

Billboard

The International Music-Record Newsweekly

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

Film Track CARtridges Industry's New Sparkplug

By MIKE GROSS

NEW YORK — Motion picture soundtracks are riding in high gear on the tape CARtridge sales road. RCA Victor's Stereo 8 version of "The Sound of Music" is reported by a company spokesman to be the biggest selling tape cartridge item in the industry and Larry Finley has gone on a soundtrack buying splurge for his International Tape Cartridge Corp.

To meet what Finley calls a "phenomenal demand for soundtracks on tape cartridges," ITCC concluded a deal last week with Mainstream, which in the past year has stepped up its activity in the soundtrack field. Mainstream, and its budget-priced Time Records, previously had a deal with Earl Muntz' Auto-

Stereo firm but it expired last month and ITCC nabbed an exclusivity to all of its product.

Track Package

The soundtracks coming into the ITCC fold via the Mainstream tie are 20th Century-Fox's soon-to-be released "The Blue Max" and "Stagecoach." Also in the package are the soundtracks to such already-released films as "A Patch of Blue," "Juliet of the Spirits," "The Gospel According to St. Matthew," "The Tenth Victim," "The Trouble With Angels" and "The Collector."

Also in ITCC's hopper are "Dr. Zhivago," "The Singing Nun," "When the Boys Meet the Girls" from MGM Records; "Zorba the Greek," "Our Man Flint" and "The Magnificent Men in Their Flying Machines"

from 20th Century-Fox Records; "The Sandpiper" from Mercury Records; "Russian Adventure" from Roulette Records, and "Lawrence of Arabia" from Colpix.

RCA's Hefty Sales

Victor is racking up hefty sales on other soundtrackers as well as its "Sound of Music" leader. The soundtracks in Victor's Stereo-8 catalog now includes "Bye, Bye Birdie," "Exodus," "South Pacific" and "Spy Who Came In Out of the Cold."

The tape cartridge industry will be getting even more muscle when Decca Records starts putting its material on the market within the next few weeks and Columbia and Capitol begin their tape cartridge pitch at the end of the summer.

Capitol to Unwrap New Film Process

by ELIOT TIEGEL

HOLLYWOOD — Capitol Records is investing \$500,000 in financing a new motion picture process, which "may change many aspects of the motion picture business," reports label President Alan Livingston.

First use of the process, which Livingston would not spell out, is scheduled for use this fall. It is understood patents on the process have not yet been applied for, hence the company's hesitancy to reveal details at this time.

"You can say we are financing the development of a new process," Livingston said last week. Capitol has a "healthy percentage" of the process. Livingston, who was approached with the idea and who signed the contract, said the two parties were discussing a script and ideas for the process' utilization.

Called Exciting

Livingston called the film process exciting, but emphasized it is entirely a divergency apart from the record operation. Cap-

itol will not utilize any of its artists in the new film venture, Livingston said.

Last October the company announced its entry into filmdom through the formation of Tower Productions, which would star selected Capitol artists in films. The first project tied the Beach Boys, Capitol's leading American rock 'n' roll group, with Steve Brody, former Allied Artists Pictures president. Two months later the Beach Boys' film fell apart due to script trouble. The project remains shelved. (Brody has since taken on other assignments not involving Capitol.)

The current film involvement took several months of negotiations. The entry of the major West Coast record company into films portends significant expansive thoughts. Capitol can now cater to an industry based in its backyard, voraciously seeking new ideas and money.

Capitol's history and strength has been in its recorded repertoire. The company pulled out

(Continued on page 16)

Rosengarten: View From Abroad

ZURICH—Maurice Rosengarten, president of Musikvertrieb here, and a member of the board of British Decca and Teldec in Germany, was recently interviewed by Billboard publisher Hal B. Cook relative to music industry developments of global interest. In view of Rosengarten's international stature in the fields of record manufacturing and distribution, and music publishing, his comments are of broad interest. They are presented here in question and answer form.

Cook: Mr. Rosengarten, as you know there is under discussion right now in the U. S. proposed amendments to our copyright laws. Based on your knowledge of the world-wide record markets, which of the proposed amendments are of most interest to you?

