Francisco. . . . Arthur Mann, former deejay at WJOB-Hammond, Ind., has been named program and music director at WGLC-Mendota, Ill. . . . Bud Talbot, is welcomed to KHJ-Hollywood where he will serve as program director. . . . Jerry Gordon, formerly with WINF-Hartford, moves to the air staff of KXOA-Sacramento. . . . New additions to the deejay staff of WIXY-Cleveland include Ray Otis, former program director at KXOK-St. Louis, and Joey Reynolds, former deejay at WKBW-Buffalo. . . . Heather Woodard to serve as public service director at WSAI-Cincinnati. . . . Don Rose, former director of operations at WEBC-Duluth, has joined the air staff of WQXI-Atlanta.

WBBQ-Augusta has changed its music policies by replacing its "Fab-Forty Survey" with the new "Super-Hit 66 Survey." The outlet made the change because it feels that the modern radio listener wants to hear and buy a wider range of records. The new "66 Survey" is broken down into two sections: the Fab-Fifty best sellers and the 16 Bubbling Under Sounds (those selections that are on the way up). The station feels that the era of the tight play-list has passed and radio is entering a new phase of programming designed to appeal to a modern America. The exposure of more new records not only aids record distributors who service the outlet, but allows listeners to choose from a broader range of records.

"Stage 3," a special hour long show which is hosted by Skitch Henderson, is being programmed on the 207 international radio outlets of the Armed Forces Radio and Television Service, due to an agreement between the Armed Forces Service and LaBrie Associates, producers of the show. The program, which bowed in 25 markets across the U. S. in Nov. 1965, will be aired to military personnel around the world from 88 Army, 23 Navy, and 96 Air Force stations. In addition to this, "Stage 3" will be heard from 17 military hospital outlets scattered throughout the world and over 28 Army, Navy and Air Force hospital stations in the U. S. The show, which is produced for LaBrie Associates by Earl Keith Lacey, explores three levels of the performing arts: the concert, international, and Broadway music.

The most "Wanted Men" in Oregon aren't found in the post offices; they are driving around the Portland metropolitan area in a 1966 Pontiac getaway car. The "Wanted Men" in reality are the KEX-Portland air personalities, and the car they are driving is one of the prizes to be "rewarded" during the station's four week promotion. Each day one of the station's "Wanted Men" is dressed in appropriate underworld attire and he is sent off carrying a well-marked violin case filled with reward slips. The outlet airs clues that tell where listeners should look for the "Wanted Man." If a listener finds him and receives a signed slip, he is eligible to receive a daily prize by listening for his name on the air. When his name is called, he, or a member of his family has one hour to call the station to claim the prize. In addition to the car, prizes offered include appliances, TV sets, and trips.

Radio stations often go beyond their call by helping some deserving cause. One such outlet is KCMK-Kansas City, which has started a fund raising drive to financially help the parents of a four year old Kansas City girl suffering from acute lymphatic leukemia. According to Kurt van Dyk, the station's news director and co-ordinator for the drive, the purpose of the fund raising project is two-fold. First, it is designed to help the critical financial status of the family. Second, it is to make and create an awareness of similar situations occurring every day. To get the campaign off the ground, van Dyk held a live telephone conversation on the air with Ralph Turpen of WVIH-Evansville. The conversation was aired by both stations simultaneously. Van Dyk has reported that listeners of both outlets are responding in large numbers.

3RD

**WE FIVE
SMASH IN A ROW
YOU LET A
LOVE BURN OUT**

B/W
SOMEWHERE BEYOND THE SEA
A & M 793



**CONGRATULATES
WE FIVE**
FOR THEIR
GRAMMY NOMINATION
FOR
**BEST PERFORMANCE BY
A VOCAL GROUP**
"YOU WERE ON MY MIND"



Ramsey Lewis Trio

HI HEEL SNEAKERS

CADET 5531

Mitty Collier

SHARING YOU

CHESS 1953

Etta James

ONLY TIME WILL TELL

CADET 5526

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



RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO MARCH 9, 1966)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
45%	Bang Bang	Cher—Imperial		98%
40%	Secret Agent Man	Johnny Rivers—Imperial		40%
39%	What Now My Love	Herb Alpert and Tijuana Brass—A&M		79%
38%	Good Lovin'	Rascals—Atlantic		63%
37%	Kicks	Paul Revere and Raiders—Columbia		46%
35%	One Track Mind	Knickerbockers—Challenge		43%
34%	Satisfaction	Otis Redding—Volt		64%
33%	Memories Are Made Of This	Drifters—Atlantic		33%
32%	Gloria	Shadows of The Knight—Dunwich		32%
31%	Young Love	Lesley Gore—Mercury		40%
30%	Sippin' N Chippin'	T-Bones—Liberty		30%
29%	Time	Pazo Seco Singers—Columbia		74%
28%	Somewhere	Len Barry—Decca		28%
27%	The Love You Save May Be Your Own	Joe Tex—Dial		84%
25%	Caroline, No	Brian Wilson—Capitol		38%
24%	Little Latin Lupe Lu	Mitch Ryder and Detroit Wheels— New Voice		93%
23%	Too Little Time	Brenda Lee—Decca		23%
22%	Love Is Me, Love Is You	Connie Francis—MGM		46%
21%	He Wore A Green Beret	Nancy Ames—Epic		21%
20%	A Sign Of The Times	Petula Clark—Warner Bros.		20%
19%	Juanita Banana	Peels—Karate		54%
18%	I Hear Trumpets Blow	Tokens—B. T. Puppy		43%
17%	Spanish Flea	Herb Alpert and Tijuana Brass—A&M		44%
16%	Rhapsody In The Rain	Lou Christie—MGM		16%
15%	He Wore A Green Beret	Lesley Miller—RCA		15%
14%	Outside The Gates Of Heaven	Lou Christie—Co and Ce		37%
13%	Frankie And Johnny	Elvis Presley—RCA		13%
12%	The Phoenix Love Theme	Brass Ring—Dunhill		12%
11%	Don't Make Me Over	Swingin' Blue Jeans—Imperial		11%

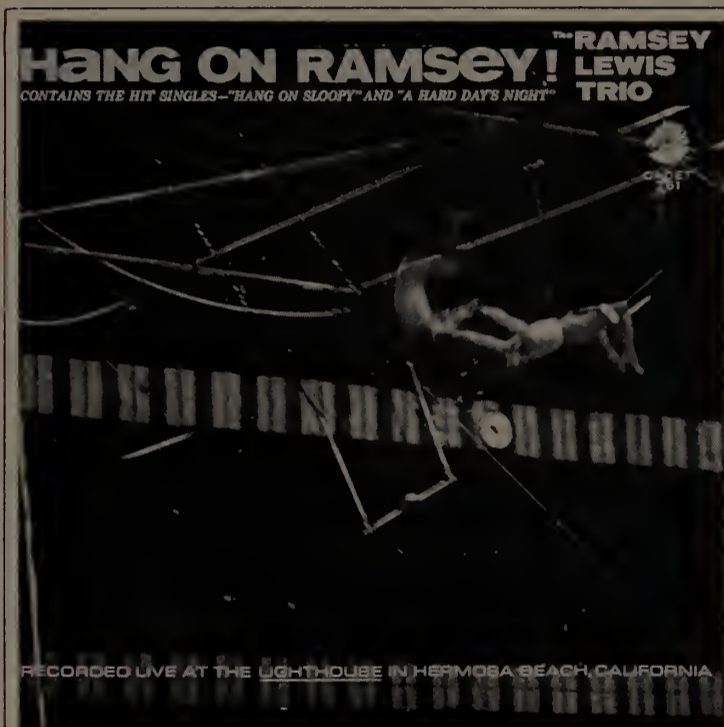
LESS THAN 10% BUT MORE THAN 5%

TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE
I Con't Let You Go Hollies (Imperial)	9%	Secret Agent Man Ventures (Dolton)	35%	A Public Execution Mouse (Froternity)	20%
I Want Someone Mod Lods (Volt)	32%	Ain't That A Groove James Brown (King)	45%	Got My Mojo Working Jimmy Smith (Verve)	8%
You Let A Love Burn Out We Five (A&M)	8%	Desiree Chorts (Wond)	16%	3000 Miles Brian Hyland (Philips)	7%
Moy My Heort Be Cost Into Stone Toys (Dynovoice)	8%	Helpless Kim Weston (Gordy)	25%		

**Ramsey Lewis,
Billy Stewart,
Jean Du Shon
and
Fontella Bass
are
“grabbers”!**

Wanna be grabbed ..?

Try these.



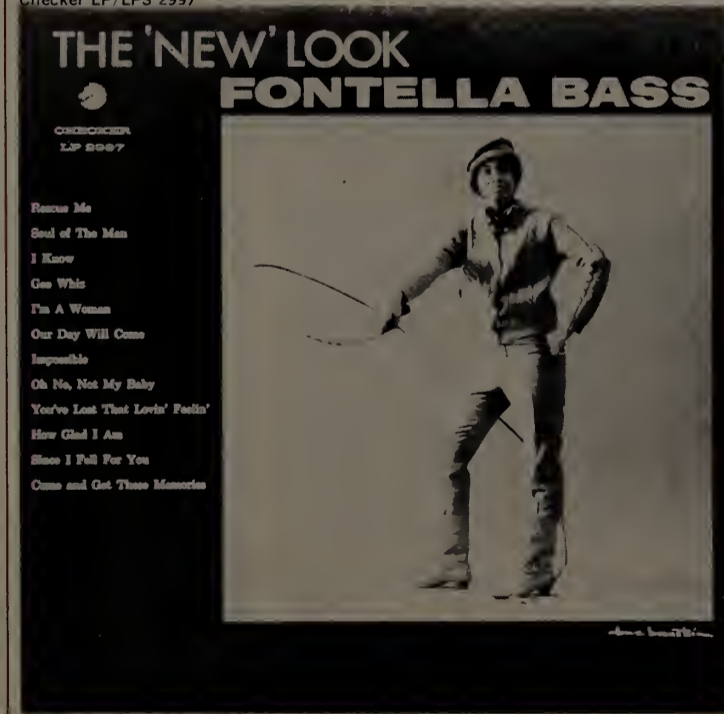
Checker LP/LPS 2997

Cadet LP/LPS 761



Chess LP/LPS 1499

Cadet LP/LPS 4048



Checker LP/LPS 2997



Chess LP/LPS 1499

Cadet LP/LPS 4048



CHESS CHECKER CADET



RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

A SIGN OF THE TIMES (2:53) [Duchess, BMI—Hatch]

TIME FOR LOVE (2:17) [Northern, ASCAP—Clark, Pallavacini, Hatch]

PETULA CLARK (Warner Bros. 5802)

Petula Clark's unbroken hit-chain should be further enhanced (she recently had "My Love") on the basis of this blue-ribbon Warner Bros. item called "A Sign Of The Times." The side is a throbbing, pulsating dual-track romancer all about a lucky gal who is completely mesmerized by her boyfriend. "Time For Love" is a chorus-backed, catchy ditty with a nostalgic, years-back sound.

HI HEEL SNEAKERS—PT. 1 (2:48) [Medal, BMI—Higgenbotham]

HI HEEL SNEAKERS—PT. 2 (2:47) [Medal, BMI—Higgenbotham]

RAMSEY LEWIS TRIO (Cadet 5531)

The hot Ramsey Lewis Trio should have no difficulty in repeating their recent "A Hard Day's Night" coin-catcher with this top-drawer re-working of the oft-cut successfully "Hi Heel Sneakers." The crew instrumentally treats the popular item in their expected, inventive hard-driving jazz-oriented bluesy style. The flip's the logical continuation of the top side.

MAY MY HEART BE CAST INTO STONE (2:43)
[Saturday, BMI—Linzer, Randell]

ON BACKSTREET (2:42) [Saturday, BMI—Linzer, Randell]

TOYS (DynoVoice 218)

The Toys should certainly have their third pop-r&b smash in a row (they're currently coming off "Attack") with this excellent newie dubbed "May My Heart Be Cast Into Stone." This one's a rhythmic, effectively-building catchy romancer about a serious gal who is a decidedly one-man woman. Watch it closely. "On Backstreet" is a moody, blues-drenched after-hours handclapper.

TILL THE END OF THE DAY (2:20) [Noma, BMI—Davies]

WHERE HAVE ALL THE GOOD TIMES GONE (2:49)
[Noma, BMI—Davies]

KINKS (Reprise 0454)

The Kinks are odds-on favorites to hit the upper reaches of chartdom with this potent follow-up to their recent "A Well Respected Man" smash called "Till The End Of The Day." The side is a rollicking, fast-moving, bluesy romancer about a fella who is especially hung-up on his gal. "Where Have All The Good Times Gone" is a raunchy, shufflin' emotional tale of despair.

STILL (2:30) [Moss Rose, BMI—Anderson]

WHEN YOU'RE NOT HERE (1:50) [Sea Of Tunes, BMI—Henn]

SUNRAYS (Tower 224)

Hot-on-the-heels of their recent "Andrea" smasher the Sunrays come up with another sure-fire winner's circle candidate. The top side is Bill Anderson years-back "Still" country triumph and the crew gives the plaintive, heartbreaker a soulful emotion-charged lament complete with a moving, mid-deck recitation. "When You're Not Here" is a rhythmic, medium-paced teen-angled romantic wooser.

I SURRENDER (2:53)
[Chevis, BMI—DeMell,
Parham, Davis]

I CAN'T REST (2:55)
[Chevis, BMI—Smith,
Davis, Miner]

FONTELLA BASS (Checker 1137)

Fontella Bass, who is currently coming off her "Recovery" pop-r&b triumph, should score heavily in the loot dept. with either lid or both of this new Checker stand. One side, "I Surrender," is a rollicking, pulsating, chorus-backed romantic handclapper about a love-sick gal who is head-over-heels in love with the guy of her dreams. The other side, "I Can't Rest" is a plaintive, shufflin' weeper about an unhappy girl who spends her days carrying the torch for her ex-fella. Eye 'em both.

THE BIG HURT (2:08) [Music Productions, ASCAP—Shanklin]

I GOT IT BAD (2:21) [Metric, BMI—Shannon]

DEL SHANNON (Liberty 55866)

Del Shannon gets his new Liberty association off to a flying start with this imaginative reading of "The Big Hurt," the while-back Toni Fisher hit. The songster treats the plaintive tearjerker in a slick but feelingful style nicely enhanced by a subtle chorus and some far-out sound effects. "I Got It Bad" is given a laconic, shufflin' interpretation on the coupler.

Pick of the Week

BABY YOU'VE GOT IT (2:59) [Chevis, BMI—McAlister, Vail]

I WANT TO THANK YOU, BABY (2:55)
[Flomar, BMI—Simpson, Ashford, Armstead]

MAURICE & RADIANTS (Chess 1954)

Maurice and the Radiants are destined to grab both pop and r&b air-play and sales with this mighty impressive outing dubbed "Baby You've Got It." The tune is a rhythmic, throbbing, soulful romancer which concerns a lad who has finally met the gal he's always dreamed about. The undercut, "I Want To Thank You, Baby," is a low-down, traditional funky blueser.

I'M THE SKY (2:31) [Saturday, BMI—Tanega]

I JUST NEED YOUR LOVE (2:06)
[Saturday, BMI—Rehak, Rambeau]

EDDIE RAMBEAU (DynoVoice 217)

Eddie Rambeau is a cinch to zoom up the charts in no time flat with this potent DynoVoice original tabbed "I'm The Sky." The tune is an easy-going, dual-track folkish romancer with an infectious, lyrical repeating riff. "I Just Need Your Love" is a tender, low-key blues-tinged pledge of devotion.

A WALKIN' MIRACLE (2:25)

[Planetary, ASCAP—Hugo & Luigi, Weiss, Levy]

SANDY IS HER NAME (2:15) [Frost, BMI—Mack]

SHAWN ELLIOTT (Roulette 4669)

Shawn Elliott can establish a reputation for himself as a record salesman in the U.S. (he had a tremendous international hit with "Shame And Scandal In The Family") with this top-flight newie called "A Walkin' Miracle." The tune is an infectious, catchy medium-paced ode about a love-struck fella who is convinced that his gal is just about perfect. "Sandy Is Her Name" is a laconic, pretty, slow-shufflin' romantic waltzer.

LITTLE BIT OF SUNSHINE (2:33)

[Bourne, ASCAP—Jacobson, Sexter]

EVERYBODY LOVES A GOOD TIME (2:15) [Blackwood, BMI—McCoy]

CLYDE McPHATTER (Amy 950)

The vet songster can quickly re-establish himself in the chart sweepstakes with this top-flight Amy entry dubbed "Little Bit Of Sunshine." The cut is a dramatic, lyrical, full ork-backed bluesy plea for romance without tears. "Everybody Loves A Good Time" is a rhythmic shufflin' warm-hearted handclapper.

Newcomer Pick

HOLD TIGHT (2:45) [Gatwick, BMI—Blaikley]

YOU KNOW WHAT I WANT (2:35) [Near North, BMI—Blaikley]

DAVE, DEE, DOZY, BEAKY, MICK AND TICH (Fontana 1545)

The British sextet seem to have enough good things going for themselves with this new Fontana offering, "Hold Tight," to zip up the hitsville path in real short order. The tune is a fast-moving, throbbing blues-soaked romantic rocker about a serious fella who would like a certain special girl to give up all perspective suitors. "You Know What I Want" is an easy-going ditty with a catchy years-back flavor.

TAKE ME FOR A LITTLE WHILE (2:08) [Lollipop, BMI—Martin]

SOMEWHERE IN THE NIGHT (2:45)
[Cheshire, BMI—Leathwood, Ellis]

KOOBAS (Kapp 737)

Although "Take Me For A Little While" has been treated several times before in disk form, the Koobas can utilize the tune as a vehicle to springboard them into international stardom. The crew reads the romantic blueser in a soulful, danceable style. "Somewhere In The Night" is given a pulsating rendition on the undercut.

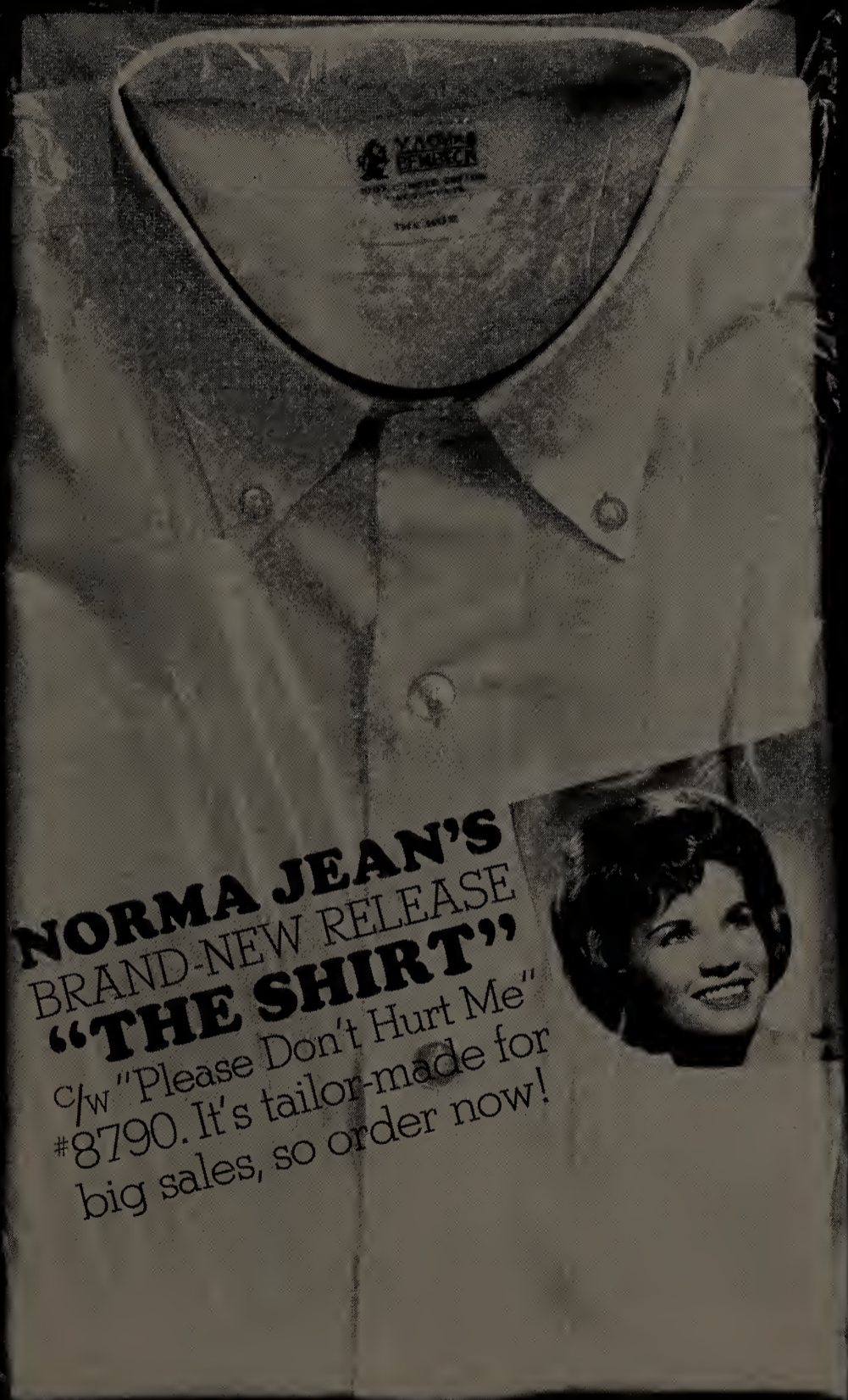
MOTHER, FATHER, WHERE ARE YOU (2:30)
[Hopeland & Blackwood, BMI—Stallman, Hirsch]

I'M BRINGIN' IT HOME (2:05) [Blackwood, BMI—Taylor, Daryll]

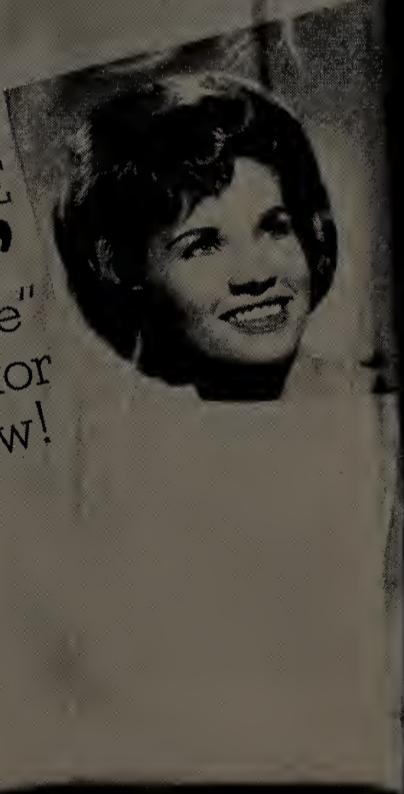
TIM ROSE (Columbia 43563)

Tim Rose stands a fine chance of rapidly moving into the national sales-limelight with this tip-top Columbia bow called "Mother, Father, Where Are You." The tune is a slow-starting, but extremely effectively building folkish rocker with a poignant anti-war message. Coupler, "I'm Bringin' It Home," is a hard-driving, twangy, happy-go-lucky affair.

JUST PRESSED!



NORMA JEAN'S
BRAND-NEW RELEASE
"THE SHIRT"
C/w "Please Don't Hurt Me"
#8790. It's tailor-made for
big sales, so order now!



RCA VICTOR

TM&CS
The most trusted name in sound



RECORD REVIEWS

● best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Newcomer Picks

CRAZY LIKE A FOX (2:14)

[Starday/Kusada/Little Guy, BMI—Kusik, Adams]

SHOCK ME (2:05) [Starday/Kusada/Little Guy, BMI—Kusik, Adams]

LINK CROMWELL (Hollywood 1107)

Starday can certainly get a strong foothold in the pop field with this excellent master on its Hollywood affiliate featuring newcomer Link Cromwell. The top lid, "Crazy Like A Fox," is a rhythmic bluesy folk-rocker with a real slick repeating pulsating riff. "Shock Me" is a raunchy, hard-driving teen-oriented upbeat romancer.

Best Bets

TOMMY EDWARDS (Musicor 1159)

● I CRIED I CRIED (2:11)
South Mountain, BMI—Randazzo, Kusik] Sweet emotion provoking ballad warmly rendered by Tommy Edwards. Pretty lyric and quiet easy to listen to backing should get loads of exposure.

(B+) I MUST BE DOING SOMETHING WRONG (2:24)
[South Mountain, BMI—Weinstein, Randazzo] Easy paced tale of woe.

LORRAINE CHANDLER
(Giant 101)

● WHAT CAN I DO (2:38)
[Earlbarb, Caldwell, BMI—Ashford-Terry] Groovy medium paced rocker with tons of pretty vocal work supplied by the lark. Solid orking gives this side danceability and enhances its chances.

(B+) TELL ME YOUR MINE (2:17)
[Earlbarb, Caldwell, BMI—Ashford-Terry] More groovy sounds over here.

VINCE CAREY (Turntable 717)

● LOVE LETTERS (2:17)
Famous, ASCAP—Heyman, Young] Soft sweet emotion filled romancer done up by Carey in a sincere and moving manner. Pretty sounds should appeal to the teens. Lots of spins in store for this one.

(B+) FIRST GLANCE ROMANCE (2:31)
[Lubeck, Gossamer, BMI—Cazz] Easy going romancer.

MIKIE & THE ARDONS
(Gallant 3016)

● THERE'S A CROWD (2:38)
[Samfred, BMI—Harris] Smooth sweetly sung and prettily orked tender ballad. Loads of appeal in the sad lyric. Watch for lots of late hours spins.

(B+) MAN OF LA MANCHA (2:26)
[Fov, ASCAP—Darion, Leigh] Strong instrumental reading.

JOHN SUMMERS (Congress 264)

● LOOKING IN WINDOWS (2:33)
[Marlboro, BMI—Conner, Miller] Melodic lovey dovey ditty with an extra pretty dose of lush orking. Smooth vocal effort by Summers should help this one catch on with young lovers.

(B+) DON'T FOOL YOURSELF (2:29)
[Melody Trails, BMI—Martin] Quick happy sounding ballad.

BILLY PRESTON (Capitol 5611)

● THE NIGHT (1:54)
[Screen Gems-Columbia, BMI—Boyce, Hart] Groovy medium-paced outing backed with tons of solid rhythm. Preston's shouting vocal should get listened to. Watch for both pop and R&B reaction.

(B+) THE GIRL'S GOT IT (2:33)
[American, BMI—Page] Swinging shouting handclapper.

DICK GLASS (RCA Victor 8788)

● YOU CAN'T STOP TOMORROW (2:28)
[Caverned Morning, BMI—Wolfe, Glass] Swaying haunting lyrical poetic outing. Ditty in the Bob Lind bag should stir lots of action. Watch for heavy spinning in no time at all.

(B+) STEALIN' STEALIN' (2:28)
[Peer Int'l., BMI—Shade] Interesting country-folk flavored outing.

EDDIE FLOYD (Stax 9963)

● THINGS GET BETTER (2:20)
[East, BMI—Cropper, Floyd, Jackson] Groovy rhythmic outing potently and infectiously sung by Floyd. Meaningful love lyric should attract both R&B and pop audiences to this one.

(B+) GOOD LOVE, BAD LOVE (2:15)
[East, BMI—Isabell, Floyd] Soft easy paced ode.

THE DUDES (Gaiety 112)

● LET'S NOT PRETEND ANYMORE (2:19)
[Garpax, BMI—Guilbeau, Cotton, Moore] Full bodied husky tale of a broken love affair. Smooth backing of the tender vocal can earn this effort loads of action. Good late hours spinning material.

(B+) WHAT A RELIEF, IT'S ALL OVER (1:54)
[Garpax, BMI—Guilbeau, Cotton] Easy paced telling of the aftermath of love.

LEON MARTIN (LTD 402)

● I THINK OF LOSING YOU (2:25)
[Unart, BMI—Buie] Sweeping prettily orked pledge of love. Martin does a smooth sweet vocal job that should get this side loads of spins and sales.

(B+) FOR CRYING OUT LOUD (1:55)
[Lowery, BMI—Stevens] Groovy easy paced rocker.

Best Bets

PAT LEWIS (Golden World 42)

● CAN'T SHAKE IT LOOSE (2:34)
[Myto, BMI—Clinton, Barnes, McCoy, Jackson] Soft rhythmic infectious husky outing. Sweet vocal effort by Pat Lewis could get this effort lots of exposure. Watch for reaction in the R&B market.

(B+) LET'S GET TOGETHER (2:31)
[Myto, BMI—Davis, Jackson] Easy paced swaying ditty.

BOB MORRISON (Columbia 43565)

● I FALL TO YOU (2:49)
[Metric, BMI—Lind] Sweeping infectious reading of a Bob Lind tune in the "Elusive Butterfly" bag with lots of beat added. Potent orking backing the strong vocal should get this side tons of exposure in short order.

(B+) THEN SUDDENLY (2:29)
[Armavir, BMI—Morrison] Potent haunting romancer.

BOBBY SHERMAN (Cameo 403)

● HAPPINESS IS (1:59)
[Mills, ASCAP—Evans, Parnes] Bobby Sherman and his friends have a cute happy-go lucky reading set to the popular Kent commercial. With lots of exposure of the hummable tune this side could develop into a biggie.

(B+) CAN'T GET USED TO LOSING YOU (2:17)
[Brennan, BMI—Pomus, Shuman] Good sounds back here.

MIMI HINES (Decca 31926)

● CHICAGO (2:17)
[Fred Fisher, ASCAP—Fisher] The new "Funny Girl" has a lilting highly unusual reading of the evergreen. Effort should get lots of attention from programmers.

(B+) LOVE CONQUERS ALL (1:48)
[South Mountain, BMI—Ford] Sweet easy going ballad.

VIKKI CARR (Liberty 55869)

● TRUE LOVE'S A BLESSING (2:05)
Marson, BMI—Smith, James] Vikki Carr has an extra pretty pop reading of the currently Sonny James C&W click. Sweet sounding happy tuned romancer could catch on with Top 40 and middle of the road programmers in no time at all.

(B+) HEARTACHES (2:40)
[Leeds, ASCAP—Hoffman, Kleener] Sweet reading of the evergreen.

FLOYD & JERRY & THE COUNTERPOINTS (Presta 1003)

● BELIEVE IN THINGS (1:54)
[Routeen, BMI—F.&J. Westfall] Quick moving twangy rocker with a groovy lyric. Smooth teen-oriented rock orking gives this lid lots of dance appeal.

(B+) GIRL (2:19)
[Routeen, BMI—F.&J. Westfall] Smooth rocking romancer.

AARON MC NEIL (Tower 221)

● ROSANNA (2:20)
[Marks, BMI—Maloof] Slow paced strongly sung tearjerking tale of lost love. Sweeping orking gives added dimension to McNeil's smooth effort. Should get lots of spins.

(B+) SHAKE A HAND (2:15)
[Merrimac, BMI—Morris] Easy going ditty.

TAMIKO JONES (Golden World 40)

● I'M SPELLBOUND (2:37)
[Myto, BMI—McCoy, Redd, Crosby] Quick herky-jerky ballad-like romancer backed by smooth powerful orking. Tamiko Jones does a strong, moving reading of the tune. Could happen with exposure.

(B+) AM I GLAD NOW (2:40)
[Myto, BMI—McCoy, Jones, Redd] Slow husky lovey dovey ode.

ROBERT GOULET (Columbia 43558)

● YOUNG ONLY YESTERDAY (2:20)
[Unity, BMI—Perper] Soft smooth ballad read with emotion by Goulet. Sweet swaying sounds backing the chanter enhance the appeal of the effort. Should get lots of good music spins.

(B+) WHY BE ASHAMED (2:25)
[Unity, BMI—Zerkendoroff] More sweet sounds over here.

THE PLATTERS (Musicor 1166)

● I LOVE YOU 1000 TIMES (2:30)
[Ludix, BMI—Dixon, Foxx] Harmonic, melodic well ranged outing should go a long way toward reestablishing this group. Sweet romance lyric has lots of appeal for lovers of all ages.

(B+) HEAR NO EVIL, SPEAK NO EVIL, SEE NO EVIL (2:16)
[Puddie, BMI—Reed, Nelson] Medium-paced tune asking for love.

NASHVILLE TEENS (MGM 13483)

● THE HARD WAY (2:10)
[Baby Monica/Flomar, BMI—Simpson, Ashford, Armstead] Hard rocking highly danceable teen-oriented stomper. Lots of potent orking backing the solid vocal effort give this lid lots of appeal and potential.

(B+) UPSIDE DOWN (2:20)
Miller, ASCAP—Sharp] Hard stomping raunchy outing.

THE SUNDAY FUNNIES
(Capitol 5614)

● ANOTHER TIME, ANOTHER PLACE (2:45)
[Rock, BMI—Botkin, Cole] Newcomer group, the Sunday Funnies, bow with a funk filled slow paced rocker with tons of potent orking backing the hard vocal. Side should go a long way toward establishing this group.

(B+) HEADLINES (2:00)
[Rock, BMI—Nilsson, Garfield, Botkin, Cole] Funky folk-rock sound with a cute lyric.

Gene
(guitarist-singer)
Canadian - born
Gene plays guitar
with remarkable
depth and feeling.
He has a great flair
for comedy.



Eddie
(percussionist-
singer)
Eddie's the one the
girls flip over. He
helps Gene out with
the comedy in addi-
tion to singing and
beating tambourine.



Dino
(drummer)
Dino wants to be the
greatest drummer in
the world. He prac-
tices constantly.

Felix
(organist-singer)
Felix is terribly seri-
ous about music.
Very sympathetic to
far-out movements
like third-stream
jazz.

THE YOUNG RASCALS

GOOD LOVIN'



#2321

Watch them perform it on the Ed Sullivan Show,
CBS-TV, Sunday, March 20.

Management: Sid Bernstein & Walter Hyman
Booking: Associated Booking Corporation



RECORD REVIEWS

● best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Best Bets

ANTHONY NEWLEY
(RCA Victor 8785)

● WHY CAN'T YOU TRY TO DIDGERIDOO (2:33) [Melody Trails, BMI—Hardy, Boyd] Easy going happy-go-lucky tune with a cute nonsense lyric. Newley gives a smooth vocal that should earn him spins aplenty.

(B+) IS THERE A WAY BACK TO YOUR ARMS (2:27) [Suffolk, BMI—Kasha, Hirschhorn] Powerful, moving tale of lost love and the desire to make-up.

THE CREATURES (Columbia 43480)

● TURN OUT THE LIGHT (1:49) [MacFaye, BMI—Lindsay] Medium-paced easy rocking sound is this Irish group's debut side. Melodic rendering and strong orking could quickly establish them in the U.S.

(B+) IT MUST BE LOVE (2:35) [Unart, BMI—Levenson] Same bag over here.

WAYNE COCHRAN (Mercury 72552)

● GET DOWN WITH IT (2:27) [LeBill, BMI—Newton] Wild shouting driving R&B stomper. Tons of danceability wrapped up by Cochran's impassioned vocal could move this lid into the limelight.

(B+) NO REST FOR THE WICKED (2:38) [Macon, BMI—Cochran] Harsh heartrending mournful shout.

LINDA ANDAL (Columbia 43554)

● SUMMER VALENTINE (2:15) [Amor, BMI—Reed, Manning] Smooth melodic lilted outing marks Linda Andale's debut. Pretty poetic ballad backed by sweet orking should earn tons of spins for the young lark.

(B+) LONELY (2:40) [Salamat, ASCAP—Ouellette, Breeden] Sweet hearthrobber.

PATTI AUSTIN (Coral 62478)

● SOMEONE'S GONNA CRY (2:09) [Regent, BMI—E'ias, August] Medium-paced potent orked tale of what follows a brake-up. Patti Austin could build a following for herself with this solid outing.

(B+) YOU'D BETTER KNOW WHAT YOU'RE GETTING INTO (2:30) [Metric, BMI—Hirschhorn; Robinson] Throbbing mid-tempo chant with lots of pretty backing.

MARV JOHNSON (Gordy 7051)

● JUST THE WAY YOU ARE (2:30) [Jobete, BMI—Johnson] Smooth soulful melodic swearing of true love. Potent ork backing of Johnson's warm chant should get this side action both pop and R&B.

(B+) I MISS YOU BABY (HOW I MISS YOU) (2:46) [Jobete, BMI—Paul, Broadnax] Medium-paced rhythmic ode.

THE ARTISTICS (OKeh 7243)

● SO MUCH LOVE IN MY HEART (2:19) [Dakar, BMI—Strong, Miller] Groovy blues drenched outing backed by strong rhythmic orking. Potent vocal work by the group makes this love lyric come to life. Watch for lots of R&B action.

(B+) LOVELAND (2:19) [Jayne, BMI—Smith] Lilted soaring day dream.

THE REMAINS (Epic 10001)

● DIDDY WAH DIDDY (2:32) [Savoy, BMI—Christensen] Smooth funkfilled hard rocking discotheque sound. Group could score with both dancers and listeners and get sales aplenty with this side.

(B+) ONCE BEFORE (2:07) [Leftover, BMI—Miller, Damiani] Harmonic medium-paced rocker.

LONNIE & THE LEGENDS
(Impression 109)

● I CRIED (2:38) [Ramhorn, BMI—Grah, Grah] Soaring full bodied lilted chant with a driving medium paced arrangement. Pretty lost love lyric should appeal to the teen market. Tons of potential here.

(B+) BABY, WITHOUT YOU (2:07) [Ramhorn, BMI—Grah, Grah] Rocking mid-tempo harmonic outing.

HARRY DEAL & GALAXIES
(Laurie 3338)

● I FEEL GOOD ALL OVER (2:12) [Clay, Painted Desert, BMI—Deal, Bumgarner] Harmonic teen-oriented medium paced rocker with touches of the surf and hot rod sounds. Solid orking and smooth romance lyric pack lots of appeal into this one.

(B+) NIGHT PEOPLE (2:14) [Painted Desert, BMI—Cooper, Spencer, D'Errico, Rabbitt] Husky easy twangy chant.

THE DANTES (Jamie 1314)

● CAN'T GET ENOUGH OF YOUR LOVE (2:31) [Doraflo, BMI—Harvey, Wehr] Hard driving hard rock teen-oriented romancer. Tons of danceability in the groovy backing should earn this lid spins aplenty.

(B+) 80-96 (3:15) [Doraflo, BMI—Dantes, Weber] Funky wailing instrumental outing.

THE FRUGAL SOUND
(Red Bird 052)

● NORWEGIAN WOOD (1:52) [Maclen, BMI—Lennon, McCartney] Smooth haunting reading of the eerie Lennon-McCartney tune. Potent lyric and arrangement could make this side an attraction.

(B+) CRUEL TO BE KIND (2:04) [Duchess, BMI—Rosalind] Sweet lyrical lovey dovey duet.

Best Bets

HENRY JEROME & HIS BRAZEN BRASS (Decca 31925)

● THEME FROM PEYTON PLACE (2:30) [Robbins, ASCAP—Waxman, Webster] Powerfully orked reading of the theme from the TV'er. Solid arrangement is full bodied and soaring. Highly infectious piece should get lots of spins.

(B+) FLEA MARKETS OF PARIS (2:34) [Northern, ASCAP—Jerome] Happy go lucky piece.

THE PURPLE GANG (Jerdan 794)

● I KNOW WHAT I AM (2:25) [Screen Gems-Columbia, BMI—Dempsey, Rogers] Hard rocking medium-paced funk filled statement of reality. Danceable sound could click with the teens.

(B+) ANSWER THE PHONE (1:52) [Fuddydiddy, BMI—Garfield] Raunchy quick moving rocker.

B+ REVIEWS

JOHNNY NORTHERN (Cloud 505)

(B+) NITWALK (1:55) [Temmy, BMI—Bailey, Parson] Potent throbber for the dance floor addicts.

(B) A LITTLE THING CALLED PRIDE (1:50) [Temmy, BMI—Northern, Carlos] Slow-moving, blues-tinged weeper.

VITA-MEN (Challenge 59327)

(B+) FROG LEGS (2:05) [4-Star, BMI—MacKendrick, Seals] Rocking, jumping teen danceable.

(B) I CAN'T HELP MYSELF (2:15) [4-Star, BMI—MacKendrick] Nice sound on this teen item.

ROBERTA MESHELL (Date 1505)

(B+) IF THERE'S PEOPLE UP THERE (2:36) [H&L, BMI—Vann] Highly attractive fantasy.

(B) SPACE BALLAD (2:40) [H&L, BMI—Ling, Ruffin, Winters] Dreamy instrumental.

CHARLES THOMAS (Loma 2031)

(B+) LOOKING FOR LOVE (2:00) [Metric, BMI—Thomas] Screaming wailer for r&b fans.

(B+) THE MAN WITH THE GOLDEN TOUCH (2:35) [Metric, BMI—Thomas] Ditto on the flip.

KING BEES (RCA Victor 8787)

(B+) RHYTHM AND BLUES (2:31) [Unart, BMI—Kortchmar] Infectious blues-spiced ditty with an old-time sound.

(B+) ON YOUR WAY DOWN THE DRAIN (1:50) [Unart, BMI—Kortchmar] Blues single-talkie.

DANNY MEEHAN (Mercury 2531)

(B+) FRENCHY (2:00) [April, ASCAP—Kusik, Snyder] Up-tempo romancer for good good music fans.

(B) YOU'RE GONNA HEAR FROM ME (2:36) [Remick, ASCAP—A./D. Previn] Charming reading of theme from "Inside Daisy Clover."

DONNA BUTTERWORTH (Reprise 0453)

(B+) SAILOR BOY (2:30) [Screen Gems-Columbia, BMI—Goffin, Telman] Young actress lets loose with real sweet romance number

(B+) SUGAR KISSES (1:43) [Atlantic, BMI—Pearlman, Cooper] Up-tempo, lighthearted stomper.

LEN & GLEN (Columbia 43559)

(B+) PRAYER OF LOVE (2:35) [Seashell, BMI—L./G. Irvin] Smooth and pleasant folk-type ballad.

(B) ONE, TWO — RED AND BLUE (1:50) [Seashell, BMI—L./G. Irvin] Light, easy-going bouncer.

RENE BLOCH (Mira 217)

(B+) IT'S TIME (2:39) [Arima, SESAC-Chaplin] Sweet Latin-Jazz instrumental outing.

(B) SWEET SHERRY (2:55) [Sister, SESAC-Fiam] Good, Catchy workout.

JOANIE SOMMERS (Columbia 43567)

(B+) NEVER THROW YOUR DREAMS AWAY (2:34) [Blackwood, BMI—Levine] Ultra-sweet middle-of-the-road cut.

(B+) YOU'VE GOT POSSIBILITIES (2:12) [Morley, ASCAP—Adams, Strouse] Lark picks up the tempo here.

OVERTONES (Ajax 173)

(B+) LA-LA-LA-LA-LA (2:23) [Jobette, BMI—Paul] Fast-moving, blues-tinged rocker.

(B+) PLEASE LET ME KNOW (2:44) [Sinisi, BMI—Masi] Sentimental romancer.

FLIP BLACK (Jubilee 5523)

(B+) CRAZY STORIES (2:30) [Peer Int'l, BMI—Romeo] Tender reading of a tale of heartbreak.

(B) SUFFER NOW, BABY, SUFFER (2:54) [Leeds, ASCAP—Evans, Parnes] Heartfelt effort put to sour grapes story.