Rosengarten: I am in favor of the present compulsory licensing provision that is being examined. The freedom that presently exists for any record company, producer or recording artist to perform an interpretation of the original recording is one of the things that makes the record business in America so exciting.

Cook: Alan Livingston, president of Capitol Records, has proposed that the copyright owner

of a recorded performance should be entitled to a performance fee. As you know, the music publisher and composers receive performance fees from radio and TV each time a selection is performed, but the record companies and artists or arrangers receive nothing for their efforts in the way of performance fees. What are your views?

Rosengarten: There is no question in my mind but that Mr. Livingston is correct. A recording is a property that is entitled to copyright privileges. A public performance of a recording should be protected by a payment from the user to the owner for the right to use his property. In many countries broadcasters pay performance fees to record companies, who in turn make provision for payment to their artists for the right to perform their copyrighted material.

Cook: During our visit to some of the music capitals of Europe we found a keen desire to raise the world-wide image of the record industry. It has been said that all recorded music is a form of culture and we should be proud of this creative art form. What are your views?

Rosengarten: You probably expect me to say that the Beatles and the Rolling Stones are just

(Continued on page 16)



SAM THE SHAM and the Pharaohs are scoring with their high-riding record, "Lil' Red Riding Hood." The MGM Records sizzler (K-13506) is making much chart noise. (Advertisement)

Texas 'In' As Breakout Spot

By CLAUDE HALL

DALLAS—Texas has become one of the nation's most important areas to the record industry. Bud Rieland, regional manager for the Columbia Records branch here, said that the tight record playlist now being used by many Hot 100 format radio stations in major markets like New York, St. Louis and Los Angeles had created problems for record companies.

"A few years ago, companies used to look toward Pittsburgh, Baltimore, Washington, Chicago and Boston as the place to get

(Continued on page 10)

EMI Forms Own Distrib Empire, Cites Item Control

By DON WEDGE

LONDON—The need for the manufacturer to control his product right to retail level was behind EMI's decision to set up its controversial direct distribution scheme here. The present system whereby EMI sells rival Decca and other product (and vice-versa) has led to an insufficiently profitable operation. In the critical years ahead, EMI could not survive as a record company if the system continued.

This was stated by John Fruin, new EMI chief, in an unusually frank paper, presented to highly critical dealers at the annual Gramophone

Record Retailers Association conference held here this week.