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TOP 100 Albums



MARCH 19, 1966

Pos.	Album	Pos. Last Week	Pos.	Album	Pos. Last Week	Pos.	Album	Pos. Last Week
1	BALLAD OF THE GREEN BERETS S/Sgt. Barry Sadler (RCA Victor LPM/LSP 3547)	1	26	ANDY WILLIAMS' NEWEST HITS (Columbia CL 2383/CS 9183)	26	51	MY KIND OF BROADWAY Frank Sinatra (Reprise F/FS 101S)	40
2	GOING PLACES Herb Alpert & Tijuana Brass (A & M LP112/SP4112)	2	27	WHERE THE ACTION IS Ventures (Dolton BLP 2040/BST 8040)	30	52	FROM BROADWAY WITH LOVE Nancy Wilson (Capitol T/ST 2433)	60
3	WHIPPED CREAM AND OTHER DELIGHTS Herb Alpert & Tijuana Brass (A & M LP/SP 110)	3	30	MUSIC A-PART OF ME David McCallum (Capitol T/ST 2432)	38	53	HELP Beatles (Capitol MAS/SMAS 2386)	43
4	SOUND OF MUSIC Soundtrack (RCA Victor LOCD/LSOD 2005)	5	31	SPANISH EYES Al Martino (Capitol T/ST 2435)	41	54	ROBERT GOULET ON BROADWAY (Columbia CL 2418/CS 9218)	48
5	RUBBER SOUL Beatles (Capitol T/ST 2442)	4	32	A MAN AND HIS MUSIC Frank Sinatra (Reprise F/FS 1016)	23	55	TIJUANA BRASS VOL. II Herb Alpert & Tijuana Brass (A & M LP/SP 103)	63
6	JUST LIKE US Paul Revere & The Raiders (Columbia CL 2451/CS 9251)	6	33	HOUSTON Dean Martin (Reprise R 6181/R9 6181)	29	56	KINKDOM Kinks (Reprise R/RS 6184)	56
7	THE BEST OF THE ANIMALS (MGM E/SE 4324)	8	35	SUPREMES AT THE COPA (Motown MT/S 636)	34	57	THEY'RE PLAYING OUR SONG AI Hirt (RCA Victor LPM/LSP 3492)	52
8	THE BEST OF HERMAN'S HERMITS (MGM E/SE 4315)	9	36	SOUNDS OF SILENCE Simon & Garfunkel (Columbia CL 2469/CS 9269)	35	58	MICHELLE Bud Shank (World Pacific WP 1840/WPS 21840)	66
9	MY NAME IS BARBRA, TWO Barbra Streisand (Columbia CL 2409/CS 9209)	7	37	BOOTS Nancy Sinatra (Reprise R/RS 6202)	59	59	DR. ZHIVAGO Soundtrack (MGM E/SE 6 ST)	69
10	SOUTH OF THE BORDER Herb Alpert & Tijuana Brass (A & M LP/SP 108)	11	38	OUT OF OUR HEADS Rolling Stones (London LL 3429/PS 429)	37	60	IF YOU CAN BELIEVE YOUR EYES AND EARS Mama's & Papa's (Dunhill D/DS 50006)	79
11	SEPTEMBER OF MY YEARS Frank Sinatra (Reprise F/FS 1014)	13	39	WEDNESDAY MORNING 3 A.M. Simon & Garfunkel (Columbia CL 2249/CS 9049)	28	61	BATMAN Neil Hefti (RCA Victor LPM/LSP 3573)	73
12	LONELY BULL Herb Alpert & Tijuana Brass (A & M LP/SP 101)	12	40	FIDDLER ON THE ROOF Original Cast (RCA Victor LCO/LSO 1093)	31	62	I HEAR A SYMPHONY Supremes (Motown 643)	75
13	THE GOLDEN HITS OF ROGER MILLER (Smash MGS 270731/SRS 67073)	10	41	MY CHERIE Al Martino (Capitol T/ST 2362)	39	63	THE VENTURES (Dolton BLP 2042 BST 8042)	83
14	MY WORLD Eddy Arnold (RCA Victor LPM/LSP 3466)	14	42	MARY POPPINS Soundtrack (Buena Vista BV 4026/4026)	46	64	THE INCREDIBLE JIMMY SMITH GOT MY MOJO WORKIN' (Verve V/V-6 8641)	76
15	THE DAVE CLARK FIVE'S GREATEST HITS (Epic LN 2418S/BN 26185)	20	43	WORKING MY WAY BACK TO YOU Four Seasons (Phillips PHM 200-201/PHS 600-601)	42	65	MANTOVANI MAGIC (London LL 3448/PS 448)	72
16	HANG ON RAMSEY Ramsey Lewis (Cadet LP/SLP 761)	19	44	VENTURES A GO GO (Dolton BLP 2037/BST 8037)	45	66	NAT KING COLE AT THE SANDS (Capitol SMAS 2434)	68
17	DECEMBER'S CHILDREN (AND EVERYBODY'S) Rolling Stones (London LL 3451/PS 451)	15	45	THAT WAS THE YEAR THAT WAS Tom Lehrer (Reprise R/RS 6179)	44	67	BYE BYE BLUES Bert Kaempfert (Decca DL 4693/DL 74693)	74
18	GOLDEN VAULT OF HITS Four Seasons (Phillips PHM 200-196/PHS 600-196)	16	46	TEMPTIN' TEMPTATIONS (Gordy 914)	33	78	SWEET CHARITY Original Cast (Columbia KOL 6500/KOS 2900)	78
19	TURN! TURN! TURN! Byrds (Columbia CL 2454/CS 9254)	18	47	MY FAIR LADY Soundtrack (Columbia KOL 8000/KOS 2600)	47	69	IT'S MAGIC Jerry Vale (Columbia CL 2444/CS 9244)	67
20	ZORBA THE GREEK Soundtrack (20th Century Fox TFM 3167/TFS 4167)	21	48	HERE I AM Dionne Warwick (Scepter M/S 531)	51	70	HOW GREAT THOU ART Kate Smith (RCA Victor LPM/LSP 3445)	71
21	SMOKEY ROBINSON AND THE MIRACLES GOING TO A GO GO (Tamla T/S 267)	22	49	I GOT YOU/I FEEL GOOD James Brown (King 946)	32	71	CHOICE John Gary (RCA Victor LPM/LSP 3501)	77
22	WHY IS THERE AIR? Bill Cosby (Warner Bros. W/WS 1606)	25	50	NO MATTER WHAT SHAPE (Your Stomach's In) T-Bones (Liberty LRP 3439/LST 7439)	55	72	LIES Knickerbockers (Challenge CH/CHS 622)	57
23	BEACH BOYS' PARTY (Capitol MAS/DMAS 2398)	27	51	THE IN CROWD Ramsey Lewis (Cadet LP 757/S 757)	54	73	SHE'S JUST MY STYLE Gary Lewis & Playboys (Liberty LRP 3435/LST 7435)	83
24	THUNDERBALL Soundtrack (United Artists UAL/UAS 5132)	17	52	THE MEN IN MY LITTLE GIRL'S LIFE Mike Douglas (Epic LN 24186/BN 26186)	36	74	THE MAN FROM U.N.C.L.E. Soundtrack (Hugo Montenegro) (RCA Victor LPM/LSP 3475)	65
25	BACK TO BACK Righteous Bros. (Phillys 4009)	24	53	CRYING TIME Ray Charles (ABC Paramount ABC/ABCS 544)	70	75	SATIN PILLOWS AND CARELESS Bobby Vinton (Epic LN 24182/BN 26182)	58
						76	SOMEWHERE THERE'S A SOMEONE Dean Martin (Reprise R/RS 6201)	86
						77	LIGHTNIN' STRIKES Lou Christie (MGM E/SE 4360)	88
						78	MAN OF LA MANCHA Original Cast (Kapp KRL/KRS 4505)	80
						79	TAKE A RIDE Mitch Ryder & Detroit Wheels (New Voice 2000)	89
						80	MORE HIT SOUNDS OF THE LETTERMEN (Capitol S/ST 2428)	81
						81	FLOWERS ON THE WALL Statler Bros. (Columbia CL 2440/CS 9249)	49
						82	BAROQUE BEATLES BOOK Various (Elektra ELK 306/EKS 7306)	50
						83	RAVE UP Yardbirds (Epic LN 24177/BN 26177)	53
						84	ARTHUR PRY SOCK/COUNT BASIE (Verve X V-6 8646)	87
						85	MY NAME IS BARBRA Barbra Streisand (Columbia CL 2336/CS 9136)	64
						86	LOOK AT US Sonny & Cher (Atco 177)	61
						87	I WANT TO GO WITH YOU Eddy Arnold (RCA Victor LPM/LSP 3507)	97
						88	THE MOVIE SONG ALBUM Tony Bennett (Columbia CL 2472/CS 9272)	90
						89	THE IMPRESSIONS RIDIN' HIGH (ABC Paramount ABC/ABCS 545)	95
						90	FIVE O'CLOCK WORLD Vogues (Co & Ce LP 1230)	96
						91	CAPE VERDEAN BLUES Horace Silver Quintet (Blue Note 4220)	100
						92	THE 'NEW' LOOK Fontella Bass (Checker LP 2497)	92
						93	THE DUCK Jackie Lee (Mirwood MW 7000)	93
						94	I'LL REMEMBER YOU Roger Williams (Kapp KS 3470)	98
						95	FOR ANIMALS ONLY Baja Marimba Band (A & M LP/SP 113)	99
						96	OUR TIME'S COMING Dino, Desi, & Billy (Reprise R/RS 6149)	82
						97	MICHELLE Billy Vaughn (Dot DLP 3679/25679)	94
						98	THE MARVEULETTES' GREATEST HITS (Tamla 253/S 253)	—
						99	THE BATMAN THEME Markettes (Warner Bros. W/WS 1642)	—
						100	SOUL SESSION Jr. Walker & The All Stars (Soul 702)	—

LOOKING AHEAD ALBUMS

1	HAPPINESS IS Ray Conniff (Columbia CL 2461/CS 9261)	8	HENRY MANCINI PRESENTS ACADEMY AWARD SONGS (RCA Victor LPM/LSP 6013)	14	BEST OF LITTLE ANTHONY & THE IMPERIALS (DCP DCS 6809)	21	FREDDY CANNON'S GREATEST HITS (Warner Bros. W/WS 1628)
2	ELLA AT DUKE'S PLACE Ella Fitzgerald & Duke Ellington (Verve V/V-6 4070)	9	ROLL OUT THE RED CARPET Buck Owens (Capitol T/ST 2443)	15	AN EVENING WASTED WITH TOM LEHER (Reprise R/RS 6199)	22	COMFORT ME Carla Thomas (Stax 706/S 706)
3	ONLY THE BIG ONES Floyd Cramer (RCA Victor LPM/LSP 3533)	10	A TASTE OF HONEY & OTHER GOODIES Village Stompers (Epic LN 24180/BN 26180)	16	A TASTE OF TEQUILA Mariachi Brass (World Pacific WP/WPS 1839)	23	SUNDAY & ME Jay & Americans (United Artists UAL 3474 UAS 6474)
4	VILLAGE CALLER Johnny Lytle (Riverside 480/S 9480)	11	WHEN YOU'RE IN LOVE THE WHOLE WORLD IS JEWISH Various (Kapp KRL 4506/KRS 5506)	17	THE BEST OF JIM REEVES VOL. II (RCA Victor LPM/LSP 3482)	24	RIGHT NOW Lainie Kazan (MGM E/SE 4340)
5	THE SCREEN SCENE Peter Nero (RCA Victor LPM/LSP 3496)	12	RONNIE DOVE'S GREATEST HITS (Diamond D/SD 5005)	18	OUR MAN FLINT Soundtrack (TFM 3179/TFS 4179)	25	SOUP & ONIONS/SOUL COOKIN' Roy Meriwether Trio (Columbia CL 2435/CS 9233)
6	ORBISON WAY Roy Orbison (MGM E/SE 4322)	13	MIMI HINES SINGS (Decca DL 4709/DL 74709)	19	SPANISH GREASE Willie Bobo (Verve V/V-6 8631)	26	RUMPROLLER Lee Morgan (Blue Note 4199)
7	EVERYBODY GOTTA BE SOMEPLACE Myron Cohen (RCA LPM/LSP 3534)			20	PART TWO—THE FERRANTE & TEICHER CONCERT (United Artists UAL 3475/UAS 6475)	27	BATMAN & ROBIN Dan & Dale (Tifton 78002)
						28	UNBELIEVABLE Billy Stewart (Chess LP 1499)

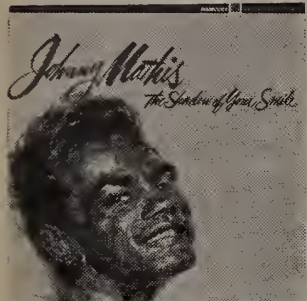
POP PICKS



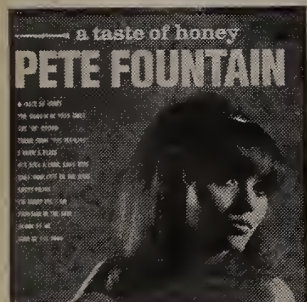
MY LOVE—Petula Clark—Warner Bros. 1630
The dynamic Pet Clark brings a host of both recent and standard goodies to this LP titled after her latest smash single "My Love." Each of the twelve tunes are filled with the power, emotion and complete musicality that the lark brings to all her work. With "We Can Work It Out," "If I Were A Bell" and "The Life And Soul Of The Party," among others, backing the title tune, this package is destined for tons of action.



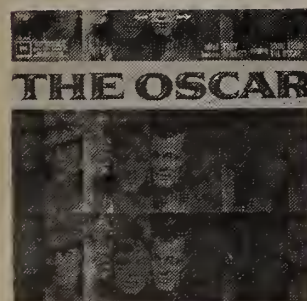
BYE BYE BLUES—Brenda Lee—Decca DL 4755/74755
Brenda Lee, who has been successful in the country, rock and pop fields, comes across with a performance aimed at her fans in all of these areas. The wild Brenda Lee sound gets a thorough workout in this dynamic Decca package, with the lark's verve and vitality powerfully enhanced by ultra-sweet ork arrangements. Each of the twelve tracks in the LP are worthy of lots of spins.



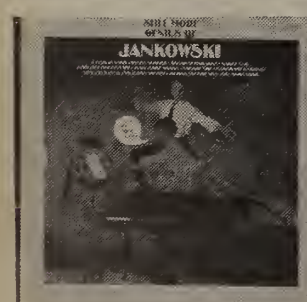
THE SHADOW OF YOUR SMILE—Johnny Mathis—Mercury MG 21073/SR 61073
The captivating style of Johnny Mathis is showcased on this fine collection of beautiful evergreens. Backed by a sweet ork, the chanter projects his showmanship by giving each tune heart-warming treatment and individual appeal. Lovers of good music should find a wealth of material with tracks like "A Taste Of Honey," "Moment To Moment" and "Yesterday." Great listening throughout the offering.



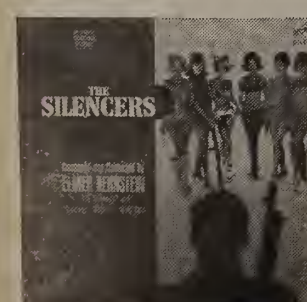
A TASTE OF HONEY—Pete Fountain—Coral 757486
Pete Fountain still has the flavor of New Orleans in his clarinet on this LP featuring mostly recent chart items done up in some lovely arrangements. Fountain's licorice stick glistens over "A Taste Of Honey," haunts throughout "The Shadow Of Your Smile" and stomps through "The 'In' Crowd," giving the disk great range as a satisfier of varied musical tastes. LP should be a top item in the growing Fountain catalog.



THE OSCAR—Faith/Original Soundtrack—Columbia OL 6550/OS 2950
The recently-opened Joseph E. Levine production "The Oscar" is sure to be a big box-office draw and this Columbia soundtrack package should get equally good results. Highlighted by an all-star cast that includes such names as Stephen Boyd, Elke Sommer, Milton Berle, Ernest Borgnine and Troy Bennett, the film is spiced by a powerful soundtrack from the multi-award-winning pen of Percy Faith. In addition to the top instrumental tracks throughout, the album boasts of a Tony Bennett vocal in "Maybe September."



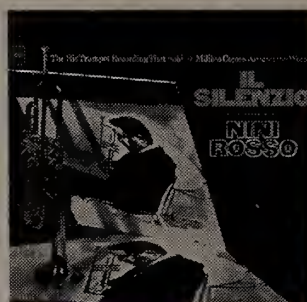
STILL MORE GENIUS OF JANKOWSKI—Horst Jankowski—Mercury MG 21076/SR 61076
Composer, arranger, pianist Horst Jankowski has a fitting follow-up to his "Genius" and "More Genius" LPs with this collection. Present here, as in his two previous packages, is the inimitable Jankowski touch. Good music spinners will have a host of selections to choose from with such tracks as the musician's unique interpretation of "A Taste Of Honey," all time favorite "Twilight Time" and a new composition entitled "Black Forest Holiday." Watch this one.



THE SILENCERS—Bernstein/Original Soundtrack—RCA Victor LOC/LSO 1120
The latest of the paperback superspies to emerge on the silver screen, Matt Helm is showcased in Columbia Pictures' "The Silencers," which stars Dean Martin (as the derring-do government agent), Cyd Charisse, Stella Stevens and Daliah Lavi. The pulsing excitement of the plot is matched and enhanced by the excitement of the soundtrack, composed and conducted by Elmer Bernstein. Good action can be expected from spy fans. Some of the tracks include "Spy Chase" and Vikki Carr's vocal of "The Silencers."



THE BEST OF RONNIE DOVE—Diamond D/SD 5002
Consistently decorating the hit singles and albums chart, Ronnie Dove has collected a whole flock of his recent and while-back winners and packaged them in one highly commercial album. Kicking off the session with his "Say You" winner, the chanter continues in the same winning vein with such memorables as "One Kiss For Old Times' Sake" and "I'll Make All Your Dreams Come True," among other Dove favorites. Buyers should get on this one in a hurry.



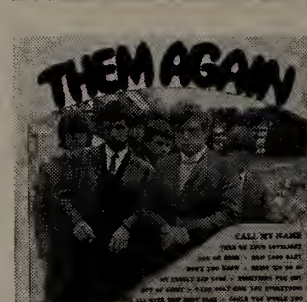
IL SILENZIO—Nini Rosso—Columbia CL 2464/CS 9264
Italian trumpeter Nini Rosso has a potent sales package with this LP named after and including his international hit single, "Il Silenzio." Rosso's style and his ability to interpret a song, combined with the bevy of melodies included, make this package a thoroughly enjoyable listening experience. Good listening bets, in addition to the title track, are "Nostalgia," "Theme From Tchaikovsky's Piano Concerto No. 1" and Chopin's "Nocturne."



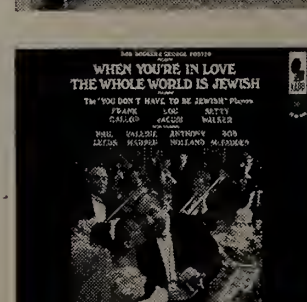
SANDY—Ronny & The Daytonas—Mala 4002
Ronny and the Daytonas have follow-up LP to their "Sandy" click that should charm and entrance teens everywhere. The tracks are smooth, melodic and sweet and should set the mood at lots of late hours parties. In addition to the title track, "If I Had My Way" and "Somebody To Love Me" are just a sampling of the pretty romancers on the disk.



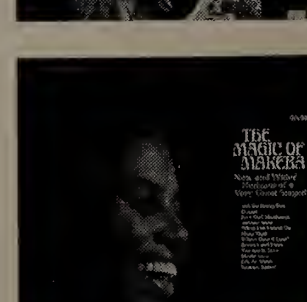
TAKE ME FOR WHAT I'M WORTH—Searchers—Kapp KL 1477
An English foursome that has scored well on this side of the Atlantic, the Searchers have dished up another walloping album session, dubbed after their latest charter, "Take Me For What I'm Worth." In addition to rocking with the frantic title track, the group wails with such danceables as "You Can't Lie To A Liar" and "Don't You Know Why," making a potent package for the teen consumers. Should be big.



THEM AGAIN—Parrot PA 61008/PAS 71008
Them should add many fans to their following with this driving rhythm-laden LP. In the package, the group moves very close to the jazz idiom by introducing vibes, saxophone and flute. Songs included are "Could You Would You," a tune penned by Them's lead singer Van Morrison, Bob Dylan's "It's All Over Now, Baby Blue," and jazz oriented "Don't You Know." Powerful tunes and the group's fine presentation could make this one a winner.



WHEN YOU'RE IN LOVE THE WHOLE WORLD IS JEWISH—Various Artists—Kapp KRL 4506/KRS 5506
Following up its giant comedy production, "You Don't Have To Be Jewish," Kapp Records has followed through with another chartbound laugh session called "When You're In Love The Whole World Is Jewish." Bob Booker and George Foster, who, in addition to the aforementioned smash, wrote and produced the record-breaking "First Family" LP, are also responsible for this side-splitting effort. Heavy sales can be expected real soon.



THE MAGIC OF MAKEBA—Miriam Makeba—RCA Victor LPM/LSP 3512
Miriam Makeba has captivated audiences for many years, and this LP could possibly be one of her finest efforts. The songstress has culled material from various sources, and the resulting album shows the broad range of her talent. Included is "When I've Passed On," written by her bass player, Bill Salter, "Sunrise, Sunset," a melody from "Fiddler," set here in bossa nova style, and the South African tune, "Oxgam." A strong bid for chart honors.

Closeup of TV star
Mike Douglas.
Dissolve from
one big hit single
to another.

"Here's to My Jenny"

5-10002

And his album
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LN 24186/BN 26186 Stereo



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POP BEST BETS

JAZZ PICKS



GREATEST HITS—THE EARLY YEARS—
Frank Sinatra—Columbia CL 2474/CS 9274

One of show business' most versatile performers, Frank Sinatra still rides at the top of the male vocalist lists after a generation on the recording scene. For the hordes of the crooner's fans, Columbia has dug into its vaults to come up with a priceless collection of tunes that helped rocket Sinatra to stardom. Among the past giants included on the LP are "Sunday, Monday Or Always" and "The Coffee Song." A must for good music fans.



MISS SMITH GOES TO NASHVILLE—Connie Smith—RCA Victor LPM/LSP 3520

Country singer Connie Smith not only went to Nashville—she conquered it, and this LP proves why. Backed by country orking and singing, the lark serves up a tasty group of evergreens plus her recent chart rider, "If I Talk To Him," her current winner, "Nobody But A Fool," and "I Don't Have Anyplace To Go." The lark's big voice and the selection of material should make this collection a big favorite with lovers of the sound.



JODY MILLER SINGS THE GREAT HITS OF BUCK OWENS—Capitol T/ST 2446

Songstress Jody Miller comes on strong with this package of hits by country artist Buck Owens. Accompanied by a rocking rhythm section, with strings and horns in the background, the lark gives new meaning to the ballads and a fresh approach to the uptempo numbers. With such songs as "Act Naturally," "Crying Time" and "Under Your Spell Again," the album could be a winner in both the C&W and pop fields.



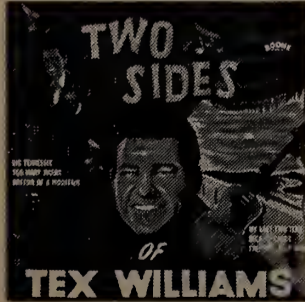
JANE MORGAN IN GOLD—Jane Morgan—Epic LN 24190/BN 26190

One of pop music's most charming representatives, Jane Morgan is sure to attract heaps of attention from good music spinners and buyers with this molten gold session. The warm, earthy style of the artist is set to a handpicked collection of biggies from the contemporary chart scene and the impeccable ork and vocal arrangements make this one of her best LP efforts to date. Top rungers in the set include "Yesterday" and "1-2-3."



'BOUT CHANGES AND THINGS—Eric Andersen—Vanguard VRS 9206/VSD 79206

Among the rising young composer-artists in today's folk field is Eric Andersen, as this, his second Vanguard LP, attests to. Ten of the twelve tunes on this disk were penned by Andersen and each is a poetic expression designed to draw a reaction from the listener, a task that is successfully accomplished. From the lyrical "Violets Of Dawn" to the haunting "Thristy Boots," Andersen takes steps to please his fans.



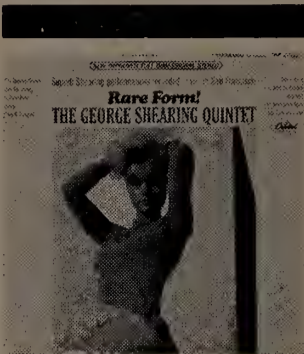
TWO SIDES—Tex Williams—Boone LP/LSP 1210

Tex Williams has been making quite a bit of noise of late on the country charts and could make equal noise with this his first Boone LP. All of his recent hit singles have been included in the package, with such titles as "Too Many Tigers" and "Bottom Of A Mountain" giving the set a generous heaping of sales potential. Other tracks include c&w favorites "Lonesome 7-7203" and "Deck Of Cards."



WE DIG PAT DAHL—Audio Fidelity AFSD 6157

In her album debut on Audio Fidelity, Pat Dahl comes across with a performance that may win her a large audience in short order. Sultry, smoky interpretations have been set to a tasty lineup of tunes, including such unusual items as "Stout-hearted Men" and "On The Good Ship Lollipop," while the songstress swings with oldies like "I'm In Love With the Honorable Mr. So & So" and "Show Me."



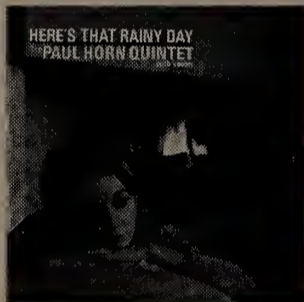
RARE FORM!—George Shearing Quintet—Capitol T/ST 2447

George Shearing should find a warm reception to his collection of melodies that range from Broadway-Hollywood hits to melodic Shearing originals. Recorded live at the Black Hawk Club in San Francisco, the session opens with the throbbing vitality of "The Sweetest Sounds," moves to the Shearing-penned "Station Break" and closes with the humorous "Bop, Look And Listen." With the lovely sound of the quintet, the LP makes for top listening.



STAGE RIGHT—Oscar Peterson Trio—VSP/VSPS 11

This lovely set of easy to listen to jazz is one of the initial entries on MGM new VSP jazz budget line. Peterson and his trio should easily satisfy their many fans' cravings with such top notch tracks as "Tenderly," "Anything Goes" and "Baby, Baby All The Time." This live audience LP should be a sure sales item with jazz buffs.



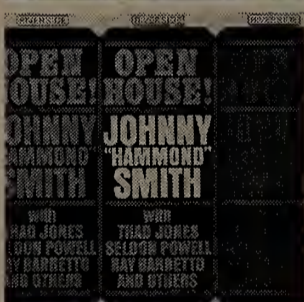
HERE'S THAT RAINY DAY—Paul Horn Quintet—RCA Victor LPM/LSP 3519

Setting a mood is the goal of this LP, a goal that it masterfully fulfills. With Horn altering between several flutes and the clarinet, while the backing of vibes, bass, drums and piano weave a soft web of haze over the proceedings, a number of well known tunes carry the listener off into a dream world. Some of the blue ribbon efforts include "Laura," "On A Clear Day" and the title track.



BUTTERCORN LADY—Art Blakey & The New Jazz Messengers—LS 86034

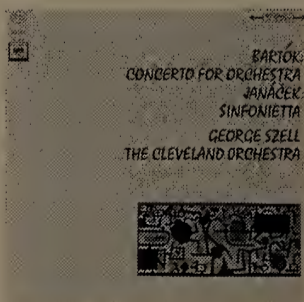
Art Blakey has formed a new group of "Jazz Messengers" and this handsomely packaged disk serves as their recorded introduction. The quintet sound is powerful, and well knit at all times, with Blakey's polyrhythmic drums setting the path so ably travelled by the group. The driving reading of "Secret Love" and the calypso flavored title tracks are but one third of the groovy cuts on this disk.



OPEN HOUSE—Johnny "Hammond" Smith—Riverside 482

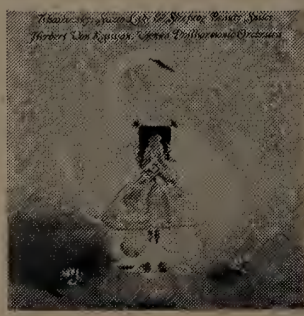
The smooth, pretty, jazz organ of Johnny "Hammond" Smith leads the way on this easy going softly swinging outing. With plenty of exposure allowed on the disk for the likes of trumpeter Thad Jones and sax man Seldon Powell, the sounds put down are varied, without any loss of quality. Outstanding efforts include "Blues For Dede," "I Remember You" and the title track.

CLASSICAL PICKS



BARTOK/CONCERTO FOR ORCHESTRA; JANACEK/SINFONIETTA FOR ORCHESTRA—Szell/Cleveland Orchestra—Columbia ML 6215/MS 6815

These two excellent works are given masterful interpretations by the Cleveland Orchestra and maestro George Szell. Bartok's piece was one of his last, written in America, and is coming to be recognized as one of his finest. Janacek, who was formerly only recognized in his native Czechoslovakia, has as have many others, only come to fame posthumously, and this piece serves as a strong introduction to this composer.



TCHAIKOVSKY/SWAN LAKE & SLEEPING BEAUTY SUITES—Von Karajan/Vienna Philharmonic—London CM 9452/CS 6452

Tchaikovsky's first and second ballets are both represented on this LP, as rendered by the renowned Vienna Philharmonic Orchestra under the baton of Herbert Von Karajan. The two internationally hailed pieces are given readings (although out of sequence) that will bring fond reminiscences to those who have seen and enjoyed these works performed and enjoyment to lovers of classical music in general.

Singled out for stardom:

Name:
THE JAMES BOYS
Single out:
"BAD REPUTATION"
4-43488



Name: PFC.
DEXTER ALDER
Single out:
"PAPER DOLL"
c/w "DON'T BLAME ME"
4-43545



Name: EIGHT FEET
Single out:
"BOBBY'S COME A
LONG, LONG WAY"
4-43505



On COLUMBIA RECORDS 

Frost, Friedmann To New Masterworks A&R Posts



THOMAS FROST



JANE FRIEDMANN

NEW YORK—Thomas Frost and Jane Friedmann have been appointed to newly created posts in Columbia Records' Masterworks A&R dept., reports John McClure, direction of the section. Frost will serve as executive producer of Masterworks A&R. Friedmann has been appointed manager of administration.

Frost will be responsible to McClure for recording artists and ensembles as assigned. Artists currently assigned to Frost include Vladimir Horowitz, Eugene Ormandy and the Philadelphia Orchestra, Isaac Stern, Rudolf Serkin and the Mormon Tabernacle Choir. During his six years at Columbia Records, Frost has also produced recordings of Bruno Walter, George Szell and many other distinguished artists. In 1963, he was awarded a Gold Record for "The Glorious Sound of Christmas," featuring Eugene Ormandy and the Philadelphia Orchestra, which sold in excess of \$1 million during its initial release to qualify for an RIAA gold disk.

A veteran of 14 years in the recording industry, Frost has held positions at both Decca Records and Urania Records. In 1958, Frost studied conducting at the Accademia Chigiana in Siena, Italy.

Jane Friedmann, in her new capacity, will be responsible to McClure for assisting in planning and implementing Masterworks recording and release schedules and assisting in the preparation and maintenance of Masterworks budgets. She will also maintain departmental liaison with CBS Records International and Artists and Repertoire managements of overseas affiliates relative to product utilization and artist relations.

Prior to this assignment, she served as manager of classical A&R and servicing at CBS Records International. In addition, she has held positions with the Columbia Records Sales Corporation and with Epic Records' classical A&R.

AF Spring Sales Program Features Six Albums

NEW YORK—Harold Drayson, vice president of Audio Fidelity Records, has announced that six new LPs will be included in the Spring Sales Program, which offers a one on six deal.

Included in the Program are two classical releases, Beethoven's 3rd Symphony, popularly known as Eroica, and Beethoven's 7th Symphony, recorded by the Vienna State Opera Orchestra conducted by Michael Gielen. Both LPs are part of the label's First Component Series.

Another LP, "The Zigani Ballet," features this ballet troupe of dancers and musicians doing their native Hungarian Gypsy music. Also included in the releases are "Viva Marichi," recorded in Mexico by Arcadio Elias, and two pop oriented instrumentals, "Hit The Road Jack," pianist Jack LaForge's first release for the label under his new exclusive contract, and "Starry Eyed and Breathless," the first waxing for the firm by the Irv Spice Strings and Orchestra. Jack LaForge's Orchestra will be featured with him on the "Hit The Road Jack" LP.

Music, Music, Music Expands

NEW YORK—Music, Music, Music, publishers of "The Ballad Of The Green Berets," S/Sgt. Barry Sadler's chart-topping RCA Victor single, will expand its offices on Mar. 15 with a move to 509 Madison Ave. here. Chet Gierlach and Phyllis Fairbanks, execs of the pubbery, have also announced that Victoria Melville will be joining their staff as office manager. Miss Melville, who was formerly the executive administrator of The Tower of Light at the New York World's Fair, will be supervising copyrights, foreign contracts, etc.

Gierlach and Fairbanks have also announced that Sadler, who wrote "The Ballad Of The Green Berets" as well as recording it, signed with Music, Music, Music as an exclusive writer. In addition to publishing the hit single, the firm also owns the copyrights to the 12 tunes in his best-selling Victor LP.



88'ER SIGNS IN — Pianist-composer-arranger Jack LaForge recently pacted with Audio Fidelity Records, represented here by A&R man Eddie Newmark (left) and president Herman D. Gimbel. La Forge will record a minimum of four LPs for the label over the next two years. The first package will be tagged "Hit The Road, Jack" set for release this week.

Victor Gets Hefti Under Long-Term Deal

NEW YORK—Neal Hefti has inked a long-term, exclusive contract as an artist with RCA Victor Records, it was announced last week by Steve Sholes, the label's pop A&R v.p.

Hefti, who of late has been concentrating on the scoring of major films already has a hit with Victor in the single "Batman Theme," which he composed as the signature tune to the highly-rated new ABC-TV series, "Batman." The LP, "Batman Theme, and 11 Other Hefti Bat Themes," is also on the charts.

As a composer, Hefti is also represented in the Victor catalog with his soundtrack score to the film "Boeing-Boeing." In addition to that score, Hefti has composed, arranged and conducted the scores to "Lord Love A Duck," "Harlow," "How To Murder Your Wife," "Synanon" and "Sex And The Single Girl."

From the score to "Harlow," Hefti's song, "Girl Talk," is nominated in several categories for a Grammy Award this year.

Hefti is also the composer of several all-time standards such as "Lil Darlin'," "Cute," and "Coral Reef." He has worked in one capacity at one time or another with such industry names as Count Basie, and Frank Sinatra.

A west coast resident, Hefti's records will be produced in the RCA Victor studios in Hollywood by Neely Plumb.

MGM Releases Single Featuring Voice Of Hank Williams

NEW YORK—MGM Records has released a new single featuring the voice of the late Hank Williams in one of his classic song efforts, "I'm So Lonesome I Could Cry." The original Williams' track has been augmented and updated with strings, vocal choir and a modern Nashville piano sound. The entire concept was conceived and supervised by MGM Nashville A&R producer Jim Vienneau. The new backgrounds were cut in Nashville and arranged by Bill McElhiney.

Both Vienneau and the MGM exec team and Wesley Rose, head of Acuff-Rose Publications, which owns the copyrights, feel that the disc will command substantial new airplay and sales activity in view of the current success of the song through a version by B. J. Thomas on the Scepter label. The flip side of the new disc is another Williams' classic, "You Win Again."

According to the firm, the disc marks the start of a new campaign on Hank Williams product, in which singles and albums featuring the late singer-composer will be issued, all carrying the modernized background approach.

Gensler To Open Manhattan Disk Shop

NEW YORK—Mickey Gensler, formerly of the Spinning Disc record shop in the Bronx, N. Y., will open his own retailer disk store, Teen Discos, Inc., at 150 West 34th St., in Manhattan. He expects to be doing business there about April 1. The store is right opposite the R. H. Macy's department store.

Hickory Names New Distributors

NASHVILLE—Hickory Records has changed distributors in both the Philadelphia and Memphis markets, it was announced by the firm's sales manager, Lester Rose.

In Philadelphia, the entire Hickory line including its pop and country album and singles catalog will henceforth be handled by Chips Distributing Co. The line was formerly distributed by Quaker City Distributing.

In Memphis, the Hickory line will be handled by Memphis Delta, which is part of the Paul Glass firm. McDonald formerly handled Hickory in Memphis.



TOP 50 IN R&B LOCATIONS

1	634-5789	Wilson Pickett (Atlantic 2320)	6
2	BABY SCRATCH MY BACK	Slim Harpa (Excello 2273)	2
3	ONE MORE HEARTACHE	Marvin Gaye (Tamla 54129)	6
4	I'M TOO FAR GONE (TO TURN AROUND)	Bobby Bland (Duke 393)	3
5	DEAR LOVER	Mary Wells (Atco 6392)	7
6	MY BABY LOVES ME	Martha & Vandellas (Gordy 7048)	8
7	UP TIGHT	Little Stevie Wonder (Tamla 54124)	4
8	LOVE MAKES THE WORLD GO AROUND	Dean Jackson (Carla 2526)	9
9	THE LOVE YOU SAVE (MAY BE YOUR OWN)	Joe Tex (Dial 4026)	19
10	DON'T MESS WITH BILL	Marvelettes (Tamla 54126)	5
11	STOP HER ON SIGHT (S.O.S.)	Edwin Starr (Ric Tic 109)	14
12	PHILLY DOG	Markeys (Stax 185)	18
13	SATISFACTION	Otis Redding (Volt 132)	10
14	THE CHEATER	Bob Kuban (Musicland USA 2001)	16
15	EYE SIGHT TO THE BLIND	B. B. King (Kent 441)	17
16	NO MAN IS AN ISLAND	Van Dyke (Mala 520)	25
17	AIN'T THAT A GROOVE	James Brown (King 6025)	20
18	PEEPIN' & HIDIN'	Lloyd Price (Double L 736)	27
19	I WANT SOMEONE	Mad Lads (Volt 131)	24
20	PUT YOURSELF IN MY PLACE	Elgins (V.I.P. 25029)	26
21	PLEASE DON'T HURT ME	Chuck Jackson & Maxine Brown (Wand 1109)	29
22	SEARCHING FOR MY BABY	Bob Moore (Checker 1129)	30
23	A LITTLE BIT OF SOAP	Exciters (Bang 515)	21
24	CRYING TIME	Ray Charles (ABC Paramount 10739)	11
25	SHAKE ME, WAKE ME	Four Tops (Tamla 1090)	21
26	GET READY	Temptations (Gordy 7049)	36
27	THIS CAN'T BE TRUE	Eddie Holman (Parkway 960)	12
28	I SPY FOR THE F.B.I.	Jamo Thomas (Thomas 303)	33
29	SHE BLEW A GOOD THING	Poets (Symbol 214)	40
30	YOUR P-E-R-S-O-N-A-L-I-T-Y	Jackie Lee (Mirwood 5509)	38
31	MY WORLD IS EMPTY WITHOUT YOU	Supremes (Motown 1089)	13
32	BABY I NEED YOU	Manhattans (Carnival 514)	39
33	GOING TO A GO GO	Miracles (Tamla 54127)	15
34	SHATTERED DREAMS	Lowell Fulson (Kent 440)	42
35	YOU'VE GOT MY MIND MESSED UP	James Carr (Gold Wax 302)	44
36	RIB TIPS	Andre Williams Orch (Avin 103)	23
37	THIS OLE HEART OF MINE	Isley Brothers (Tamla 54128)	45
38	I DIG YOU BABY	Lorraine Ellison (Mercury 72472)	31
39	DO SOMETHING FOR YOURSELF	Bobby Powell (Whit 715)	46
40	CHAIN REACTION	Spellbinders (Columbia 43522)	—
41	CLEO'S MOOD	Jr. Walker & All Stars (Soul 35017)	28
42	SINCE I FEEL FOR YOU	Odessa Havis (Uptown 720)	47
43	TOGETHER TILL THE END OF TIME	Brenda Holloway (Tamla 3425)	—
44	DESIREE	Charts (Wand 1112)	48
45	GET OUT OF MY LIFE WOMAN	Lee Dorsey (Amy 945)	32
46	MY PRAYER	Johnny Thunder (Diamond 196)	49
47	HAPPINESS IS ALL I NEED	Z. Z. Hill (Kent 439)	—
48	NIGHT TRAIN	Viscounts (949)	50
49	DO YOU FEEL IT	Little Richard (Modern 1019)	34
50	SMOKEY JOE'S LA LA	Googie Rene Combo (Class 1517)	—

ALL THE WAY TO THE TOP #19 CASH BOX

"BABY SCRATCH MY BACK"

SLIM HARPO

Excello 2273



177 3rd Ave. No., Nashville, Tenn. 615-242-2215

TEARS AND HEARTACHES



KAY STARR (CAPITOL)

MILLS MUSIC, INC.



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'SHAPES OF THINGS'

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'SHAPES OF THINGS'

5-9891



by THE
YARDbirds



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BASIC ALBUM INVENTORY

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers.

AUDIO FIDELITY

Banda Taurina Oscar Brand	The Brave Bulls! Bawdy Songs & Backroom Ballads, Vol. 2	1801	5801
Pedro Garcia	Cha, Cha, Cha, Vol. 1	1806	5810
Jo Basile	Accordion De Paris, Vol. 1	1810	5815
Mariachis	Fiesta En Mexico	1816	5816
Jo Basile	Rome With Love, Vol. 1	1822	5822
Dukes of Dixieland	The Dukes Of Dixieland	1823	5823
Johnny Puleo & Harmonica Gang	Johnny Puleo & Harmonica Gang, Vol. 1	1830	5830
Bakkar	Port Said, Vol. 1	1833	5833
	Railroad Sounds, Steam & Diesel	1843	5843
Al Hirt	Al Hirt At Dans Pier 600	1877	5877
Al Hirt	Al Hirt Swingin' Dixie, Vol. 2	1878	5878
Oscar Brand	Bawdy Songs and Ballads, Vol. 1	1906	
Lionel Hampton Orch.	Hamp's Big Band	1913	5913
Bakkar	Dances of Port Said, Vol. 5	1922	5922
L. Armstrong	Louie & Dukes of Dixieland	1924	5924
Jo Basile & Orch.	Paris With Love	1938	5938
Patachou	Patachou Swings, Hit B'dway Show Tunes	1948	5948
Dukes of Dixieland	The Best of the Dukes of Dixieland	1956	5956
Dick Dia	Magnificent Mandolins	1963	5963
Louis Armstrong	The Best of Louis Armstrong	2132	6132
Leon Berry	The Best of Theatre Organ	2139	6139
	Sound Effects, Vol. 1	3006	7006
	Sound Effects, Vol. 2	3010	7010
	Sound Effects, Vol. 3	3011	7011

MUSICOR

Gene Pitney	Big 16	2008
Gene Pitney	It Hurts To Be In Love	2019
Gene Pitney	Big 16 Vol. 2	2043
George Jones & Gene Pitney	George & Gene	2044
Gene Pitney	I Must Be Seeing Things	2056
George Jones	New Country Hits	2060
Gene Pitney	Looking Through The Eyes Of Love	2069
Gene Pitney & Melba Montgomery	Being Together	2077
Tito Rodriguez	Tito Number 1	2084
Tito Rodriguez	My Heart Sings For You	2063
Gene Pitney	Big 16 Vol. 3	2085
George Jones	Love Bug	2088
3 Sons	16 Greatest Hits	2090
George Stone	Popular Organ Favorites	2083
Al Soyka	Famous Polish Polkas	2080

PRESTIGE

Stan Getz	Stan Getz' Greatest Hits	M/S 7337
Shirley Scott & Stanley Turrentine	Blue Flames	M/S 7338
Kenny Burrell with Jack McDuff Quartet	Crash	M/S 7347
Don Patterson with Booker Ervin	Hip Cake Walk	M/S 7349
Eric Dolphy	Eric Dolphy in Europe Vol. 2	M/S 7350
Bobby Timmons	Chunking	M/S 7351
Miles Davis	Miles Davis Plays For Lovers	M/S 7352
John Coltrane	Bahia	M/S 7353
Shirley Scott	Sweet Soul	M/S 7360
Brother Jack McDuff Quartet	The Concert McDuff	M/S 7362
Thelonious Monk	The Golden Monk	M/S 7363
Willis Jackson with Jack McDuff	Together Again	M/S 7364
Gene Ammons	Angel Eyes	M/S 7369
Sonny Stitt with Booker Ervin & Don Patterson	Soul People	M/S 7372
Miles Davis	Jazz Classics	M/S 7373
Tom Rush	Folk Songs, etc.	M/S 7374
John Coltrane	The Last Trane	M/S 7378
Mose Allison	The Seventh Son	M/S 7279
Don Patterson with Sonny Stitt & Booker Ervin	Patterson's People	M/S 7381
Bobby Timmons with Johnny Lytle	Workin' Out	M/S 7387
Yusef Lateef	The Sounds of Yusef	M/S 7398
Johnny "Hammond"		
Smith	The Stinger	M/S 7408
Johnny "Hammond"		
Smith	Opus De Funk	M/S 7420
Modern Jazz Quartet	The Modern Jazz Quartet Play For Lovers	M/S 7421
Brother Jack McDuff	Hot Barbecue	M/S 7422
Stan Getz	Jazz Classics	M/S 7434
Richard "Groove" Holmes	Soul Message	M/S 7435
Eric Kloss with Don Patterson	Introducing Eric Kloss with Don Patterson	M/S 7442
Tom Rush	Got A Mind To Ramble	M 14003
Dave Van Ronk	Folk Singer	M 14012

ROULETTE

Don Adams	Don Adams The Detective	(S)R 25317
Sarah Vaughan	Sarah + 2	(S)R 52118
Eddie Palmieri	Mambo Con Conga Es Mozambique	(S)LP 1126
Tito Puente/La Lupe	Homenaje A Rafael Hernandez	(S)LP 1131
Joe Cuba Sextet	Bailadores	(S)LP1124
Tito Puente/La Lupe	Tu Y Yo (You 'n' Me)	(S)LP 1125
Dizzy Gillespie & Charlie Parker	Diz & Bird-The Beginning	(S)K 106
Count Basie & Various Artists	Count Basie Friends	(S)K 107
Sonny Lester	Music To Keep Your Husband Happy	(S)K 108
Pearl Bailey	Pearl Bailey Sings For Adults Only	(S)R 25016
Jimmie Rodgers	15 Million Sellers	(S)R 25179
Ann Corio	How To Strip For Your Husband	(S)R25186
Little Egypt & Sonny Lester Orch.	How To Belly Dance For Your Husband	(S)R 25202
Various Artists	20 Original Winners	R 25249
Various Artists	20 Original Winners—Vol. 3	R 25263
Various Artists	20 Original Winners—Vol. 4	R 25264
Hugo & Luigi Chorus	Cascading Voices	(S)R 25283
Dinah Washington	The Best of Dinah Washington	(S)R 25289
Various Artists	20 Original Winners of 1964	(S)R 25293
Little Anthony & The Imperials	The Greatest Hits of Little Anthony & The Imperials	R 25294
Various Artists	20 Big Boss Favorites	(S)R 25304
Count Basie & His Orch.	Basie	(S)R 52003
Joe Williams	A Man Ain't Supposed to Cry	(S)R 52005
Joe Williams/Count Basie	Everyday I Have the Blues	(S)R 52033
Sarah Vaughan	Sarah Sings Soulfully	(S)R 52116
Maynard Ferguson	The Maynard Ferguson Years	(S)K 101
Count Basie	The Count Basie Years	(S)K 102
Stan Getz	The Stan Getz Years	(S)K 103
Dinah Washington	The Dinah Washington Years	(S)K 104
Sarah Vaughan	The Sarah Vaughan Years	(S)K 105
Various Artists	The Birdland Story	(RB-2)
Chantels	The Chantels	LP 301
Imperials	We Are The Imperials	LP 303
Various Artists	Alan Freed's Memory Lane	LP 314
Teenagers	The Teenagers	GLP 701
Joan Baez	The Best Of Joan Baez	(S)SQ 33001
Mahalia Jackson	In The Upper Room With Mahalia Jackson	LP 474
Mahalia Jackson	The Best Of Mahalia Jackson	LP 500
Tito Puente/La Lupe	Tito Puente Swings—The Exciting Lupe Sings	(S)LP 1121
Eddie Palmieri	Azucar Pa' Ti (Sugar For You)	(S)LP 1122
Stan Getz/ Johnny Simth	Moonlight In Vermont	LP 2551

STARDAY

Various Artists	Country Music Hall of Fame Vol. 5	9-360
Various Artists	Country Music Hall of Fame Vol. 4	9-295
Various Artists	Country Music Hall of Fame Vol. 2	9-190
George Jones	George Jones Story	8-366
Various Artists	C&W Who's Who—With Picture Scrapbook	8-304
Various Artists	That's Truck Drivin'	357
Oak Ridge Boys	Sensational Oak Ridge Boys	356
Johnny Bond	Famous Hot Rodders	354
Willis Bros.	The Willis Bros.—Juke Box Hits	353
Copas, Cline, Hawkins	Gone But Not Forgotten	346
Kenny Roberts	Indian Love Call	336
George Jones	George Jones	335
Johnny Bond	Ten Little Bottles	333
Lewis Family	The First Family of Gospel Music	331
Buck Owens	Fabulous CM Sound of Buck Owens	324
Willis Bros.	The Willis Bros.—40 Acres	323
Roger Miller	Roger Miller—Madcap Sensation	318
Joe Maphis	Joe Maphis, King of the Strings	316
Various Artists	Country Girl Hall of Fame	313
Various Artists	Let's Hit the Road—Truck Driver's Songs	306
Dottie West	Dottie West, Country Girl Sensation	302
Johnny Bond	Johnny Bond—Hot Rod Lincoln and Others	298
Pee Wee King & Redd Stewart	Back Again!	284
Various Artists	Fingers On Fire!	283
Various Artists	Slipping Around	261
Various Artists	Diesel Smoke Dangerous Curves	250
Cousin Minnie Pearl	Howdee!	224
Various Artists	The Bluegrass Hall of Fame	181
Arthur "Guitar Boogie" Smith	Mister Guitar	173
Lewis Family	The Lewis Family	161
George Jones	George Jones Sings His Greatest Hits	150
Various Artists	Glorious Sound of Gospel and Sacred	2-355
Various Artists	Wonderful World of Country Music— Vol. 2	2-320
Various Artists	Grassroots! Old Time Country Music	2-292
Various Artists	Unforgettable Country Instrumentals	2-277
Various Artists	Wonderful World of Country Music	2-270
Various Artists	Wonderful World of Gospel and Sacred	2-255
Various Artists	Cavalcade of Country Comedy	2-237
Various Artists	Spotlight on Country Music	2-218
Various Artists	Bluegrass	2-183
Various Artists	More Country Music	2-178
Various Artists	Country Music	2-143
R. Sovine	Giddy-Up Go	363
Flatt & Scruggs & Jim & Jesse	Flatt & Scruggs & Jim & Jesse	365
J. Bond	Man Who Comes Around	368
Willis Bros.	Wild Side of Life	369
C. Copas	Shake A Hand	371

HERB ALPERT & THE TJUANA BRASS



NOMINATIONS FOR THE 1966 GRAMMY AWARDS

BEST RECORD OF THE YEAR

A TASTE OF HONEY

BEST ALBUM OF THE YEAR

WHIPPED CREAM & OTHER DELIGHTS

BEST INSTRUMENTAL PERFORMANCE (NON-JAZZ)

A TASTE OF HONEY

BEST INSTRUMENTAL ARRANGEMENT (TO THE ARRANGER)

A TASTE OF HONEY...HERB ALPERT

BEST ENGINEERED RECORDING (NON-CLASSICAL)

A TASTE OF HONEY...LARRY LEVINE

BEST ALBUM COVER— PHOTOGRAPHY

WHIPPED CREAM & OTHER DELIGHTS



NEW YORK:

A light that has been slowly building the folk firmament came into full bloom at Town Hall last week when Georgia born Patrick Sky was greeted, in his first major solo concert appearance in N.Y. by an SRO crowd that was enforced by several hundred fans who, although they had no tickets, came early and stayed late in case someone decided he couldn't make it. Sky's music, whether he sings of love, or of hate or of nonsense is well written, well performed and beautifully staged. His wry comedic patter keeps his audience happy and highly receptive. Sky is also to be noted as a composer of parts with such tunes as



PAT SKY



TURTLES



CAROLYN DAYE



JOHNNY JANIS



JOY TOBIN



SUNRAYS

"Many A Mile," "I Don't Want You Hangin' Round" and the gem of his collection "Separation Blues" being heard on the lips of folksingers everywhere. The excellent musicianship, whether low blues or honkey-tonk, the dry infectious singing and the masterful stage presence of this young folk singer should keep him on a continuously rising plane in this strange world of music.

One more bow in the direction of the Beatles, and Lennon and McCartney in particular is the Mirwood LP bearing the title "Rubber Soul Jazz." The disk consists of the 12 tracks on the latest Fab Four entry done up in swinging jazz arrangements by The Music Company. . . . You can see Gale Garnet in Wangarei, Wanganui, Lower Hutt or any one of several other New Zealand cities on her current tour. . . . Lainie Kazan currently on the West Coast taping the "Dean Martin Show" summer replacements. . . . Audio Fidelity's Diane Terman heading south with the new Pat Dahl LP "We Dig Pat" plus a handful of AF and Karate singles. . . . Johnny Janis' new Monument LP was produced by Playboy's Hugh Hefner after he heard Janis sing at several of his engagements at various Playboy Clubs. . . . Metric's Al Altman off and running with Patti Austin's Coral outing of "You Better Know What You're Getting Into."

Godfrey Cambridge will provide the chuckles at the National Democratic (Party) Women's Club dinner as well as at the NARAS Awards dinner. . . . Cafe hypnotist Pat Collins will be doing a series of singles for Dunhill giving hypnosis advice to the public. She'll also do some other sides for the label as a singer.

Merrec's Jerry Ross up with the new Wayne Cochran "Get Down With It" and with word that the Sarah Vaughan reading of "A Lover's Concerto" is starting to see lots of action. . . . To Neil Bogart, happiness is the new Bobby Sherman "Happiness Is" outing on Cameo. The familiar tune is the heavily exposed Kent commercial. . . . Tunessmith Al Jacobs has just finished the background for the upcoming "Sting Of Death" flick and is already hard at work on the music for "The Devil's Sister." . . . The Turtles, who are currently burning up the charts with "You Baby," made their N.Y. debut at the "Phone Booth. The West Coast group showed that it has what it takes whether in Hollywood or Gotham. . . . While suffering from

the flu, Peer Southern vice president David Morris, was challenged to write the lyrics to a popular song by musicologist Jimmy Prometheus and agreed to if Prometheus wrote the music. They collaborated and the result is "Spaceman."

Talking about long running engagements, the Dee Camio trio, featuring Maria Diaz is starting its third year at the Inner Circle supper club. . . . The Toys are currently working on their second LP release during mid-April. The trio's third single "May My Heart Be Cast Into Stone" is out this week. . . . The Hudson Health Club hosted the "Funny Girl" cast to a midnight "Gym and Swim" party. The club will be doing the same for

other shows currently running on Broadway.

Phil Strassberg Associates will be handling the national press for Mitch Ryder and the Detroit Wheels starting this week. Pete Bennett points to the Rolling Stones' "19th Nervous Breakdown" as the one that matches "Satisfaction."

California's gift to New York, last week, was lovely Liberty lark Carolyn Daye who opened at Jackie Kannon's Rat Fink Room. It's a pleasure to have the pretty voiced miss in town, such a pleasure that we declare her our "East Coast Girl of the Week" and hope that she comes back soon and often.

Double treat at the Bitter End includes uproarious comedian Murray Roman and the inimitable and legendary singer of songs and teller of tales Josh White. The SRO crowds at the Village spot refuse to let either of them off the stage.

Downtown swings to the tight sounds of the Chamber Bros., who move between R&B, rock and gospel with ease, while giving superb efforts in each. They'll be at the discotheque for six weeks.

HOLLYWOOD:

That discordant note from the "Atlantic" coast still echoes on the eve of the NARAS awards dinner. There are fractious, spleenful grumblings (some warranted and others prejudiced) reverberating from Sunset Blvd. to Burbank.

Frances Scott's answer to Jerry Wexler is well taken, ". . . satisfying all segments of an industry is never an easy task, especially when so many tastes and philosophies are involved, and when the criteria for the awards are not record sales but instead, artistic achievement."

Nevertheless some youthful execs and producers tell us that they're considering the possibility of resigning from the academy. We hope and expect that this is a momentary and fractuous fantasy.

One exec explains that there are still too many omissions, inconsistencies and deficiencies in too many categories. He requests that we check off the names on the list of trustees—review the committees here, Nashville, Chicago and N.Y. We'd be astonished, he says, to discover how many of these patriarchs are not actively engaged in contemporary music—how many no longer are even associated

with the recording industry. Should not, he asks, the changes come from the top down? Should not some of the methuselahs, of music step aside—choose not to run—and make room at the top for the quick and alive—for those actively engaged in "artistic achievement"?

Baseball is the national pastime. Right? But even after more than 100 years they're still perfecting the sport—changing the groundrules—adding teams and talking of new leagues. And don't you agree that not all great ball players make marvelous managers? Grammy is still a baby—ours. She still represents the best—the only record game in town. . . . Don't walk off the field 'cause she's batting only 750.

"more than just a marriage—it's kind of polygamy." . . . Brian Wilson could well be represented with two on the charts—"Sloop John B" by the Beach Boys and his first solo singing effort for Capitol titled "Caroline." . . . The Sunrays, whose first Album "Andrea" on Tower is starting to climb, have been set for their first dramatic roles on the TV show "Seaway"—episode titled "Hot Line"—it's being filmed on location in Toronto.

CHICAGO:

Talk of the town this past couple of weeks is a group called the Shadows Of Knight who made it big with their initial disk offering of "Gloria" (Dunwich). Sales reported out of this area

The field of music publishing is one in which you might make over \$50,000 by publishing a hit song. You might also lose the same \$50,000 if you failed to file a form U". This is the opener for a new book "The Publisher's office Manual" authored by attorney-UCLA instructor Walter E. Hurst and a man who calls himself Willim Hale Storm. It's an obvious pseudonym. Hale is credited as co-author of "After Sex With The Single Girl" and "Divorce—Hollywood Style." There are many rather enigmatic hints at humor throughout the book—some successful. But there's no denying that they help make the volume highly readable. The first draft, begun in February '65, was completed several months back and the final draft was finished just a few weeks ago. There are 1000 pages here and 515 chapters—the third in a series. First book was "The Record Industry" and the second "The Music Industry." The newest is aimed primarily at music secretaries and sets forth, step by step, the operating procedures for a publishing house. It covers the GAMUT—A to Z—Agreements with writers to Zerox copies of royalty statements. And it's done with various devices such as cartoons, comic strips, flow charts and the omnipresent pin. Priced at \$25 a throw, it's published by Seven Arts Press, Inc. at 6365 Selma Ave. in Hollywood. It's certainly the most comprehensive single book on music publishing that we've come across.

Our "West Coast Girl of the Week" is Atlanta's 20 year old Miss Georgia Joy Tobin who's featured in the All Star production for Paramount "C'mon, Let's Live A Little" which stars Liberty's Bobby Vee and Jackie DeShannon. We're told that Joy plays the part of a Georgia peach queen—she is.

Charlie Adams at Ridgeway and Camarillo Music announces that he'll be opening additional offices in Nashville this week with Carl Maynard in charge as professional manager. . . . Richard Chamberlain has been named as Honorary Chairman for the '66 campaign of the Children's Asthma Research Institute and Hospital with members marching door to door this month of March. . . . Our incognito correspondent notes that the "Batman" sheet music credits "Word and Music by Neal Hefti." . . . Liner notes can be a thing of joy and beauty, particularly from the pen of KSFO's purple grotto proprietor Al Collins. On the backside of the new Mirwood LP jacket Collins writes that "Rubber Soul Jazz" featuring Don Randi is

have been phenomenal! . . . At last count, Ron Riley's (WLS) Batman Club topped the 200,000 membership mark! . . . Eva Dolin's Newsmakers is now handling p.r. for near north nitery, Le Le Bistro, which recently launched a name entertainment policy. Current attraction is Regina artist Frances Faye accompanied by Preston Epps on bongos. . . . Limelight's Roland Kirk, currently appearing at The Drome Lounge in Detroit, will include six new original compositions in his soon to be released "Slightly Latin" album. . . . Chet Gierlach and Phyllis Fairbanks of Music Music, Music Inc., publishers of "The Ballad Of The Green Berets," plan to visit our town shortly. . . . Cy Gold of Allstate has a load of hot albums to rave about, namely, Benny Kelly's "Meet The Funmaster" (USA), "Lenny Bruce Is Out Again" (Phillies), "The Big Guitar Of Billy Strange" (GNP) and "Holiday For Guitars" by Buddy Merrell. . . . WSDM, the station with the gorjus "den-pals", celebrated its first birthday (10) with a swingin' party at El Greco's! . . . Jackie Wilson and The Marvellettes headline the Regal Theater's new revue (3/11-18). . . . Ralph Cox long distanced from New York that the Brandywine Singers have a possible whopper in "Stop The World I Lost My Yo Yo". Milt Okun A&R'd the session. . . . Bobby Bare, Connie Smith, Del Reeves and Wayne Newland join host Chris Lane (WJJD) on this week's American Swing-around TV'er (WBKB). . . . Among the moving singles out of Garmisa Dist. are Ray Charles' "Together Again" (ABC), "I'll Take Good Care Of You" by Garnet Mimms (UA) and "I Will Do It" by The Baby Dolls (Boom). . . . Local impresario Ed Pazdur has quite a lineup of disk stars scheduled for concerts here starting with The Hollies and Peter & Gordon (4/22), followed by Jack Jones (4/24), Gene Pitney, Chad & Jeremy, The McCoys and P. J. Proby (5/6), the Dave Clark Five (7/24) and Herman's Hermits and The Animals (7/31)! . . . Mercury Records hosted a luncheon in the Oxford House (10) to fete Wayne Cochran & his C. C. Riders, who are in town for a week-long engagement at the Regal Theater (11-18). . . . Newest spa in Old Town is the Wishing On Wells, featuring live entertainment.



OVER \$1,000,000
IN ADVANCE ORDERS

BIG HITS
(HIGH TIDE AND)
(GREEN GRASS)

THE **ROLLING
STONES**

INCLUDING
19th NERVOUS BREAKDOWN
SATISFACTION
GET OFF MY CLOUD
AS TEARS GO BY & 8 OTHERS

10 PAGES OF COLOR
PHOTOS

PRODUCED BY ANDREW LOOG OLDHAM

LONDON

MONO NP-1

STEREO NPS-1

Atlantic Sets Spring Sales Meet

NEW YORK—Ahmet Ertegun, president of Atlantic Records, announced last week that Atlantic-Atco would hold its semi-annual distributor sales meeting Mar. 27-30 at the Deauville Hotel in Miami Beach, Fla. It will mark the first sales meeting for the company since the conclusion of its most successful year, 1965, a year in which the firm zoomed up 100% over

1964.

All Atlantic and Atco distributors are invited to the sales meeting and it is expected that there will be 100% attendance. Top label brass including Ahmet Ertegun, Jerry Wexler, Nesuhi Ertegun, Bob Kornheiser and Len Sachs will be present, as well as all of the company's field men.

U.S. Build Up Begins For Mireille Mathieu

NEW YORK—Following a dynamic American debut on the Ed Sullivan show, French singer Mireille Mathieu is being prepared for a big build-up here.

Already a leading new artist in France for the Barclay label, an announcement is imminent on a label affiliation in the U.S., Eddie Barclay told Cash Box last week. Barclay, accompanied by his wife, the singer's manager, Johnny Stark and Norbert Saada, artistic director of Barclay, were among those who flew to New York to see Mireille perform.

Although she was likened to the Edith Piaf by Sullivan and she sang "If You Love Me, Really Love Me," the standard associated with Piaf, Mireille doesn't consider her self Piaf's successor and is not promoted as such by the label.

Another strong network exposure for the performer will be an upcoming guest spot on the Danny Kaye Show. She'll then visit Honolulu, returning home from there to record another



(left to right): Eddie Barclay, Mrs. Barclay and Johnny Stark during their visit to New York last week.

EP for Barclay, the first of which, "Mireille Mathieu," is currently number 8 on the Best Seller list from France.

Upon her return to America in a few months, she may record a single for release here. Presently singing only in French, her manager says that she'll probably start singing in English within six months. Her favorite American performers are Ella Fitzgerald and Ray Charles.

Alpha Has UA In New York

NEW YORK—The United Artists label is now being handled in the New York area by Alpha Distributing. A story in last week's issue incorrectly named another Gotham distrib.

MGM To Launch Major Push For 'Singing Nun' LP

NEW YORK—The promotion for the new MGM Records soundtrack album of "The Singing Nun" reportedly will be one of the most extensive in the company's history, tailored to the leading international markets as well as encompassing every domestic outlet connected with the music industry.

The deluxe recording is highlighted by Debbie Reynolds singing the songs made famous by the Dominican Nun who inspired the film, and will be released next week in conjunction with the Mar. 17 opening at Radio City Music Hall. Since the first records by the Singing Nun were three years ago, they have become popular hits throughout the world. As a result of their success, the actress has recorded many of the film's top hits in French, Spanish, Italian, German and Japanese, in addition to the English versions. These will be launched with a unique foreign campaign that will reach as far as Africa, the setting of the final scenes of the John Beck Production.

Hazlewood In Moving Office

HOLLYWOOD — Lee Hazlewood, writer-producer of the Nancy Sinatra's "These Boots Are Made For Walkin'" hit, has set up his production company in a special mobile office trailer. The trailer is currently situated in the courtyard of the building that houses Criterion Music, located at 6124 Selma, Hollywood.

Mickey Goldsen, president of Criterion, made the presentation of the trailer, which includes extensive hi-fi equipment, a refrigerated bar, and a special pair of "Gold Boots" for Hazlewood's desk.

In addition to producing records for Nancy Sinatra, Hazlewood's Production Company handles Dino, Desi & Billy, Danny Warner, nine-year-old Donna Butterworth, the Ring-a-Dings, and Dena Martin (Dean Martin's daughter). He also produces with Marty Cooper the Schackelfords for Capitol, the Woodchucks and his own records for MGM, and he has resumed producing Duane Eddy for Colpix. Hazlewood's production is non-exclusive and is open to all labels.



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

MEMORIES ARE MADE OF THIS

Drifters (Atlantic 2325)

WATCHING THE LATE LATE SHOW

Don Cccay (Atlantic 2323)

WE'RE GONNA LET THE GOOD TIMES ROLL

Jody Miller (Capitol 5594)

TRUE LOVE'S A BLESSING

Sonny James (Capitol 5536)

YOU'LL BE NEEDIN' ME

Lettermen (Capitol 5583)

BABY I NEED YOU

Marhattans (Carnival 514)

SMOKEY JOE'S LA LA

Googie Rene (Class 1517)

WHAT DID I HAVE THAT I DON'T HAVE?

Eydie Gorme (Columbia 43542)

BYE BYE BLUES

Andy Williams (Columbia 43519)

PEEPING & HIDING

Lloyd Price (Double L 739)

THAT WONDERFUL GIRL OF MINE

Enzo Stuarti (Epic 9886)

HERE'S TO MY JENNY

Mike Douglas (Epic 10002)

TOSSIN' & TURNIN'

Damito Jo (Epic 9887)

YESTERDAY

Mantovani (London 9824)

IF YOU GOT A MINUTE BABY

Freddy & Dreamers (Mercury 72548)

SPANISH FLEA

Kathy Kirby (Parrot 9827)

AIN'T GOT NO HOME

Clarence "Frogman" Henry (Parrot 10822)

OH, SUCH A STRANGER

Paul Anka (RCA Victor 8764)

SKID ROW JOE

Porter Wagoner (RCA Victor 8723)

A THOUSAND MILES AWAY

Wayne Anthony (Roulette 4662)

MESSAGE TO MICHAEL

Dionne Warwick (Scepter 12133)

HAWG JAW

Charlie Rich (Smash 2022)

SECRET LOVE

Kitty Lester (Tower 208)

BIRDS & BEES

Rufus & Carla Thomos (Stax 184)

FINDERS KEEPERS

Gloria Jones (Uptown 724)

SINCE I FELL FOR YOU

Odessa Harris (Uptown 720)

DESIREE

Charts (Wand 1112)

TWO OF A KIND

Vic Damone (Warner Bros. 5801)

THEME FROM WHERE THE SPIES ARE

Jimmy Smith (Verve 10382)

NEW ADDITIONS to TOP 100

69—A SIGN OF THE TIMES
Petula Clark (Warner Bros. 5802)

75—FRANKIE AND JOHNNY
Elvis Presley (RCA Victor 8780)

82—SOMEWHERE
Len Barry (Decca 31923)

84—SIPPIN' N CHIPPIN'
T-Bones (Liberty 55867)

85—TIME
Pozo Seco Singers (Columbia 43437)

86—KICKS
Paul Revere And Raiders (Columbia 43556)

87—GLORIA
Shadows of the Knight (Dunwich 116)

88—GOT MY MOJO WORKING
Jimmy Smith (Verve 10393)

89—HELPLESS
Kim Weston (Gordy 7050)

97—NO MAN IS AN ISLAND
Van Dykes (Mala 520)

98—THE PHOENIX LOVE THEME
(SENZA FINE)
Brass Ring (Dunhill 14023)

99—DARLING BABY
Elgins (V.I.P. 25029)

100—YOUNG LOVE
Lesley Gore (Mercury 72553)

100—SHE BLEW A GOOD THING
Poets (Symbol 214)

100—I CAN'T LET GO
Hollies (Imperial 6615R)

JUST US can't grow peaches on a cherry tree

But, they're selling a lot of records.

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Minute Man 203

by

JUST US

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Solid Gold

Herman, of Herman's Hermits, proudly displays the gold LP awarded to the group for their "Best of Herman's Hermits" LP. Surrounding him are (standing, left to right) Barry Whitwam, MGM's president Mort Nasatir, Herman, Keith Hopwood and the group's producer Mickie Most. Seated are Derek Leckenby (left) and Karl Green. This is the group's fifth RIAA gold record for both singles and albums.



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Division of



Tremendous sales
first week in U.S.A.!



Vanguard Pops

Vanguard records is launching a pop campaign with the signing of the Vagrants. The group's first single "I Can't Make A Friend" will be released this week. Seen here with the group are (left to right) Ed Miller of Miller-Martin, producers of the side, manager Frank Scinarlo, Trade Martin and Vanguard's national sales manager Herb Cor-sack.

Omen Distrib Changes

NEW YORK—Jerry Moss, president of A&M Records, and Lelan Rogers, head of Omen Records, have announced a change of distributors in two markets for the Omen label.

In the San Francisco market the change was made from C&C Distributors to Paul McKimmie and Denny Zeitler's Independent Music Sales, a division of H.R. Basford.

The move in Houston was from H. W. Daily to United Record Distributors, owned by Steve Poncio and Marge Kunkel. According to the firm, the split in distributorship will give the fullest promotional benefit in each market to A&M and Omen Records.

Feist Named MPPA Exec

NEW YORK—The Music Publishers' Protective Association has just announced that Leonard Feist has been elected to the newly created post of executive secretary. He will report directly to the president of the Association.

Feist has a broad family background in music publishing and has had wide experience in all phases of music publishing, both domestically and internationally. For many years he has been active in Washington on behalf of the interests of music publishers. Since the formation of the Coordinating Committee on Copyright Revision, which includes the major groups concerned with copyright, he has been deeply involved in this legislative process. His connection with MPPA is expected to stimulate new areas of activity.

Decca Adds 4 C&W LP's To March Album Program

NEW YORK—With the rapid growth in recent years of country music, a new Decca release by four of the top names in the field, Loretta Lynn, Ernest Tubb, Jimmy Newman and Red Sovine, is expected to add further impetus to the company's previously announced March incentive program.

Voted tops among femme country artists, Loretta Lynn is represented with a set called "I Like 'Em Country," which features her latest smash single, "Dear Uncle Sam." Hall of Famer Ernest Tubbs has a set titled "By Request," while Jimmy Newman's latest is dubbed after his recent hit single, "Artificial Rose." Rounding out the release is the inclusion of Red Sovine in Decca's "Country Music Time" series.

Full color in-store and window displays, spotlighting all the new products, have been designed and are available from local Decca branches. The company's field force is currently contacting their accounts with full details of the program.

Epic Releases Jane Morgan LP

NEW YORK —Epic Records has released a new album by Jane Morgan entitled "Jane Morgan in Gold." The package, which contains a collection of songs that enjoyed Top-40 status as singles, includes "A Taste of Honey," "Queen Of The House," "Yesterday," "What The World Needs Now Is Love," and many others.



PUT THE BLAME ON "MAME"—That's why Jerry Herman and Al Hirt (Hirt has the beard) were recently in a studio together. The trumpeter cut the title number of Herman's forthcoming main stemmer "Mame," a musical based on "Auntie Mame." The single will be released on RCA-Victor.

ALBUM PLANS

Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

AMY-MALA-BELL

2 free for every 10 purchased on entire catalog. No expiration date.

AUDIO FIDELITY

One free with every six purchased on all old and new product, with exception of First Component Series. Expires May 31.

DIAMOND

1 free for every seven purchased on entire catalog. Expires Mar. 31. Buy-5-get-one-free on all Ronnie Dove LP's thru June 30.

DOOTO

1 free for every five purchased on entire catalog. Expiration date to be announced.

FORTUNE

1 free album when 6 are purchased in any combination. No time limit.

GATEWAY

Two free for every 10 albums purchased on entire catalog. Expiration date indefinite.

JEWEL-PAULA-WHIT

One free for every five purchased on entire catalog. No expiration date.

LIBERTY-DOLTON

Special terms through distributors on all product except Chipmunk.

LONDON

Special dealer plan on new releases and entire catalog thru May 31. Special discount advertising allowances and dated billing on "Phase 4" product.

MERCURY

10% discount catalog LP's and 12% on new releases. Expiration date unknown.

NASHBORO

Buy-7-get-one-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND

15% discount on all LP's—until further notice.

PRESTIGE

15% discount on all LP product until further notice.

REQUEST

LP catalog available on a buy-10-get-2-free basis. Described as a limited time offer.

ROULETTE

15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND

2 Albums free with every ten purchased. No termination date announced.

SMASH-FONTANA

Special discounts available through distributors. Expiration date not announced.

STARDAY

17% discount to dealers on entire Starday and Nashville economy LP catalog as the "Giddy-Up-Go"—Sales Plan and Music City part of U.S.A. Holiday Contest. To run thru Mar. 25.

TAMLA-MOTOWN-GORDY

Buy-7-get-one-free. No expiration date has been set.

VEE JAY

10% discount on LP's.

Dot Signs Brian Foley



NEW YORK—Brian Foley, the 19-year-old songster who made his professional debut last week on the Merv Griffin TV'er, has been inked to a Dot recording contract and an exclusive publishing deal with Mills Music. Mills reserves the rights to some 37 songs Foley has written, as well as tunes he will compose in the future.

His signing with Dot preceded the first of Foley's two sides. The cuttings, an updated version of Jimmy McHugh's "After Midnight" and "Hello and Goodbye," a ballad composed by Foley.

Foley will limit his p.a.'s to TV until he graduates from Harvard University, where he majors in History in June 1968.

Nonesuch Plans Release Of Multiple-Disc Packages

NEW YORK—Nonesuch Records has announced that within the next few months it plans to release a number of multiple-disc packages, with repertory ranging from Baroque to romantic and contemporary music.

Just issued is a two-record Brahms set containing the "German Requiem," "Alto Rhapsody," and, the first available recording here of the "Fest—and Gedenksprüche," a ten-minute choral work with text derived from the Bible. Vocalists in the "German Requiem" set are soprano Teresa Stich-Randall and baritone James Pease and the soloist in the "Alto Rhapsody" is Grace Hoffman. Orchestral and choral forces of the Norddeutsche Rundfunk of Hamburg are directed by Carl Bamberger.

Late this month, the firm will issue a three-record package of Bach's St. John Passion. The set features an international cast of singers including Agnes Giebel, soprano; Wilhelmine Mattes, alto; Richard Lewis, tenor; and Heinz Rehfuss, bass. André Vandernoot is in charge of the Chorus and Orchestra of the Amsterdam Philharmonic Society in this recording.

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LOOK WHO HELPED MAKE BUCK OWENS MONTH THE GREAT SUCCESS IT WAS!

ALABAMA

WBCA — Bay Minette
WIXI — Birmingham
WEIS — Centre
WAGF — Dothan
WZOB — Fort Payne
WAAX — Gadsden
WGYV — Greenville
WBAM — Montgomery
WFHK — Pell City

ARIZONA

KIKO — Globe
KHAT — Phoenix
KENT — Prescott
KHOS — Tucson

ARKANSAS

KCON — Conway
KVEE — Conway
KXAR — Hope
KHBM — Monticello
KVOM — Morrilton
KBHC — Nashville
KADL — Pine Bluff
KCLA — Pine Bluff
KWCB — Searcy
KBRS — Springdale

CALIFORNIA

KATA — Arcata
KPMC — Bakersfield
KBMX — Coalinga
KIEV — Glendale
KRKC — King City
KKOK — Lompoc
KGBS — Los Angeles
KDOL — Mojave
KWOW — Pomona
KRAK — Sacramento
KSAY — San Francisco
KVEC — San Luis Obispo
KOMY — Watsonville
KSYC — Yreka

COLORADO

KBRN — Brighton
KLAK — Denver
KYOU — Greeley
KBZZ — La Junta
KFLJ — Walsenburg

CONNECTICUT

WFIF — Milford
WEXT — West Hartford

FLORIDA

WBAR — Bartow
WSWN — Belle Glade
WZEP — DeFuniak Springs
WIXX — Fort Lauderdale
WMMB — Melbourne
Cracker Jim Productions
— Miami
WHIY — Orlando
WPFA — Pensacola
WPRY — Perry
WJOE — Port St. Joe
WTRR — Sanford

GEORGIA

WLYB — Albany
WCQS — Alma
WGUS — Augusta
WMOG — Brunswick
WGFS — Covington
WSNE — Cumming
WBLJ — Dalton
WUFF — Eastman
WGRI — Griffin
WCEH — Hawkinsville

GEORGIA (Cont.)

WLAG — LaGrange
WGSR — Millen
WMRE — Monroe
WMTM — Moultrie
WNGA — Nashville
WSIZ — Ocilla
WLOR — Thomasville
WTWA — Thomson
WVOP — Vidalia

IDAHO

KATN — Boise
KSNN — Pocatello
KPST — Preston
KEEP — Twin Falls

ILLINOIS

WMRO — Aurora
WCAZ — Carthage
WKZI — Casey
WJJD — Chicago
WITY — Danville
WJBM — Jerseyville
WMOK — Metropolis
WHCO — Sparta

INDIANA

WBNI — Boonville
WVCM — Brazil
WRAY — Princeton
WSBT — South Bend

IOWA

KJAN — Atlantic
KDEC — Decorah
KWKY — Des Moines
KOUR — Independence
KIFG — Iowa Falls
KNIA — Knoxville
KOEL — Oelwein
KMA — Shenandoah

KANSAS

KABI — Abilene
KCKN — Kansas City
KSIR — Wichita
KSCB — Liberal

KENTUCKY

WANY — Albany
WCPM — Cumberland
WCYN — Cynthiana
WHBN — Harrodsburg
WKIC — Hazard
WTMT — Louisville
WFLW — Monticello
WMSK — Morganfield
WNKY — Neon
WDOC — Prestonburg
WPRT — Prestonburg
WTKY — Tompkinsville
WWKY — Winchester

LOUISIANA

WARB — Covington
KCIL — Houma
KLLA — Leesville
WSHO — New Orleans
KEVL — Plaquemine
KRIH — Rayville
KWKH — Shreveport
KVPI — Ville Platte

MARYLAND

WISZ — Baltimore
WINX — Rockville
(Wash. D.C.)
WDON — Wheaton

MASSACHUSETTS

WYL — Boston (tape)
WESO — Southbridge
WMAS — Springfield

MICHIGAN

WVOC — Battle Creek
WCER — Charlotte
WEXL — Detroit
WKMF — Flint
WJEF — Grand Rapids
WBRB — Mount Clemens
WABJ — Saginaw-Adrian
WTTH — Port Huron
WYNZ — Ypsilanti

MINNESOTA

KASM — Albany
KQAG — Austin
KBMO — Benson
KRAD — East Grand Forks
KGHS — International Falls
KLFD — Litchfield
KTCR — Minneapolis
KPRM — Park Rapids
WCMP — Pine City

MISSISSIPPI

WBIP — Booneville
Progressive Broadcasting Co.
— Corinth

WGYM — Greenville

OHIO

WCLU — Cincinnati
WMNI — Columbus
WWIZ — Lorain
WNIO — Niles
WPAY — Portsmouth
WLEC — Sandusky
WKBN — Youngstown

OKLAHOMA

KUSH — Cushing
KWRW — Guthrie
KOKL — Okmulgee
KTOW — Tulsa

OREGON

KRDR — Gresham
KQIK — Lakeview
KBBR — North Bend
KTIX — Pendleton
KWJJ — Portland
KOHJ — St. Helens
KGAY — Salem

PENNSYLVANIA

WNCC — Barnesboro
WARO — Canonsburg
WCBG — Chambersburg
WARD — Johnstown
WTRA — Latrobe
WEEP — Pittsburgh
WJAS — Pittsburgh

RHODE ISLAND

WRIB — Providence

SOUTH CAROLINA

WACA — Camden
WCRE — Cheraw
WOLS — Florence
WHSC — Hartsville
WGSW — Greenwood
WHHL — Holly Hill
WDKD — Kingstree
WBLR — Leesville

SOUTH DAKOTA

KBFS — Belle Fourche
KOTA — Rapid City

TENNESSEE

WEAG — Alcoa
WLAR — Athens
WFWL — Camden
WMCH — Church Hill
WPTN — Cookeville
WAEW — Crossville
WEMB — Erwin
WEKR — Fayetteville
WGRV — Greeneville
WJFC — Jefferson City
WIVK — Knoxville
WEEN — Lafayette
WDXE — Lawrenceburg
WLIL — Lenoir City
WHDM — McKenzie
WBMC — McMinnville
KWAM — Memphis
WGNS — Murfreesboro
WLIJ — Shelbyville
WSMT — Sparta
WNTT — Tazewell

TEXAS

KRBC — Abilene
KOPY — Alice
KALT — Atlanta
KHEM — Big Spring
KBWD — Brownwood
KEAN — Brownwood
KBEN — Carrizo Springs
KDET — Center
KAND — Corsicana
KKAL — Denver City
KURV — Edinburg
KGAF — Gainesville
KFLL — Floydada
KIKK — Houston
KTLW — Houston
KAML — Karnes City
KERB — Kermit
KFRO — Longview
KORC — Mineral Wells
KSFA — Nacogdoches
KOGT — Orange
KEYE — Perryton
KBOP — Pleasanton
KOLE — Port Arthur
KPEP — San Angelo
KBAL — San Saba
KTXO — Sherman
KSTV — Stephenville
KTUE — Tulia
KLUR — Wichita Falls

UTAH

KSVC — Richfield
KONI — Spanish Fork

VERMONT

WSNO — Barre

VIRGINIA

WBBI — Abingdon
WLSD — Big Stone Gap
WDVA — Danville
WEEL — Fairfax
WDDY — Gloucester
WNRG — Grundy
WSIG — Mount Jackson
WCMS — Norfolk
WSWV — Pennington Gap
WSLS — Roanoke
WKCW — Warrenton
WNNT — Warsaw

WASHINGTON

KOQT — Bellingham
KCVL — Colville
KBAM — Longview
KTW — Seattle
KPEG — Spokane
KREW — Sunnyside
KENE — Toppenish
KQOT — Yakima

WEST VIRGINIA

WCST — Berkeley Springs
WBUC — Buckhannon
WELD — Fisher
WLOG — Logan
WHJC — Matewan
WVAR — Richwood
WVVA — Wheeling
WBTH — Williamson

WISCONSIN

WDLB — Marshfield
WRJC — Mauston
WYLO — Milwaukee
WPLY — Plymouth
WTOS — Wauwatosa

WYOMING

KBBS — Buffalo
KATI — Casper
KWVO — Cheyenne
KWIV — Douglas
KOVE — Lander
KLME — Laramie
KASL — Newcastle
KVOW — Riverton

Buck Owens

Thanks, gang!



Lear Jet Stereo Appoints Three

DETROIT—James R. Gall, director of marketing for the stereo division of Lear Jet, last week announced several appointments to division positions, including those of George P. Bechtel as advertising manager for the firm's Stereo 8 products, Paul E. Featherstone as contract sales manager and John E. Pritchard as district sales manager for Michigan, Ohio, Indiana and parts of W. Virginia and Kentucky.

Bechtel will be responsible for Stereo 8 advertising, sales promotion, and public relations, and will also handle coordination of national and local promotional campaigns. His former affiliations include positions with Lever Brothers and Helen Curtis, as well as a sales promotion manager-ship with Arvin Industries.

Featherstone, who joins the company with over 20 years experience in the appliance and recording industry, will be responsible for development of cartridge sales and will also handle OEM sales and contracts for the Lear Jet Stereo 8 cartridges. He has formerly been associated with Capitol Records as a vice president in sales, and was marketing director of the Fairbanks-Morse Electronic Division.

Pritchard has been associated with the automotive representation field for the past five years, and, prior to that, had been affiliated with the marketing division of Ford Motors. He will represent Lear Jet stereo division in development of distribution throughout the five-state midwest area.

In announcing the appointment, Gall stated that the three bring a high degree of professional capability to the firm and will offer expert service to both company and those with whom the firm does business.

Section Of Gold Curtain Due In Victor Met Anthology

NEW YORK — RCA Victor Records hopes to ring-up on the famed gold curtain of the Metropolitan Opera. The label, it was made known last week, intends to buy the curtain after the Met closes at its present site on Broadway, cut it into small squares (about 45,000 of them) and offer them as a small remembrance of the old opera house as part of a 3-LP set, "Opening Night At The Met," which will feature some 30 singers who sang at Met opening nights at various intervals from 1893 to 1959. The LP is expected to be issued in September.

The Met, of course, starts a new era at Lincoln Center this fall. It's been reported that Victor is negotiating for rights to record the new Samuel Barber opera, "Anthony & Cleopatra," the first opening night presentation at the Lincoln Center.

NARM: The Social Scene

MIAMI BEACH, CALIF. — Social functions at the NARM Convention in Miami Beach last week were lavish as usual. At the dinner parties leading talent graced the stage. MGM's party featured Astrud Gilberto. Victor's dinner party on Monday had S/Sgt. Barry Sadler of "Green Beret" fame performing for the jobbers and their wives followed by humorist Myron Cohen. Tuesday's dinner party hosted by Columbia Records had the talents of Steve Lawrence and Eydie Gorme on stage.

The NARM banquet saw Roger Miller of Smash Records, Herb Alpert and the Tijuana Brass of A & M records and the Four Seasons from Philips Records and Nancy Wilson of Capitol performing for the group.

Cocktail parties were sponsored by Atlantic Records, London Records, Mercury, Philips, Smash Records and Capitol Records. Liberty Records and its affiliated labels sponsored a golf tournament and a trophy dinner. Golden Records hosted a fashion show and Dot Records a ladies brunch.



Congratulations

Songstar Tony Bennett recently made his film debut in the "The Oscar" and was feted at a party at New York's La Fonda Del Sol, where he was congratulated on his debut by Cash Box's president and publisher and Mrs. George Albert and CB's general manager Marty Ostrow (right).

NARM Tape Seminar

(Continued from page 7)

units from Lear and Motorola have been installed in autos. Ford, he said, expects to equip 200,000 units with 8-track systems in 1967; Chrysler sees 100,000 units; and General Motors sees between 15-20% of its 1967 autos going 8-track.

Mulcahy said that there are about 625,000 4-track systems in autos, and predicted a long life for the 4-track system, since he viewed a lower-price factor a strong influence to the person who buys price (e.g. the individual who continually buys used cars).

Irwin Tarr admitted that the auto tape system would affect radio, but added that it could mean the same creative challenge that TV handed radio, and which radio met. In an area of price, Tarr said that the hope was that in the not too distant future mass production of 8-track tapes could be sold at a cost close to that of disks. Tape used on 8-track releases cost as much as 50% more than conventional tape. Victor has no plans to market 4-track tapes, Tarr said. Neither Columbia and Capitol is expected to produce 4-track tapes.

Finley said that he has already sold on order 30,000 8-track versions of an upcoming album by Hert Alpert & the Tijuana Brass, "What Now My Love." In 4-track, the album has reached the 21,000 mark.

Economist Has Glowing Report Of Growth For NARM Members

MIAMI BEACH, FLA.—One of many excellent speakers at the NARM Convention was John Enders an economist of the Lionel Edie Company who addressed the convention courtesy of RCA Victor.

His ad-lib presentation delivered in a relaxed conversation-with-the-guy-next-door manner won the approval of the conventioners. His analysis of the next decade and the era of plenty which Enders predicted also met with approval from those in attendance. He said we can "look ahead to the best of all worlds . . . a world which will see a tidal wave of demand."

Although many of the people, well aware of the promise predicted for the future, might have heard some of Enders comments before, hearing such glowing predictions of population growth and the increasing demand for luxury items while seated in the business atmosphere of a convention was extremely effective and inspiring.

Two Lovely Misses...



DAMITA JO "Tossin' and Turnin'"

5-9887



New Columbia Albums

(Continued from page 6)

and Roberto Yanes' "Corazon A Corazon."

Three budget items under the Harmony logo list "Peter Cottontail," "A Night At The Grand Ole Opry, Vol. 1" and "Walk On Boy and Other Great Hits" by Mel Tillis.

The classical additions to the company's Masterworks series are headed by "The Art Of Eugene Ormandy," a two-disk set issued in celebration of the maestro's 30th anniversary with the Philadelphia Orchestra. The eight items in the balance of the group includes "Dvorak/Symphony No. 7 in D Minor, Op. 70" by Leonard Bernstein and the New York Philharmonic and "Tchaikovsky/1812 Overture" by the same group; "Mahler/Symphony No. 4 in G" by Szell and the Cleveland Orchestra; "Zino Francescatti Plays Violin Music of Schubert;" the Mormon Tabernacle Choir sings "Bless This House;" Issac Stern, backed by the Columbia Symphony Orchestra plays "Great Violin Favorites;" Richard Tucker sings "A Treasury Of French Opera Arias" and John Williams plays "Two Favorite Guitar Concertos."

Three original soundtrack packages round out the new group of LPs. The trio includes "The Chase" composed by John Barry, "The Daydreamer" with music by Maury Laws and lyrics by Jules Bass and "The Oscar" by Percy Faith.

The three classical tapes list two entries by Bernstein and the New York Philharmonic. "Chichester Psalms for Chorus and Orchestra" which was composed by Bernstein and "Leonard Bernstein Conducts Richard Strauss" and lastly "Mozart/The Four Horn Concertos" by soloist Mason Jones and the Philadelphia Orchestra conducted by Eugene Ormandy.

Capitol/Telepro Deal

(Continued from page 7)

dustries, that also produces cartridge-tape players and the "Fidelipac" NAB cartridge.