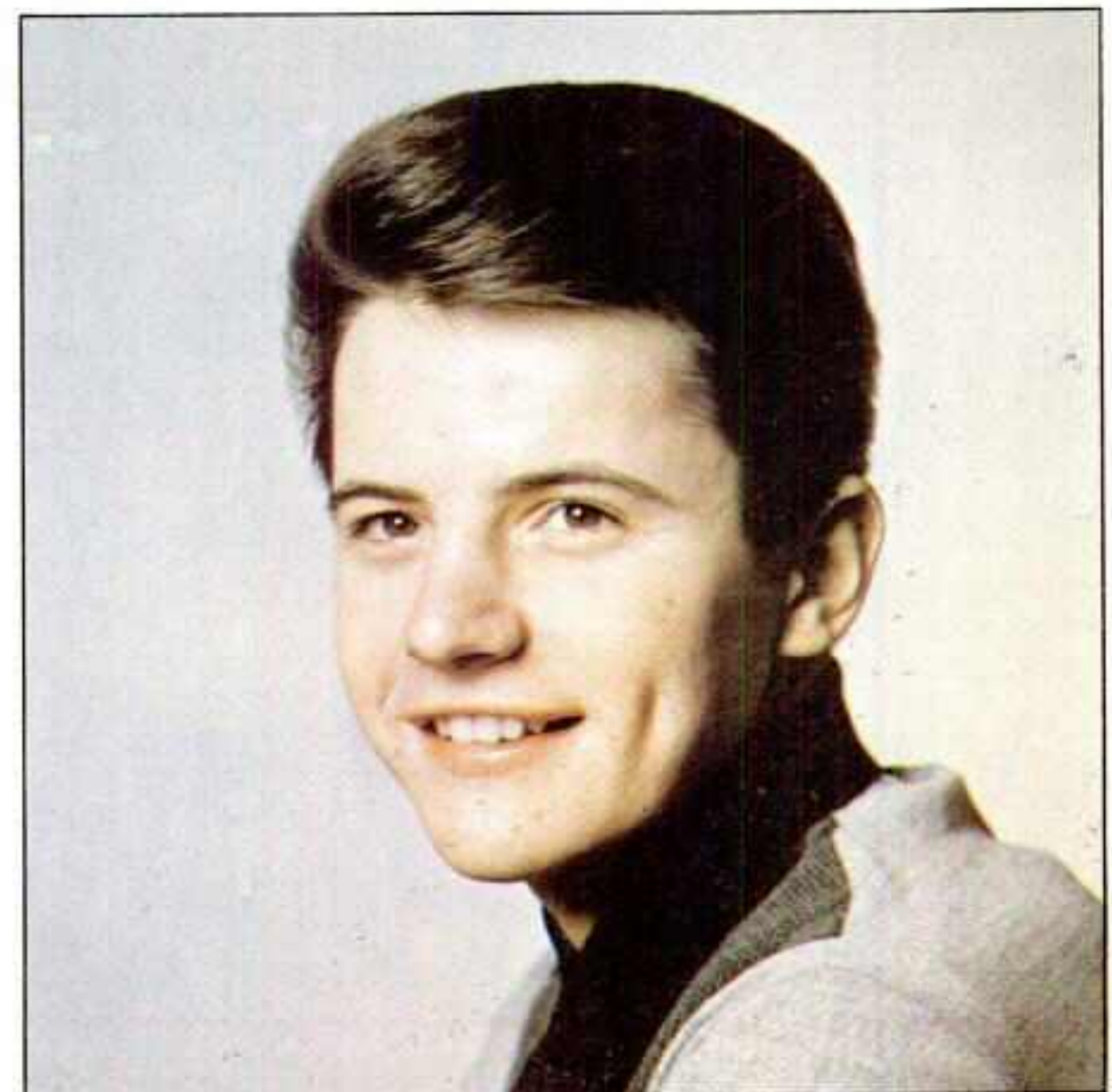
The current practice grew from EMI's "awakening" a decade or so ago, said Fruin. "We had followed others too often, and decided to take the initiative. Activated by Chairman Sir Joseph Lockwood, in 1961 we decided to enter wholesaling in a big way.

"Every dealer's service has improved. The distributors were on the spot. We lost an order if our van didn't arrive 15 minutes before a competitor's.

Uneconomical

"It became increasingly uneconomical. Salesmen were taking orders for rival companies"

(Continued on page 10)



DATE RECORDS introduces 17-year-old ARNIE CORRADO with his debut recording, "My World" (Date 2-1509). Hailing from New Jersey, Corrado sings as well as he looks. TV appearances are already set. (Advertisement)

The sound is Nashville
the material is chart-proven
the singer is

PAUL ANKA "I WISH"

c/w "I Went to Your Wedding" #8839
Enough said! Better order now.

RCA VICTOR 
The most trusted name in sound



CAPITAL GAINS TAX RATE URGED ON COPYR'T SALES

WASHINGTON—A bill to allow copyright owners of musical and other artistic works to claim capital gains tax rates on sale or transfer of one copyright property a year has been introduced by Rep. Theodore Kupferman (R., N. Y.). Representative Kupferman replaced former congressman, now New York's mayor, John Lindsay, as spokesman for New York's famous 17th District, center of theater, broadcasting, music and all the arts.

The bill (H.R. 14903) would assure capital gains status to the transfer of all or substantially all of the allowable copyright or musical composition, even if payment to the copyright holder is made periodically or contingent on further use of the property. Under the 1954 Internal Revenue code, sales of copyrighted material are denied the merciful 25 per cent rate permitted other capital assets held six months or more. Regular income tax rates apply.

Representative Kupferman, former chairman of the Copyright Committee of the Federal Bar Association of New York, and charter member of the U. S. Copyright Society, told fellow congressmen that the occasional windfall which comes to the artist is hit hard by discriminatory tax rates. A similar sale of stock held six months would be taxed at the mild 25 per cent rate. Inventors and patent holders are also allowed the low capital gains rate.