The cartridge being manufactured for Capitol, is a new, specially made cartridge designed to be compatible with auto units being made for the Ford, Chrysler and General Motors company.

Mulcahy also reported that he is negotiating with Columbia Records for a similar, non-exclusive agreement. At the moment it is in the discussion stage but final agreement is expected shortly.

An exclusive agreement with one cartridge producer is what many of the companies not yet in the cartridge field fear most. They fear that if the auto cartridge business blossoms into a bonanza in the coming years, if tied to one cartridge producer exclusively, the company will be at the mercy of the cartridge maker and his desire (or lack of it) to gear up for the demand. This non-exclusive Telepro contract seems to be giving manufacturers such as Capitol the degree of freedom they desire.

Secondly, record manufacturers fear that the many legal difficulties facing patents in the cartridge field create an air of uncertainty as to whether the cartridge manufacturers with whom labels are making agreements will be able to continue producing cartridges when the court finds infringements of patents and issues injunctions.

Mulcahy also indicated that he expects many of the leading phonograph, radio and home equipment manufacturers to introduce tape units during their summer equipment show that will be compatible with the auto units.



GOINGS ON—At the recent NARM convention that is, where this group of pics was taken. Upper left shot shows the Reprise table with (left to right) vp Mo Ostin, national sales manager Gene Block and Veep Joel Friedman there in being and Frank Sinatra, who was appearing at the Fountainbleu in person, being at NARM in spirit and cardboard. Top right shot shows London's sales manager Herb Goldfarb making a point while the label's marketing director Paul Livert beams his approval. In the lower left shot two men from A&M, Jerry Moss and Bob Fead smile while they show their wares. In the lower right photo Ed Barskey (left) previews the Sunset line while Liberty's national credit manager Irv Kessler looks on.

MCA Declares Regular Dividend

NEW YORK—The board of directors of MCA, parent firm of Decca Records and affiliated publishing firms, declared a dividend of 37½ per share on its outstanding convertible preferred stockholders of record on Mar. 18, 1966 payable Mar. 31, 1966.

Newmark's A Dad

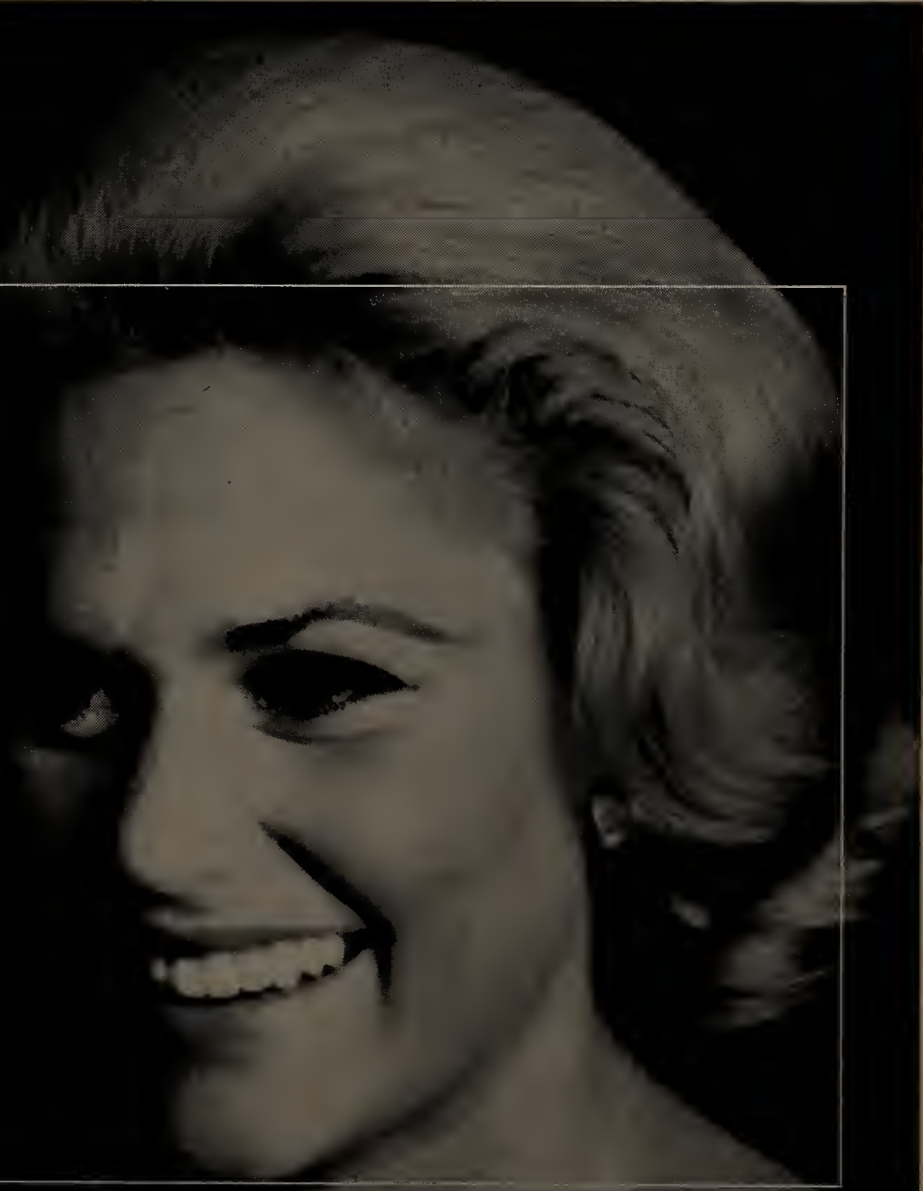
NEW YORK—Eddie Newmark, music directors of the Audio Fidelity and Karate labels, became a father for the first time last week (9) when his wife, Miki, gave birth to a 7 lb. girl at Doctor's Hospital. Both mother and the new arrival, Eve Allison, are doing fine.

...With Two Lively Hits!

NANCY AMES

"He Wore the Green Beret"

5-10003



Irwin Steinberg's NARM Keynote Speech

Due to requests for a reprint of Irwin Steinberg's entire keynote speech at last week's NARM convention, Cash Box is making the entire address, along with various charts, available to the trade.

The Convention's theme is as you know "Planning For Profits." I suggest the subtitle to the theme might be borrowed from Hamlet's famous soliloquy "To Be Or Not To Be." To be or not to be is specifically the question before this Convention. To be, in this context, means more than merely to exist—but rather, to continue or as in the definition of the word "being" to fulfill possibility.

Will you "be" because you have the experience, the know-how; the kind of management that takes the long view with ultimate success as a goal; the kind of management that builds stability and opportunity potential for tomorrow, that prepares business levees for future flood? Ours is a business of valleys and peaks and inclined planes. To "be" to continue to "be" demands the kind of management that plans—that does reflective thinking.

On a day to day basis we are immersed in the problems of the moment. We have little time for reflection—we engage in **action thinking**. It seems to me that one of the great values of a meeting such as this is that it gives us an opportunity to catch up on **reflective thinking**. It is our chance to regain the perspective that comes from thinking deeply about where our businesses are headed and for increasing their vitality.

To assist us in this "reflective thinking" we will have the good fortune to hear, during this convention:

—Dr. Alton Doody speaking on "The Profit Squeeze Can Be Stopped"

—Brown Meggs, vice president in charge of merchandising of Capitol Records: "Putting 'Her' Dollars In Your Pocket"

—Subtitle: "Merchandising To The Consumer"

On Tuesday: —Thomas McArdle, IBM: "Systems Can Generate Profits"

—A Presentation on the use of data processing in record merchandising.

—A Panel Discussion of Industry Experts

—Closing speech—John Enders, investment consultant and senior accountant executive of Lionel D. Edie & Co., "Opportunities For Growth—1966 to 1970."

(Where are we going from here)

Therefore, you will find me alluding to rather than detailing the listed subject matter. I am going to stress the need for a profit oriented point of view; the need for unremitting planning. I am going to stress that the dynamic opportunities of this growing and changing economy provide a highly profitable environment for those prepared to adapt to it. That, in an expanding economy with high income levels, price is less important than is quality and service; that the great opportunity for the record merchandiser is presented through an emphasis on professional merchandising.

I like the planning concept advanced by Roy Foulke, Vice President, Dun & Bradstreet in his book "Behind The Scenes of Business." He said:

"A business concern, to be consistently successful, cannot be operated in a general hit or miss manner; it must be managed with the same carefully planned technique that is used so conscientiously by architects and builders. Absolutely nothing is left to chance. In fact, the larger the structure, the more care must be exercised to be sure that the foundation is sufficiently strong to give an adequate safety factor, that the stress and strain is evenly distributed, and each iron beam is made to the right length, breadth, thickness and strength, to fill a particular recognized need. Buildings are planned by architects who are skilled in their specialized work, and then erected by builders who have had wide experience in their particular type of construction. But the operation of a business enterprise is far different; like

our political life, it is democratically open to all, and too few among the "all" have the experience to make sound practical plans based upon first-hand knowledge."

The word "plan" is key to Foulke's statement. We add the words to be and we have another re-statement of the theme which becomes "plan to be," "plan for profits," "plan for continuance," "plan to fulfill possibility."

In Goddard Lieberman's NARM speech of March 1963 given in San Francisco he referred to the profit squeeze in our industry and called for recognition of and action upon this squeeze lest it cause deterioration of profits and sales.

That squeeze was a pattern for all manufacturing industry at that time. We were not alone.

I call your attention to an FTC-SEC supported chart (Exhibit A) which clearly demonstrates the profit squeeze at the time. Note that both the trend line on profits as a % to volume and profits as a % to net worth had declined steadily over the 15 years ended 1961. While the question of what is an appropriate level of profit leaves much room for difference of opinion, declining profitability can be one of most often is a limiting factor to economic growth. The kind of profit we have and kind of profit trend we experience, then, affects our ability "to be" in terms of continuing or growing.

At the very outset lets distinguish between profits and profitability. Profits in terms of dollar totals are setting new records, and yet many companies are faced with a declining trend in profitability—in the sense that profits are not keeping up with the continued increase in sales. Nor in many cases do profits represent an adequate return on the capital invested in the business. Profitability is thus tied to growth—declining profitability is, therefore, limiting.

Now, let's look at the record manufacturer's return on net worth and on volume for the independently audited period covering 1955 thru 1964. This is portrayed in (Exhibit B) which clearly shows a declining trend line for the two percentages under discussion right thru 1964. Clearly we in the record business

are at the bottom of the trough in terms of both price and profit at the manufacturing level.

Comparable data is not available for all types of wholesalers and retailers; however there is a striking correlation between the experience of manufacturers and that of wholesalers and retailers in a number of leading industries. As the manufacturer goes, so goes, it seems, the wholesaler and retailer. This (Exhibit C) reflects this correlation in hardware and tools, electrical parts, shoes, drugs and drug sundries. I think that it is fair to postulate, therefore, that a decline in the profitability of record wholesaling and retailing matches that of record manufacturers.

Recall, we saw the profit trend lines for all manufacturing thru 1961. But figures for the record industry covered 3 more years thru 1964. What was happening to "all manufacturing" during the years 1961 to 1964? The answer is revealed in (Exhibit D).

You will note that "all manufacturing" reversed the declining trend for profits on net worth and for profit on volume. This reversal clearly demonstrates that there were profit improvement approaches adequate to cope with the "profit squeezed" economic environment. It is because of these approaches in the form of planning for profit, that certain industries will outperform their competition.

Beyond the necessities—food, clothing and shelter—all industry, either directly or indirectly is competing for the remainder or discretionary consumer dollar. The overlay of the record industry profitability graph lines on all industry similar lines shows us being outperformed as an industry. Profitability, remember, affects growth. We must plan, then, to improve this position or be limited as to our relative impact on the consumer discretionary buying decision.

There are also companies within industries which outperform their competition. Note for example, within the food industries and Tobacco Industries (Exhibit E), how the top five companies, shifted their positions over a 15-year period. The companies represented by the red graph lines are the "to be" companies. These companies searched for and found opportunities for extra growth and profitability. They planned for it—they planned "to be." The rewards for such management as you can see can range from substantial to spectacular.

The opportunity to grow in the "profit squeezed" economy, paradoxically, is great for the well planned enterprise, perhaps greater than at any other time. Buoyant demand patterns, inflationary forces and resultant high profits following World War II, (a time when most of us entered the business scene) permitted the efficient and inefficient business organization to exist side by side. These conditions tended to mask the inefficient. Not so today—with demand spread over more industries competing for the consumer dollar, and with the rate of profit lower, only the well planned enterprise will take advantage of the profit opportunity inherent in this economic environment or even the opportunity to remain on the business scene.

The record industry profit trend declined (Continued on page 39)

EXHIBIT A

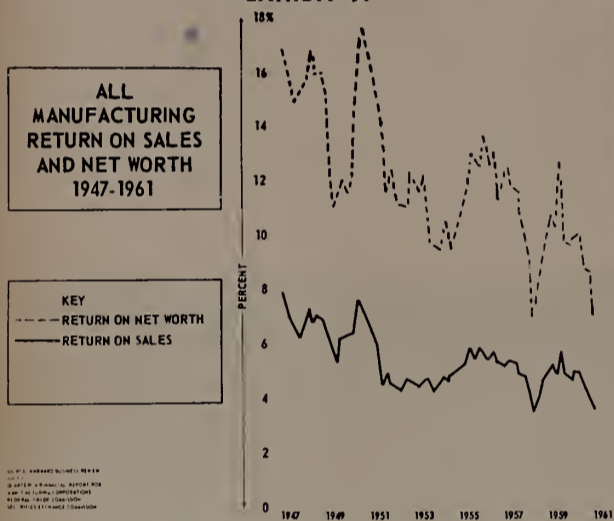


EXHIBIT B

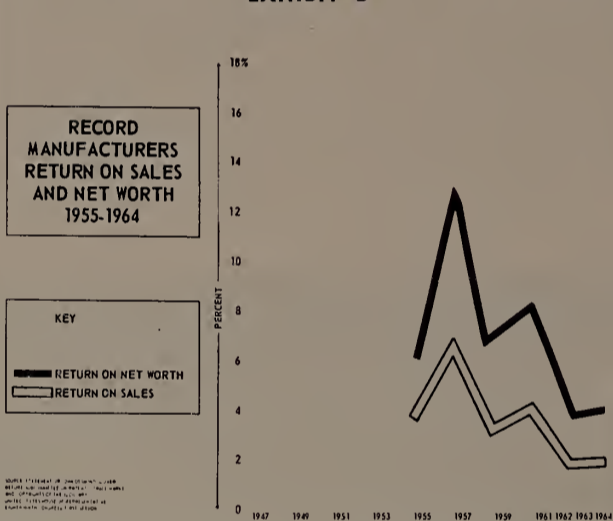


EXHIBIT C

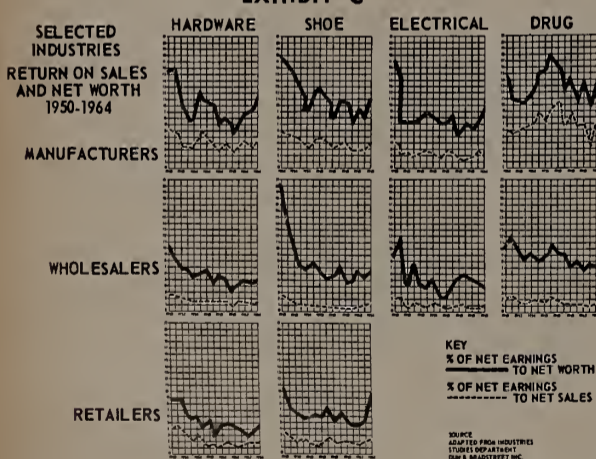


EXHIBIT D

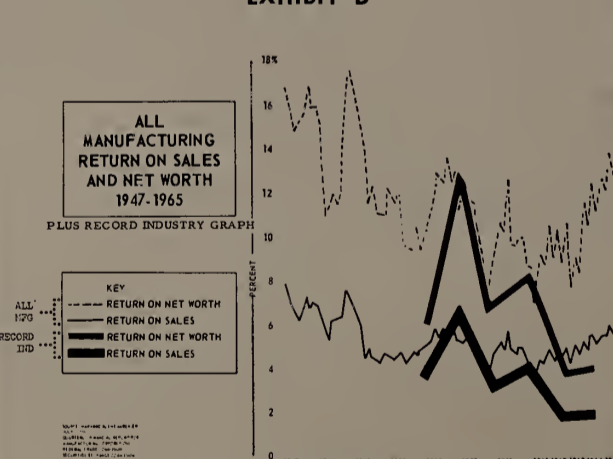


EXHIBIT E
NET PROFIT AS A PERCENTAGE OF NET WORTH

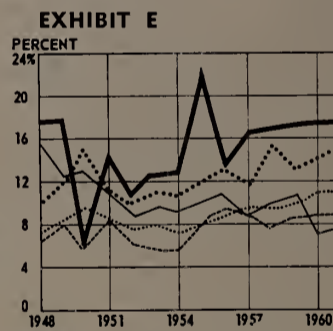


EXHIBIT F

FINANCIAL DATA SELECTED RECORD RACK JOBBERS

RACK JOBBER	EQUITY AS % OF ASSETS	AFTER TAX PROFIT %	
		OF EQUITY	OF SALES
A	71	17	5
B	34	6	1
C	27	48	4
D	12	37	1
E	5	76	2
Z	21	52	3

EXHIBIT G

RECORD RACK JOBBER "Z" FINANCIAL OPERATIONS

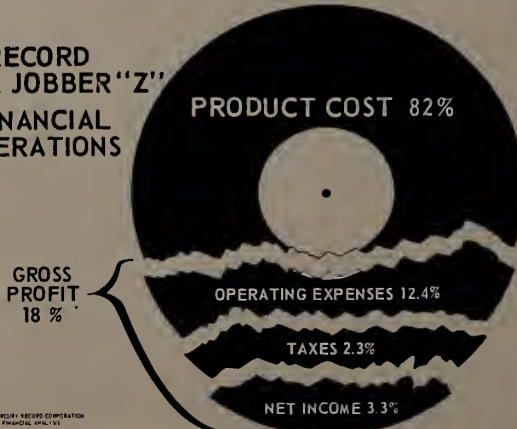


EXHIBIT H

RECORD RACK JOBBER "Z" BALANCE SHEET



'Planning For Profits'—To Be Or Not To Be

thru 1964. Manufacturing generally reversed this trend from 1961 to 1964. It had to be management planning that did it, since with an economy at so high a level no automatic turnaround came from economic trends. It will have to be planning that does it for our industry as well. (Exhibit D).

We have referred to the record manufacturer in the specific, and to manufacturing, wholesaling and retailing in general. Let's look, now, at the position of the record merchandiser.

As Alexander Dumas once said, "All generalizations are dangerous even this one." Nonetheless, there are problems facing the record merchandiser which need to be discussed.

These merchandisers differ in many ways: in total assets, in sales volume, number of locations, size of territory, financial resources, and growth rates and profitability. It is difficult to obtain information on record merchandisers generally. But we have been able to put together some data which is revealing. Our sources are a composite of reports from D & B, directly submitted financial data, and Bank Files.

S. E. C. and Bank Files. Thus, (Exhibit F) samples a variety of merchandisers. Merchandiser A who practically owns his own business, makes a better than average return on his investment and enjoys a substantial profit margin in relation to sales. Merchandiser E has little equity in his business; his earnings are small even though they are enormous when compared to his investment. Record merchandiser Z we find to be an average, a composite of many record merchandisers, falling somewhere in between A and E. (Exhibit G) describes his financial condition. He makes a return of 3.3% on sales (after taxes), and the extraordinary return of 52% on his investment. Even if he owned all of the assets, he would net the very satisfactory return of 11% of asset value.

However, Z's operating expenses are heavy and he finds it difficult to stem rising costs. He drops his prices in the hope of increasing sales volume enough to offset these costs. I strongly suspect that he has no working plan which would effectively control his cost.

If we take a close look at his financial condition as reflected on (Exhibit H) we note that 85% of his assets are in inventory and receivables. Thus a high turnover is critically important to him. He is in reality a minority stockholder (21%). The other 79% of the stock is held by his suppliers; and they, of course, resist pressures to increase their investment or decrease their earnings.

Z faces some tough problems, many of them stemming from the weak financial structure of his business. He lacks working capital and he has little equity. Obviously he will have difficulty competing with a better financed record merchandiser. He does not have the financial reserves which could absorb either mistakes in judgments or possible contractions in business in general.

Yet Z does survive, he even prospers. The nation's business is booming; he has ability and works hard; moreover he is part of a growth industry. However his business is not in really healthy condition, and he could well find himself replaced by some stronger competitor. He is, of course, a long way from being washed out, but he is not doing so well that he can afford to ignore the fact that business failures generally are on the rise.

(Exhibit I) shows that these failures have risen from 4 per 10,000 in 1945; 42 per 10,000 in 1955; they peaked during the business downturn of 1961. It is true that the curve of business failures is rising somewhat less sharply than it did some years back. But the shadow of failure remains alarmingly large.

(Exhibit I) also compares liabilities and the size of failing concerns, suggests that even large concerns are unprepared to cope with

the 1960's. It also suggests that wholesaling and retailing are especially sensitive to economic change.

Of course, there are many reasons for business failure, but the overriding causes are found to be (1) poor management, and (2) lack of sound financing.

This suggests that Z needs to sharpen his managerial skills and work his out of his capital shortage. Otherwise, as Sir Winston Churchill once said, "Those who do no learn from history are condemned to repeat it."

Earlier we pointed out that certain companies outperform their industries whether general profit levels are high or low. This profit leadership is evidence of outstandingly competent management, the kind of management that channels its entire effort toward substantial, tangible profit improvement.

The drive toward profits has to go forward simultaneously on two fronts: (1) through creative marketing designed to get greater volume without sacrificing prices, and (2) thru the improvement of internal management.

Let's look at some of the key factors in profit improvement: these include; pricing policies; turnover and inventory management; physical distribution; cash flow analysis; budget and cost cutting.

As we have seen from the figures presented, further cuts in prices are impossible if this industry is to experience its share of the country's economic growth. There is too little "oxygen" in the profit system now to properly support the general promotion of existing product and the introduction of new product. The record manufacturer has become in a sense a victim of the family in-fighting amongst the record merchandisers. The record merchandisers, in seeking to hold existing markets and in attempting to find new markets have used price as practically their sole competitive weapon. When the new price failed to yield satisfactory margins pressure was placed upon the manufacturer for a lower price.

There is a staggering contradiction here. A salable record, be it LP or single, is a unique product. For perhaps 80% of the volume, the consumer cannot make an alternative selection. Why then compete on a price basis?

Besides, price is the easiest competitive weapon for your competition to nullify. There is nothing creative about reducing or meeting a new price. This sort of price competition is often an indicator of other failures in marketing.

2. Inventory Management, Its Importance. Turnover is as important as price and turnover connotes service. It connotes rendering values which bring the consumer to a product and in this case a unique product. The contradiction of dealing on a price basis only is no more clearly shown to be contradictory as when viewing the philosophy of an organization such as Korvette. Korvette's motto is "thick on the best—to hell with the rest."

One of their executives is quoted as saying: "we want the hot designs that are in the market already." Self service means that by and large a store can sell only what it can display; conversely the discount store can afford to display only those items that will sell. Again then our industry should be designed to give service. The kind of service that assures turnover.

At the heart of the turnover concept is inventory management; inventory management as opposed to the "eyeball" system now most predominantly in use. The ultimate in control here as it involves moving the product thru the retailer to the consumer is in pre-ticketing. Some industries have successfully used pre-ticketing for years. We present here three ticketing systems: The Kimball, The Dennison and The Soabar. Each is designed to inform you on a daily basis of the merchandise actually sold to a customer. Our industry's retail sales now approximate \$650 million. I would estimate that these ticketing systems alone, if universally used, would increase our volume to one billion dollars now and yet only three or four record merchandisers use any of these techniques.

Such systems management epitomizes George Marek's statement in 1964 at Narm when he said "The record merchandiser's function is obviously the task of making the good fruit available and in sufficient quantities and at a time when it is good."

In this area, I, therefore propose that the formation of a joint RIAA-NARM Committee be considered at this convention to investigate

the possibility of a universal ticketing system at the manufacturers level so as to increase our merchandising professionalism.

3. PHYSICAL DISTRIBUTION. Maximum turnover also depends upon efficient physical distribution. Physical distribution is a new and rapidly developing organizational responsibility in business today which also enables management to improve customer service and to reduce costs. This is done as a result of a more efficient and more accurate movement of inventory with relation to demand.

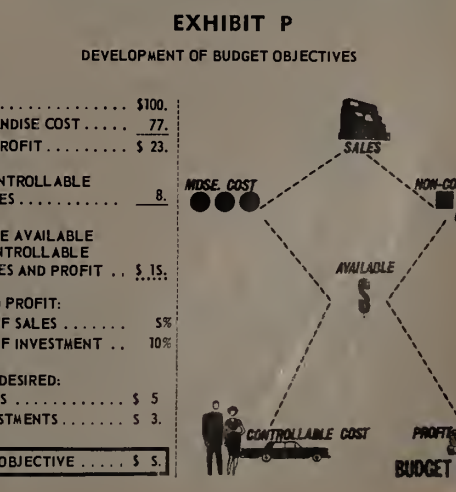
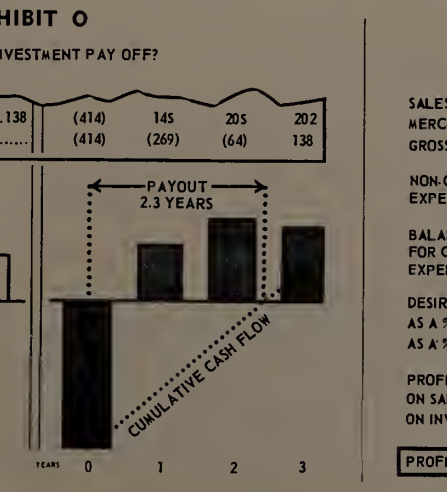
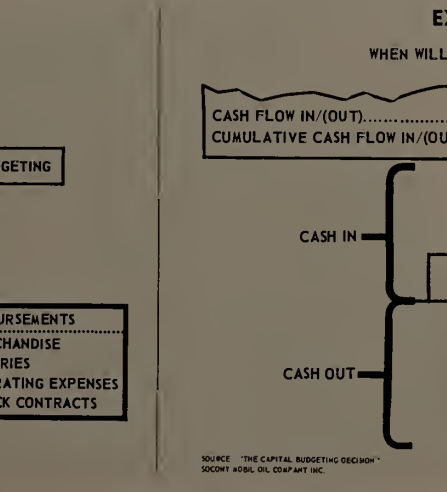
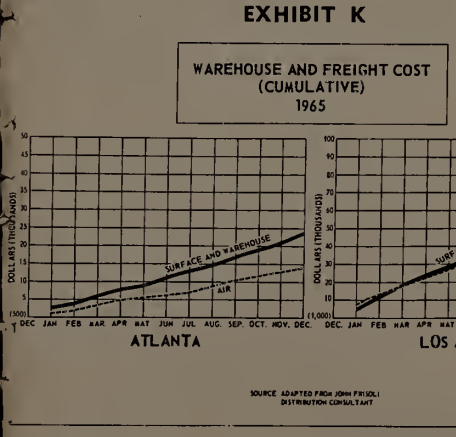
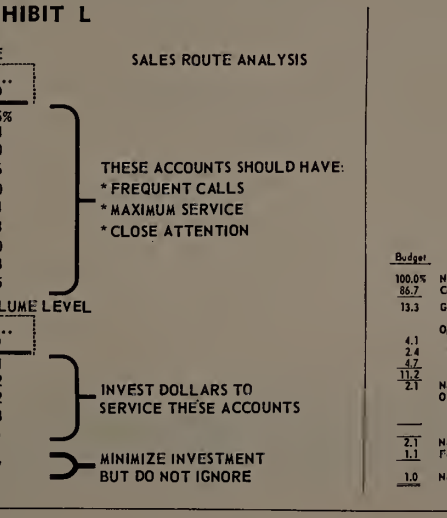
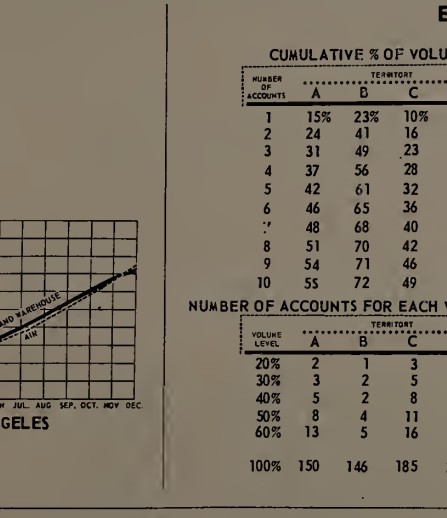
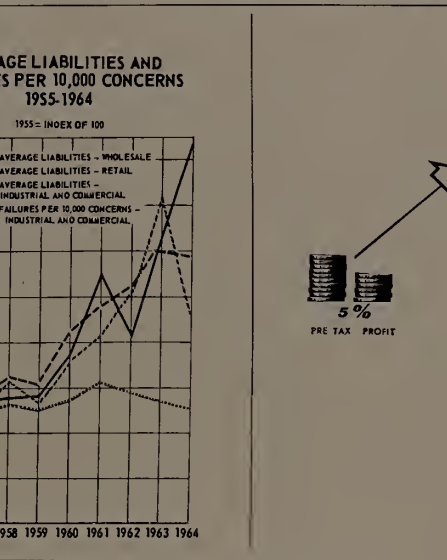
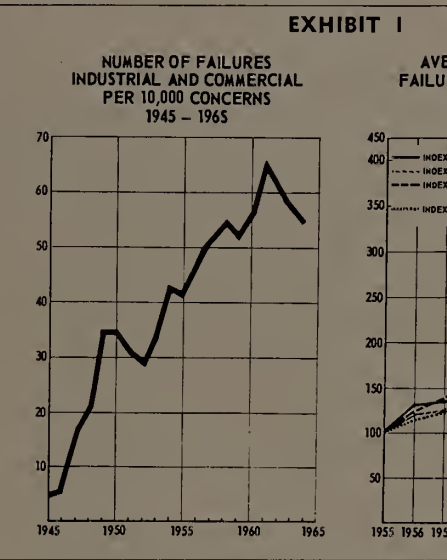
It is not merely the purchasing of transportation. It is also the integration of warehousing, materials handling, transportation, order processing and inventory control. The objective is to maximize profits without any deterioration in service.

The impact of physical distribution's profit potential on net corporate income can be clearly seen. At a net profit level of 5% 20 sales dollars will yield a profit of \$1. On the other hand the dollar reduction in distribution costs will also yield a profit of \$1. It therefore follows that the profit generation of distribution cost reductions is 20 times that of the sales dollar. (Exhibit J).

In (Exhibit K) we show a kind of analysis used by a midwestern manufacturer to make the decision as to whether to ship into a market directly by air or to establish a warehouse in combination with conventional trucking. In the Exhibit covering the Atlanta territory you will note that the market can be served at a lesser cost by first class air. In the Exhibit involving Los Angeles, on the other hand, the decision should be in the direction of the establishment of a warehouse.

4. Sales Route Analysis. I recently read an interesting article about the customer division of a major chemical company. The company's total sales force exceeded 200 men yet 100 of the company's customers accounted for 9/10 of its volume. Something was badly askew. I would suggest that your salesmen should concentrate on your best customers while at the same time not neglecting small customers with large growth potential.

(Continued on page 41)



**MGM Names Art Kass
Dir. Of Special Projects**



ART KASS

NEW YORK—Art Kass has been appointed MGM's director of special projects, it was announced last week by Mort Nasatir, the label's president. In this new capacity, he will be directly responsible to Tom White, the firm's director of administration.

Kass is a graduate of the College of the City of New York with B.B.A. degree in accounting. He has been employed by MGM for the past three years. He started as a cost accountant and advanced to the position as manager of the record division's royalty dept.

Kass will also act as liaison between MGM's factory in Bloomfield, N.J. and the home office in New York.

**Newport Sets Three
Festivals For July**

NEWPORT—Three major music festivals will be held this July at Newport, R.I., one of which, the traditional Newport Jazz Festival, will be held on its traditional weekend, July 1 thru 4.

The famed Metropolitan Opera of New York will join the festivals in presenting the country's first major summer Opera Festival. Four major operas will be presented in concert form in the five-day span of July 12 thru 16, with full orchestra, and chorus and stars of the New York company. The programs, to be announced shortly, will include a series of musical and technical workshops, which will give intimate insights into the multi-faceted aspects of producing the Metropolitan Opera.

The Newport Folk Foundation will once again present its Newport Folk Festival, July 21 thru 24. An additional day of folk music on July 20 will feature a program designed for children, introducing them to the sounds of folk music.

George Wein, producer of the festivals, announced a new ticket policy for all three fetes. A 20% discount will be given on all tickets for all festivals purchased by mail before May 15. The list price tickets for jazz and folk will be \$3.50, \$4.50 and \$5.50 and for opera will be \$3.50, \$5.50 and \$7.50. Further information can be obtained by writing to the Newport Jazz, Opera or Folk Festival, Newport, R.I.

Pitney Plans Major Tour

NEW YORK—Musicor Recording artist Gene Pitney will embark on the most extensive touring schedule of his career in April. The singer, with the exception of a few weeks between segments, will be on the road until early November.

The tour will begin with a five week p.a. schedule throughout the U.S. The package is being set up by the William Morris agency under Larry Curzon and will be tagged, as in the past, "The Gene Pitney Show." In addition to Pitney, the troupe will include Len Barry, the McCoys, Chad and Jeremy and B. J. Thomas and the Triumphs.

After his American appearances, in mid-June, Pitney leaves for an extensive junket through South America until early July, when he flies to England. In England, he's expected to take part in a three-hour country music festival.

From Britain, Pitney moves on to dates in Holland, Scandinavia, Italy, Australia and New Zealand, returning to Britain in October.

Pitney, who recently took second place honors at the San Remo Song Festival with "Nessuno Mi Puo Giudicare," has a hit with the tune in Italy on the CGD label, Musicor's licensee there.

Pitney's recently released single, "Backstage," has now hit the top 10 on the charts in Britain, while in the U.S., his recording with Melba Montgomery, "Baby, Ain't That Fine," is riding the country charts.

Their Kind Of Town

NEW YORK—The city of Philadelphia figures all the way down the line in Mike Douglas' new Epic dinking of "Here's To My Jenny." The song was written by Edward H. Marshall and Desmond Robinson, both Philadelphians; Johnny Farrow, professional manager of Joy Music, publisher of the song, lives in New York, but retains a Philly address; Manny Kellem, producer of the side, was born there; and Frank Hunter, "Jenny's" arranger, is from the city. As for Mike Douglas, his TV'er is currently out of the KYW Studios in Philly.



SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give every indication of doing so.

A SIGN OF THE TIMES PETULA CLARK	Warner Bros. 5802
FRANKIE AND JOHNNY ELVIS PRESLEY	RCA Victor 8780
SHAPES OF THINGS YARDBIRDS	Epic 9891
GOOD LOVIN' YOUNG RASCALS	Atlantic 3221
SOMEWHERE LEN BARRY	Decca 31923
SIPPIN' N CHIPPIN' T-BONES	Liberty 55867
TIME POZO SECO SINGERS	Columbia 43437
KICKS PAUL REVERE AND RAIDERS	Columbia 43556
GLORIA SHADOWS OF THE KNIGHT	Dunwich 116
GOT MY MOJO WORKING JIMMY SMITH	Verve 10393
HELPLESS KIM WESTON	Gordy 7050

**Owens Month Produces
Top Sales/Promotions**

HOLLYWOOD—Buck Owens is blazing a hot sales pace with his two latest LP's, "Roll Out The Red Carpet For Buck Owens And His Buckaroos" and "The Buck Owens Song Book."

Both albums, which were released less than four weeks ago, as part of Capitol's Buck Owens Month, have sold a combined total of almost 200,000 copies and the Owens catalog has moved another 110,000 albums in the same period of time.

The songster has been responsible for more than 300,000 LP sales in less than a month. Sales last week on "Red Carpet" were 19,000 and on the "Song Book" 17,000.

**Koppelman-Rubin Ink
Second Pic Music Deal**

NEW YORK—Koppelman-Rubin Associates has announced that Faithful Virtue Music will publish the score and theme music of Benedict Films' "POW," to be released early in April by American International Pictures. The theme and score are written and played by the Lovin' Spoonful, who are exclusive Faithful Virtue writers.

Another Koppelman-Rubin pubbery, Chardon Music, recently concluded an agreement with Allied Artists for the publishing rights to the "Lemonade Joe" theme.

Dynamite Productions Formed

NEW YORK—Dynamite Productions and Perry-Lin Music (BMI) have been formed by Richard Perry in association with Linda Goldner. Perry was formerly president and A&R head of Cloud Nine Productions. At Cloud Nine he produced records for Kama Sutra and Verve among other labels. He also brought the Goodtimes to Cloud Nine.

Miss Goldner has worked with her father George Goldner in various capacities at Gone, End and Roulette. Her most recent affiliation was with Kama Sutra.

Artists already signed to Dynamite include the Stains, five Yale students, the Original Harptones, Tiny Tim, the Daises, the Marshmallows, Ari Lance, James Mason, the Pype Dreams and Rita Carroll.

Several writers have signed exclusive pacts with Perry-Lin Music.

**Westminster Signs
Toni And Jan Arden**

NEW YORK—Veteran singing star Toni Arden and her brother Jan have signed an exclusive contract with Westminster Management for complete representation in all fields of entertainment, including TV, films, nightclubs and recordings.

**3 TOP HITS!
NAT STUCKEY'S
"DON'T YOU BELIEVE HER"**

Paula 233

A great new side by
**TED TAYLOR
"YOU'VE BEEN CRYING"**

Jewel 759

**BREAKING !!
"DO SOMETHING FOR YOURSELF"
Bobby Powell**

Whit 715



728 TEXAS ST., SHREVEPORT, LA.
Phone: (318) 422-7182



LENNY BRUCE IS OUT AGAIN



In Orbit

The Geminis are set to take off, on RCA-Victor, with their first single "Get It On Home" b/w "No More Tomorrow." The girls are seen here at the signing of their contract with the label, represented by producer Paul Robinson (center) and pop A&R manager Don Burkheimer. The group members are (left to right) Florence Washington, Carol Smiley and Barbara Vaught.

NARM Hands Out Artist/Label Sales Awards

MIAMI BEACH—RCA Victor with four awards leads the parade of winners of NARM Awards for 1965 product. Warner Bros-Reprise is second with three, followed by two each for Columbia, A&M and Capitol. Single winners are MGM, Smash, Decca, Liberty, Motown, Disneyland and Somerset Stereo Fidelity.

Winning attractions were revealed at the NARM awards banquet last Wed. (9), topping off the NARM Convention. Rack members of NARM vote on the winners in terms of "best selling" status.

Artist & Label Winners

Winners are: single: "Mrs. Brown, You've Got A Lovely Daughter" by Herman's Hermits (MGM); album: "Whipped Cream & Other Delights" by Herb Alpert's Tijuana Brass (A&M), soundtrack LP: "Sound Of Music"

NARM Confab Success

(Continued from page 7)

the present. He showed how it prospered, related the company's profits to investment, sales and assets and showed how the company plowed its profits back into the business. He told how a firm which started out three years ago with \$5000 in total net worth in three years of operating performance attained a net worth of \$69,700.

Then Doody took the company into the discounting era and showed how increased volume because of the lower prices offsets the opposing decline in the gross profit percentage. He continued to show the company's growing pains and eventually related how the continued moving into larger accounts coupled with the larger accounts' demands for lower prices and the company's desire to extend lower and lower prices to maintain the volume resulted in a dark profitability picture.

Then Dr. Doody expounded on the four ways to increase profits: 1) increase prices 2) increase volume 3) decrease the cost of goods and 4) reduce expenses. He concluded with comments on how the profits squeeze could be stopped by planning for profits just as one plans for wages; by considering the reduction in cost of sales thru the use of data processing where possible; better management of receiveables; by re-evaluation of pricing policies and selling accounts on the fact that prices on certain items might have to be a little higher, and so on.

Dr. Doody summarized with the following:

"I have tried to show first some of the reasons why we got into this profit squeeze—not the least of which is that we have grown at the expense of profits. We have done this primarily by emphasizing price and expanding into new outlets at a very rapid rate which caused tremendous expenses and startup costs and this has prevented the businesses from generating the necessary level of profits. The implications for growth as based upon our illustrations are obvious. We have reached the end of the line, so to speak. There is no possible way to grow a bigger business, in spite of the booming economy, unless we can generate adequate level of profits. First of all we cannot even grow internally and secondly, should we want to continue to grow at a rapid rate we are in no position to go to the money market if we have an unprofitable business. Finally, my point is that we can make something happen. This is not something which is so irrevocable that it cannot be changed. Things can be made to happen in this industry and this is our job."

(RCA Victor); comedy LP: "Why Is There Air?" by Bill Cosby (Warner Bros.); male vocalist: Elvis Presley (RCA Victor); female vocalist: Barbra Streisand (Columbia); C&W artist (male): Roger Miller (Smash); C&W artist (female): Kitty Wells (Decca); folk artist: (tie): Bob Dylan (Columbia), Peter, Paul & Mary (Warner Bros.); most promising male vocalist: Gary Lewis (Liberty); most promising female vocalist: Petula Clark (Warner Bros.); American vocal group: (tie): Beach Boys (Capitol), Supremes (Motown); English vocal group: Beatles (Capitol); instrumentalists: Herb Alpert's Tijuana Brass (A&M); orchestra: Henry Mancini (RCA Victor); children's line: Disneyland; economy product (under \$1): Somerset Stereo Fidelity; economy product (over \$1): RCA Camden.

Megg's NARM Speech

(Continued from page 7)

dising efforts where the money is," the exec noted.

Advertising, Meggs explained, in general works, especially when "you advertise the fact that something exciting and entertaining is happening in the record department. People go where the action is. Unfortunately, a lot of record departments have the appearance of a mortician's anti-room." He urged rack men to take advantage of the various advertising aids offered gratis by manufacturers. Also called for the stocking of inventory that tied-in with various aspects of the record department's location (e.g. near a campus) and effective use of valuable wall and floor space. He characterized as "nonsense" the objection to displays because they take up too much room and are too hard to put up and take down. A floor-merchandise was projected that takes up a little more than a square foot and is a "snap" to assemble.

"In convincing Mrs. Average Consumer today to buy our wares," Meggs said, "we will achieve far greater success if we appeal to as many senses as possible. The idea is not to offer something solely to the customer's eye, but to move on and reach her eye and ear simultaneously; and better still, to reach her eye, ear and sense of touch simultaneously."

Meggs said that with the continued growth of the rack-jobbing segment of the industry, a rack man's next addition to his pay roll might well be a person in charge of merchandising and promotion. "... it's my firm conviction that the addition of a full-time professional merchandising specialist to your organization can't fail to increase your gross business 20% or more. More importantly, the addition of such a man now is going to enable you to prepare to handle your rightful share of the billion-dollar industry that is our common target for the year 1970."

Steinberg Keynote Speech

(Continued from page 39)

Also your sales network should be reviewed at least once a year and the size of your sales force and the structure of your sales territories should be adjusted in the light of this review. (Exhibit L) displays a type of analysis for planning the sales structure.

I should point out it is difficult to lick the profit squeeze unless we are willing to give up outmoded, traditional practices—even status symbols.

5. Departmental Analysis

Every level of management should be supremely cost conscious. Departments should be required to show profits, rather than be judged solely on the quality or the speed of service. Too much emphasis on the latter can lead to over-staffing and can obscure the prime importance of maximizing cost-value relationships. (Exhibit M) provides a planning tool for establishing and measuring profit by department.

6. The Frequent Development Of Cash Flow Analysis

Another type of essential analysis concerns the cash flow. We recommend quarterly preparation of this analysis. When a concern is transacting a very heavy volume of business a strain is set up and continued operation can only be maintained under a delicate balance. What is this delicate balance? It is merely the relationship between the income and the out-go of funds. The lapse of time between the day funds are taken in and the day when these same funds are disbursed is very short and nothing can disturb that balance without having a vital effect upon the business. Cash flow analysis is a major factor in judging the ability to meet debt requirement.

Expansion and the development of new product, or new means, should not take place without it. Provision of course should be made, amongst other things, for the cost of borrowed funds and profits will contribute heavily not only to the delicate balance but the rate at which the borrowed funds can be obtained.

(Exhibit N) demonstrates a type of cash flow analysis. Let me caution you at this point, that the amount of cash flow should not be considered as a substitute for net income as an indication of operating results.

Another type of cash flow analysis is the "Payback". (Exhibit O) demonstrates an analysis in which an investment pays back in 2-3/10 years.

The payback period is the length of time required for the cash proceeds produced by an investment to equal the original cash outlay required by the investment. It permits setting a payback period for the purpose of accepting or rejecting investment proposals.