Representative Kupferman outlined an example of an author who might give a \$50,000 copyright to one nephew, and \$50,000 in stocks to another. If each realized sale prices of \$100,000 on their property, the stock-owning nephew would pay only \$12,500 tax at capital gains rates, while the copyright-owning nephew would pay about \$70,000 at income tax rates—a difference of \$57,000 in taxes.

AF to Concentrate Country Pitch on a Few Key Artists

NEW YORK — Audio Fidelity's move into the country field will hinge on a carefully thought-out campaign headed by Aubrey Mayhew, with promotion expended on a few key artists, rather than on a large stable.

Key artist in the Little Darlin' (AF's country label) subsidiary is Johnny Paycheck. Paycheck has already hit the charts with three singles, and his first album will be out in two weeks.

A good deal of Paycheck's future will depend on the arrangement Mayhew drew up with Baldwin, the old-line piano firm which recently entered the guitar field. Instead of passing out guitars indiscriminately to all artists who use the instrument, Baldwin will concentrate on two or three artists who the firm thinks will make it.

Under terms of the agreement,

all Baldwin store promotion will plug Paycheck, while Paycheck will promote the Baldwin guitar on all his personal appearances.

Paycheck is currently touring the Northwest with a package, and a Southern tour with the Jayne Mansfield Show is in the works. In the planning stages is a syndicated television show.

When Paycheck completes his tours, he will headquarter in Nashville with Mayhew. The new Nashville offices will house The Paycheck Co. (production), Mayhew Music (BMI), Janon Music (ASCAP), and the Little Darlin' Records headquarters.

Other artists on the Little Darlin' roster, who will come in for a heavy share of promotion, are Country Johnny Mathis, and Sam Teardrop, a recently signed artist whose first single will be out next month.

Richmond Organization on 'Oldies But Newies' Swing

NEW YORK—The Richmond Organization is on a revival kick. According to Happy Go-day, Richmond vice-president, who heads TRO's professional operations, three vintage songs currently figure in the action, following the revival spurt of Pete Seeger's "Turn Turn Turn" by the Byrds recording for Columbia Records.

Now the TRO interests are getting another run with "Band

of Gold" through Imperial Records' release by Mel Carter. MGM will release a new recording of the TRO song "Tracy's Theme" by Seth London this week. And, TRO is preparing a push on "I Believe in Miracles," a hit for the late Fats Waller. The lyrics are by the late Sam M. Lewis, with music by Pete Wondring and George W. Meyer. TRO con-

(Continued on page 16)

High-Riding MGM Sets Up Pop Artist Project Helmed by Wilson

By CLAUDE HALL

NEW YORK—Although one of the hottest labels in the business with such artists as Lou Christie, Herman's Hermits, the Animals and the Righteous Brothers, MGM Records has established an extensive pop artist-building program to ensure its position.

Mort Nasatir, president of the record company, has placed most of the reins for this project in the hands of Tom Wilson, director of pop a&r, East Coast. Wilson is now responsible for 23 artists with the possibility of more being signed almost any day.

Besides acts like Connie Francis, the Animals, and Sam the Sham—which Wilson produces himself—he has just signed the Willows, possibly the first blue-eyed soul female act on record.

Other r&b acts recently acquired by the label include the Chardes and the Embraces. "We hope these acts will give us a complete image in the field," Wilson said.

Clara Ward Signed

Clara Ward was just signed onto the company's Blue Verve label; her first single and LP release will be pop records with rock flavor; Charlie Collelo arranged the music. Other acts on the roster include the Enemies, Roy Holmes, Gil Blandings and Freda Payne.

To help handle this huge amount of talent, Wilson has created the special position of production assistant. Filling this position so far are Bob Slater,



GODDARD LIEBERSON, left, president of Columbia Records, and George R. Marek, vice-president and general manager of the RCA Victor Record Division, huddle at a party held at New York's Charley O's for the cast of "Ivanov." The conversation went unrecorded but Victor has the original cast album of "Ivanov" starring John Gielgud and Vivien Leigh.

who has his own production firm, and Howard Fowles. A production assistant, Wilson said, is an intermediate step between the a&r man and a full indie producer. Both Slater and Fowles produce various artists signed by MGM. "Having the production assistant setup gives me the benefit of these two brilliantly talented guys without high overhead," Wilson said.