7. Budget & Cost Cutting

The budget is the backbone of independent planning for the future both in the short and the long range as it is the device for the measurement of those plans. Frequent and timely reporting is required so that activities which depart from the budget plan are recognized in time for proper management action. The profit objectives should determine the budget of those costs which are under the control of management. We have already distinguished between profits and profitability. Although there is no precise definition of a satisfactory profit it can be described within reasonable limits, the lower of which is the company's expected borrowing cost and the upper of which is the profit opportunity inherent in the industry.

One simplified approach to calculating the funds available for profit and controllable costs is shown in (Exhibit P).

The budget is at the heart of cost cutting should it be needed. The budget permits cost cutting with wisdom since it permits careful analysis, operation by operation. Without such planning the temptation is to use the across the board slash. Such a slash could cut out corporate muscle as well as corporate fat.

The real importance of the foregoing planning is not in terms of the planning as an end in and of itself. Its greater purpose is to instill an analytical approach and a profit orientation throughout the entire supervisory organization. In this concept there is a constant search for fundamental change as a means for profit improvement. It requires that management constantly rethink its current and future relationships with its customers; its competition and its cost price relationships. It is kind of a constant starting all over again in business with each change in the business and with each change in the economic environment. Harlow Curtice, former president of General Motors spelled out this attitude thus: "Now we come to the second funda-

mental reason for the success of General Motors—our approach to problems. It is really an attitude of mind. It might be defined as a dedication to bringing the research point of view to bear on all phases of the business. We are never satisfied with things as they are. We assume that everything and anything whether it be performance results, product, procedure or method, can be improved. I have tried to think of a single term to describe this attitude, and I think, perhaps the closest is the "inquiring mind".

Such an inquiring mind continually asks the following questions:

Why do we do it this way?
Why do we do it at all?
Even if we had to do it this way once, do we have to keep on doing it?

The continuing search for answers to questions like these is found thru analysis such as presented. This is what I mean by "planning to be."

All this effort can pay off in building orderly growth along with better products, better services—and better profits. "Planning To Be" will make our industry a billion dollar one today. There is a broadening consumer market, far quality and for quantity. Our unique product provides us with a rare opportunity to participate more fully in the nation's fast growing leisure time industry.

We have come a long way as partners, you the record merchandisers and we the manufacturers. But we have a long way to go and we can travel that road together. We have to make all areas of our industry more profitable. Then we can offer our customers values in music such as men have never enjoyed before. We can add a new dimension to the enjoyment of leisure. We can demonstrate anew the vitality of the record business. We can be leaders in "being", in fulfilling the possibilities of the enterprise system.

As I close, allow me to express my gratitude to you for inviting me to share my ideas with you and I look forward to the chance to learn from you as the Convention program unfolds.

FLOWERS ON THE WALL	COLUMBIA
THE STATLER BROS.	Southwind Music, Inc.
FRANKIE & JOHNNY	
ELVIS PRESLEY	Gladys Music, Inc.
PLEASE DON'T STOP LOVING ME	
ELVIS PRESLEY	Elvis Presley Music, Inc.
DREAMS	
BEN E. KING	Quintet Music, Inc./Noma Music, Inc./Trilo Music Co., Inc.
SOMEWHERE THERE'S A SOMEONE	
DEAN MARTIN	Noma Music, Inc.
COTTON PICKIN' HANDS	
JOHNNY CASH	Southwind Music, Inc.
PRIVATE WILSON WHITE	
MARTY ROBBINS	Noma Music, Inc./Mojave Music, Inc.
TEENAGE FAILURE	
CHAD & JEREMY	Noma Music, Inc./Chad & Jeremy Music, Inc.
GOODNIGHT MY LOVE, PLEASANT DREAMS	
BEN E. KING	Quintet Music, Inc./Noma Music, Inc./Trilo Music Co., Inc.
IT WAS A VERY GOOD YEAR	
FRANK SINATRA	REPRISSE
BROTHERS FOUR	Doan Music, Inc.
THE DOODLIN' SONG	
THE STATLER BROS.	Southwind Music, Inc.
LOVE'S JUST A BROKEN HEART	
CILLA BLACK	Bigtop Records, Inc.
INSIDE LOOKING OUT	
THE ANIMALS	Slamina Music, Inc.
YOU'RE ON MY MIND	
THE ANIMALS	Slamina Music, Inc.
SOMEONE TO CARE	
THE FORTUNES	Noma Music, Inc./Fortitude Music, Inc.
SHA LA LA LA LEE	
THE SMALL FACES	Bigtop Records, Inc./Kenny Lynch Music, Inc.
THE ABERBACH GROUP	1619 Broadway, New York, N. Y.

We're LONG

on Service at

Dear Jack,

Enclosed is check in payment of this invoice. These records turned out exceptionally fine. Many thanks for the service and workmanship.

Another Satisfied Customer

LONG WEAR STAMPER CORP.

36-41 36th St., Long Island City, N.Y. 11106 (212) EX 2-4718



COUNTRY ROUND UP

Groundbreaking officially begins this week (Mar. 14) for the Country Music Hall of Fame and Museum building in Nashville. The Country Music Foundation has raised in excess of \$310,000 to date and will continue to seek funds within the industry until the total goal of \$750,000 is reached. A campaign launched in Music City will continue throughout

Cloggers, Mary Lou Turner, Bill Todd, Lloyd Green, Darnell Miller and radio personalities Kenny Biggs and Lee Moore. Among the congratulations received by the station were taped messages from West Virginia's governor, Hulett C. Smith, Congressman Arch. A. Moore and Senator Robert Byrd. Over 5,600 fans packed the two shows, with hundreds of ticket



DICK CURLESS



BUCK OWENS



JOHNNY DOLLAR

March and April, under the guidance of Andrew Benedict, Jr., president of the local First National Bank, who expects to have over 6000 men at work in the city during the peak of the campaign. Campaign headquarters for the drive is located at 813 18th Ave., So., while the community campaign office is located in the Andrew Jackson Hotel. Completion for the Hall of Fame and Museum has been tentatively set for Oct.

KSAY-San Francisco, which boasts of being the bay area's only C&W station, recently brought home one of the great country shows when Eddy Arnold and his RCA Nashville All-Star Show, including Jim Edward Brown and Don Bowman, stated a show for a capacity-plus crowd at the Berkeley Community Theatre on Feb. 26. The highpoint of the show was, of course, Eddy Arnold and his guitar, who held over 3,000 people in the palm of his hand for 35 minutes as he roamed his list of hits from "Cattle Call" to his current smash, "I Want To Go With You." According to program director Woody Woodward, the San Francisco bay area is truly indebted to Arnold for what Woodward calls one of his great performances.

Band Box chanter Van Trevor, whose brand new release is titled "Born To Be In Love With You," continues his successful New England swing with a sell-out concert held in Bristol Conn. Trevor is currently negotiating several film deals as well as possibilities for a tour of the Far East.

From the station front we've noticed that, as country music continues to grow, more and more stations are becoming extremely active in public service areas. In Jan., WWVA-Wheeling staged a special Heart Fund Benefit, featuring Buck Owens and the Buckaroos, Dick Curless, Johnny Paycheck, Hugh X. Lewis, Hardrock Gunter, the Blue Ridge Quartet, the Compton Brothers, Jimmy Stephens and the New England Country Gentlemen, Roy Scott and the Country Harmony Boys, Crazy Elmer, Red Allen and the Yates Brothers, the Oxon Hill

mail orders being turned away. . . . An unusual circumstance where an indie station came to the aid of a cancelled network TV show occurred recently when KIKK-Houston, noting that the "Jimmy Dean Show" faced cancellation, ran a special "Save The Jimmy Dean Show" editorial on Feb. 11 and 12. To date the station has received 1,222 letters (many of the letters containing hundreds of signatures) from people petitioning to keep the show on the air. The letters will be sent to ABC-TV programming officials in New York. . . . Ed Neilson, program director of WJRZ-Newark recently received a letter from a Marine sergeant in Chu Lai, Viet Nam, stating that many of the leathernecks in his area would like to get hold of some recorded country music since they dig the sound and they are fortunate enough to have electricity. The station has responded by making arrangements to ship a portable, battery-operated phonograph to the camp. In addition, the Marines there will receive, each week, a series of records based on the station's survey sheets. The phonograph was sent through the courtesy of Morris Diamond, national promo director of Mercury records. Diamond also furnished the station with a starter set of records. . . . Country deejay Sleepy Bob and KHUL-FM staged a benefit show for Misti Barnes, 4½ year old daughter of songwriter Benny Barnes, who is seriously ill from a freak accident which saw her hit in the head from a stray bullet fired by a group of target-practicing boys. The show was staged on Feb. 7 at the local Esquire Ballroom.

Johnny \$ Dollar, who's beginning to show up very strongly with his latest Columbia outing, "Stop The Start (Of Tears In My Heart)," takes off for Wheeling, W. Va., where he'll be taking part in another WWVA Jamboree spectacular. Dollar just recently signed on as a Jamboree regular and will be appearing with such names as George Jones & the Jones Boys, Mac Wiseman, Darnell Miller and the Country Gentlemen, as well as Jamboree regulars Kirk Hansard, Lois Johnson and Red & Fred.

Metric Music exec Al Altman leaves for Music City this week with a batch of the firm's tunes that he'll be plugging with top producers in Nashville. . . . At the same time, Music, Music, Music execs Chet Gierlach and Phyllis Fairbanks are also planning a song-plugging tour to the Country Capitol. The pubbery is currently zooming up country charts with Barry Sadler's giant "Ballad Of The Green Beret."

Chuck Davis called in from Canada to say that he's in dire disk distress up there. Records can be sent to him at the Canadian Broadcasting Co., 701 Hornby St., Vancouver 1.



COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1	2	26	26
WAITIN' IN YOUR WELFARE LINE (Central Songs—BMI) Buck Owens (Capitol 5566)		THEN GO HOME TO HER (Pamper—BMI) Norma Jean (RCA Victor 8720)	
2	1	27	31
SNOW FLAKE (Open Road, Rondo—BMI) Jim Reeves (RCA Victor 8719)		I WISH (Acuff-Rose—BMI) Ernie Ashworth (Hickory 1358)	
3	3	28	15
GIDDYUP GO (Starday—BMI) Red Sovine (Starday 737)		FLOWERS ON THE WALL (SouthWind—BMI) Statler Bros. (Columbia 43315)	
4	8	29	36
I WANT TO GO WITH YOU (Pamper—BMI) Eddy Arnold (RCA Victor 8749)		I LOVE YOU DROPS (Moss-Ross—BMI) Bill Anderson (Decca 31890)	
5	14	30	17
BALLAD OF THE GREEN BERETS (Music, Music, Music—ASCAP) S/Sgt. Barry Sadler (RCA Victor 8739)		KEEP THE FLAG FLYING (Regent—BMI) Johnny Wright (Decca 31875)	
6	12	31	35
DEAR UNCLE SAM (Sure Fire—BMI) Loretta Lynn (Decca 51893)		UP HILL AND DOWN (Sure-Fire—BMI) Osborne Bras. (Decca 31886)	
7	13	32	37
THE ONE ON THE RIGHT IS ON THE LEFT (Jack—BMI) Johnny Cash (Columbia 43496)		MY DARLING HILDEGARD (Acclaim—BMI) Statler Bros. (Columbia 43526)	
8	4	33	22
SKID ROW JOE (Carrel—BMI) Porter Wagoner (RCA Victor 8723)		THE MEN IN MY LITTLE GIRL'S LIFE (Jewel—ASCAP) Archie Campbell (RCA Victor 8741)	
9	11	34	41
HUSBANDS & WIVES (Tree—BMI) Roger Miller (Smash 2024)		RAINBOWS AND ROSES (Harbot—SESAC) Roy Drusky (Mercury 72532)	
10	7	35	40
GOLDEN GUITAR (Saran Deep Cross—BMI) Bill Anderson (Decca 31890)		I'VE BEEN A LONG TIME LEAVING (Tree—BMI) Roger Miller (Smash 2024)	
11	5	36	43
TRUE LOVE'S A BLESSING (Marson—BMI) Sonny James (Capitol 5536)		GIDDUP-GO ANSWER (Starday—BMI) Minnie Pearl (Starday 754)	
12	10	37	44
WHAT KINDA DEAL IS THIS (Lonzo & Oscar—BMI) Bill Carlisle (Hickory 1348)		I'M A PEOPLE (Blue Crest—BMI) George Jones (Musicor 1143)	
13	6	38	42
BABY (Blue Echo—BMI) Wilma Burgess (Decca 31862)		MAN IN THE WHITE SUIT (Blue Crest—BMI) Charlie Walker (Epic 9875)	
14	25	39	21
TIPPY TOEING (Window—BMI) Harden Trio (Columbia 43463)		THE GIRLS GET PRETTIER (Every Day) (Combine—BMI) Hank Locklin (RCA Victor 8695)	
15	9	40	47
BORN LOSER (Acuff-Rose—BMI) Don Gibson (RCA Victor 8732)		STOP THE START (OF TEARS IN MY HEART) (Zanetis—BMI) Johnny Dollar (Columbia 43537)	
16	16	41	33
BABY AIN'T THAT FINE (Blue Crest—BMI) Gene Pitney & Melba Montgomery (Musicor 1135)		BOSTON JAIL (Four Star—BMI) Carl Belew (RCA Victor 8744)	
17	20	42	46
NOBODY BUT A FOOL (Stallion—BMI) Cannie Smith (RCA Victor 8746)		CATCH A LITTLE RAINDROP (Al Gallico—BMI) Claude King (Columbia 43510)	
18	26	43	—
COUNT ME OUT (Mariposa—BMI) Marty Robbins (Columbia 43500)		WOULD YOU HOLD IT AGAINST ME (Tree—BMI) Dottie West (RCA Victor 8770)	
19	19	44	—
A WOMAN HALF MY AGE (Cramor—BMI) Kitty Wells (Decca 31881)		VIET NAM BLUES (Buckhorn—BMI) Dave Dudley (Mercury 72550)	
20	18	45	45
ANITA, YOU'RE DREAMING (Parody—BMI) Waylon Jennings (RCA Victor 8729)		IN THE PALM OF YOUR HAND (Central Songs—BMI) Buck Owens (Capitol 5566)	
21	27	46	50
IF YOU CAN'T BITE, DON'T GROWL (Seashell—BMI) Tommy Collins (Columbia 4389)		MANY HAPPY HANGOVERS TO YOU (Mimosa—BMI) Jean Shepard (Capitol 5585)	
22	28	47	—
I KNOW YOU'RE MARRIED (Lois—BMI) Bill Anderson & Jan Howard (Decca 31884)		TWELFTH OF NEVER (Express—ASCAP) Slim Whitman (Imperial 66153)	
23	30	48	—
SOMEONE BEFORE ME (Sure-Fire—BMI) Wilburn Bros. (Decca 31894)		TALKIN' TO THE WALL (Pageboy—SESAC) Warner Mock (Decca 31911)	
24	24	49	49
THE BOX IT CAME IN (Acclaim—BMI) Wanda Jackson (Capitol 559)		SAMMY (Tree—BMI) David Houston (Epic 9884)	
25	32	50	—
WHEN THE SHIP HITS THE SAND (Window—BMI) Little Jimmy Dickens (Columbia 43514)		BACK POCKET MONEY (Newkeys—BMI) Jimmy Newman (Decca 31916)	

Flying High!

JOHNNY WRIGHT'S

"KEEP THE FLAG FLYING"

Decca 31875

Country-Pop Smash!



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**"I LOVE
YOU
DROPS"**



31890

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EXCLUSIVE MANAGEMENT: THE HUBERT LONG TALENT AGENCY, NASHVILLE



COUNTRY

REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



DISTANT DRUMS (2:46) [Champion, BMI—Walker]
OLD TIGE (2:54) [Tuckahoe, BMI—M./R. Burk, Reeves]
JIM REEVES (RCA Victor 8789)

After pushing his last few disks straight to the top of the charts, the fans of the late Jim Reeves should be out in force to make a chart-topper out of this one, titled "Distant Drums." A bittersweet ballad based on the timely topic of war this one should skyrocket. "Old Tige" is a sentimental tale of a man reminiscing about his faithful dog. Looks like a two-sided smash.

LONG NIGHT (2:14) [Starday, BMI—Sovine, Hill]
TOO MUCH (2:37) [Tarheel, BMI—Sovine, Bruce, Hill]
RED SOVINE (Starday 757)

Following hot on the heels of his chart-topping "Giddyup Go" single, Red Sovine will soon be barrelin' down the hitsville highway with this truckdriving ditty titled "Long Night." A light, catchy ditty with a lot of bounce, this one should also hit with the gearjamming set. "Too Much" is a slow, feelingful romance stanza.

FROM NASHVILLE WITH LOVE (2:40)
[Acuff-Rose, BMI—Loudermilk]

RHYTHM GUITAR (2:03) [Athens, BMI—Atkins]
CHET ATKINS (RCA Victor 8781)

Longtime country favorite Chet Atkins, whose latest winner, "Yakey Axe," bulldozed straight to the top of the charts, should have another clicker on his hands with this newbie called "From Nashville With Love." Side is a light, easy-goin' done up with the axeman's usual flair for perfection. "Rhythm Guitar" is a jazz-flavored bouncer that should also get many a spin.

THE MINUTE MEN (Are Turning In Their Graves) (2:31)
[Wilderness, BMI—Howard]

I WISH I HAD A GIRL (2:48) [Turp Tunes, BMI—Jackson]
STONEWALL JACKSON (Columbia 43552)

Stonewall Jackson could very well have another twin-market smash on his hands with this chartbound effort tabbed "The Minute Men (Are Turning In Their Graves)." A lively ballad, the tune is a powerful anti-protest song that should get big acceptance in both pop and country areas. "I Wish I Had A Girl" is a lonesome-sounding weeper.

THE CHAMP (2:55) [Cedarwood, BMI—Powell, Fargo]
YOU AIN'T NO BETTER THAN ME (1:58)
[Cedarwood, BMI—Walker, Powell]
WEBB PIERCE (Decca 31924)

Following right behind his "Sweet Memories" outing, Webb Pierce should zoom right up the charts with this newbie dubbed "The Champ." Tune is a super-powerful recitation about a boxer who gives his life for his child. Watch out for this one. "You Ain't No Better Than Me" is a light, persnickety thumper.

I COULD SING ALL NIGHT (2:32) [Husky, BMI—Husky, Collins]
WHAT DOES YOUR CONSCIENCE SAY (2:35)
[Pamper, BMI—Pennington]
FERLIN HUSKY (Capitol 5615)

Just coming off his "Money Greases The Wheels" charter, Ferlin Husky should zip right back into the hitsville picture with this item called "I Could Sing All Night." The side is a rollicking, hand-clapping mover about a feller who's struck it rich in the game of love. "What Does Your Conscience Say" is midtempo tale of woe.

THE SHIRT (2:57) [Stallion, BMI—Anderson, Strickland, Bailey]
PLEASE DON'T HURT ME (2:21) [Wilderness, BMI—Howard]
NORMA JEAN (RCA Victor 8790)

Still riding the charts with her latest winner, "Then Go Home To Her," Norma Jean should have another biggie with this item titled "The Shirt." Tune is an emotion-packed, tear-pulling tale of a gal who discovers a souvenir of her old love. "Please Don't Hurt Me" is a warm-hearted tale of a gal who doesn't want another broken heart.

THANK YOU VERY MUCH (2:10) [Law, BMI—Allen]
HE'LL GET BY (2:18) [Law, BMI—Russell, Smith]
BOOTS TILL (Capa 131)

No stranger to chart action, Boots Till could very well have another winner with this ditty called "Thank You Very Much." The lid is a thumpin', tear-puller about a gal suffering with the heartsick blues. Undercut, "He'll Get By," is a lowdown, slowed down heartbreaker with equal appeal.

THE CASH BOX BULLSEYE



HISTORY REPEATS ITSELF (2:27) [Glaser, BMI—Starcher]
SNIPER'S HILL (3:45) [Glaser, BMI—Starcher]
BUDDY STARCHER (Boone 1038)

Newcomer Buddy Starcher should make a great big splash in country markets with this self-penned lid called "History Repeats Itself." Done up like the oft-cut favorite, "Deck Of Cards," the side is a chilling comparison of a long series of coincidences between the fates of Presidents Lincoln and Kennedy. "Sniper's Hill" is a tender ballad from the Viet Nam scene.

HILL ABOVE THE CITY (2:00) [Yonah, BMI—L./C. Anderson]
EYES LOOK AWAY (2:29) [Yonah, BMI—Anderson]
TOM TALL (Chart 1305)

Tom Tall stands an excellent chance of firmly establishing himself in the national picture with this outing titled "Hill Above The City." Side is a real lowdown blues item about a man who's trying to break away from painful a town filled with memories. "Eyes Look Away" is a shufflin' wooser.

DON RENO & BENNY MARTIN
(Monument 931)

(B+) YOU CAN'T MAKE A HEEL
TOE THE MARK (2:24)
[Pamper, BMI—Pennington, Reno]
Veteran hoedowners Don Reno & Benny Martin make a heap of music on this rollicking, mountain-flavored walloper. May make it.

(B+) TOO BAD THAT YOU'RE
NO GOOD FOR ME (2:15)
[Pamper BMI—F./R.E. Carter] This side is a mid-tempo blueser with a strong bluegrass flavor.

JIM CUNNINGHAM (Ecton 208)

(B) ACCORDING TO THE
PAPERS (2:35) [Crick & Ecton, ASCAP—Cunningham] Newcomer Jim Cunningham could click with this soulful, blues-drenched item about a feller who's romance is past tense.

(B) MY BABY WAITIN' (1:55)
[Crick & Ecton, ASCAP—Cunningham] This side is a lively, funky truckdrivin' epic, which may be attractive to the gear-jamming set.



TOP COUNTRY ALBUMS

1	MY WORLD Eddy Arnold (RCA Victor LPM/LSP 3466)	1	17	TOWN & COUNTRY Flatt & Scruggs (Columbia CL 2443/CS 9243)	17
2	GOLDEN HITS OF ROGER MILLER (Smash MGS 27073/SRS 6 7073)	2	18	INSTRUMENTAL HITS OF BUCK OWENS & THE BUCKAROOS (Capitol T/ST 2367)	16
3	HYMNS Loretta Lynn (Decca DL 4695/DL 74695)	4	19	THE MANY MOODS OF CHARLIE LOUVIN (Capitol T/ST 2437)	20
4	CUTE 'N COUNTRY Connie Smith (RCA Victor LPM/LSP 3444)	3	20	DOTTIE WEST SINGS (RCA Victor LPM/LPS 3423)	18
5	ROLL OUT THE RED CARPET Buck Owens (Capitol T 2443/ST 2443)	10	21	I WANT TO GO WITH YOU Eddy Arnold (RCA Victor LPM/LSP 3507)	23
6	GIDDYUP GO Red Sovine (Starday SLP 363)	8	22	MORE THAN YESTERDAY Slim Whitman (Imperial LP 9303/LPS 12303)	—
7	BEFORE YOU GO/ NO ONE BUT YOU Buck Owens (Capitol T/ST 2353)	9	23	MORE OF THAT GUITAR COUNTRY Chet Atkins (RCA Victor LPM/LSP 3429)	24
8	THE OTHER WOMAN Ray Price (Columbia CL 2382/CS 9182)	6	24	MEAN AS HELL Johnny Cash (Columbia CL 2470/CS 9270)	25
9	BALLADS OF THE GREEN BERETS S/Sgt. Barry Soddler (RCA Victor LPM/LSP 3547)	15	25	THERE'S A STAR SPANGLED BANNER WAVING SOMEWHERE Dave Dudley (Mercury MG 21057/SR 61057)	22
10	HELLO VIETNAM Johnny Wright (Decca DL 4698/DL 7 4698)	11	26	MISS SMITH GOES TO NASHVILLE Connie Smith (RCA Victor LPM/LSP 3520)	—
11	BEHIND THE TEAR Sonny James (Capitol T/ST 2415)	10	27	BUCK OWENS SONGBOOK Buckaroos (Capitol T 2436/ST 2436)	—
12	PRETTY MISS NORMA JEAN (RCA Victor LPM 3427/LSP 3466)	5	28	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE Little Jimmy Dickens (Columbia CL 2442/CS 9242)	19
13	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson (Decca DL 4686/74686)	13	29	THAT'S TRUCKDRIVIN' Various Artists (Starday SLP 357)	—
14	BEST OF JIM REEVES, VOL. 2 (RCA Victor LPM 3482/LSP 3482)	14	30	HEARTBREAK TRAIL Hank Snow (RCA Victor LPM/LSP 3471)	—
15	LOVE BUG George Jones (Musicor MM 2088/MS 3088)	21			
16	FLOWERS ON THE WALL Stotler Bros. (Columbia CL 2449/CS 9249)	12			

Cash Box

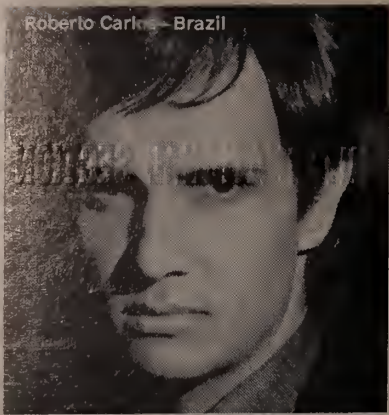


March 19, 1966



Singer-Composer Udo Jurgens representing Austria for the third successive year was the winner of the Eurovision Song Contest of 1966, with his own composition "Merci Cherie." The inset shows last year's winner France Gall after presenting Udo Jurgens (left) and his co-author Thomas Hoerbiger with their Grand Prix awards. "Merci Cherie" is published by Editions Montana. See full Eurovision coverage in domestic section.





Roberto Carlos—Brazil



Geula Gill—Israel



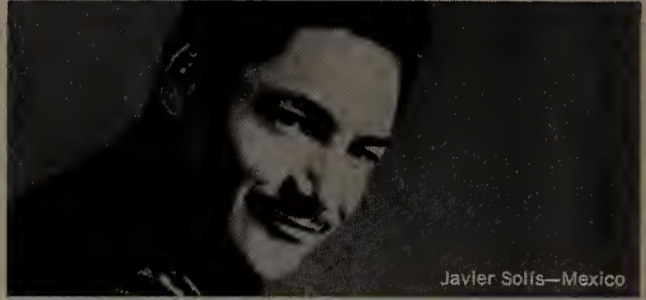
Cuarteto Imperial—Argentina



Joe Dassin—France

We'd like you to meet some friends of ours. But they're all out of town.

Far, far out of town. Out of the country, in fact. These CBS Records artists hail from points on the globe as diverse as our own operation. And in the international recording business, more diverse than that you just can't get. However, we don't settle for diversity. Our other magic word is completeness. Meaning we don't believe in doing half a job. So in the eleven countries flanking this page, the local CBS affiliate A-to-Z's it right down the line. Signs the finest homegrown talent. Records the best material with the most advanced equipment. Then gives those recordings the sort of in-the-know handling that spells success in Bogotá or Baden-Baden just as surely as it would in Brooklyn. That's proven by the solid success of CBS artists in their own countries...and quite often in other music-loving countries as well. Talk about a wide circle of friends. Ours is 7,927 miles in diameter. It's called the world.



Javier Solís—Mexico



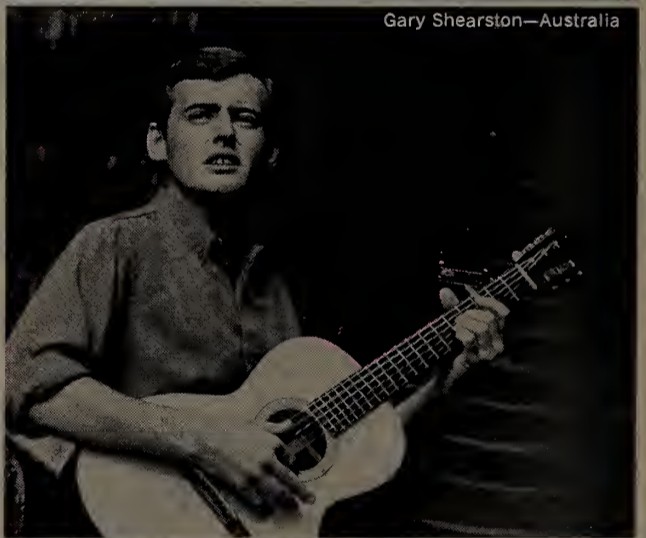
Gary Walker—England



Lucho Bermudez—Colombia



Emy Jackson—Japan



Gary Shearston—Australia



Louis Van Dyke—Holland



Monique Leyrac—Canada

CBS Records/Entertaining the Entire World



GREAT BRITAIN

CBS managing director, Ken Glancy, has announced that as of July 1st, all CBS records will be distributed exclusively by EMI. He said that the move has been made as part of their streamlining process, and dealers will still be able to order direct from CBS thus giving two parallel sources of supply. The CBS sales force will be increased and will work in close co-operation with the EMI network.

CBS were the hosts of a reception at Ronnie Scott's Jazz Club for American jazzman Woody Herman who is here in Britain for a twelve day concert tour. The occasion brought about a happy reunion between Woody Herman and CBS managing director Ken Glancy, who was responsible for signing Herman to the Columbia label in America several years back. An album "Woody's Winners" has been issued to coincide with the tour. Other CBS artistes about to set foot in Britain are the Clancy Brothers, due on March 27th for a three-week nation wide tour, and Billy Joe Royal, who arrives March 20th for TV and radio promotion. We recently reported Billy Joe's arrival and said CBS would issue his American release "Don't Wait Up For Me Mama," but we have been advised that the flip side "It's A Good Time" will be promoted in Britain. The talented duo Simon and Garfunkel who achieved a No. 1 hit in the states with "The Sound Of Silence" are coming on March 25th for TV and radio promotion of "Homeward Bound" already a hit in America. The song could get the boys known here. CBS is currently having fantastic success with the New Christy Minstrels single "Three Wheels On My Wagon." The track was first heard on their "Cowboys and Indians" LP and picked out by deejays for airplay. It was later included on an EP and is now achieving success as a single.

Three American music publishing companies have been acquired by Dick James. They are Comet Music Corporation, Sweco Music Corporation and Cole and Gale Music Distributors Inc. The catalogs comprise a considerable number of standards including many songs penned and recorded by the late Nat King Cole. James also has interests in the British and Australian companies of Comet Music. With the Beatles hurtling their way to the top of the American charts with "Nowhere Man," James is eagerly watching the progress of the Hollies on the British charts with their April-Blackwood copyright "I Can't Let Go" (Parlophone).

Giorgio Gomelsky of Gomelsky Productions has formed Paragon to handle press relations for all his artistes (which includes the Yardbirds). Paragon has also signed a contract with Polydor Records to publicize all their artistes. Roger Cowles, who is in charge of the new company, will also deal in film publicity.

Chart happy Philips Records has great enthusiasm for two new singles. Julie Rogers, who had an international hit with "The Wedding," has waxed another Joaquim Prieto composition "In My Room" (Mercury), and Harry Secombe has coupled "I Long To See The Day" from the new British musical "The Match Girls" with Britain's Eurovision entry "A Man Without Love" (Philips), and it should prove to be a steady seller over a long period.

When Pye Records took over the distribution of the American King label in January, they acquired the talents of r & b singer James Brown. The firm is getting ready to welcome him to Britain for TV and concert appearances. His latest single is "I Got You (I Feel Good)." Brown has built up a large following in this country via his "Poppa's Got A Brand New Bag" single then issued on the London label. He will also give a midnight concert at the Olympia Paris on March 14th.

Another welcome visitor to these shores greeted by Pye Records was Herb Alpert, who together with his Tijuana Brass, arrived for a hectic three-day visit on March 11th. During the group's stay, they will meet the British press and deejays at a reception hosted by Pye Records, record two half-hour Spectaculars for BBC TV and make one London concert appearance. Their recording of "Spanish Flea" is still on the British charts and is commanding much air play. The song is to be followed by "Tijuana Taxi."

Quickies: American singer Vikki Carr follows Cliff Richard into London's "Talk of the Town" nitery March 14th and Liberty issues new album "Anatomy Of Love" . . . "Marble Breaks And Iron Bends" which Draft took to the top of the charts in his native Germany now issued here on Decca. . . The Simon and Garfunkel number "Sound Of Silence" covered by the Bachelors on Decca. . . The Hollies currently on a 12-day trip to Poland, follow up with a six-week tour of America. . . The Beatles to visit Japan this summer as well as America and Germany. . . Richard Armitage of the Noel Gay Organization currently in the States negotiating for a British visit by Mitch Ryder, currently on the charts with "Jenny Take A Ride" issued on Stateside and published by Ardmore & Beechwood. . . Jazzman Earl Hines in London for a series of concerts. . . EMI features Al Martino as "Artist of the Month" pushing his albums and current single "Spanish Eyes" (Capitol). . . The Musicians' Union threat to ban miming on TV still in the talking stage. . . Having promoted "Make The World Go Away" onto the charts, Eddy Arnold plans a return trip for his new single "I Want To Go With You" (RCA). . . The Beach Boys plan a visit to Britain following their "Barbara Ann" hit (Capitol). . . German bandleader Bert Kaempfert's new Polydor single "I'm Beginning To See The Light" for release March 11th. . . Lou Christie to visit Britain for three-week tour following his "Lightnin' Strikes" hit (MGM). . . Cliff Richard waxes Mick Jagger-Keith Richard composition "Blue Turns To Grey" (Columbia). . . First British release by Swedish group the Tages—"So Many Girls" (HMV). . . The Quiet Five cover "Homeward Bound" on Parlophone.



Total Tie-In

Sayvette's Dept. Store in London, Ontario went all out with its "Thunderball" display when the Bond flick came to town as seen in this photo taken in the midst of the wall to wall and ceiling to floor displays. The sales item was UA's original soundtrack LP.



TOP 100 LABELS

ABC Paramount	29	Liberty	21, 84
A & M	44, 45, 64	London	3
Atco	32, 48, 94	MGM	6, 10, 40, 74
Atlantic	14, 81	Mala	97
B. T. Puppy	95	Mercury	100
Bang	52	Minute Man	83
Capitol	5, 27, 30, 60, 63, 66	Mirwood	76
Carla	12	Motown	22, 25
Centaur	71	Musicland	15
Co & Ce	28, 73	Mustang	11
Columbia	9, 46, 67, 85, 86	New Voice	49, 57
Constellation	96	Parkway	50
Decca	82	Parrot	72
Dial	65	Philips	17
Diamond	47, 90	RCA Victor	1, 34, 39, 75
Dolton	77	Reprise	2, 36, 42
Dunhill	4, 98	Ric Tic	54
Dunwich	87	Scepter	35
Epic	26, 43, 79, 80	Smash	20
Excello	19	Stax	93
Gordy	24, 38, 89	Symbol	100
HBR	51	Tamla	13, 31, 41, 62
Hickory	68	Tribe	59
Imperial	37, 56, 100	United Artists	33, 55, 70
Kapp	91	Verve	23, 88
Karate	78	V.I.P.	99
Kama Sutra	8	Volt	58, 92
King	61	Warner Bros.	16, 53, 69
		White Whale	18
		World Pacific	7

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	2	6	These Boots Are Made For Walkin'—Nancy Sinatra (Reprise) MCPS
2	3	6	*A Groovy Kind Of Love—The Mindbenders (Fontana) Screen Gems
3	2	6	*19th Nervous Breakdown—The Rolling Stones (Decca) Mirage
4	6	4	*Sha-La-La-Lee—Small Faces (Decca) Belinda
5	5	3	Barbara Anne—The Beach Boys (Capitol) Planetary
6	10	2	Backstage—Gene Pitney (Stateside) Bron
7	4	4	*My Love—Petula Clark (Pye) Welbeck
8	8	3	*Inside Looking Out—The Animals (Decca) Essex
9	—	1	I Can't Let Go—The Hollies (Parlophone) Dick James
10	20	2	Make The World Go Away—Eddy Arnold (RCA) Acuff-Rose
11	16	2	Lightnin' Strikes—Lou Christie (MGM) Debmar
12	7	7	*You Were On My Mind—Crispian St. Peters (Decca) Blossom
13	11	10	Spanish Flea—Herb Alpert (Pye) Burlington
14	13	5	*Tomorrow—Sandie Shaw (Pye) Glissando
15	12	4	Up Tight—Stevie Wonder (Tamla Motown) Belinda
16	—	1	The Sun Ain't Gonna Shine—Walker Bros (Philips) Ardmore & Beechwood
17	9	7	Love's Just A Broken Heart—Cilla Black (Parlophone) Belinda
18	15	6	*Mirror Mirror—Pinkerton's (Assort) Colours (Decca) King
19	—	1	What Now My Love—Sonny & Cher (Atlantic) Blossom
20	—	1	*Shapes Of Things—The Yardbirds (Columbia) Feldman

*Local copyrights.

Top Ten LP's

- The Sound Of Music—Soundtrack (RCA)
- Rubber Soul—The Beatles (Parlophone)
- The Beach Boys Party — The Beach Boys (Capitol)
- The Second Album — Spencer Davis (Fontana)
- Mary Poppins—Soundtrack (HMV)
- Going Places—Herb Alpert (Pye)
- Take It Easy With The Walker Brothers (Philips)
- Otis Blue—Otis Redding (Atlantic)
- A String Of Tony's Hits—Tony Bennett (CBS)
- My Name Is Barbra, Two—Barbra Streisand (CBS)

Top Ten EP's

- The Seekers—The Seekers (Columbia)
- Beatles Million Sellers — The Beatles (Parlophone)
- No Living Without Your Loving — Manfred Mann (HMV)
- You Put The Hurt On Me — Spencer Davis (Fontana)
- Doddy & The Diddy Men—Ken Dodd (Columbia)
- Kwyet Kinks—The Kinks (Pye)
- One Too Many Mornings—Bob Dylan (CBS)
- Tony Bennett — Tony Bennett (CBS)
- Andy Williams Favourites—Andy Williams (CBS)
- Farlowe In The Midnight Hour—Chris Farlowe (Immediate)

The Best in Britain... Bens

EUROVISION CONTEST

(Continued from page 6)

Er Go." Belgium was next with a beauty ballad "Un Peu De Poivre, Un Peu De Sel," sung by Tonia who collected 14 votes and came fourth. She was followed by Michele Torr of Luxembourg with "Ce Soir, je T'Attendais," a good number with a strong beat although somewhat over orchestrated. Yugoslavia came next with a slow yearning ballad "Brez Besed," well performed by Berta Ambroz.

She was followed by the Norwegian entry Ase Kleveland who accompanied herself on guitar for the plaintive folk type song "Intet Er Nytt Under Solen" which with 15 points took her to third place. Another Scandinavian singer Ann Christine of Finland came next with "Playboy," a melodic number with a strong repetitive beat.

Portugal's representative Madalena Iglesias, a young singer with a very pleasing personality, followed with a rhythmic swinging composition "Ele E Ela." Half way through the program, all the artists had been female singers (they outnumbered the men by 12 to 7), and the numbers generally had been on about the same level. Therefore, when Udo Jurgens took the stage at No. 9, he not only had the advantage of a good song but reaped the benefit of being the first male artist to appear. With the change of tempo as Jurgens sat at the piano to sing and play his own composition, "Merci Cherie." All these facts added up to the first class performance which was to win him 31 votes and the Grand Prix Award.

The juries were at their generous

best at this time as Jurgens was followed by Lill Lindfors and Svente Thuresson of Sweden to whom they gave 16 points taking them to second place. The Swedish number "Nygammal Vals" was a hip version of the Hans Andersen fairy tale, The Swineherd. The next artist, Raphael of Spain, drew the first cheers of the evening with his highly individual style. The song "Yo Soy Aquel" was brilliantly presented and collected 9

points—the highest ever achieved by a Spanish entry. The tempo changed again with the next artiste, Madeleine Pascal of Switzerland. The song, a soft lilting sentimental composition was well performed and won the artist 12 points. Tereza of Monaco was next with "Bien Plus Fort"—a full blooded ballad which failed to rouse the jury. (In fact this and the next three songs only received a total of three votes between them). The next artist was

Domenico Modugno of Italy with his own composition "Dio Come Ti Amo" which although it won him (and Gigliola Cinquetti) the San Remo contest earlier this year failed to collect so much as one vote from the Eurovision juries. He may have prejudiced his chances by refusing to sing at the dress rehearsal due to the late arrival of his accompanying trio. The dress rehearsal was taped and played to the juries before the final transmission. France came next with "Chez Nous," a typical French chanson type of number sung by Dominique Walter with the ever popular Franck Pourcel as M.D. Holland was represented by Milly Scott who sang "Fernando Philippo," a Latin American cha-cha number for which she was accompanied by two gaily attired guitarists. The juries responded more favorably to the next artiste Dickie Rock who represented Ireland with a very attractive and lilting ballad, "Come Back And Stay," which placed him fourth with 14 points along with Tonia of Belgium. Last and in full highland dress came Scottish singer Kenneth McKellar to represent the United Kingdom with a superb ballad "A Man Without Love." While the national juries were deliberating the audience was entertained by Tra Jazmen Haricots Rouges. As usual a considerable number of recording and publishing personalities from all over Europe attended the contest which was climaxed by a champagne supper party hosted by the Director General of Radio-Tele Luxembourg. The final result showing country, title, artists, record company and publisher together with number of votes was as follows:

EUROVISION CONTEST BREAKDOWN

Country	Song	Artists	Label	Publisher	Votes
Austria	"Merci Cherie"	Udo Jurgens	Vogue	Montana	31
Sweden	"Nygammal Vals"	Lill Lindfors	Polydor	Sonora	16
Norway	"Intet Er Nytt Under Solen"	Svente Thuresson Ase Kleveland	Metronome Polydor	Arne Bendiksen	15
Belgium	"Un Peu De Poivre Un Peu De Sel"	Tonia	Decca	Chappell	14
Ireland	"Come Back & Stay"	Dickie Rock	Pye	Segway	14
Switzerland	"Ne Vois Tu Pas"	Madeleine Pascal	Polydor	Mondia	12
Yugoslavia	"Brez Besed"	Berta Ambroz	Yugoton	Yugoton	9
Spain	"Yo Soy Aquel"	Raphael	Hispavox	Quiroga	9
U.K.	"A Man Without Love"	Kenneth McKellar	Decca	Shapiro Bernstein	8
Germany	"Die Zeiger Der Uhr"	Margot Eskens	Polydor	Rolf Budde	7
Luxembourg	"Ce Soir, Je T'Attendais"	Michele Torr	Philips	Tutti	7
Finland	"Playboy"	Ann Christine	Scandia	Fazer	7
Portugal	"Ele E Ela"	Madalena Iglesias	Belter	Costa-Pinto	6
Denmark	"Stop-Mens Legen Er Go"	Ulla Pia	H.M.V.	Multitone	4
Holland	"Fernando & Filippo"	Millie Scott	C.N.R.	Belinda	2
France	"Chez Nous"	Dominique Walter	A.Z.	Claude Carrere	1
Monaco	"Bien Plus Fort"	Tereza	Pathe-Marconi	Eco	0
Italy	"Dio Come Ti Amo"	Domenico Modugno	Cemed-Carosello	Curci	0



SCENES FROM EUROVISION—In the left strip of photos are (top to bottom and in all cases left to right) Cash Box's European director Neville Marten congratulating the contests winner Udo Jurgens of Austria and the publisher of the winning song, "Merci Cherie," Hans Beierlein. Roger Meylemans of Disques Vogue, Belgium; J. Finsterwald of Vogue, Germany and Switzerland; Guy Khavessian of Vogue, France; J. J. Tilche of Philips, France and publisher Claude Pascal of Editions Tutti, Paris. In the bottom left shot are E. Van Zoeren of Belinda, Holland; Borg Ekberg of Sweden's Metronome Records; singer Michele Torr of Luxembourg; British composer Les Reed and Jack Baverstock of Fontana, London. In the right hand series are (top pic) Kenneth Baynes of the B.B.C.; Neville Marten; the B.B.C.'s Bill Cotton; Kenneth McKellar who represented the U.K. in the contests; Yvonne Littlewood, TV producer and the B.B.C.'s Tom Sloan. Sture Borgdahl of Sonora, Sweden; Mr. Alfonso of Belter, Spain; Mr. Sorensen of E.M.I., Denmark; Madalena Iglesias of Portugal; Mr. Papetti of Ricordi, Italy; Madame Alfonso and Harry Jensen of Multitone, Denmark. In the bottom right shot are Norrie Paramor of E.M.I., London and Mrs. Paramor with Mr. and Mrs. Geoffrey Everett, he is managing director of Radio Luxembourg, London.



SCANDINAVIA

DENMARK

Denmark has its Eurovision Song Contest contribution, "Stop Mens Legen Er God" (Stop In Time), on the local charts. The song, which finished 10th in the Eurovision Contest in Luxembourg, debuts on the Danish charts at fourth spot this week. It was recorded by Ulla Pia on HMV.

Ecco Records has released a six song EP by three local teenage groups: the Beefeaters, Joe E. Carter's Group and Danny and the Royal Strings. The latter group is also out with a new single, as are the Beefeaters. Ecco is a label that has been on the market for some years without creating much noise. The label originally started with classical music and recordings from local stage shows. Now the label has been taken over by a group of young pop-oriented people who are planning to make it one of the big labels in the pop field. Head of the company is Erik Haaest.

Dansk Grammofonpladeforlag (Sonet and other labels) continues their sales drive with the British low-price labels, Saga and Society. They have also introduced the Wyncote label on the Danish market. Among local releases, they expect a lot from "Salami" by Gustav Winckler on Sonet, a tune from the local Song Festival a month ago.

Mørks Musikforlag has released "Dio, Come Ti Amo" by Gigliola Cinquetti on Triola. The tune is Italy's Eurovision Song Contest contribution. The Lions, a local Triola recording group, are becoming famous, according to Knut Mørk. Their LP "Many Sides of Lions," has been released in Italy, and Italian radio and TV would like to sign them to a contract. Spain will also release a couple of their EPs.

HNF (Hede Nielsens Fabrikker A/S) has rushed out "Blue River" by Elvis Presley on RCA Victor and "These Boots Are Made For Walkin'" by Nancy Sinatra on Reprise.

NORWAY

Arranging a World Skiing Championship includes plenty of things. Selecting the music to be played over the loudspeakers at the "Championship Inn" is one such problem. It took plenty of records to supply 40 hours of non-stop music at the Championship that took place here in Oslo last week. Jan Sv. Dulin, one of the Championship officials, and Per W. Kilde of Norsk Phonogram A/S spent several hours choosing suitable records. It was considered important that all types of music were selected to satisfy everybody's taste.

Latest releases from Aksjeselskapet Nera include "Blue River" by Elvis Presley on RCA Victor, and four other singles on the same label. The late Jim Reeves, a top selling name on the Norwegian markets, returns to the charts here this week with "Snowflake," on the eighth spot.

Latest releases from Jørg-Fr. Ellertsen A/S include a new single by local group Dizzie Tunes on Troll. On the same label, Jan Hørtun has done "Det Er Bare Deg," a Norwegian version of the German tune "Du Bist Nicht Allein."

After finishing third in the Eurovision Song Contest in Luxembourg, March 5th, a growing sale of Norway's contribution, "Intet Er Nytt Under Solen" (Nothing New Under The Sun) is expected. So far, the only song from the local Song Festival a month ago showing any tendencies to appear on the charts is "Gi Meg Fri," by Kirsti Sparboe on Triola (23rd) and by Ase Kleve-land on Polydor (24th).

SWEDEN

EMI recording artist Gunnar Wiklund is back from Helsinki where he recorded, in Finnish, "Vinterrosor" (Winter Roses), a song from the local Swedish Song Competition together with "Eng Gång I Vårt Sommarland" (Once In Our Summer Land). With him on the trip to Helsinki was Bengt Sundström of the EMI pubbery Edition Odeon. He has also done "Vinterrosor" and "Vad Har Jag Kvar," another local Song Festival tune, in Swedish, on HMV.

Lenne and the Lee Kings, on the charts here at the moment with "Stop The Music" on Gazell, have signed a new contract with Grammofon AB Electra. In the future their records will be on RCA Victor. Their debut on the new label is "La-La-La Lies" and "I Just Want To Make Love To You."

Gothenburg-based Joh Mustad AB sent invitations to the press and to record people for a special promotion show at the Puttes in Stockholm, March 10th. Two new electronic instruments were demonstrated by Rune Ofverman and his Trio: the Tubone and the Clavinette.

Good help from friendly neighbors gave Sweden second place in the recent Eurovision Song Contest in Luxembourg with "Nygammal Vals" (Newfashioned Waltz), sung by Lil Lindfors and Svante Thuresson. Denmark, Finland and Norway gave the Swedish tune five points each, and with one point from Switzerland (the only point from outside Scandinavia), Sweden ended with 16 points, enough for second place. On the contrary, the Swedish jury didn't return this help, as the only Scandinavian country getting any points from the Swedes was Norway. Swedish dailies were critical of SBC-TV for not informing the TV viewers or radio listeners about the fact that Sweden came second. Not a word was said about this; the Swedish commentator only spoke about the Austrian victory.

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	4	3	Michelle (Beatles/Parlophone)	Sonora Musikförlags AB, Sweden
2	1	6	Hjem (Home On The Range) (Kirsti Sparboe/Triola)	Arne Bendiksen A/S, Norway
3	2	6	You Were On My Mind (Barry McGuire/RCA Victor)	Gehrmans, Sweden
4	5	3	19th Nervous Breakdown (Rolling Stones/Decca)	Musikförlaget Essex AB, Sweden
5	3	5	Michelle (Overlanders/Pye)	Sonora Musikförlags AB, Sweden
6	10	2	These Boots Are Made For Walkin' (Nancy Sinatra/Reprise)	No publisher
7	7	5	A Must To Avoid (Herman's Hermits/Columbia)	Sweden Music AB, Sweden
8	—	1	Snowflake (Jim Reeves/RCA Victor)	
9	9	2	Säj Inte Nej, Säj Kanske (Sven Ingvars/Fontana)	Sonora Musikförlags AB, Sweden
10	—	1	My Love (Petula Clark/Vogue)	

*Local copyrights

Note: Best selling charts are weekly, except for LPs, which are monthly.

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	3	3	Michelle (Beatles/Odeon)	Multitone A/S, Denmark
2	2	6	*Storkespringvandet (Cæsar/Sonet)	Musikproduktion Winckler, Denmark
3	1	11	Yesterday Man (Chris Andrews/Decca)	Sweden Music AB, Sweden
4	—	1	Stop The Music (Hitmakers/Sonet)	Dacapo Musikforlag, Denmark
5	4	14	Yesterday (Beatles/Odeon)	Multitone A/S, Denmark
6	—	1	19th Nervous Breakdown (Rolling Stones/Decca)	Musikförlaget Essex AB, Sweden
7	—	1	*Stop, Mens Legen Er God (Ulla Pia/HMV)	Multitone A/S, Denmark
8	—	1	To Whom It Concerns (Chris Andrews/Decca)	Sweden Music AB, Sweden
9	6	11	We Can Work It Out (Beatles/Parlophone)	Multitone A/S, Denmark
10	11	27	Help! (Beatles/Parlophone)	Multitone A/S, Denmark

Denmark's LP Best Sellers

This Month	Last Month	Title	Label
1	3	Terningen Er Kastet (Cæsar/Sonet)	Local product
2	2	The Sound Of Music (Julie Andrews/RCA Victor)	
3	1	Rubber Soul (Beatles/Parlophone)	
4	—	Haydn: Symphonies Nos 89 & 90 (Vienna Symphony Ork/Westminster)	
5	5	Help! (Beatles/Parlophone)	
6	9	En Aften I Folkeklubben (Per Dich, Cæsar, Poul Dissing/Sonet)	Local product
7	4	Harum Scarum (Elvis Presley/RCA Victor)	
8	6	På Tværs Af Tiden (Various orchestras, soloists/Archiv-Produktion)	
9	—	Mary Poppins (Julie Andrews-Dick Van Dyke/HMV)	
10	—	Dyrene I Hakkebakkeskoven (Hass Christensen-Susse Wold/Polydor)	Local product

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	3	Michelle (Beatles/Odeon)	Sonora Musikförlags AB, Sweden
2	5	3	*Remember (We 4/Polydor)	Globe Music, Sweden
3	4	2	Barbara Ann (Beach Boys/Capitol)	Thore Ehrling Musik AB, Sweden
4	2	3	As Tears Go By (Rolling Stones/Decca)	Sweden Music AB, Sweden
5	10	2	*So Many Girls (Tages/Platina)	Tagemusik, Sweden
6	6	5	*Säj Inte Nej, Säj Kanske (Sven Ingvars/Philips)	Sonora Musikförlags AB, Sweden
7	3	7	Stop The Music (Lenne & The Lee Kings/Gazell)	Belinda (Scandinavia) AB, Sweden
8	—	1	These Boots Are Made For Walkin' (Nancy Sinatra/Reprise)	No publisher
9	8	5	A Well Respected Man (Kinks/Pye)	Kassner Music AB, Sweden
10	7	5	Till The End Of The Day (Kinks/Pye)	Kassner Music AB, Sweden

Sweden's LP Best Sellers

This Month	Last Month	Title	Label
1	1	Rubber Soul (Beatles/Parlophone)	
2	5	Hep Stars On Stage (Hep Stars/Olga)	Local product
3	10	Animals (Columbia)	
4	2	We And Our Cadillac (Hep Stars/Olga)	Local product
5	—	International (Hooten Singers/Polar)	Local product
6	8	Shanegang (Shanes/Columbia)	Local product
7	—	Them Again (Them/Decca)	
8	—	Zombies (Decca)	
9	4	Tages (Platina)	Local product
10	—	Pretty Things (Fontana)	



HAPPY TO HOST HIM—CBS recently hosted a party for Woody Herman prior to his departure on a tour of the British Isles. Seen here chatting with the leader is George Shestopal (right), CBS' assistant managing director. The company has also recently issued a new Herman LP "Woody's Winners" to tie-in with the visit.



HELPING OTHERS—Polly Bergen recently presented Trini Lopez with an award from the Association of Latin American Disk Jockeys, after Lopez' recent performance in Acapulco, the proceeds of which went to aid the children of the area. The award was for Lopez' promotion of Latin music.



HOLLAND



FRANCE

Barclay-Nederland reports that its first record, "En Glaasje Madera, M'Dear" by Ted De Braak, is still selling well. An LP by Ted De Braak will follow soon. Barclay released a new LP of Charles Aznavour with several "Chansons" culled from his musical "La Bohème." Furthermore the recordings by Mireille Mathieu—2 singles and 1 EP—have been released and in April she will appear on the Dutch Television.

Special action was undertaken this week at Gramophonehouse to rush-release Holland's first cover version of Sgt. Barry Sadler's No. 1 U.S. hit "The Ballad Of The Green Berets." It is sung by newly pacted Imperial singer Tony Roos. Gerry Oord, Bovema's president, feels sure the record will be a great debut for Tony Roos on his new label.

HMV's popular singer Tante Leen, who is celebrating her 11-year association with Bovema and manager of her own "Royal" Café in Amsterdam for many years, made front page news this week by placing a sign in the window reading: "Everybody welcome here, except millionaires." Meanwhile she rush released her new record, "Ze Komen D'r Bij Mij Niet In" (Millionaires Not Wanted).

Bovema's Columbia label welcomed Polish pianist André Tchaikovsky, who will play recitals in Zeist, The Hague, Enschede and Amsterdam. A special leaflet with repertoire will be included in the concert programs.

An extensive series of talent contests throughout the country, combined with highly attractive demonstrations of today's teenage fashion, will start in Almelo on March 14th. Organizers are Frank Roy, Paul Acket's "Muziek Express" and Gerry Oord's Bovema. "Mode-Beat" (Fashion-Beat) embodies Gramophonehouse's eager and profound search for new musical talent.

Pathé's star singer Enrico Macias, exclusively handled by the Bovema label in Holland, taped his own show for VARA-TV on March 31st. A tight schedule for Macias promotional campaigns is already in the making.

Parlophone rushed out the Action's "I'll Keep Holding On" and Columbia, again, has high hopes for the Animals' coupling "I Believe To My Soul" b/w "Worried Life Blues." The label also released the Songfestival contribution by Monaco's charming Tereza, "Bien Plus Fort."

HMV star comedian Toon Hermans performed his "Tien Toon" in the Amsterdam-Carré Theatre. He also appeared on Radio Veronica's Hitparade with the hot-selling "Sien" single.

The forthcoming Stravinsky cycle, organized by The Hague Residentie Orchestra, has prompted CBS Gramofoonplaten to tie-in on a large scale, a promo providing the local dealers with blow-ups, photos and discographies of Igor Stravinsky. Highlighting this event will be the CBS' release of one of Stravinsky's latest albums containing "The Fairy's Kiss" (Le Baiser De La Fée), performed by the Columbia Symphony Orchestra conducted by Igor Stravinsky. The album is one of the Stravinsky Conducts Stravinsky Series. CBS has high hopes that this forth-coming Stravinsky cycle will result in an important rise of sales of the impressive CBS Stravinsky catalogue in our country.

In connection with the local TV appearance of Yugoslav folk singer Dunja Rajter, CBS recently released her first CBS album entitled "Yugoslav Folk Songs For Moderns." On March 17th, Dunja Rajter appeared on KRO-TV. She was accompanied by her own guitarist Mario Nardelli. Rajter is also a famous actress and has played classical roles as well as in films and on television.

French CBS artist Guy Boyer and his String Quartet made an appearance on local AVRO-TV, featuring his recent successes "Michelle," "Help," "Ticket To Ride," and "Yesterday." His semi-classical performance of these highly popular Beatles' songs has made quite an impact on the Dutch TV viewers. CBS recently released an EP featuring the above-mentioned songs, arranged for string quartet, as well as an EP featuring Guy Boyer in his own arrangements for vibraphone of Chopin music.

Recent CBS additions to the popular LP field include an album by C&W singer Johnny Cash entitled "Ride This Train," an album by two famous guitarists Herb Ellis and Charlie Byrd, and the first CBS album by Billy Joe Royal.

Harvey L. Schein and Peter De Rougemont, CBS vice president and general manager and vice president European operations respectively, recently visited the CBS premises in Holland.

One of the biggest singles ever produced by Artone, according to the diskery's director John Vis is Sjakie Schram's "Glassje Op . . . Laat Je Rijden!" (A Drop Too Much? . . . Don't Drive Yourself!.. The song is a tie-in with the "drive safely" campaign organized by the Dutch Traffic Safety Union. The Sjakie Schram etching (the official version that is) jumped from the No. 38 to the No. 3 slot on the local charts in two weeks time. It even outdoes Artone's smash sales of Trini Lopez's "If I Had A Hammer" of two years ago.

Funckler has released Margie Ball's third waxing for the label, "Oh, Can't You See" c/w "Evermore." The A-title was introduced by the popular teenage thrush on last week's instalment of the Johnny Kraaykamp-Rijk de Gooyer Variety Show over local AVRO-network. Margie will be among this year's singers from Holland to compete in the forthcoming Knokke Song Festival (Belgium).

Pete Felleman of Artone's Funckler division this week released a further batch of packages from the Prestige catalog to complete his specially edited and compiled Modern Jazz Giants Series, consisting of 18 choice LP's from the label's vast listing of top jazz recordings. Artists represented on the series include the Modern Jazz Quartet, Mal Waldron, Eric Dolphy Miles Davis, John Coltrane, Sonny Rollins, Thelonious Monk and others.

From the Epic line, the following new single material has been released by Funckler in Benelux recently: Mike Douglas with "The Men In My Little Girl's Life" and the Back Porch Majority with "A Song Of Hope."

Following up "The In Crowd" and "Hang On Sloopy," Ramsey Lewis' third hit in a row "A Hard Day's Night" shows sure signs of becoming a local chart contender. Released by Funckler in Benelux, Ramsey's Chess recordings continue to draw favorable comments from the 'In' crowd.

Artone reports lots of activities on the international market concerning its rapidly growing line of locally produced albums and single material. So far, continentally flavored hit recordings as well as standard items featuring such artists as Willy Schobben, Los Tenientes, De Maskers, Eddy Young, Martin Gale and the O.K. Wobblers have been successful in such territories as France, Japan, Australia, the Philippines, Spain, Turkey, Germany and several others.

"Chez Nous" is off to a very good start in France, and its publisher and author Claude Carrere, is delighted with the good results of the Eurovision market. Pierard, Tutti's manager is, perhaps, the only Frenchman really happy with the Eurovision results. He bought, before the contest, the three first songs (Austria, Sweden and Norway). He announced that Udo Jurgens will soon record, on the Vogue label, a French treatment of "Merci Cherie."

Paris will see James Brown. He will arrive on Mar. 14 for a one night show at the Olympia. Two days later the same theatre will feature the Animals. This week we receive news from:

Festival. This French firm will distribute two new catalogs: Vergara (Spain) and Chantecler (Brazil). The Surfs, will be in Spain (14-18). They will record a French version of two Italian hits: "In Un Fiore" and "Cosi Come Viene." Editions Pathe Marconi: Adamo just released a new EP. Titles of the songs are "Unew Meche de Cheveus," "La Complainte des Elus," "Sonnet Pour Notre Amour" and "Princesses et Bergeres." Christine Leball, on the AZ label, recorded a French version of "I Know That You Know That We Know That They Know," titled "Des Petits Riens."

Editions Labrador. This young publishing company will promote a young author-composer-singer: Jean Noel Michelet. He just released an EP through Decca label with four of his own songs: "J'en Ai Reve," "Demain," "La Balade du Beatnick" and "Elle Va Se Marier."

French EP TOP FIFTEEN

- 1 Michele (The Beatles) Odeon; Northern-Tournier
- 2 Potemkine (Jean Ferrat) Barclay; Alleluia
- 3 Le Jouet Extraordinaire (Claude François) Philips
- 4 Le Folklore Américain (Sheila) Philips; Bagatelle
- 5 La Bohème (Charles Aznavour) Barclay; French Music
- 6 M. Cannibale (Sacha Distel) Voix de son Maitre; Prosadio
- 7 As Tears Go By (Rolling Stones) Decca; Pathé Marconi
- 8 Mon Credo (Mireille Mathieu) Barclay
- 9 Baby Pop (France Gall) Philips; Bagatelle
- 10 Les Guinguettes (Alain Barrière) RCA Victor
- 11 Paris Au Mois D'aout (Charles Aznavour) Barclay; French Music
- 12 Yesterday Man (Chris Andrews) Vogue; Tournier
- 13 Mirza (Nino Ferrer) Riviera; Beuscher
- 14 Prelude (Georges Chelon) Pathé
- 15 El Cordobes (Dalida) Barclay; Chappell

French LP TOP FIVE

- 1 Potemkine (Jean Ferrat) Barclay
- 2 Adamo à l'Olympia (Adamo) Voix de son maitre
- 3 Rubber Soul (The Beatles) Odéon
- 4 Bécaud à l'Olympia (Gilbert Bécaud) Pathé
- 5 Le Folklore Américain (Sheila) Philips

Italy's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	5	*Nessuno Mi Puo' Giudicare: C. Caselli; CGD/G. Pitney; CGD Published by Ariol
2	2	5	*Dio Come Ti Amo: D. Modugno; Carosello/G. Cinquetti; CGD Published by Curci
3	3	5	*Il Ragazzo Della Via Gluck: A. Celentano; CLAN Published by Clan
4	4	5	*In Un Fiore: W. Goich: Ricordi/Les Surfs; CGD Published by Ricordi
5	5	5	*Mai, Mai, Mai Valentina: P. Boone; SAAR/G. Gaber; Ri-Fi Published by Aroldo
6	8	3	*Adesso Si: S. Endrigo; Fonit-Cetra Published by Usignolo
7	6	5	*Una Casa In Cima Al Mondo: P. Donaggio/EMI C. Villa Fonit Published by Accordo
8	9	4	*Nessuno Di Voi: Milva/Fonit R. Anthony/EMI Published by Kramer
9	7	5	*To Ti Daro Di Piu O. Vanoni/Ricordi Published by Danzi Editore
10	10	5	*Una Rosa Da Vienna A. Identici/Ariston The Minstrels CBS Published by Ariston

*Denotes Italian Original Songs.

Holland's Best Sellers

This Week	Last Week	
1	1	Michelle (Beatles/Parlophone, Overlanders/Pye) (Basart/Amsterdam)
2	4	Glaasje Op . . . Laat Je Rijden (Sjakie Schram/Artone) (Portengen/Haarlem)
3	2	As Tears Go By (Rolling Stones/Decca) (Altona/Amsterdam)
4	5	These Boots Are Made For Walkin' (Nancy Sinatra/Reprise)
5	3	That Day (Golden Ear-rings/Polydor) (Basart/Amsterdam)
6	6	Bald Headed Woman (Jay-Jays/Philips) (Altona/Amsterdam)
7	7	If You Wait For Love (Dave Berry/Decca) (Altona/Amsterdam)
8	8	To Whom It Concerns (Chris Andrews/Vogue) (Basart/Amsterdam)
9	9	'N Glaasje Madeira My Dear (Ted De Braak/Barclay)
10	10	Till The End Of The Day (Kinks/Pye) (Belinda/Amsterdam)



BELGIUM

There has been a slight change in the management of Philips Belgium. Manager Lebbinck is going for one year to Philips Italy. He will look after the Philips interests in Milan while there. He will be replaced in Brussels by De Vos, it was announced by Charles Licoppe, a Philips exec. Press, radio and TV-relations are currently being handled by Moens. Philips organized a reception for Claude François, who played at the Ancienne Belgique (Old Belgium) Music Hall.

Derby Belgique music publishers own the copyrights on "Barbara Ann" by the Beach Boys. Louis Marischal, the firm's manager in Paris, told Cash Box that a Malgache group Les Safari recorded the French version. A Flemish version is being produced. Derby also owns the copyright on the song "Ne Vois-Tu Pas" by Madeleine Pascal, which she sang for Switzerland during the Eurovision Song Festival.

Primavera is very happy about the way business is going. Here are just a few of the titles currently being distributed: "n Glaasje Madeira, My Dear" by Ted de Braak; "Till The End Of The Day" by the Kinks; "This Strange Effect" by Dave Berry; "Marmor, Stein Und Eisen Bricht" by Draf Deutscher; "Ik Heb Geen Zin Om Op Te Staant Het"; "Wasted Words" by the Motions; "Tjingeling" by Johnny Lion; and "A Well Respected Man" by the Kinks.

On CBS, Belgian production, Jacky Delmone recorded the French version of "Marmor, Stein Und Eisen Bricht" under the title "Le Fer, Le Marbre Et L'Acier." This music publishing firm furthermore holds copyrights on Ferre Grignard's Philips recording "We Want War" and "Ring, Ring, I've Got To Sing" and two songs by Luis Alberto del Parana y los Paraguayos: "Mi Eterno Vals" and "Maria La Guerillera."

The Editions Musicales Roland Barbery informed us that they have copyrights on both sides of Vincent Vialy's first release (Show Records): "Après L'Automne" and "Sa Guitare."

As of January 1, the Palette recording company has been represented in Germany by Deutsche Vogue; the same firm will also act as agent for Palette in Switzerland from April 1, 1966. Roland Kluger, of Palette, discussed with Finsterwald the promotion problems in Germany. The first effort will be concentrated on Les Cousins and Will Tura. Milco came over from Cologne to attend the first recordings of "Heimweh Nach Haus" and "Ciao, Adieu, Bye, Bye," by Will Tura and "Der Junge Aus Der Via Gluck" by Les Cousins.

World Music Group has announced that the latest release by Roy Orbison on the Acuff-Rose label, "Breakin' Up Is Breakin' My Heart," is quite successful, and on Screen Gems-Columbia, "Five O'clock World" by the Vogues is high on the various bestseller lists. Italmusic is making a considerable effort following the San Remo Festival, and several local recordings have or will be waxed including "Mai, Mai, Mai, Valentina" to be interpreted by Ronny Timmer; "Il Ragazzo Della Via Gluck" by Les Cousins; "Nessuno Mi Puo Giudicare" by Johnny White and "Dio Come Ti Amo" by Rina Pia.

Pierre Meyer has just returned from Rome where he accompanied Les Cousins, who performed on Italian TV. Several TV-networks in Europe will present Palette stars including André Brasseur, Luigi, Ariane, and Will Tura. Les Cousins have in the meantime already left for a month's tour of Argentina. Before they left they recorded the English and German versions of the song presented at the San Remo Festival, "Il Ragazzo Della Via Gluck." The latest Ariane release, "1, 2, 3," has received excellent notices. "Heimwee Naar Huis" by Will Tura is almost certain to become a big hit. Just out, it is already among the bestsellers. An important promotion is to be launched for André Brasseur. It will feature the latest Brasseur recording "Mad Train." With the support of Jean-Claude, a deejay of the French language Belgian Radio-network, a new dance is to be launched; it is called "The Mad." Three new LP's from Palette are "The Cousins' Greatest Hits," "The Cousins Instrumental," and "Greek Moods" by Kyriakos and his orchestra. Palette International informs us that a new single by André Brasseur is to be released in the U.S.A. and the U.K.—"Little Joker" and "Bill." Luigi has just returned from Turkey, where his song "Nadine" is No. 1 on the hit-parade.

Teddy Mertens is to be distributed by EMI in England, and "La Playa" by Los Mayas will be released on Pye. Mr. and Mrs. Faecq attended the meet-up of the Southern Group publishers in Hamburg to celebrate the 75th anniversary of Mr. Seeger.

The Gamma Goochee himself does the "Gamma Goochee" on Colpix, a record which can be The record and The dance of the Year. It presents a fantastic showman Gamma Goochee in a sensational new sound. On the same label is "Duane Eddy does Bob Dylan," in an exciting album. What Bob Dylan is capable of saying with his magical words, Duane Eddy can express instrumentally.

On Festival, Julio Velasquez, a Spanish guitarist, plays "Ah! Dites, Dites," a song recorded by Marie Laforet, and "L'Eau Et La Pierre," a song by Colette Chevrot. On the same label, Colette Chevrot has "L'Elephant Rose."

On Tamla Motown, the record by the Marvelettes is "Don't Mess With Bill," and a new Miracles waxing is "Going To A Go-Go."

United Artists presents a record by Jay and the Americans "Sunday And Me." The firm has also released a new Bobby Goldsboro disc "Broomstick Cowboy" c/w "Ain't Got Time For Happy."

Fontella Bass on Chess presents "Recovery" c/w "Leave In The Hand Of Love." A new release on Hickory, "Skokkian" by Bob Moore is an old melody played in a modern tempo.

A recent Polygram LP was released by the Pretty Things entitled "Get The Picture?" Other recordings are the newest EP by the famous Spencer Davies group including their hit-number "Keep On Running" and Roger Miller with "England Swings" c/w "Good Old Days." In the Polygram series "Voyages Autour Du Monde," Los Incas recorded South American music called "Peru." In the dance music section, there is a new LP by Quincy Jones with some strong titles such as "What's New Pussycat" and "A Walk In The Black Forest." In the well-known jazz series, there are two brand new LP's out by The Dutch Swing College Band. The albums are "Goes Western" and "Goes Latin." Also released is Milt Jackson's latest LP, "At The Museum Of Modern Art," Elvin Jones, and the Roland Kirk Quartet with "Rip, Rig and Panic," and Dutch jazz-singer Rita Reys with "Congratulations In Jazz," "I Cried For You," "Whisper Not," "Summertime" and other famous titles.

Vogue informed us that Christophe is currently on tour here and they have staged a special promotion for him. "Les Marionnettes" continues as one of the bestsellers across the country and the recent release "Je Vous Salue Madame" is already enjoying considerable success. The Kinks are soon to perform in Brussels, Liège, Antwerp and Mouscron. Dionne Warwick was a hit during the Sacha Distel Show in Brussels. French folk-songs' specialist Antoine saw his first release getting a very good reception. He is also to appear in Antwerp on March 20, during the Folk and Blues Festival organized in the Belgian port city. "These Boots Are Made For Walkin'" by Nancy Sinatra is currently tops on the Belgian hit-parade.

19-year old Mireille Mathieu from Paris, had her public debut in Brussels



JAPAN

Nippon Grammophon held an anniversary party on Feb. 15 to honor local hit "Aitakute, Aitakute." The tune was cut by local lark Mari Sono, one of the firm's leading singers.

Movie star Yuzo Kayama is doing very well with his present local hit "Kimi to Itsumademo." Toshiba Records has signed the singer to a recording contract. The firm has all of the rights on the tune. "Mimito Itsumademo" b/w "Yozorano Hoshi" will be released on Mar. 15 by Liberty, under an arrangement by the Ventures, who are scheduled to begin performances here starting Mar. 20.

King Records will release waxings by John Coltrane on Impulse at the end of April. This will be the first release of the year by Impulse. His new releases include "Soul," "Latin Soul," "Two In New Port," "Old Bottle New Wine," "El Chiko," "The Soul," "Gypsy 66," and "Tijuana Jazz."

Nippon Victor will come out with a release of Nancy Sinatra's "These Boots Are Made For Walking" on Mar. 15.

Nippon Columbia released on Mar. 5 four San Remo Festival Prize Winners. They are "A Rose Of Vienna" b/w "For You" sung by The New Christy Minstrels and "Cosi Come Viene" c/w "In Un Fiore" (Les Surfs). Moreover, the New Christy Minstrels are scheduled to arrive here in the middle of April. The firm will also release on Mar. 20 the theme music "Biva Maria" on Sound Track.

King Records also came out with the release of San Remo Festival first prize winner "Dio Come Ti Amo" by Gigliola Cinquetti and "Nessuno Mi Puo Giu Dicare" by Caterina Caselli.

Pat Boone and Billy Vaughn are coming here in May, and World Group of Nippon Victor is reportedly planning to have the artists record in Japan. The firm has informed all music publishers to submit songs. Conditions are that the music must be suited for Pat Boone, must be composed by Japanese writers and must have English lyrics.

Nippon Grammophon's top five in February was announced as follows: In pop section—"The Last Train In The Space" (Spotnicks), "You And Me" (Johnny Tillotson), "Karelia" (Spotnicks), "Goodbye Mr. Tears" (Johnny Tillotson), and "Keep On Dancing" (Gentolies) are included while in the local section are "Aitakute, Aitakute" (Mari Sono), "Akasakano Yowa Fukete" (Sachiko Nishida), "Minato No Okani Namidashite" (Teruko Hino), "Sekino Yattappe" (Koji Hara) and "Uramachi Sakaba" (Sachiko Nishida) are seen.

According to an announcement made by Nippon Columbia, the top ten in February are as follows: "Sounds Of Silence" (Simon & Garfunkel), "Turn, Turn, Turn" (the Byrds), "Napoleon Solo" (Al Caiola), "Namida No Taiyo" (Emmie Jackson), "Chim Chim, Cherry" (Julie Andrews), "Never Love A Stranger" (Le Fingers), "Say, Yes, My Boy" (Emmie Jackson), "La Playa" (Los Mayas), "Don't Just Stand There" (Patti Duke), and "Like A Rolling Stone" (Bob Dylan).

Japan's Best Sellers

ALBUMS

This Week	Last Week	Title	Label
1	3	The Sound Of Music—Sound Track	(RCA)
2	1	Mary Poppins—Sound Track	(Disneyland)
3	2	Ventures A Go Go—The Ventures	(Liberty)
4	4	Karelia—The Spotnicks	(Polydor)
5	5	Futari No Sekai—Carmen Cavallaro	(Decca)

LOCAL

This Week	Last Week	Title	Label
1	1	Kimi To Itsumademo—Yuzo Kayama	(Toshiba)
2	2	Aitakute Aitakute—Mari Sono	(Polydor)
3	3	Honemade Aishite—Takuya Joh	(Toshiba)
4	4	Ame No Naka No Futari—Yukio Hashi	(Victor)
5	7	Tokyo Nagaremono—Hiroko Takegoshi	(King)
6	5	Karajishi Botan—Ken Takahura	(King)
7	6	Sakaba Kouta—Keiko Matsuyama	(Toshiba)
8	—	No No Boy—The Spiders	(Philips)
9	9	Zankyo Kouta—Yukio Hashi	(Victor)
10	10	Sayonara Wa Dance No Atode—Chieko Baisho	(King)

INTERNATIONAL

This Week	Last Week	Title	Label
1	2	We Can Work It Out—The Beatles	(Odeon) Sub-Publisher/Toshiba
2	1	Karelia—The Feenades	(Philips) The Spotnicks (Polydor) Sub-Publisher/OMP
3	3	Pel Un Pugno De Sollari—Ennio Morricone	(RCA) Sub-Publisher/Victor
4	4	Kungsleden—Sound Track	(Seven Seas) Sub-Publisher/Seven Seas
5	5	L'Amour, C'Est Pour—Enrico Macias	(Odeon) Fubuki Koshiji (Toshiba) Yoko Kishi (King) Yoichi Sugawara (Polydor) Sub-Publisher/Toshiba
6	7	You And Me—Johnny Tillotson	(MGM) Publisher/Shinko
7	6	Namida-Kun Sayonara—Johnny Tillotson	(MGM) Kyu Sakamoto (Toshiba) Publisher/Shinko
8	9	Un Amore E Un Addio—Sound Track	(Philips) Sub-Publisher/Victor
9	11	Go Go Slow—The Ventures	(Liberty) Sub-Publisher/Toshiba
10	—	The Last Train In The Space—The Spotnicks	(Polydor) Sub-Publisher/Shinko
11	11	Thunderball—Tom Jones	(London) Sub-Publisher/Taiyo
12	10	Ten Seconds To Heaven—The Ventures	(Liberty) Sub-Publisher/Toshiba
13	12	1, 2, 3—Len Barry	(Brunswick) Sub-Publisher/—
14	14	Il Silenzio—Nini Rosso	(Globe) Sub-Publisher/New Orient
15	—	A Must To Avoid—Herman's Hermits	(Odeon) Sub-Publisher/Victor

BELGIUM (Continued)

at Old Belgium, and on the TV-screen for the Flemish Television network. She later left for the U.S., where she is to appear on TV. She will also perform in Honolulu. Quite likely she will be on the top of the hit-parade with her song "Mon Credo."

Peter Plum Publications owns the copyrights on "Monsieur Plum," named after the manager and owner Peter Plum. Guy Mardel, the Eurovision discovery with his "N'Avoue Jamais," sings on the A-Z label, distributed locally by Vogue. Among its songs, P.P.P. also has Hervé Villard's "Il Faut Croire En Demain" and Ornella Vanoni's "Do Ti Daro Di Piu."



ARGENTINA

Italian stars Mina and Bobby Solo and U.S. chanter George Maharis have been the "visitors of the week" in Buenos Aires. Mina is well known here because of the highly rated "Studio Uno" RAI TV program, aired here by Channel 11. However, she was inked by Channel 9, and has performed at sports clubs during two weekends. Bobby Solo appeared on TV 11's program "Cancionisima," doing a co-production between the artists label, CBS, and the television station. Maharis who also records for CBS, was given a cocktail party and was able to meet the local disk jockeys and reporters. Mina's recordings will be released in the future by Phonogram, due to the change of affiliation of Ri-Fi of Italy, previously represented here by Fermata.

Luis Calvo of Sicamericana reports extremely good sales of the first three releases of the TK catalog, acquired recently from Guillermo Kraft, its owner. Albums contain early recordings by Los Fronterizos, Eduardo Falu and Anibal Troilo, and are priced at 475 pesos (vs. 850 for regular albums). They have been included in the "Difusion Musical" series, which has been very successful. It is understood that at least one other major company will follow suit in the future in this low-priced records field. Calvo also reports the immediate release of "Dio Come Ti Amo" from the San Remo song Festival. The song is selling well.

Adolfo Pino, of RCA, reports a big promotional campaign in behalf of tango music. The operation is called "Mes De Marzo, Mes De Tango" (March is Tango's Month), and will include the complete RCA tango music catalog, which includes most of the big names on the local scene. Heavy air play is scheduled, and Pino is highly optimistic regarding the results of this work. On the pop side, Palito Ortega and Johnnie Camacho are traveling to Mexico and the States, where the artists will cut some sides at Nashville and will appear on a TV program in Washington. Johnnie will produce the waxings.

There are smiling faces at Odeon, since sales and profits are rising. The latest releases reported by the firm's efficient press department are "El Corralero" by Los Nocheros de Anta and "Mi Abuelo Bailo Sirilla" by Rolando Alarcon; from "The Incess File" are John Barry's "A Lonely Man" and "Three Quarters Of An Hour Alone"; on the local side are "Quiero Un Sombrero" by Los Wawanco and "Viejo Campanario" by Los Wairas. Teen songstress Cinty Li has cut "Hello Friend" and "V.I.P."

Rodriguez Luque of Disc Jockey Records is enthusiastic about the visit to be paid by Charles Aznavour to South America in May. Aznavour will perform in Rio, Sao Paulo, Montevideo, stay three days in Buenos Aires and then jet to Lima, Caracas and Mexico City. It is assumed that he will appear at the Opera Theater and on TV—probably Channel 13.

Jorge Cesar Esperon of Prodisa infos about the arrangement of the release of a series of recordings made by Farrouphilha in Brazil. First is an album, "Jongo Trio." There is also a single by the Lions ("Wonderful Guitar" and "Good Bye").

Julio Korn Publishers reports that there are four local versions of top selling Italian tune "Nessuno Mi Puo Giudicare": Jose Antonio (Microfon), Pepito Perez (Disc Jockey), Elio Roca (Polydor) and Aldo Perricone (RCA). "Dio Come Ti Amo" has been recorded by Rosamel Araya (Disc Jockey) and Nancy Li (CBS), while "Una Rosa De Viena" will be represented here by Ariston, also managed by JK.

Smart Publishers are working on "Garota Moderna," a Brazilian hit that is following "Garota De Ipanema." Pino Donaggio's "No Voy A Esa Fiesta" has been recorded locally by Violeta Rivas for RCA, while Rosamel Araya, for Disc Jockey has recorded Nene Cascallar's "Apasionado," written in cooperation with Liliana Paz.

Phonogram is preparing the release of an album tagged "Folklore's Biggest Party", featuring its top artist and the twelve most popular tunes presented at the recent Cosquin song Festival. Folk soloist Horacio Guarany has finished his new album tagged "El Corralero." It includes a song titled "Coplara Del Prisionero," which is expected to reach the same success as "No Quisiera Quererte," his recent chartbuster.

More from CBS: Italian songstress Gigliola Cinquetti will pay her second visit to Argentina in a few weeks. She will appear on stage at the Opera Theater and probably on TV. The diskery is preparing her San Remo song, "Ti Dare Di Piu," which may become a strong seller here.

Fermata Publishers reports that Tomas Campos (Music Hall) has recorded "Que Sera De Ti," and Las Mosquitas' have waxed "Entonces Vete" and "Vacacion De Un Dia." New singer Cacho Aguirre (Music Hall) has recorded "Huyo De Ti" and Carlos Almeida—"El Trovador." For Producciones Fermata. Bob Mitchell has "No Podre Amarte," originally recorded for Jolly in Italy.

Spanish Best Sellers

- 1 Aline (Cristophe) Hispavox; Pub. by Canciones del Mundo
- 2 Capri C'est Fini (Herve Vilard) Mercury; Pub. by Southern
- 3 Yesterday (Beatles) Odeon; Pub. by Odeon
- 4 Satisfaction (Rolling Stones) Decca; Pub. by Southern
- 5 Cartagenera (Tres Sudamericanos) Belter; Pub. by Southern
- 6 Tu Me Dijiste Adios (Brincos) Novola; Pub. Universal Jazz
- 7 Yo Soy Aquel (Raphael) Hispavox; Pub. Quiroga
- 8 Il Silenzio (Roy Etzel) Belter; Pub. by Armónico
- 9 Que Se Mueran Los Feos (Sirex) Vergara; Pub. Southern
- 10 Culpable (Sirex) Vergara; Pub. Armónico
- 11 La Cancion Del Tamborilero (Raphael) Hispavox; Pub. Quiroga
- 12 Il Mondo (Jimmy Fontana) RCA Victor; Pub. by RCA
- 13 Mary Poppins (Original Soundtrack) Hispavox; Pub. Hispavox
- 14 Help (Beatles) Odeon; Pub. Odeon
- 15 Borracho-Sola (Brincos) Novola; Pub. Universal Jazz
- 16 El Mon (Jimmy Fontana) RCA Victor; Pub. by RCA
- 17 La Escoba (Sirex) Vergara; Pub. Southern
- 18 Zorba El Griego (Original Soundtrack) Tempo; Pub. by Canciones del Mundo
- 19 Dio Come Ti Amo (Domenico Modugno) Belter; Pub. Canciones del Mundo
- 20 La Boheme (Charles Aznavour) Barclay
- 21 Il Silenzio (Nini Rosso) Durium; Pub. Armónico



SPAIN

There are some changes in foreign label representation in Spain. Brunswick, previously represented here by Fonogram, has been changed to Columbia. The Italian label Durium, until now represented by Columbia, is now handled by Vergara. Another label, International, has changed from Hispavox to Marfer (a new young company here). International belongs to Dr. Busse's group, whose office in Madrid (Cantagallo) is directed by Hans Shemke. The Cantagallo label, handled by Belter, has sold over 50,000 records of "Il Silenzio" by Roy Etzel. It is the first time that an instrumental record has reached such a mark in Spain. It is probable that Cantagallo and Belter will give a gold trumpet to Roy Etzel at the end of April.

A lot of artists (mostly Europeans) have come to sing in Spain. Modugno, after his triumph in San Remo, appeared on a Spanish TV show. Also appearing in Spain are Nini Rosso and Herve Vilard (whose "Capri C'est Fini" has been number one for the past four weeks). Italians Wilma Goich and Bobby Solo also came here after San Remo.

There were important concerts here by Duke Ellington and his orchestra with Ella Fitzgerald and the Jimmy Jones Trio. One of them was in Barcelona, and the other was in Madrid.

Hispavox will soon release A&M recordings by Herb Alpert and the Tijuana Brass. The firm is presently very busy pressing "Yo Soy Aquel" by Raphael, the Spanish song is the Eurovision Song Contest.

The Portuguese girl in the Eurovision Contest, Madalena Iglesias, has previously recorded in Spain "El y Ella" (Portugal's song in Eurovision) and "El Cordobes," a song dedicated to the famous Spanish bullfighter. The first version of this French song dedicated to "El Cordobes" was recorded by Dalida. She came to Spain and presented the record to Manuel Benitez ("El Cordobes"), the most popular bullfighter since Manolete.

There are two new Festivals in Spain. One of them is the "Festival of the Song of the Atlantic," which is held in the Canary Islands. The winning song, "Lo Bello Es Esto," was sung by Tony Escudero (Belter Records). Second prize was won by Renata (Marfer Records).

Another Festival (only for groups) was held in Leon. The contest was won by the Indonesios (an Indonesian group). Second prize was won by the Trixons (from Ireland) and third by the Shakers (Spanish).

New releases by important Spanish groups include the new Brincos single, "Mejor" and "I Try To Find." Instrumental group Los Relampagos have a new record on which they sing. Lone Star has recorded an E.P. with four big international hits.

The Beatles' "Day Tripper" has been released by Spanish E.M.I. and is doing well. Also successful are the Toys' "Lovers Concerto" and the Supremes "I Hear A Symphony."

Discophon is releasing through Epic label the new hits by the Byrds. They have been successful with "Turn, Turn, Turn."

Thirty deejays were invited by RCA Expanola to spend five days in Rome, where they visited the factories and studios of RCA Italiana. They had a reception with the Pope, who suggested that some of the profits of records be used to help the starving people in India.

Argentina's Best Sellers

This Week	Last Week	Title	Label
1	1	Avec (Aznavour-Biem-Korn)	Charles Aznavour, Lucio Milena (Disk Jockey); Frank Pourcel (Odeon); Elio Roca (Polydor)
2	3	*Al Lado (Korn)	Palito Ortega (RCA)
3	9	*El Corralero (Odeon-Korn)	Hernan Figueroa Reyes (Odeon Pops); Chango Nieto (CBS); Ginette Acevedo (RCA); Horacio Guarany, Los Quilla Huasi, Cesar Isella (Philips); Los Nocheros de Anta (Odeon); Los Ariscos (London); Trovadores del Norte (Music Hall)
4	5	Guantanamera (Not Published)	Pete Seeger (CBS); Luis Bravo (Philips); Mr. Trombone (CBS); Marfil (Music Hall)
5	7	Se Tu Non Fosse Bella Come Sei (Fermata)	Fred Bongusto (Fermata); Aldo Perricone (RCA); Carlos Guillermo (CBS)
6	2	Je Me Suis Souvent Demande (Korn)	Richard Anthony (Odeon Pops); Los Folks (Philips); Sandro (CBS)
7	4	La Playa (Korn)	Claude Ciari (Odeon Pops); Nancy Li (CBS); Lucio Milena (Disc Jockey); Dany Montano (Music Hall); Lucio Luciano (Ala-Nicky)
8	6	Shame And Scandal In The Family (Fermata)	Shawn Elliot, Luis Dimas (Music Hall); Dalida (Disc Jockey); The VIP's (Ala-Nicky); Frank Pourcel, Jim and Jerry, Lance Percival (Odeon); Juan Montego (Polydor); Sacha Distel, The Bells (Fermata)
9	8	Que C'Est Triste Venise (Aznavour-Biem-Fermata)	Charles Aznavour, Lucio Milena (Disc Jockey); Gino Bonetti, Jose Antonio (Microfon); Juan Ramon (RCA); Los Cinco Latinos (Music Hall); Luis Ordoñez (Ala-Nicky); Vincent Morocco (Polydor); Claudio (Odeon Pops); Elly Neri (Fermata)
10	16	Help! (Northern-Fermata)	The Beatles (Odeon Pops)
11	17	*Es El Carnaval (Korn)	Cinco del Ritmo (Microfon); Los Martinicos (Music Hall)
12	11	A Taste Of Honey (Korn)	Herb Alpert (Fermata); Los Iracundos (RCA); The Beatles (Odeon Pops); Trini Lopez, Sarah Vaughn (Music Hall)
13	18	*Pachito E Che (Korn)	Cuarteto Imperial (CBS)
14	10	La Luna Y El Mar (Melograf)	Cuarteto Imperial (CBS)
15	—	*Se Fue (Korn)	Palito Ortega (RCA)
16	12	La Pollera Amarilla (Korn)	Tulio Enrique Leon, Niko Estrada (Odeon); Sonia Lopez (CBS); Los Martinicos (Music Hall); Peter Delis (Disc Jockey); Los Claudios (Polydor)
17	—	Dio Come Ti Amo (Korn)	Gigliola Cinquetti (Music Hall); Rosamel Araya (Disc Jockey); Elio Roca (Polydor)
18	15	Si Fa Sera (Relay)	Gianni Morandi, Juan Ramon (RCA)
19	13	Tu Sei Quello (Lagos)	Juan Ramon (RCA); Orietta Berti (Philips); Los TNT (Disc Jockey)
20	—	Supercalifragilistic (Korn)	Leo Dan (CBS); Rita Pavone (RCA); Soundtrack (Philips)
20	—	*La Vestido Celeste (Korn)	Ramona Galarza (Odeon); Eduardo Rodrigo (RCA)

*Local



BRAZIL

Carnival (the famous Brazilian mardi-gras) is over and life is normal again in this country. Although many celebrities canceled their trip to Rio de Janeiro to attend the festivities—only noticeable guests were Ed Barclay and his attractive wife. As we have said in previous columns, of the six hundred compositions presented every year, only a few remain after Ash Wednesday. The others are gone and forgotten. This year something very interesting happened in this sense: for the first time in years, the first prize for the Carnival, which used to always be for numbers published by firms like Vitale, Euterpe and others, was won by unanimity by a Fermata number. Composer Benil Santos, who is Fermata's A&R man in Rio de Janeiro, had a stroke of genius when he discovered among the compositions of the late composer Haroldo Lobo—"Tristeza." It was immediately requested by international pubberies who had their representatives present. The composer also wrote such other hits such as "Juro," "Miau, Miau," "O Passarinho Do Relógio," "Marcha Do Ganso," "Passo Do Canguru," "Ala-La-O," "Emília," and "A Muhler Do Leiteiro." "Tristeza" became the absolute winner of this year and will be remembered from now on in and out of Carnival as one of the "classics" of the Brazilian popular music. Heartiest congratulations to Enrique Lebendiger, Benil Santos and all the boys at Fermata for this very expressive victory!