Wilson was brought to MGM

U.K. Payroll Tax Hits Industry, Aids Another

LONDON—Some factions of the British music industry are in a turmoil following the announcement of a hefty payroll tax by Chancellor James Callaghan in his annual budget statement this month. It calls for the introduction of \$182 annual tax for each male employee in the distribution industry.

Particularly hit will be retail shops. Employees are not highly paid and even though the tax is halved for women and a mere \$58 annually for junior female staff, retailers are convinced that it will cut into margins substantially.

However, manufacturers will benefit. From the fund created, the government will reimburse manufacturing company to the extent of \$55 for each male employee. This subsidy is regarded as offsetting the handicap placed on industry by the long-established sales tax.

What is not yet clear is how widespread will be the interpretation of a "manufacturing" company. Record industry lead-

(Continued on page 39)

Doubleday & Co. for five years. Beddoe, who ran his own advertising agency in the direct mail field before joining Victor, also has held positions with Schwab, Beatty & Porter; Frank Vos & Co. and Maxwell Sackheim, all ad agencies.

Schrier formerly was with Rapp & Collins, the mail order subsidiary of Foote, Cone & Belding. LeMay was a freelance commercial artist, designer and art director in New York before joining the record club.

Stafford was an associate art director for Look magazine after serving as a designer with Columbia Records for four years. Palladino was staff artist at West, Weir & Bartel for 10 years.

to build up an LP operation and establish artists with consistent LP value . . . to try to change singles artists into album artists.

Only this can be a ticklish situation: "You have to be wary. Teen-oriented albums seldom have the shelf life they used to have. Now they're more or less 'big singles' in sales. So an LP has to be good on its own sake . . . have solid market appeal with the type of material and the type of cover to sell on racks.

"But to survive in today's business, a record company has to be oriented toward youthful people—the eight to 25 age group, the heart of record sales."

Fortunately, he felt there was plenty of room for new sounds . . . fast, hip sounds." No major company can afford to ignore r&b either, he said. It's a big financial share of the market, plus a tremendous influence on the whole pop market.

Sales Meetings By WB-Reprise

LOS ANGELES — Warners-Reprise will hold four regional sales meetings in Los Angeles, Chicago, New York and Atlanta in July to unveil fall album product. It will be the second consecutive year the company has sent its executives out into the field to conduct product conventions for all distributor personnel.

The series begins locally July 15 at the Beverly Hilton, with the Executive House the Chicago setting (17), the Essex House in New York (19) and the Harriot in Atlanta (22). The company's concept in bringing its product to regional gatherings rather than holding one national convention is to allow all people directly involved in the distributor's organization to attend, explained marketing director Joel Friedman.

WB estimates it will gather 250 persons at the four regionals, including licensees from Australia-New Zealand, England, Holland and Canada.

Expansion by Handleman Is Still Pending

DETROIT — Reported plans for expansion of Canadian interests by Handleman Co. have not been completed, president Paul M. Handleman told Billboard. Handleman owns 60 per cent of Intercontinental Merchandising Corp. Ltd., as shown by the last annual report. Reported plans are presumed to apply to acquisition of balance of ownership. They also own 100 per cent of Handleman Drug Co. of Canada Ltd.

Projected Canadian expansion would have nothing to do with the phonograph record side of business, Paul Handleman stressed, noting, "We are no different from Litton Industries, we believe in diversification."

Handleman closed its Cleveland record distributors operation, American Distributors, the first of this month. However, the record rack jobbing business in Cleveland will continue as before, locally administrated.

DEPARTMENTS & FEATURES

DEPARTMENTS

Radio-TV Programming	26	Rhythm & Blues	49
Classical Music	43	Audio Retailing	52
International News Report	39	Classified Mart	53
Country Music	45	Bulk Vending	54
Talent	50	Coin Machine News	56

Tape CARtridge Section 12

FEATURES

Vox Jox	28	College News	51
-------------------	----	------------------------	----

CHARTS

Top 40 Easy Listening	20	Best Selling Classical LP's	43 & 44
Hot 100	24	Hits of the World	42
Top LP's	36	Hot Country Singles	46
Breakout Albums	35	Hot Country Albums	46
Breakout Singles	38	Best Selling R&B Records	49
		New Album Releases	38

RECORD REVIEWS

Singles Reviews	18	Album Reviews	35 and Back Cover
---------------------------	----	-------------------------	-------------------

EXECUTIVE TURNTABLE

Morty Kline is new vice-president of Merco Enterprises, Inc. He also is vice-president of Melody Record Supply Corp., Merco's wholly owned subsidiary. Kline, a 30-year veteran of the record business, started Melody Record Supply 20 years ago. He sold the record distribution firm to Merco in 1963. Kline's new post is part of expanded operations by Merco.