Besides the winner "Tristeza," the other Carnival numbers that were heard during this year's celebrations were "Can Can No Carnival," "Balancia A Roseira," "Indio Do Xingu," "Não Tenho Ninguém." Others that were not meant for Mardi-Gras, include "Sem Ela," a "Marcha-Rancho" cut by Altemar Dutra for Odeon, and Roberto Carlos' "Quero Que Vá Tudo Pr'o Inferno" and "Shame And Scandal In The Family." Others were the classics "Cai Cai," "Mamãe Eu Quero," "As Aguas Vão Rolar," "Se Eu Errei," "Alá-Lá-O," "Pastorinhas," "Me Dá O Dinheiro Ai," etc. . . .

Discos Continental has informed us that vocal twosome Os Vips have waxed their new single, "A Volta" by Roberto and Erasmo Carlos b/w "Ia-Ia-O," an adaptation by Palmeira of a North-American folk song. Young ballad chanter Gilberto Montenegro will also have a single on the market with "Querida Volte Para Mim" b/w "Por Coincidencia," with arrangements by Elcio Alvarez. Popular "Sambista" Nerino Silva, with the orchestra of maestro Portinho, cut another compact with two good numbers "Na Casca Do Ovo" and "Sem Você."

RCA Victor promo man Moracy do Val has told us of the release of a new album by Henry Mancini and his orchestra "A Corrida Do Século" (The Great Race). In this album, Dorothy Provine provides vocalizations. The LP was cut in Hollywood.

Discos Mocambo also appears with news about its exclusive artists and releases: Maria Odette, who scored with her recent single is preparing a strong album.

One of the "fathers" of the real Bossa-Nova movement, Johnny Alf, who is scoring successes with personal appearances in São Paulo night clubs, has a new album nearly ready for release. Olivinha De Carvalho, who specializes in the Portuguese folk-song "Fado," was recently pacted by Mocambo and will soon have his initial disc released. Soon to be released is a recording by the Salvador Trio. Louis Armstrong is "back where he belongs" in the favor of the Brazilian public with his "Hello Dolly" recordings—both in album and single. In the classical field, three important releases are "La Traviata" by Verdi with the Rome Symphonic Orchestra; Alois Haba and Jan Novak, Czech Orchestra; and "Jóias Musicais do Sec. XVIII," by the Orchestra of Tomaso Albioni.

Odeon has a good number of important classical releases: In "Os Grandes Sopranos do Nosso Tempo" (Angel), Maria Callas, Victoria De Los Angeles, Elizabeth Schwarzkopf, Birgit Nilsson, Joan Sutherland, and Regine Crespin sing arias from well-known operas. From the other represented label, London, the company is releasing a ballet music album, "Le Diable À Quatre," penned by French composer Adolphe Adam. Music is provided by the London Symphonic Orchestra under the direction of Maestro Richard Bonyngue. Also released is an album of great interest. It is from the "Brasilianna" series, a series dedicated to the music of the Brazilian Empire times "A Musica No Brasil Império." The LP, "Music In The Brazilian Court," has a good selection of music from before the time of King João VI of Portugal. Composers of that time were Joaquim Manuel, Silva Leite or Poet Caldas Barbosa are interpreted by Olga Maria Schroter accompanied by the Collegium Musicum. Also included are works by the greatest Latin-American composer of that time, José Mauricio Nunes Garcia, from whom the Association of Canto Coral interprets "Crux Fidelis" and "Judas Mercator Pessimus," and the National Symphonic Orchestra executes the practically unknown "Sinfonia Fúnebre." Also featured in this praiseworthy album is an indian song of Rio from the XVI century. It was recovered by Jean De Lery and harmonized by Villa-Lobos. The album's cover shows an old street of Rio (Rua Direita, presently Rua 1^a. de Março) in an etching by Rugendas.

News from Discos Chantecler: Stan Getz, who became popular in this country due to all he has done in favor of the new Brazilian music and its artists in the United States appears in an album from the represented U.S. Roulette label. In the LP, "The Getz Age" (a jazz package), he shows his virtuosity on the tenor sax.

From the Decca label, Chantecler is distributing an interesting single by Stanley Wilson and his orchestra. On it the musician interprets the theme song from the popular TV series "The Virginian" and "Teakwood Nocturne," by Caesar Giovaninni. On the "Jirau" label (a popular night club in Rio de Janeiro), Chantecler is releasing a single by a new chanter, Ronaldo. The chanter, sings two French numbers "Capri C'Est Fini" b/w "J'Ai Envie De Toi." From Belo Horizonte comes a new beat instrumental group called Brazilian Boys, who appear in a varied teen-music selection in a double-compact released by Chantecler.

More news from the RCA Victor promo department is that Italian songster Gianni Morandi, who has a couple of numbers on the local charts, will be in Brazil on April, 18th., for personal appearances. At that time, the diskery will have a special promotion for the artist. The first album by comedian-singer Moacyr Franco for RCA is being released, and the two hit numbers "Canção Falando Mal De Você" and "Mundo Maluco" will be included. A new release in the MPM style is by Quarteto 004 in a compact titled "Historinha Da Bossa." Newly inked by the company, the chantress of the MPM, Dorothy, is already appearing on the charts with one of the numbers from her first single for the label, Adilson Godoy's "Dá-me" and "Dorme Profundo" by Marcos Valle. The disc is a production of A&R man Ramalho Neto.

The Som/Maior label has announced the release of a single introducing a two some from Curitiba, "Eles." Composed by Dirceu and Hilda, the songs are "Os Namorados" b/w "É O Amor." We already referred to the Cesar Camargo



AUSTRALIA

One of the perennial arguing points in the record trade of Australia (as with many other countries) is the 5% privilege return allowance from retailers and distributors back to the manufacturer. From what we can gather, most record companies have been against the scheme almost since the day it was first introduced many years ago. But in spite of these objections, the much-discussed privilege return allowance is very much a part of the record industry of Australia. Many people in the trade here are inclined to overlook the one vital word in the phrase; that word is . . . PRIVILEGE. The plan was originally introduced as a privilege to special dealers, but many of them now DEMAND it as their right.

There has been some quiet talk among top execs in record companies to the effect that they would like to see a small discount plan on all invoices as a replacement of the record return allowance. This would certainly be a much cleaner operation all around, and it should work providing an equitable and standardized discount percentage could be arrived at. One prominent manufacturer told Cash Box, "Anything would be better than the practice of returning dead stock to the manufacturer."

The local recording industry is almost at the crossroads of progress; it can now do one of three things. It could remain static, which will eventually lead to its decay; it can advance, which is its prime aim; or it can go back to where it was some years ago and fade away completely.

An economic situation has developed in the business between the small but powerful Musicians' Union and the Association of Australian Record Manufacturers, over the subject of recording scale fees for musicians. Many months ago, the Musicians' Union advised record companies of an increase in recording fees for their members from (Australian) \$14.70 to \$20.00 per man per each three-hour call. Record companies didn't necessarily object to SOME increase; but they were most concerned at the size of the lift in fees. It was decided by the Association that the new fees would be paid, pending a meeting between the Union and the Association to discuss and set a figure that was acceptable to both parties. Such a meeting has never eventuated and the \$20.00 fee still stands.

Most record companies believe that the new rate is stifling the progress of the industry, and there is unrest in the business over the attitude and demands of the Union. No one denies that the function of the Union is to fight to improve conditions and fees for its members, but in an industry as small as the record business in Australia, the matter of survival of the industry should receive every consideration. Let's face the fact that without the Union co-operation there is no record industry; and without the record companies, Union men lose a valuable source of income. One is dependent upon the other and neither party should lose sight of this fact. If agreement could be reached to settle on a fee of say \$17.00, the Union would have won something for its members, and this figure would enable record companies to operate a little more economically and thus produce more records in the long run. It isn't entirely out of the question that record companies would accept the \$20.00 payment, if the Union would enter into an agreement that this fee would stand for the next two or three years, but apparently the Union is reluctant to enter into any type of agreement with the Association. One record company executive told Cash Box that his planning and budgeting of record sessions was almost on a day to day basis. He said, "While we have no agreement on recording fees with the Union, how do we know that they're not going to bump the figure up to \$25.00 next week? The only thing I can be sure of is that they (the Union) won't reduce the scale."

Cash Box feels that this matter is so vital to the future of the record business in Australia that the Association of Australian Record Manufacturers should appoint a special Committee whose sole job should be to get together with the Musicians' Union and follow this matter through completely until it is brought to a satisfactory conclusion. Of course this will take a lot of time and will need to be tactfully handled, but this time is nothing in comparison to the whole future of Australian records. We understand there are Union agreements with record companies in other countries, so let's have one in Australia as soon as possible.

Australia's Best Sellers

- 1 These Boots Are Made For Walkin' (Nancy Sinatra—Reprise) Boosey & Hawkes
 - 2 The Carnival Is Over (The Seekers—Columbia) Chappell & Co.
 - 3 Listen People (Herman's Hermits—Columbia)
 - 4 My Love (Petula Clark—Astor) Leeds Music
 - 5 *Breaking Point (Normie Rowe—Festival/Sunshine)
 - 6 As Tears Go By (The Rolling Stones—Decca)
 - 7 Flowers On The Wall (Statler Bros—CBS)
 - 8 Sounds Of Silence (Simon & Garfunkel—CBS) Essex Music
 - 9 My Generation (The Who—Festival)
 - 10 *Love Letters (Billy Thorpe—Parlophone) Chappell & Co.
- *Indicates locally produced record.

BRAZIL (Continued)

Mariano Octet—we now have news that their album bow for Som/Maior is ready for release and, due to its revolutionary style in the best MPM forms, it will be a great surprise.

We have the pleasure to confirm what we once wrote in this column about the potential export qualities of Jequibáú, the new Brazilian music rhythm. We recently talked to its creators, maestro Mario Albanese and Ciro Pereira, who announced us that in the USA along the following artists recorded the haunting new rhythm: J. J. Johnston, Chet Atkins, Paul Horn, Carmen Cavallaro, Sammy Kaye and others. The creative maestro also told us that they recently cut an album with ten numbers in Jequibáú rhythm. It will be released in the States by Epic Records. Congratulations to both and good luck!

American actor-singer George Maharis, well-known in this country through his TV series "Route 66," has arrived. He will be presented on TV-Tupi (Channel 4) and it is probable that CBS do Brasil will have a special promotion of his discs for the occasion.

WE PREDICT THAT . . . based on the many requests from foreign pubberies, two original Brazilian numbers will soon become international hits—"Tristeza" by Haroldo Lobo and Miltoninho and "Quero Que Vá Tudo Pr'O Inferno" by Roberto and Erasmo Carlos.



GERMANY



CANADA

All good things come in threes, and Udo Jurgens, who represented Austria for the third straight year in the "Grand Prix-Eurovision" (Song for Europe) contest, took first place honors and became the first German language entry to win the festival. Udo, who performed and wrote the winning song "Merci Cherie," beat out world stars like Dominico Modugno ("Volare" and many others), who represented Italy. More about that in a minute, but first a little background about the festival. The "Grand-Prix Eurovision" is a yearly contest representing 18 countries, and the show is viewed by an estimated 350 million people. Each country presents one song, and after the 18 songs have been performed, each country entered—through their Radio-TV network—votes on songs entered from countries other than their own. First place votes are worth 5 points, second place 3 points and third place 1 point. Although it was possible for a country to divide their points in another way, every country used the above mentioned system.

Last year, Luxembourg's entry France Gall took first place honors and became a household name overnight in Europe, but now Austria's Udo Jurgens has come into the limelight. Udo started his career many years ago with Polydor. He didn't really get started until about 4 years ago when his song "Jenny Oh Jenny" was released. Then, Shirley Bassey did one of his tunes—"Reach For The Stars"—and hit the charts with the song in England. Three years ago, Austria decided to let Udo have a free hand in composing and performing one of his tunes for the festival, and the song—"Warum Nur Warum"—became "Walk Away," which Matt Monro did in English and sold over a 1/2 million records in the U.S.A. alone. The song was also a hit in England, and Udo became popular in Italy, and France with the German version.

Since then, it's been a real success story with the young artist who lives in Munich, Germany. He became a popular figure performing at top houses like the Olympia in Paris. Although he was often seen on German TV and the publicity machine began to roll for him through his publisher Hans R. Beierlein, who also produces him for German Vogue Records, Udo remained a star in Europe, not in Germany. The breakthrough came this year when his "17 Jahr, Blondes Haar" (17 years old, blond hair) finally made the German top 10. Now the chain is complete with his festival winning entry.

The only question is when the fine young artist can make the grade on the other side of the ocean and become popular in the U.S.A. Udo Jurgens is a really great talent who writes as well as he performs, and his songs and his personality are sure to sweep the world and bring him the honors, fame and popularity that he so strongly deserves.

Here's a point breakdown of the festival: Austria—31 points; Sweden—16 points; Norway—16 points; Ireland—14 points; Belgium—14 points; Switzerland—12 points; Spain—9 points; Yugoslavia—9 points; United Kingdom—8 points; Germany—7 points; Finland—7 points; Luxembourg—7 points; Portugal—6 points; Denmark—4 points; Holland—2 points; France—1 point; Italy—0 points; Monaco—0 points.

Although the best song won, it was interesting to see how each country cast their votes. Many of the countries cast votes for lands which have the same language, which meant that the Scandinavian lands stuck together. Monaco gave France its only point. Germany did not give one point to Austria and vice-versa. The voting was so divided that the viewer began to wonder just who was sitting on the jury. Voting is definitely a problem that must be looked into in the future to make sure that politics does not determine the winner of the festival. Germany, which had not received a single point for the last 2 years, did very well as they garnered one first place vote and 2 third place votes for a 7 point count. It's a move in the right direction, and Margot Eskens did a fine job in the very difficult starting position. But the important thing is that a German speaking entry did win and Cash Box gives it's heartiest congratulations to Udo Jurgens, publisher-producer Hans Beierlein and Vogue Records for their winning entry. That's it for this week in Germany.

GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

(Courtesy "Music")

This Week	Last Week	Weeks On Charts	Title	Artist	Label
1	1	4	*Ganz In Weiss (All In White)	Roy Black	Polydor—August Seith Music
2	2	9	Yesterday Man	Chris Andrews	Deutsche Vogue—Edition Intro/P. Meisel
3	3	4	*Melissa	Peter Thomas Sound Orch.	CBS—Ring Music
4	4	4	To Whom It Concerns	Chris Andrews	Deutsche Vogue—Edition Intro/P. Meisel
5	5	12	Il Silenzio	Nini Rosso	Hansa—Edition Intro/P. Meisel
6	6	7	We Can Work It Out	The Beatles	Odeon—Northern Songs/R. Budde
7	7	2	Michelle	The Beatles	Odeon—Northern Songs/R. Budde
8	8	12	*Balla Balla	The Rainbows	CBS—April Music/Mikulski
9	9	2	*Wenn Das Geschieht (When That Happens)	Peter Alexander	Ariola—Hans Gerig Music
10	10	2	*Melissa	Orch. Ferdy Klein	Odeon—Ring Music

GERMANY—JUKE BOX-RADIO-SALES FAVORITES

(Courtesy "Automaten Markt")

This Week	Last Week	Weeks On Charts	Title	Artist	Label
1	1	4	*Ganz In Weiss (All In White)	Roy Black	Polydor—August Seith Music
2	2	9	Yesterday Man	Chris Andrews	Deutsche Vogue—Edition Intro/P. Meisel
3	3	7	*Er Ist Wieder Da (He Is Back Again)	Marion	Hansa—Edition Intro/P. Meisel
4	4	7	Ich Will Immer Nur Dich (I Will Always Want Only You)	Suzie	Deutsche Vogue—Edition Montana/H. R. Beierlein
5	5	4	We Can Work It Out	The Beatles	Odeon—Northern Songs/R. Budde
6	6	7	Du Hast Ja Traenen In Den Augen (Crying In The Chapel)	Bobby Solo	CBS—Chappell/A. Seith
7	7	7	*Sieben Traenen (Seven Tears)	Siw Malmkvist	Metro-nome—Edition Intro/P. Meisel
8	8	17	*Marmor, Stein & Eisen Bricht (Marble, Stone & Steel Can Break)	Drafi Deutscher	Decca—Nero/Hammerling/P. Meisel
9	9	3	*Melissa	Peter Thomas Sound Orch./Ferdy Klein Orch.	CBS/Odeon—Ring Music
10	10	3	To Whom It Concerns	Chris Andrews	Deutsche Vogue—Edition Intro/P. Meisel

*Original German Copyright

Early indications are that a single on Dunwich to be distributed by London in Canada and by Atco in the U.S., will win teen approval very quickly. "Gloria," by the Shadows Of Night, has been creating much favorable comment from teens through early air exposure. The Drifters will do well with their updating of "Memories Are Made Of This." The new single by The Bantams will be a winner for Al Mair and his people. It's on Warners, and the kids really dig the tune entitled "Meet Me Tonight Little Girl." Could be some good deejay action on the Harold Betters side on Reprise, "Ram-Bunk-Shush." The swingin' updater could win a lot of support from deejays with a long memory. Cute pairing lifted from the red hot Jimmy Bowen Reprise LP, "Sunday Morning With The Comics." "Wonder Mother" is getting considerable deejay attention.

Paul White has a flock of red hot Capitol items of late. "La La La" by Gerry And The Pacemakers is already well established on the Dave Boxer chart from CFCF in Montreal. "Time Won't Let Me" by the Outsiders now seems a sure thing for the top ten in both sales and airplay. White figures a newie by the Swingin' Blue Jeans, "Don't Make Me Over," will garner a large share of airplay before long. Cute instrumental item, "Spanish Flea" by the Blueberry Hill Band could garner Capitol the lion's share of the air play and sales on the side. It was released well ahead of other versions.

RCA currently, riding one-two on many Canadian playlists with "Ballad Of The Green Berets" and "California Dreamin'," looks as if they have a hot new side by Lesley Miller, "He Wore The Green Beret."

The Jerry Palmer side on Gaiety, "Walking The Dog," is doing very well in several Canadian centres. The Dudes, also on the California-based Gaiety label, are scoring with their debut outing, "Let's Not Pretend Anymore." Young Palmer has spent some time recently at his Fort William, Ontario home. He did TV and radio guestshots at The Lakehead. Palmer will shortly head for a string of one-niters across Western Canada. His second Gaiety session has just been cut in Hollywood, and depending on chart and sales action on "Dog," it will appear on the market very soon.

A whole flock of newies will have the Quality boys in high gear as you read this. The Toys have a new one titled "May My Heart Be Cast Into Stone." Another good one, shortly to do some chart business if early reaction is any indication, is the latest by the Tokens, "I Hear The Trumpets Blow." We Five are about to tear up the chart scene with their latest, "You Let A Love Burn Out." Already breaking wide open on the Quality scene from coast to coast are sides by Edwin Starr, "Stop Her On Sight," Mouse with "A Public Execution," "Moult" by the Barbarians and "Love Is Me Love Is You" by Connie Francis.

No word yet on which Canadian distrib will handle the Palmer outing, "Wait A Minute," by Tim-Tam and the Turn-Ons. Big one for Bryan Coombs and Columbia is the Epic debut of Ray Hutchinson, "Rose Marie." The Winnipeg market is really on to the good Epic single by Ray, former lead voice of the Beaumarks. Late word from Gaiety's Don Grashey indicates a very favorable reaction to the Jerry Palmer record at Seattle's KJR. Reportedly, Pat O'Dea has given the side the pick treatment and expects it to develop top ten muscles in very short order in that all-important border market. The 50,000 watt KJR beams a strong signal into Canada's west coast cities, so Stan Kulin at RCA Victor will have reason to welcome the report from the west coast.

Van Nuis, German-Canadian Radio Program topper, reports the impending Canadian P.A.'s of several of Europe's top attractions. Massey Hall (4/24) will be the scene of a package headlining Peter Beil, Rene Carol, Gitta Lind, Bruce Low, Rolf Stiefel, Carlos Otero and Barbara May, currently featured on an LP from Arc. Another package has been set for a Toronto P.A. by Van Nuis in October. This show will introduce Vico Toriani, Lou Van Bourg, Angele Durand, Hans Jurgen Baeumler, Nino Rossi to Toronto audiences. The two groups will also appear in the U.S.

"He Will Break Your Heart" by the Counts on Apex is creating a good deal of interest with some of the leading record firms in the U.S. Could be that an American release for the very commercial single will be forthcoming.



SILVER LINING—A silver LP was recently presented by L. G. Wood (right), managing director of E.M.I. to Jimmy Johnson, president of the Walt Disney Music Corp. at London's Grosvenor Hotel, marking the sales of 250,000 copies of the "Mary Poppins" soundtrack which was released on E.M.I.'s H.M.V. label.

Goldfarb Named Manager Of Budisco One Stop

MIAMI—Raoul Shapiro, general manager of Budisco One Stop and Budisco International has announced the promotion of Ronald Goldfarb to the position of manager of the One Stop operation in Miami, Jacksonville and Tampa.

Dick & Deedee Set To Tour England

LOS ANGELES—Warner Bros. recording duo Dick and Deedee will travel to Britain in June for a 14-day p.a. tour. Planned for the duo are TV appearances to promote their new European single produced by Tony "Downtown" Hatch. The sojourn will be the singers' third trip to England.



MEXICO

Last February 26, we took a plane to Acapulco to see the one night Trini Lopez benefit show for the poor children of that port. When he arrived, he began rehearsing with the Chuck Anderson band. Approximately 500 people saw his show that night; among them were Samantha Eggar, Hugh O'Brien and Polly Bergen, who gave Trini a trophy sponsored by the Association of Latin American Disk Jockeys. The award was in recognition of the big promotion that Trini has given to Mexican music. This benefit show collected around a quarter million pesos.

In the interview we had with Lopez, he told us that after Acapulco he was going to perform in New York at Basin Street East, and after that he will tour Europe for five months. In Europe, the singer will do his first picture, "The Dirty Dozen." Lopez told us that he just released a new album in Spanish titled "Trini Lopez—2nd Latin American Album." It is on the Reprise label, and included are songs like "Cuando Calienta el Sol," "Sin Ti," "Historia De Un Amor," "Pancho Lopez," "Solamente Una Vez" and other Mexican songs. Don Costa does the arrangements and orchestrations.

RCA Victor promoter Javier Barragan, left his job last week and Miguel Delgado took charge of the promotion of Capitol Records.

Capitol Records has announced that it has signed exclusive contracts with popular TV soap opera star Julissa and with young female singing duet Las Hermanitas Castillon. They are already recording new songs.

We have received the first record by the popular Mexican Trio Los Panchos in Memphis with accompaniment by Presley's group The Jordinaires. The theme is the Beatle song "Girl." Besides that are other songs such as "Oh, Lonesome Me," "I Can't Stop Lovin' You," etc. The songs will soon be released in an album on the CBS label. Los Panchos will soon fulfill a new contract in Japan.

CBS announces a new vocal duet named Los Zorros, who cut a self-penned song "Me Hiciste Pedazos" and American theme "That's The Way." In the future, Los Zorros will be competition for Los Hermanos Carrion, top singers of Orfeon Records.

Mexican idol Cesar Costa returned from his successful tour of Central America. He will start a new picture of which he also will be producer. At the same time, he will finish a new album at RCA.

Mario Freidberg, vice president of Tizoc Records, released the third album recorded by popular Herb Alpert and his Tijuana Brass. The LP is "South Of The Border" and is registering good sales. Female impresario Fanny Schatz is very interested in bringing Alpert to perform for one week in town.

RCA Victor released a fabulous album by Chilean singer Sonia. It contains beautiful new songs like "Te Amare Toda La Vida," "Si Yo Pudiera Detener el Tiempo," "La Mentira," "Necesito Aprender a Sufrir," "Yo Sin Ti," "Inol-

Mexico's Best Sellers

- 1 No Llores—Mike Laure (Musart)
- 2 Mazatlan—Mike Laure (Musart)
- 3 Un Hombre Respetable (A Well Respected Man)—Los Hiters (Orfeon)—The Kinks (Gamma)
- 4 Rondando Tu Esquina—Julio Jaramillo (Peerless)
- 5 La Tierra De Las Mil Danzas—Bill Haley (Orfeon)
- 6 La Banda Esta Borracha—Mike Laure (Musart)
- 7 Es Lupe (Hang On Sloopy)—Los Johnny Jets (CBS)—The McCoys (Gamma)—Los Rockin Devils (Orfeon)—Ramsey Lewis (Gamma)—The Challengers (Tizoc)—Billy Lee Riley (Tizoc)
- 8 039—Mike Laure (Musart)
- 9 Una Probada De Miel (A Taste Of Honey)—Herb Alpert (Tizoc)
- 10 Zorba El Grieco (Zorba The Greek)—Trio Ateniense (Vogue)—Mikis Theodorakis (Tizoc)—Herb Alpert (Tizoc)—Beto Diaz (Musart)

Johnny Mathis On Five Week Oriental Stint

CHICAGO—Mercury recording artist Johnny Mathis will leave on Mar. 23 for a Japanese tour that begins on Mar. 25 and winds up on April 11. The chanter will be accompanied on the trip by the eight-voice "New Generation." The Japanese circuit is being promoted by "Tats" Nagashima of KK Productions, Tokyo.

Mathis and the "New Generation" will perform for American military

personnel in Okinawa, Apr. 13-17; Korea, Apr. 18-27; and Japan, Apr. 29-May 2. Their final public concert in the Orient is scheduled for the Arnetta Coliseum, Manila, on May 3.

Rojon Productions, who directs Mathis activity, has also made arrangements for the singer to appear on the "Talk of the Town" show in London from July 25 to Aug. 7.

vidable" and some others. Ruben Fuentes was the A&R man, and the arrangements were made by Chucho Ferrer, Arturo Castro, Roberto Perez Vazquez, Joaquin Prieto and Luis Cardenas.

Gamma Records released "Petula Clark—Volume 4" on the Vogue label. In it she sings "My Love," "The 'In' Crowd," "You're The One," "Heart," "A Foggy Day," "Strangers And Lovers," etc.

From the same company, we received on the Zafiro Spanish label an EP by singer-actress Marisol. The album includes "El Cochechito," "Ya No Me Importas Nada," "Cabriola," and "Il Mio Mondo E Qui."

Another album released in the past week was made by Mexican artist Nacho Mendez, who is a composer, arranger, singer, pianist, bassist and violinist. The album consists of songs written by Arturo Castro, Michel Legrand, Mario Ruiz Armengol, Consuelo Velazquez, Osvaldo Farres, Margrita Lecuona and Joaquin Prieto. A very refined LP—not very commercial.

Orchestra conductor Pepe Castillo gave a lunch to the disk jockeys and the press and thanked them for the promotion they have given to him and his records. The party was held at the National Association of Announcers.

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Editorial

A Profitable Tradition . . .

The Distributor Open House

Much too often, editorial observations and outrages on the state of the coin machine industry seem to concern our own peculiar ills, our legal quandaries or our own much maligned public image. It's refreshing once in a while to say a few words on something less critical than discriminating taxation and equipment prohibition and pat ourselves on the back for carrying on one of our more enjoyable customs—the distributor Open House.

The tradition of holding an open house celebration is peculiar to our industry and only a few others. It is an old custom—as old as the business itself. Most important of all, it is a sound economic practice for the distributor. At the same time it is an occasion for the operator to take time out and enjoy the generosity of his local equipment dealer who has been enjoying his business for the previous year or would like to get more of it the next.

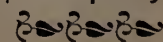
Distributors open their doors to operators and often the operator's friends and families on several occasions during the year—when a new phonograph is premiered, a business anniversary, when new showroom facilities are completed, at year's end or some other worthy holiday.

To the distributor, the open house represents the expense of providing refreshments and possibly some door prizes and a little extra time from himself and his employees. It also presents a chance to meet his operator customers in a more social atmosphere right in his own showroom and possibly make some new ones. If the occasion for the open house happens to be the unveiling of a new piece of equipment, factory representatives will usually be on hand to outline the features of the new model, and to familiarize the guests and their mechanics with the basic technical operation of the piece. This gives the distributor a firmer base from which to talk business during the weeks and months thereafter.

Operators see the open house as a social meeting ground and the opportunity to snare a little enjoyment down at the local equipment outlet. Most often, he'll get a rare chance to converse with factory representatives, pass on his compliments on the line or unload his complaints and also get the low-down on current models.

From a general viewpoint, the open house is sound public relations. Like a successful convention, it "looks good on the industry." The picture of a coin-operated equipment merchant entertaining his customers, their employees and their families is a healthy one. The sound of our kids playing about our pool tables and amusement machines rings true. The discourse between operator and factory rep provides a vital communication—a feedback of ideas, praise, suggestions and complaints which is the lifeblood of the industry.

The open house celebration builds loyalty. It shows concern by the distributor for the operator. To take part is to be part. It's important to keep sales up—equally important to keep spirits up too.



Williams Releases 'Pitch & Bat' Baseball

■ 2-Pl Offers Variety Of Pitches + Other Features

CHICAGO—When Sam Stern, president and general manager of Williams Electronic Manufacturing Corporation, in this city, returned to his office in the busy northside factory after a whirlwind business trip he spared little time in placing heavy production and shipping concentration on the annual Spring star of the Williams amusement game line—baseball.

This year the factory's pet entry is the competitive two-player "Pitch & Bat" baseball amusement game with an additional, exciting "Beat the Score" feature, which is attuned to garnering considerably more profits through higher collections in locations.

Stern heralds the introduction of Williams "Pitch & Bat" as "a singular event for the company's international markets, as it is every year at this time."

Bud Lurie, the company's sales manager, had this to say about Williams' "Pitch & Bat" baseball game: "Operators in all of the markets look forward with eager anticipation to our annual Spring introduction of a baseball game. This year, we are happy to state, we are offering the ultimate in this type of coin-operated amusement for all sorts of locations. It should bring a banner season to all markets."

He further stated that "Pitch & Bat" baseball amusement game is loaded with more features and more opportunities for the coin machine operators to reap higher profits. This game, he said, has proven itself "beyond our greatest expectations in numerous test locations where almost unbelievable collections were made over a period of several weeks straight running."

In one Williams innovation there is a lever on the front panel at the very front of the highly styled cabinet permitting the pitcher to "throw" a variety of pitches, including a "fast" ball, "slow" pitch, a "curve", or a "knuckler" to the batter (competitor). As Bill DeSelm, of the sales department, explained it, this exciting competitive feature greatly adds to the skill shooting in this type of baseball coin-operated equipment.

DeSelm further explained the scoring features in "Pitch & Bat" baseball amusement game. He stated that the "Beat the Score" feature, indicated on the backglass earns the player a "Special." Furthermore, the player earns an extra inning of play when he lights all of the targets on the playfield. In another exciting scoring feature a bullseye home run with the bases loaded (a grand slam) scores another "Special." The player scores an additional "Special" for the high score.

American Leaks News Of 'Shuffle 88' Game

UNION CITY, N.J.—Nick Melone, president of the American Shuffleboard Co., announced last week that his firm will shortly be releasing to the trade "the most exciting new coin-operated game to be seen in a decade." Melone said the new piece, called 'Shuffle 88' is currently in production on a large pilot run and should be shipping to distributors by the end of March.

Meanwhile, in order to accommodate the increased production anticipated for 'Shuffle 88' and other American advances, Melone revealed that surveys have been completed on property adjoining this Patterson Plank Road factory, purchased recently by the company, and construction for an additional 8,000 sq. ft. will be commencing shortly.

Melone and American's national sales director Sol Lipkin will travel to New Orleans next week to exhibit their firm's shuffleboard and billiard products at the Annual Meeting of the Association of College Unions-International in the Roosevelt Hotel Mar. 20-23.



Williams PITCH & BAT

"Pitch & Bat" has an eye-catching animated 3-dimensional base running unit complete with baseball player figures in the lightbox. The cabinet is trimmed with laminated front mouldings with stainless steel and a laminated finish on the playfield. It has a standard three-way multiple coin chute.

Sample shipments have already been rushed out to the company's huge family of distributors and is now on display in their showrooms for the coin machine operators to view them, according to Bud Lurie.

Wurlitzer's Ballard Cites P.R. Minded Op

LOS ANGELES — Clayton Ballard, Wurlitzer West Coast branch manager, recently received a most complimentary letter of thanks from the County of Los Angeles Probation Department, according to Wurlitzer's publicity exec Dick O'Connor. It seems an operator in the Los Angeles area donated a Wurlitzer phonograph to the San Fernando Valley Juvenile Hall. "As far as we know, the operator is remaining anonymous for the present," O'Connor stated.

The letter, in addition to thanking Ballard for this part in arranging the presentation of the juke box, went on to state that . . . "Although we have full and regular recreational programs for the children, the juke box will be invaluable in providing leisure time listening for our youngsters. It is hard to fully explain the value this kind of contribution brings to our program. It is an item which we cannot budget tax funds, however it is an essential part in helping develop a positive climate within the facility.

"The new Juvenile Hall, a detention facility, is designed to detain approximately 400 delinquent boys and girls of Los Angeles County. All the children, ranging in age from 6 through 18, are either awaiting disposition by the juvenile court to treatment institutions, foster homes, or return back into the community on a program of probation supervision. Based on our previous experience, we know that all the young people will sooner or later be returned to the community from which they came. One goal of our facility is to commence a program which will lead to some emotional growth, increased insights, and self-controls while they are under detention. The Los Angeles County Probation Department provides all essential comforts for the children, however if our program is to be successful, we also need supportive assistance from outside sources. Donations assist in the total rehabilitative effort with these children."

The director of the Juvenile Hall invited Ballard to tour the institution. "We don't know whether or not he has availed himself of this invitation. . . . but, it's nice to know that people in the coin machine industry really do care," O'Connor added.

MOA Board Directors To Gather In D.C. To Confer On Copyright; Member Drive

CHICAGO — Fred Granger, executive vice president of Music Operators of America (MOA), advised this past week that the Board of Directors meeting will be held, March 20 thru 22, in the Statler-Hilton Hotel in Washington, D.C.

Scheduled activities will officially commence on Sunday morning, March 20, at a luncheon when President John A. (Red) Wallace will present the new MOA membership plaques to all of the directors present at the three-day meet.

MOA's attorney, Nicholas E. Allen, will conduct a comprehensive legislative seminar relative to the current MOA proposal on the copyright question. Actually, this matter looms large on the national association's agenda of activities during the three-day Board of Directors meeting.

Regarding the anticipated attendance at this year's meeting, Lou Casola, board chairman, declared: "It certainly appears that this will undoubtedly be one of the best attended board meetings ever held by our association."

Granger stated that other vital association business will be acted upon and resolved during the regular meetings on Monday and Tuesday afternoons. The directors will call on their respective senators and congressmen during the mornings; therefore, no association business will be conducted the mornings of Sunday, Monday or Tuesday.

Cash Box talked with Granger about the progress of the MOA membership drive. Still in the organizational stages, the district chairmen and their staffs have so far brought in fifty-two new members since the opening of the campaign on the first of January.

Robert Nims, chairman of District Five (Texas, Oklahoma, Louisiana, Mississippi and Arkansas) leads the race with twenty new members. "Bob Nims is a fireball," said Granger "and his success in an area where MOA was not familiar to operators is just one example of how important we consider this drive to be."

Jack G. Bess, who designed the campaign and is chairman of District Three has accounted for thirteen new members so far. "Actually," said Bess, "we have at the moment almost half of the total number of operators in the State of West Virginia. That is fine, but we want all of them, in all the states, right across the country."

"The number of members in any association determines whether it is an effective group or not," he said, "no matter what task or problem they deal with. Here's a case in point: Our appearances before Congress. Senators and Congressmen will want to know how many people MOA represents. My Congressman has asked me pointblank: 'Do you represent all of the people of the industry in your state?'—and I have told him that I

will place a list of names on his desk, the names of every operator in my state. That's a pledge I intend to keep."

Granger also commented on membership strength. "It makes quite a bit of difference, especially to a public official, when someone representing a group comes to see him. If you are asked what your membership roll contains, and you say, 'Me and a couple of my friends,' then you can imagine the response. But if you can say, 'Me and one thousand other men who think the same way I do and believe what I do and know what I know'—well . . . it speaks for itself."

"On the campaign," said Bess, "we are pretty well along in the organizational stage. April, May and June will be the big months for us. That's when we'll really go all out. At our board meeting in Washington next week we'll discuss several methods to use in the drive, including direct contact with the major manufacturers and their major distributors to give us their help. There's still a lot to be done, but we're off to a good start. Now we must just keep on the road and drive."

Porter Congratulates S.D. Ops For Fine Meet

MITCHELL, S.D.—In a letter to all members, Earl Porter, secretary-treasurer, of the Music and Vending Association of South Dakota, commented on the recent gathering of the group at Sioux Falls last week.

"I do believe this was one of our better general meetings. The vending division voted to apply for a State Council in NAMA, with a board of governors to be appointed later."

Porter mentioned the group's health insurance program and personal property tax reports. He welcomed new members to the association—Dart Records, Minneapolis, Minnesota; Paterson International, Cincinnati, Ohio and Interlake Vending, Madison, S.D.

"I wish to thank Fred Granger for coming to our meeting and the fine address he gave us. We hope that he will return soon. We have voted to endorse the MOA royalty proposal."

Porter said the next meeting of the association would be held in Watertown, June 12th and 13th.



Nippon Victor, one of Japan's major juke box manufacturers, held a products display show in Osaka and Tokyo February 14th. Besides the phonograph which the young lady and gentlemen are contemplating, the company displayed its Color TV, Home Video, Disconatie Stereo, Electronic Organ and Tape Recorder.



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Eastern Flashes

ON THE AVENUE, TENTH AVENUE—Mike Munves has added another new game to his gallery of arcade equipment: DuKane's "Grand Prix" auto-test unit. Operating on the same design as DuKane's "Ski 'N' Skore," the player stands in front of the machine, grasps the steering wheel, puts his right foot on the accelerator, and away he goes. The "highway" slips and slides and rushes past, the object is to keep the car on the road. The faster you go, the more points you make—but stay on the road. Once, several months ago, the Cash Box reporter tried his hand at the "Ski 'N' Skore," courtesy of Mike, and tried to guide the skier down the snowy slopes. "You didn't do very well," said Mike on that day. After seeing the reporter go off the highway some twenty times while playing the "Grand Prix," Mike laid a comforting hand on the reporter's shoulder and said, "You know . . . you're terrible!" But the game is great. Mike expects to do a lot of business with the unit. Meanwhile brother Joe Munves, on a cross-country tour, had to cut it short to dash back east and attend a two-day conclave of the amusement parks operators in the State of Pennsylvania. The meeting's being held in Harrisburg. . . . Walking down Tenth Avenue we saw a delivery van pulling up in front of United East Coast Corp. Standing by it were Lou Druckman and Joe Greco from Greco Bros. Amusement Co. in Albany. Joe, a prosperous and confident looking gentleman, was picking up an order of Fischer pool tables. "They're going great upstate, the hottest thing on the market right now," he said. Stepping into the United showrooms, a pleasant chat followed. Here's Joe: "You know, in this business you've got to move. You can't stand still, and the man who does gets left. You've got to know your products, know what they can do for you and how to take care of them. When I put new records on a machine, I wipe them first to get the dust off. It makes them last longer and sound better. Maybe that sounds like a little thing, but it's the little things that add up. As for games, I'll put my money on Gottlieb. They make the best." The United showrooms are looking awfully bare—they sold their first shipment of Williams "Tango" shuffles. "There's another shipment coming in tomorrow," said Lou, "and they'll go just as fast." . . . Over at Albert Simon Inc., Al D'Inzillo and Harry Koepfel advised that action is strong on U.S. Billiards pool tables and the Rock-Ola phonographs. There's also a surprise for the industry due—watch Cash Box for the story. . . . Abe Lipsky, UJA's Man of the Year, reports used cigarette machines still going great guns. . . . It's a race at Musical Distributors to see which is selling faster—the Chicago Coin line of games or the Wurlitzer Model 3000 phonograph. . . . Murray Kaye, sales ace of Atlantic New York, Seeburg distributors, taking advantage of the good weather to sell, sell, sell.

THE RUNYON-ROWE BAND STAND BASH—East Hartford, Connecticut, March 3rd, New York March 8, Springfield, New Jersey, March 10: those were the big open house days for Runyon Sales, Inc., as they raised the official curtain on the Rowe AMI Band Stand phonograph and Wall-Ette wall-box. In New York, Irving Kempner and Louis Wolburg, proudly hosted the bash and made over 100 operators, distributors, interested parties and Rowe brass welcome. Putting in special appearances were Rowe marketing vice president Fred Pollak and Runyon Sales president Abe Green. The Rowe jukes looked mighty handsome, done in a copper and gold finish, with rich wood paneling around the bottom and on the sides. The sound's full and the music was always playing at the open house. Besides the food for thought there was a buffet lunch and liberating spirits available. The guest list reads like a who's who of the industry in New York: Al Miniachi of Paramount Juke Box, Jack Wilson of Modern Vending, Mel Merkin of Julissa Vending, Howard Herman, County Amusement, Ronald Gregory of Hudson Valley Amusement, Leo Rosenberg, Claridge Music, Sheldon Simon, Simon Vending, Stand Rayboy, Ray Walt Amusement, Nick Sherry, Sherry Muse Music, Ray Gillendeau, Ray's Music, Al Kerner, Sak Trading Corp., Bill O'Neill, Cornwall Automatic, Jack Rowan, Ann Koenig Co., Mac Pollay, Casino Music, Ray Knoss, Arrow Serv-Well, George Holzman, Supreme Automatic Music, Ray DiGiovini, Yankee Vending and Morris Bernstein, Seymour Pollak, Max Klein and his Mrs. Elaine, Bob Wiesbart of B & T Maintenance and Walter DeEgidio from Irving Kaye Co. (Runyon distributes their line of pool tables). From Runyon, the following were on hand: Neil Rosenberg, Joseph Sandow, Phil Serkin, Nate Sugarman, Lou Schreiber, Carl Koren, Sid Gerber, Jack Milz, Larry Raffaele, Wally Zucker, James Geogh, Dan Vineberg and Tom Pickney. And let us not forget the ladies, the sweet ladies: Runyon staffers Sandy and Marilyn added the proper touch of feminine beauty. The boys at Runyon, Irving Kempner and Louis Wolburg, are a popular pair of fellows, as the turnout for the Rowe AMI open house, proved. But don't go 'way—that's not all. There was another Rowe bash at the Connecticut showrooms, and a third at the home base in Springfield, New Jersey. So the music message really got spread. Says Fred Pollak: "We've got the winner this year and we wanted to make sure everyone knows. I think they're convinced."

C. B. ROSS AT C. C. EXCHANGE—The respect for genius talent attached to the name of C. B. Ross, Wurlitzer's almost legendary service chief, seems to go before him these days as he barnstorms the nation turning operators into proficient Wurlitzer juke box mechanics in the proverbial "few easy lessons." Well maybe the lessons aren't all that easy but Cleveland area operators turned out in droves nevertheless for a two-day service seminar the last week in Feb. to hear and learn from C. B. at the showrooms of Cleveland Coin. Among the ops and mechanics attending were: Vern Blake, Earl Ehrnsberger, Ed Ries, Otto Falk, Pat Santarelli, Donald W. Taucher, Charles Metro, Joes Scot, Perry Hackbart, August Luizzo, Paul Henry, Hyman Silverstein, Daniel Rile, Philip DeCavito, Harold Boston, W. P. White, Brian O'Donnell, Robert Hermelet, William B. Taylor, Steve Frenchile, George Haydocy, Philip Ehrlick, Sid Amder, Buddy Crew, Morris Berkowitz, James Atwell, Paul Hobart, Joe Kapelace, A. Zicardi, Joe Brick, Bill Blake, Bus Calanni, Ken Pullin, Stanley Narosny, John A. Hiatt, John Mauer, Dan Colabuno, Tom Cipolla and Dave Barnes.

BAHAMA HOLIDAY—Wurlitzer's Dick O'Connor dropped a few words last week on a lucky group of Buffalo area operators who were treated to a 6-day holiday in the glorious Bahamas by Stewart-Milford Corp. (Wurlitzer's local distrib). One of the many activities the group enjoyed, was a visit to Rock Point, the locale of the recent James Bond film 'Thunderball.' The Nassau Beach Hotel, where the group stayed, was also headquarters for the production crew during the 'Thunderball' filming. The operators' wives enjoyed the duty-free shopping for such items as perfume and chine, Dick said, and visited the Straw Market where straw hats and purses were purchased. Nice, if you can get it. . . . Anne Kelberg of Albert Simon Inc. (NY Rock-Ola distributor) also spent a week at grand Bahama, sunning and having fun, and doesn't that tan look mighty good! . . . Sam (Musical Moments) Morrison sent us a post card from snowy Lake Placid, N. Y. where he spent the weekend with 250 veterans of the Tenth Mountain Division, Sam's WWII ski unit. Sam says the Whiteface Mt. area was dedicated to his unit in memorial for their exploits in Europe. . . . B. D. Lazar of the Lazar Company in Pittsburgh advising customers in the area that Allan Kanarek is no longer associated with the firm.

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Chicago Chatter

A highlight of the MOA Board of Directors meeting, March 20-22, in Washington, D. C. is a presentation by Prexy John A. (Red) Wallace of the new membership plaques to all of the officers and directors in attendance. Also, there will be no scheduled activities during the mornings of all three of the meeting days so that the directors can call on their senators and congressmen requesting their support of MOA's proposal on the copyright question. . . . There was an invasion of Sega executives from Tokyo, Japan last Wednesday, March 9, at the huge Rock-Ola Mfg. plant. Genial greeters included David C. Rockola, Edward G. Doris, Dr. David R. Rockola, George Hincker, Art Janacek, et al.

Wurlitzer's Bert Davidson, busy as ever, planed up to Minneapolis to visit with Distrib Irv Sandler. . . . While Prexy David Gottlieb and his Dorothy are relaxing in Miami Beach warmth there is a lot of heat generated in the D. Gottlieb & Co. plant with a very heavy sales response continuing on Gottlieb's "Masquerade" four-player, according to Alvin and Nate Gottlieb. Judd Weinberg infos that export action also continues very strong. . . . Over at Wico Corp., Ed Ruber tells us, they have a new attention getter for coin-op phonos called "Eyes-A-Poppin' ". It is, sez Ruber, very inexpensive, but very effective.

Everyone at Williams Electronic Mfg. Corp., including Prexy Sam Stern, Buddy Lurie, Billy DeSelm, Herb Oettinger and Jack Mittel, feels that the firm has a huge winner in the new "Pitch & Bat" two-player baseball novelty game. Sample shipments have already been rushed out to distributors. . . . Brian Harpling, plucky 9 year old son of Bally assistant sales manager Bob Harpling, registered recently for his second year in the Horner Park Little League (baseball). Last year Brian played center field and led the league in hitting with a healthy .402 average. He also led his team in home runs with 11. When team position selections are made we'll bet on Slugger Brian.

Arizona vending ops and suppliers formed a new state council, which was immediately tendered a charter by NAMA, according to Thomas B. Hungerford, at a meeting in Phoenix recently. Gerald L. Roseland, Watkins Cigarette Service, in Phoenix, was elected president. Other officers are: Art Kaufman, Valley Vendors, Phoenix (vice pres.); and M. C. Purcell, Flagstaff Vending (sec.-treas.). Elected to the council's board of governors were R. M. Garner, Canteen Food & Vending, Tucson; Spencer Hoopes, Gila Electric & Music, Safford; J. Bowen Kindred, Ajo; and Clark Sharpsteen, Jr., A. A. Amusements, Yuma. Sidney J. Kallick, of NAMA's Western Council, will act as executive secretary of the new council. . . . Over at CMI Distribs in Indianapolis Morris Calderon is back in his office after a kidney stone removal. During his absence brothers Irv and Charles Calderon minded the store.

Bill Cleary, of So Coin, in Sault Ste. Marie, Michigan was a visitor at Empire Distribs. He came in to attend the Boat Show at McCormick Place. Bill visited with Empire owner Gil Kitt, Joe Robbins, Jack Burns and Bill Milner. . . . Al Calderon, prexy of Calderon Distribs in Indianapolis, headed to Miami Beach for a bit of sunshine. . . . There was a lot of celebrating last week at the Oettinger manse. Herb and Sara Oettinger were feted on the occasion of their 31st wedding anniversary. Also (and by no means least) they became proud grandparents when daughter Barbara (Mrs. Alan Edelstein) gave birth to pretty, little Beth Edelstein. . . . By the way, we also discovered that Mr. & Mrs. Bill DeSelm recently celebrated 31 years of wedded bliss.

Everybody's out of town these days. Eddie and Adele Ginsburg, of Atlas Music Co., are in Miami Beach and having a ball. . . . Harry Silverberg and his Rose, of W. B. Music in Kansas City, hit the road last week. . . . Ewald Fischer and Frank Schroeder headed out to Texas to call on their distributors. During their absence Marve Mertes and Lou Wermer held down the fort at Fischer Mfg. Co. . . . After chatting with Harold Schwartz and Fred Skor, at World Wide Distribs we learned that sales on music and amusement equipment rolls merrily on with no letup. Irv Ovitz tells us his vending sales couldn't be better during this first quarter of the year.

Mort Levinson, National Coin, reports steady sales on Gottlieb flippers and Wurlitzer phonos. . . . A very active guy is Rowe's Pete Petropoulis who has really been on the "GO" of late. However, he is now basking in luxury at Gene Autry's posh Continental in Hollywood. . . . Happiness reigns supreme at Chicago Coin where the big news these Spring-like days is ChiCoin's "TV-Baseball" two-player. We have no less an informer on the rapidly growing success of this newest ChiCoin amusement game than sales chief Mort Secore. Avron Gensburg and Harry Glick ditto'd this news.

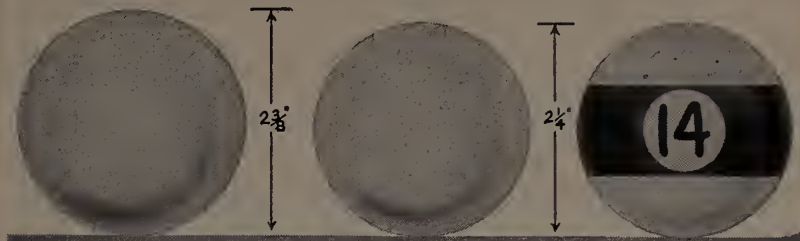
Eddie Zorinsky, of H. Z. Vending & Sales, in Omaha, is just about ready to put his crutches in mothballs. He recently suffered a fractured leg playing basketball (so he tells me). . . . Andy Hesch, of A&H Entertainers in Arlington Heights, is on a campaign to get people back on the dance floor in locations. Illinois recently dropped the unfair cabaret tax, leaving the door open for dancing. . . . Production has been further increased at Midway Mfg. Co., and Iggy Wolverton and Hank Ross are tickled over the heavy action. . . . Sincerest condolences to the family of Byron Charles Smith, a veteran operator in Springfield, Missouri, who died recently after a heart attack.



Milwaukee Mentions

There is a substantial upward trend in collections noted in the State of Wisconsin of late. This rosy indication was garnered from a reliable cross section of veteran coin machine operators in a wide area of the state. Among the pros we checked out were: Doug Opitz, of Wisconsin Novelty Co., Milwaukee; Orville Carnitz, Badger Novelty Co., Milwaukee; Dewey Wright, of Wausau; Lou Glass, Madison; Jerome "Red" Jacomet, Red's Novelty Co., Milwaukee; and Arnold Jost, Arnold's Coin Machine Service, Cream City also. All feel very confident that they are headed toward a banner year generally. . . . Wednesday morning, March 9, was the target date for Operation United, Inc.-Wurlitzer Bermuda Holiday. Prexy Harry Jacobs and his LaVerne and Russ and Carole Townsend gathered with their operator guests and their wives at Mitchell Field for early morning takeoff. Reid Whipple and Chuck Meyers will mind the store at United, Inc. while they're gone. . . . Pioneer co-head Joel Kleiman info'd that Kenny Glen, of K. C. Sales & Services, St. Paul, attended the South Dakota Vending and Music Operators' meeting in Sioux Falls last week. Joel and co-head Sam Cooper report excellent sales overall at Pioneer Sales & Services. . . . Sam Hastings, of Hastings Distribs, will enplane to Washington, D. C., Saturday, March 19, for the copyrights hearing before the House Sub-Committee on Sunday. Sam will testify in behalf of Music Operators of America (MOA). . . . The action is very heavy at S. L. London Music Co. these days, according to Nate Victor. Nate tells us that his heaviest sales are on Seeburg's "Electra" coin-operated phonograph and full line vending. He is always delighted with the movement of Gottlieb flippers. The current "Masquerade" four-player is a popular niece at London Music.

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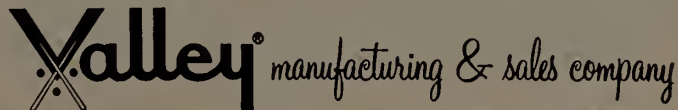
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SKY DIVER 235	7 STAR 360
MAD WORLD, 2-PI. 325	TROPICS 410
GRAND TOUR 275	ALAMO 410
2-IN-1, 2-PI. 325	TORNADO 650
HARVEST 285	
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BIG DAY, 4-PI. 350	
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California Clippings

SPRING TRAINING ON PICO BLVD.—The first signs of spring are the new baseball games being shown along coin machine row this week. There are no hold outs here—no demands for a million over a three year period. Chicago Coin is heralding their "TV Baseball" as "the greatest two player baseball game" and suggesting you buy no other until you've seen it. And Bob Portale at Advance is beaming with the news that he's the exclusive distributor for Chicago Coin on the west coast and is presently showing and selling the game. . . . On the other hand—and halfway up the next block—Stan Larsen is spreading the news about the Williams two player "Pitch and Bat" which utilizes standard base runners and a variety of pitches. There's a special button for fast, curve, slow and knucklers. So it appears that the spit ball is banned—even by Williams. . . .

A big ball bowler is also being shown at Struve Dist. and Stan tells us that the new United "Amazon" is 16 feet long with a new bonus lane feature. You can get 800 pts. for a strike but even if you miss and end up in the opposite lane you've got 400 pts. There's also an adjustable height with one level closer to the floor. Pres. Struve should be back in town by the time you read this and we're told that Jennie Cook has been added to the office staff at Struve Dist. Another note—the Mark III pool table by Irving Kaye is back in stock at Struve—another shipment arrived this week. . . .

Add another novel spring game to the pack—it's called "Putt Skee" and it's a combination golf and skee ball game. Currently on display at Simon Dist., it's manufactured by P.S. Distributing Co., a local firm, and it's played with a ball and club shooting into pockets like a skee ball. . . . Joseph Lyon dropped by the Simon firm recently to confer with George Muroaka—Lyon is from the Du Kane Corp., St. Charles, Ill. . . .

LAYMON CLIMBS TAPE AUTO WAGON—Jim Wilkins at Laymon reports that another new line has been added—the Muntz tape units—available for car and commercial use—restaurants and bars. The "Master Bilt" pool table, recently introduced at Paul Laymon Inc., selling extremely well with another shipment now in stock. Jim Wilkins' son, Jim Jr., is now employed at the General Telephone Co. in Whittier. . . .

CHIMEL JOINS WURLITZER IN LA. . . . Clayton Ballard is pleased to announce that Ron Chimel has joined the sales force of the local Wurlitzer branch. Ron was formerly associated with the R. F. Jones firm here. Clayton also tells us that Leonard Hicks was recently in town en route to San Francisco to conduct Service Schools in the Bay area. . . .

CIRCLE INTERNATIONAL ON TOUR—A number of the Circle employees are on the move this week with Ralph Phipps in Mexico City assisting in the installation of a large Rowe set-up and Ken Smith is covering the Pacific Coast Highway, getting acquainted with the ops in that territory. Mr. R. Wright of Rowe Manufacturing in town and visiting Circle this past week. . . .

HERE AND THERE—Jay Colona visiting Luenhagen's with a new release titled "I'm Coming Home Los Angeles" by Tony Gato on Tabb label. . . . Top sellers this past week at California Music are "What Now My Love" by the Tijuana Brass and "Secret Agent Man" by Johnny Rivers on Imperial. The Brass' new album won't be released until early in April but already there's an advance order of more than 1,000,000 L.P.'s. . . . Dale's Record Service, no longer on Pico, has merged with Record Rack Service. . . . Jim Crosby's son, Jim Jr., on a ten day leave from the service—he's with the U.S. Navy—Jim Sr. is credit manager for R. F. Jones in San Francisco. The California School Food Service Association will be holding their 13th Annual Conference April 3-5 at the Statler-Hilton Hotel in Los Angeles.

Ops in town this past week included: Harold Lieberman-San Gabriel, Fred Williams-Long Beach, William Vessel-San Marcos, Chico Landin-Montebello and Harold Sharkey-Huntington Park.



Jersey Jottings

Rowe's non-stop marketing veep Fred Pollak returned from a brief promotional tour through the firm's Southern distributor circuit to attend the big 'Band Stand' open house party at Runyon Sales' New York showrooms last Tues. the 8th. Fred enjoyed meeting the numerous metro area ops who attended the phono and 'Wall-Ette' showing and swapped accounts of increased location collections where new Rowe wall boxes have been installed. "We've received nothing but favorable reports from operators who put our Wall-Ette's out on location," Pollak beamed. . . . Johnny Rafer, sales staffer at Betson Enterprises in North Bergen, awaiting momentary shipment of ChiCoin's brand new 'TV Baseball' 2-player. "If this baseball moves as good as the Texas Ranger gun has for us, we'll be tickled pink," Johnny said, adding, "and their Bel-Air shuffle alley has been a dream." Needless to say, president Bert Betti is very happy with the ChiCoin line. . . . American Shuffleboard's chief Nick Melone getting ready to spring the "newest, most exciting coin-operated game to be seen in the trade over the last decade." Nick's not revealing any details of the new piece but says to watch for the 'shuffle 88' (story should break before the end of the month). Nick and the Missus, meanwhile, are planning on an April 30th trip out to see daughter Nancy at the University of Indiana. Miss Melone, incidentally, was just accepted into the school's prestigious Alpha Phi sorority.

Happy Birthday This Week To:

C. A. (Shorty) Culp, Tulsa, Oklahoma . . . Jack Swartz, Brookline, Mass. . . . Marvin Jacobs, Detroit, Michigan . . . Harold M. Rudman, Cambridge, Mass. . . . August Van Brackel, Defiance, Ohio . . . Joe Bradish, Freeland, Pa. . . . Charles J. Breitenstein, Chicago, Illinois . . . Wilfred Fritz, Los Angeles, Calif. . . . Harold E. Rose, Fargo, North Dakota . . . Leo Willens, New York, N.Y. . . . C. P. Warren, Norfolk, Va. . . . Harry Witsen, Philadelphia, Pa. . . . Mack F. Phillips, Garber, Oklahoma . . . Robert F. Lonsway, Warren, Ohio . . . Wesley Knudsen, Provo, Utah . . . Douglas W. Johnson, Sioux City, Iowa . . . Harry D. Moseley, Richmond, Va. . . . Ralph R. Hensley, Bloomington, Ind. . . . Francis Green Miller, Irvine, Kentucky . . . Meridith B. Turner, Chicago, Ill. . . . Joe Fishman, Jamaica, N.Y. . . . Donald W. Foote, Randolph, Mass. . . . John D. Winkelmann, St. Louis, Mo. . . . Leon C. DeCroes, Kokomo, Ind. . . . John T. Echols, Tampa, Fla. . . . Chas. Miller Johnson, Athens, Ga. . . . Alvin Gottlieb, Chicago, Illinois . . . Harold C. Pepple, Payette, Idaho . . . James Vincent Bryant, Regina, Sask., Canada . . . John B. Fugate, Grand Rivers, Ky. . . . Morris B. Horowitz, Miami, Florida . . . Mack Levin, Ottawa, Canada . . . Robert A. Lyons, Skowhegan, Maine . . . Harry S. Hunn, Elkins Park, Pa. . . . Mike A. Young, Soldiers-Grove, Wisconsin . . . Warrick N. Martin, Merchantville, N.J.

**Runyon Sales Open House
Bows Rowe Band Stand and
Wall-Ette in Three States**

■ Pollak, Green Attend

NEW YORK—Runyon Sales, Inc., distributors of Rowe Manufacturing products here, held all-day showings of the new Rowe 'Band Stand' phonograph and 'Wall-Ette' wallbox in Connecticut, New York and New Jersey last week.

With the doors of the showrooms opening at nine in the morning, the showings attracted hundreds of viewers and customers plus executives from Rowe. In the New York offices, five brand new 'Band Stand' jukeboxes, glowing in a gold and copper finish, ringed the display floor. Wall banners and posters hung above the machines.

Among the executives of Rowe and Runyon who attended the showings were Fred Pollak, marketing vice-president for Rowe, George Klersey and Richard Gluck, regional sales managers, area service representative Art Seglin and Bob Angard. Runyon was represented by its president Abe Green, and New York sales managers Irving Kempner and Louis Wolburg.

"We've got the winner here," said Pollak, pointing to the 'Band Stand'. As the guests inspected the new machines, music from one of the phonographs spread over the room.

Among the operators and distributors who came to the New York open house were: Al Miniachi of Paramount Vending, Jack Wilson of Modern Vending, George Holzman, Seymour Pollak, Ronald Gregory, Ray DeGiovini, Max Klein, Sheldon Simon, Al Kerner and Jack Rowan. From Runyon came: Phil Serkin, Nat Sugarman, Carl Koren, Sid Gerber, Jack Milz, Larry Raffaele and Lou Schreiber.

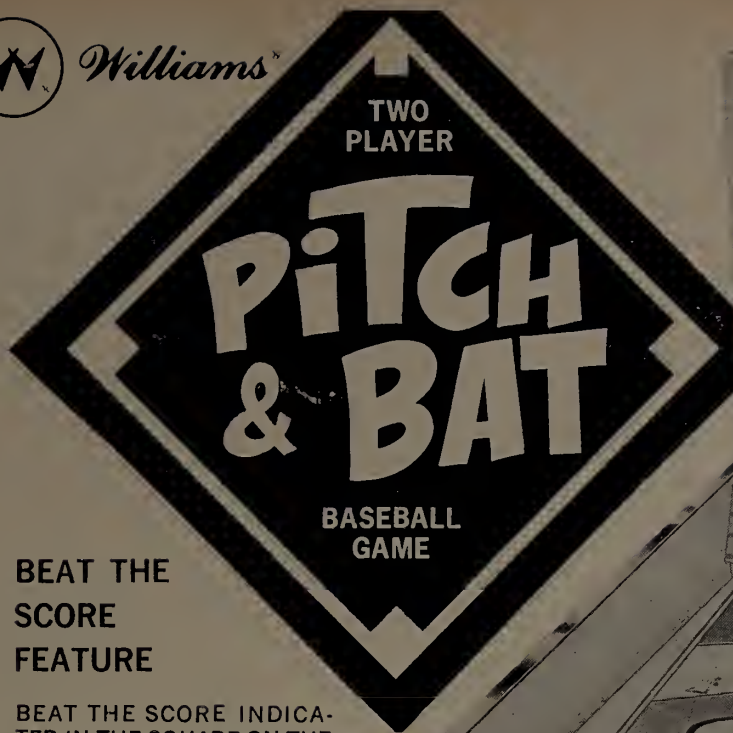
At Runyon's East Hartford, Connecticut, showrooms, an open house for the new music machines was held the evening of March 3rd. Guests included: Dom Sanzo, Bill Walton and Izzy Resnik, Mr. and Mrs. Tony Wilkas, Irv Geltzer, William Morrow, Carl Peterson and Ernie Pomeroy. Runyon personnel attending the showing were Irving Kempner, Nat Gutkin, Art Seglin and George Klersey.

Runyon president Abe Green hosted the New Jersey showing at the company's home base, Springfield, New Jersey, on March 10th.

Fred Pollak commented on the showings: "We have the machine with the sound this year. Our promotion and publicity campaigns have whetted the appetite of operators and distributors to see the machine and these



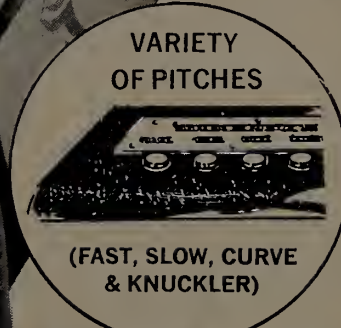
Williams



**BEAT THE
SCORE
FEATURE**

1. BEAT THE SCORE INDICATED IN THE SQUARE ON THE BACK GLASS FOR SPECIAL.
2. EXTRA INNING FOR LIGHTING ALL TARGETS ON PLAYFIELD.
3. BULLSEYE HOME RUN WITH BASES LOADED SCORES SPECIAL.
4. SCORE SPECIAL FOR HIGH SCORES.
5. ANIMATION-3 DIMENSIONAL BASE RUNNING UNIT

- Laminated front moulding with stainless steel trim
- Standard 3 way multiple chute
- Laminated finished playfield



Williams ELECTRONIC MANUFACTURING CORP.
3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618
Cable Address: WILCOIN, CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

showings have, we think, satisfied their appetite and made them want to come back for more. We think that when a customer sees the 'Band Stand' and the 'Wall-Ette' he won't want to leave without making an order and taking another long look."

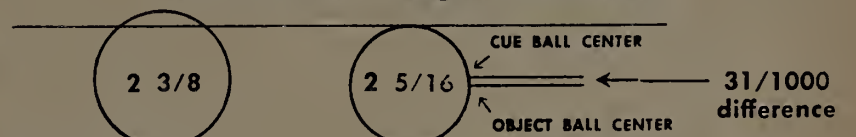


In photo at left, Runyon president Abe Green stands next to Irving Kempner, New York office sales manager. A bespectacled Seymour Pollak smiles as Rowe VP Fred Pollak (no relation) surveys the scene. Photo right: The gang's all here. Richard Gluck, Rowe regional sales mgr. (with pipe), Louis Wolburg, salesman of the New York office, Carl Koren, Irving Kempner, George Klersey and Art Seglin, of Rowe.



Jack Wilson, Modern Vending, Newburgh NY, smiles widely as he poses by the Bandstand with Ronald Gregory of Hudson Valley Amusement. Irving's on the end. Photo Right: The showing at Runyon's Connecticut office. Izzy Reznik on left, Art Seglin, Mrs. Evelyn Block, Ted Zdonczyk and Tony Wilkes.

Fischer's
"New," Truly Balanced Smaller,
Precision Weight Cue Ball



OLD STYLE Cut Ball*
*app. scaled down sizes shown

New Modern Cue Ball*
Same Weight as Object Ball

FISCHER'S New Cue Ball Strikes
Object Ball 31/1000 Above Center
For Much Better Play and Skill

When You Think Billiards . . . Think Fischer — That's Quality!

Fischer Mfg. Co., Inc.

Tipton, Mo.

Stern's 'Three For A Dime' Seen to Up Profits

CHICAGO—Several weeks ago Sam Stern, president and general manager of Williams Electronic Manufacturing Corporation, advocated three-ball play for ten cents in flipper amusement games, saying "if operators will at least test this idea, they will see that three-ball play for a dime brings in more money."

Last week Bud Laurie, sales manager of Williams Electronic, returned to his office in the factory having completed a lengthy road trip calling on the company's distributors and visiting with operators. He ascertained that where three-ball play for 10¢ had been put into effect on a sub-

stantial scale it has been very successful

"In one state alone—South Dakota—those operators who have tested three-ball play for 10¢, based on Williams Electronic's suggestion have discovered happily that their earnings have risen to as much as 75%," Lurie declared.

"As a result," he added, "several South Dakota coin machine operators have subsequently changed their entire route systems to three-balls for 10¢ play. This should be sufficient impetus for other territories to consider the feasibility of converting accordingly."

VENDING NEWS

Vending Machine Industry's Only Newsweekly

Calif. Council Names Pres.

CHICAGO—John Lumpp, Automatic Retailers of America, Inc., Los Angeles, was elected president of the California Automatic Vendors Council of the National Automatic Merchandising Association (NAMA) at its annual winter meeting in Palm Springs, February 19 and 20.

Other officers of the council are W. R. Patton, Valley Vendors, Modesto, vice president; Clarence Landis, Canteen Food and Vending Service, Division of Canteen Corporation, San Jose, vice president; and William Dennin, Pacific Nik-O-Lok, Los Angeles, secretary-treasurer.

More than 175 members of the California Council and their wives attended the meeting, with NAMA President W. J. Manning, Jr. participating in the installation of new officers. Members of NAMA's board of directors, who were meeting in Palm Springs, also attended the installation dinner as special guests of the council.

Members of the California Council's board of directors are: Paul Bacon, Automatic Catering Co., Burlingame; Armand Clavere, Canteen Company of Central California, Sacramento; Tony Capers, Tony Capers, Vending, Oakland; Dwight C. Dickinson, Servomation Bay Cities, Inc., Berkeley; Don Fisher, Los Angeles Trade-Technical College, Los Angeles; Marlon Foote, The Vendo Company, Los Angeles; Richard J. Goeglein, Interstate United Corp., Los Angeles; George Loeb, Orange County Vending, Anaheim.

Charles Mananian, MAB Industrial Vendors, Los Angeles; Chuck Marcoux, Lily Tulip Cup Corp., Burlingame; Robert Natoli, Canteen Company of San Diego, San Diego; Ted Nicolay, Servomation Western, San Bernardino; Richard Parina, Parina Enterprises, San Francisco; Barney Ross, Coca-Cola Company, Los Angeles; Harry Robb, ARA Service of Los Angeles, Los Angeles; Jay Scherer, Oakland Cigarette Service, Oakland; E. F. Stanton, Sr., E. F. Stanton and Company, Los Angeles; Edward Wachter, California Cigarette Concessions, Los Angeles; Al Weymouth, Weymouth Distributing Co., Los Angeles; Pang Wheaton, W & W Vendors, Long Beach; and Claude Witbeck, Servomation Witbeck, San Francisco.

U.S. Milk Supply Off; Higher Prices Observed

WASHINGTON—The U.S. Agriculture Dept. reported recently that the U.S. milk output in 1966 will most likely fall below the 125.1 billion pounds produced during 1965. This reduction in the milk supply and dairy products will continue above a year earlier.

Gibney Named Region Head

PHILADELPHIA—James F. Gibney has been named western region operations manager for Slater School & College Services and Hospital Food Management, divisions of Automatic Retailers of America. Harvey T. Stephens, division president, said Gibney will be responsible for all company institutional food service operations in California, Oregon, Washington, Arizona, Nevada, Wyoming, Idaho and Hawaii.

Gibney, who resides with his wife and eight children at 1925 Bardale Ave., San Pedro, is a graduate of Michigan State University's School of Hotel and Restaurant Administration. A veteran of the Korean War, he was western representative for the Harding-Williams Corp. for six years before joining the ARA Slater organization two years ago. He will be headquartered in Los Angeles.

Die Casting Plays High In Modern Vend. Changer



From upper left going clockwise are the tray, track support, bottom lid support, and tray lid. They were made for Model Vending Controls, Inc., of Chesterland, Ohio, by a custom die caster belonging to the American Die Casting Institute.

CHESTERLAND, OHIO—"The inclusion of four zinc die castings in a new line of currency and coin changers has increased the durability and enhanced the popularity of one of the nation's most efficient methods of making change," according to Robert Dick of Model Vending Controls, Inc. Dick's firm recently introduced a series of "CHANGEbank" machines which rely on die cast trays, tray lids, and two supports for ultimate security and quality.

Today, automatic food vending installations in factories, hospitals, schools, laundromats, car washes, parking lots, amusement centers, rapid transit lines and many other establishments are self-sufficient, in part, through the introduction of wall and console model money changers, according to Dick, executive vice president of Model Vending. "Die casting has answered the needs of the growing changemaker industry and has helped erase many of the problems heretofore associated with unattended vending equipment," he revealed. To help them in their work, design engineers and Model Vending Controls turned to a member of the American Die Casting Institute (ADCI). "In so doing, the company was assured of quality workmanship, reliability, and long experience in taking full advantage of the die casting process."

Dick noted that by its very nature, a currency changing machine is subject to pilferage, fraud, and vandalism. Rugged die castings increased the durability of the four components, compared with plastic or other materials, thus helping to thwart thieves. He said that the zinc die castings have the additional advantage of a highly attractive appearance. This important visual factor was supplemented by the rigid requirement of burr-free assembly because of handling.

Zinc was selected for several reasons. Chief among them was the ability of the metal to fill the thin wall around a core area with minimum draft on cores.

Model Vending Controls has never used any other manufacturing process for these components since it is the considered opinion of its design engineers that no other process can fill the same requirements for quality and security at comparable prices, according to its executive vice-president.

Model Vending Controls makes a line of 10 bill and coin changers with a capacity running up to \$435. Servicing is simplified by interchangeable plug-in components. The payout of coins may be varied to suit requirements. Validation of currency is accomplished through multiple-point photo densitometry readings by photo cells and a transistorized amplifier which are incorporated in a sophisticated sensing package.

Arizonans Organize Council; NAMA Next

CHICAGO—Arizona vending operators and suppliers recently organized and will affiliate with the National Automatic Merchandising Association (NAMA) as a chartered state council, according to Thomas B. Hungerford, NAMA executive director.

At a meeting in Phoenix, members of the Arizona Automatic Merchandising Council elected Gerald L. Roseland, Watkins Cigarette Service, Inc., Phoenix, president of the group. Other officers are Art Kaufman, Valley Vendors Corp., Phoenix, vice president; and M. C. Purcell, Flagstaff Vending Co., Flagstaff, secretary-treasurer.

Elected to the Arizona Council's board of governors were R. M. Garver, Canteen Food and Vending Service, Division of Canteen Corporation, Tucson; Spencer Hoopes, Gila Electric and Music Co., Stafford; Kaufman; J. Bowen Kindred, J. Bowen Kindred Music Co., Ajo; Purcell; Roseland; and Claude Sharpsteen, Jr., A. A. Amusement Co., Inc., Yuma.

Sidney S. Kallick, NAMA western manager and counsel, attended the meeting and will act as executive secretary of the new council. Arizona is the sixteenth state vending group which has been organized with NAMA's assistance under the association's state council program, Hungerford said.

NCA Booklet Cites Candy As Driving Aid

CHICAGO—An illustrated booklet containing safe-driving tips has been published as a public service by the National Confectioners Association. Third in their literature series, the latest brochure is entitled "How To Drive Safely And Fight Fatigue By Eating Candy."

One of the solutions to overcoming fatigue, the booklet says, is to eat candy whenever you drive. Reason given: "When a person is tired, the blood-sugar level is low; candy quickly raises the blood-sugar and fights fatigue. Moreover, because candy is an energy food, it keeps one alert."

Quoting statistics from the Insurance Information Institute, the National Confectioners Association states that traffic accidents now account for an economic loss of 10 billion dollars per year, that some 50,000 people die in traffic accidents each year, and almost 4 million men, women and children suffer bodily injuries. They also point out that while causes of traffic deaths and injuries vary, fatigue is undoubtedly one of the leading causes. This is difficult to pin-point, they say, since many accident reports simply state "probably fell asleep at the wheel."

It is recommended that as a safety factor, candy should be kept in the glove compartment of every car. "The sugar in candy is absorbed into the blood in a matter of minutes, and sugar is a basic fuel for all parts of the body," the copy states. "Candy will keep a driver alert, and may prevent an accident." One section is devoted to 12 "Safe Driving Tips" as compiled by the National Safety Council.

Back cover of the pamphlet states that scientific research, under the partial sponsorship of the National Confectioners Association, is now going on at a leading Western University. Aim of this comprehensive study is to discover more facts about candy's role in combatting driving fatigue.

The booklet will be distributed to the public by members of the National Confectioners Association free of charge through all their retail outlets. This includes supermarkets, candy counters, candy vending operators, in candy boxes and packages, and by mail.

NEW PRODUCTS



A new Tray Set-up Machine for wrapped sandwich production has just been added to the line of packaging aids manufactured by Columbia Packaging Corp. of Maspeth, New York. The set-up trays and machine were designed by CPC to expedite the production-in-bulk of wrapped sandwiches and pie and cake wedges, and to provide a fresh, appetizing appearance.

The triangular sandwich trays, with open face and top, are designed to offer solid bottoms and sides, sturdy packaging for sandwiches, pies, enabling them to stack neatly. Foods are also protected from heat-seal elements. "The trays eliminate extra handling and 'squeezing out' of soft fillings, since they can be used as scoops, one in each hand, when sandwiches are cut diagonally, two high," said a company official. Made of solid, sturdy sulphate board with non-stick coating, the trays can be color-coded for date or content identification and/or imprinted with vendor identification.

In addition to supplying the machine to quantity users, Columbia will also furnish the trays alone, either flat or set-up. For machine-users, the trays are shipped flat. For manual use, the trays are shipped already set-up and nested.

The Tray Set-up Machine delivers trays set-up, ready for use, in batches of 100; or it can be conveyor-connected to feed operator of sandwich cutting table at an adjustable rate. The machine, the size of a filing cabinet, can be rolled away when not in use. It plugs into any 110V outlet. A foot-operated switch is optional.



This new SIGMA swing-top-receptacle—with 25 gallon capacity—is now available from the Industrial Fabricated Products Department of Union Carbide Corporation's Plastics Division.

Straight-wall design, coupled with 25-gallon capacity, recommend this new A-1014 receptacle for use in vending and other fast-food areas. The all-polyethylene receptacle is available in grey, white or special red adapter with white swinger and white receptacle.

G. L. H. Gilbert, Seeburg Export V-P, Helps Win U.S. Award for Seeburg



GEORGE L. H. GILBERT

CHICAGO—George L. H. Gilbert, Seeburg's Export vice president, is currently in Europe visiting the Chicago firm's phonograph and vending distributors and affiliates. Gilbert will be in Europe for six weeks and is scheduled to visit Britain, the Netherlands, France, Belgium, Switzerland, Germany, Italy, Morocco, the Canary and Balearic Islands and the Scandinavian countries. He returns to the U. S. in Mid-April.

Gilbert recently moved his base of operations from Europe to the new \$5 million dollar Seeburg plant in Chicago. Through his efforts in generating international commerce and sales, the United States Department of Commerce recently conferred its Excellence Award on the Seeburg Corp.

"The Seeburg Little LP Record program has done much to also generate international good will," Gilbert said. Seeburg's man in charge of the Little LP program, Stan Jarocki, has been instrumental in placing the recorded material of many European artists on Little LP and stereo records for the first time in America. Conversely, Seeburg's Little LP program has also been responsible for introducing many U. S. artists, via stereo records, to new audiences throughout the world.

Servicemen See Electra at World-Wide School

CHICAGO—World Wide Dist. Co., distributors for Seeburg music and full line vending in this wide area, held their regular bi-weekly service class Wed. March 9, in the firm's classroom (a new facility on the premises), featuring the servicing of Seeburg's Electra coin-operated phonograph.

Mike Shohat, Seeburg's music field engineer, conducted the session on the following subjects: electric selection, coin switches, speaker hookups and simulated service calls.

World Wide staffers on hand were: Nate Feinstein, Harold Schwartz and Howard Freer. Among the operator-personnel in attendance were: Mike Breit, Tom Perez, Al Karras, Bob Grogan, John Dinero and Sam Ward.

The next scheduled session will be held in the same classroom from 1:00 to 5:00 P.M. on Wed. March 23. All operators in the wide Chicago area are urged by Schwartz to contact World Wide to register their personnel.

Irv Ovitz, head of the vending division, announced that he will hold a service school class on Seeburg's Hydro-Swirl Dry Ground Coffee Vendor from 7:00 to 10:30 P.M. Tues. March 15.

Enticing Light-Box Animation

Gottlieb's 4-player
MASQUERADE



NEW MULTI-BUMPER SPELLS OUT "MASKED BEAUTY"

SCORING MOVES LACE FAN REVEALING THE FACE OF THE "BELLE OF THE BALL"

COMPLETING ONE WORD MULTIPLIES TARGET VALUES BY 10.

COMPLETING BOTH WORDS MULTIPLIES TARGET VALUES BY 100.

ROTO-LIGHTS INDICATE VALUES OF 5 TARGETS.

"SHOOT AGAIN" FEATURE SCORED ON TARGET INDICATED BY ROTO-STAR.

6 ROLLOVERS SPOT LETTERS IN WORD "MASKED"

AVAILABLE WITH TWIN CHUTES AND 3 OR 5 BALL PLAY.

That Extra Touch of Quality and ORIGINALITY



D. Gottlieb & Co.

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The Big Change Is To
The ROWE AMI BANDSTAND
makes friends everywhere

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

Watch Your Profits Soar!



American Electra & Classic

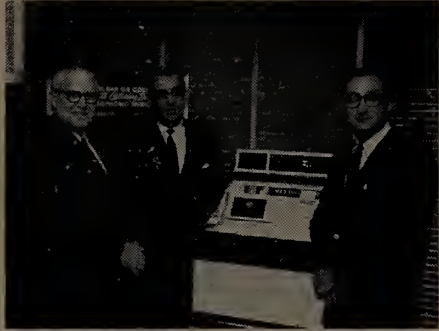
Either one is the perfect pool table for your locations. The Electra features an electrically operated drop coin mechanism (used with either a battery or available current) while The Classic features a "feather touch" cheat-proof coin mechanism.

AMERICAN SHUFFLEBOARD CO.
210 Paterson Plank Road, Union City, N. J. (201) UN 5-6633
(Los Angeles Office—1423 Southwestern Avenue)

**To Cleveland Coin Game
C. B. Ross and 44 For Class**

CLEVELAND — On February 24th and 25th, the learning lights burned brightly at Cleveland Coin Machine Exchange, Inc. Forty-four operator servicemen journeyed to Cleveland Coin's buildings to increase their knowledge about circuits, relays, schematics, counters, tone arms, amplifiers, and the myriad other components which make up today's electronic coin-operated Wurlitzer phonographs.

C. B. Ross, Wurlitzer service manager, and Bob Harding, field service representative, held forth both days for a concentrated course aimed at spreading the Wurlitzer credo of sup-



Dave Liebling, left of Cleveland Coin and Ron Gold, right, president of the firm, surround the much-traveled and redoubtable C. B. Ross, standing close to the object of his instruction, the Wurlitzer 3000 phonograph.

plying all the necessary knowledge to phonograph servicemen across the country.

Many interesting developments took place during the school, attended by knowledgeable operator servicemen as well as new recruits to the growing vending business. Ross and Harding started instruction at the beginning—



Here's what the action looked like, as over forty-four service mechanics from the State of Ohio (plus a delegate from Pennsylvania) gathered to learn the 3000 top to bottom.

how to read a schematic—and went right through the finer points of trouble-shooting.

Hosts Ron Gold, president of Cleveland Coin Machine Exchange and Herb Wedewen, salesman turned the service shop and showrooms over to the Wurlitzer personnel, made re-



Getting down to business and shirt-sleeves, Ross (right) took a break for a moment with four of the boys. Then it was back to class and the fine art of troubleshooting.

freshments available and took all concerned to the famous Saydel's Restaurant, next door, for a veritable feast of chicken and spaghetti, giving the participants full stomachs as well as full minds.

Canalos Vending of Sandusky and Lorain, Ohio, sent several people to the school to herald their entry into the music field. "They have long been in the vending business and started their music vending with the purchase



You PITCH...You're in the ACTION!

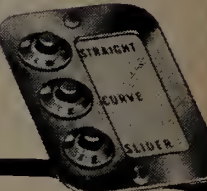


with
**CHICAGO COIN'S
TWO-PLAYER TV
BASEBALL**



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

- Realistic 3-Dimensional Backglass
- Brilliant "Permatized" Finish Playfield

- 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 COIN MACHINE DIV.

CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

of Wurlitzer Model 3000 phonographs as a direct result of knowledge gained at the school," Gold stated.

Bob Bear, Wurlitzer manager of sales, received several letters about the school. Gold said, "the service school which was held on February 24th and 25th was the most successful in the history of our handling the Wurlitzer line." "the factory should be proud of the type of representation accorded by C. B. Ross and

Bob Harding." Herb Wedewen said in his letter that: "Frankly, Bob, it was the very finest Wurlitzer school held in the Cleveland area."

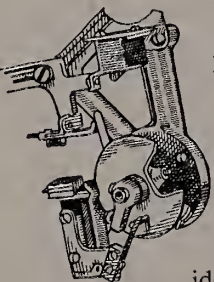
Some of the many Ohio operating firms whose personnel attended the service session at Cleveland Coin were: Canalos Vending Service of Sandusky and Lorain, CM Music Co., O & O Music Co., Excell Phonograph Co., Curry Music Inc. Universal Auto. Vend. Corp., C. D. Amusement Co.,

V & W Music, Kenney Music Co., Atlas Music, Walter Attewall Music Co., American Automatic Vending, J.L. Music Co., John's Vending (all from Cleveland), DeCapito Vending of Warren, W. P. White Amusement Co. of Jefferson, Acme Music Co. of Niles, Bueley Music of Toledo, Paul Tuttle Music of Painesville and Lorain Music of Amhearst, Ohio. Donald W. Taucher attended from T & E Amusement, Burgettstown, Pa.



Ideas... Simply The Price Of Progress At Rock-Ola!

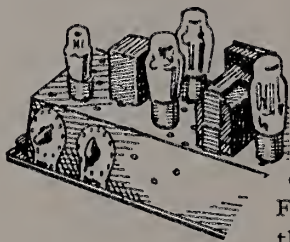
At Rock-Ola, we believe in ideas. Simple ideas. Good ideas. The kind that build operator profit. We've built a business with this kind of thinking. Some result in new mechanisms. Others add refinements to existing components. Through the years, all have contributed to better performance and less trouble for the people who operate our phonographs. That was the whole idea!



Upon entering the coin operated music field in 1935, Rock-Ola introduced a host of sparkling new ideas. A silent, all-mechanical 12-selection changer mechanism. Single cam V-belt drive. A 2-ounce crystal pick-up. Operators quickly got the idea that our ideas were sound.

Since the introduction of David C. Rockola's simple penny weighing mechanism *way back when*, many good ideas have come from Rock-Ola. Profitable innovations that have produced better pin games, amusement games, counter games, vending machines, furniture, radio cabinets, parking meters, remote music systems and coin operated phonographs.

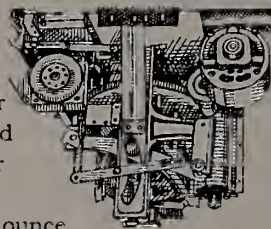
David C. Rockola's *simple* concept that all ideas ought to be *simple* brought about the 6B5 output tube, pioneered by Rock-Ola for the am-



plifier of the 1936 Multi-Selector. It reduced the number of tubes and gave distortion-free response.

Floating baffles followed, then dual motors, visible coin chutes and electric slug rejectors. And who'll ever forget Rock-Ola's light-up fronts and remote speakers that came later, along with resonating tone columns, slug rejectors, Dial-A-Tune, Mystic Music and full front accessibility.

In 1948, a constant speed turntable motor was introduced. This cut down on the number of clutches and simplified service. A new anti-wear pick-up reduced record pressure to less than an ounce greatly lessening record damage.



Ideas followed ideas. A revolutionary revolving record magazine was a 1953 innovation that produced a 120-selection phonograph. An all-mechanical selector system and the now famous Mech-O-

Matic 33 $\frac{1}{3}$ /45 rpm Intermix arrived in 1961. So perfect was the design, so simple the concept, they are still used virtually unchanged today.

The challenge for improvement continues at Rock-Ola. We are *always* looking for better ways of doing things. Some are new. Others are improvements. All of the good ideas are represented in today's high performance Grand Prix II, Princess Royal and Starlet phonographs. You can rest assured that others will inevitably follow, because at Rock-Ola, ideas are simply the price of progress.

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue • Chicago, Ill. 60651



STARLET
Model 429



GRAND PRIX II
Model 426



PRINCESS
ROYAL
Model 424

ROCK-OLA



music products for profit for 30 years