★ ★ ★

Larry Steinfield has been named radio, TV and foreign correspondent contact for American International. He also will handle merchandising for the company. Steinfield previously was director of radio and TV record promotion for Olympia Distributing Corp.

★ ★ ★

Ronnie Moseley has joined the MGM-Verve promotion department. He'll report to Frank Mancini, national promotion director. Moseley formerly worked with Sue Records, Conlo Records, and the publishing firms of Screen Gems and Josco Music.

★ ★ ★

Larry Sikora, who had been on the Premier Albums sales force for three years, was named assistant sales manager for Wyncote Records, Cameo-Parkway's budget line. He reports to Clark Geartner, sales manager.

★ ★ ★

Ernie Farrell has been named Metric Music professional manager. He will headquarter at Metric's West Coast office.

★ ★ ★

Three appointments by the RCA Victor Record Club were announced last week. Named as administrators were Stratis Simon, Record club promotion; Robert Beddoe and Jack Schrier, creative advertising and promotion programs, and Harry LeMay, art and production. Fred Stafford and Anthony J. Palladino were appointed art layout men. They will report to LeMay.

Simon has been a copywriter at

Chappell Ringing in New on Pop, Pub. and Special Project Fronts

NEW YORK—Louis Dreyfus, the 88-year-old head of Chappell Music, is designing a series of movies calculated to give the firm the modern, mid-1960's "swinging" look of many of its more youthful competitors.

For one thing, Dreyfus has a record label on the drawing boards. At the moment, the label, which is called Gallery, is a part of the Standard-educational department, and the records complement a publication program. Compositions recorded exactly as they are published has become an incentive for sales in today's record-oriented market. Beyond this, Dreyfus hopes to make use of young independent producers. In this contest, Dreyfus stressed that the Chappell doors are wide open for both writers and producers.

In addition to the developing picture on the pop front, he has also recently added Arch Lustberg as special projects director. Lustberg, a former TV producer at ABC-TV, will focus on contact with producers and packagers of new ideas for all types and other kinds of one-shots of shows, including specials, and series programs. Lustberg's

efforts will involve both standard catalog material as well as new copyrights.

One year ago, Chappell hired John Cacavas, a composer-conductor-arranger, to head the expanded publication program in the standard and educational fields. Cacavas is currently putting out dozens of different versions of Chappell's own music as well as that of the Acuff-Rose publishing interests in Nashville, for which an exclusive standard publication deal was recently concluded.

One of the most important current projects is the publication of numerous versions of Morton Gould's score for the CBS-TV series "World War I." The series ran last year. Cacavas is also involved in what amounts to a crash program of getting out copies on the score of "A Time for Singing," by Gerald Freedman and John Morris. The show opens on Broadway on May 21.

Freedman and Morris are part of Chappell's program to build up new musical theater writers. Already in Chappell's hopper are the scores for "I Do, I Do," by Tom Jones and Har-

vey Schmidt; "The River," by David Shire and Richard Maltby Jr., and "The Man Who Came to Dinner," by Laurence Rosenthal and James Lipton.

Cacavas emphasized that the stepped-up standard and educational project is paying off. The firm has more than 60 different publications of the Rodgers and Hammerstein "Sound of Music" score and the demand continues to grow. There is also a brisk demand for the various publications on the Alan Jay Lerner-Burton Lane score for "On a Clear Day You Can See Forever." Over 60 recordings have been obtained on songs from the score through the efforts of Stan Stanley, Chappell's general professional manager. The RCA Victor original cast album has been on the best-selling charts for 20 weeks.

In line with the expanded standard program, the firm has added a number of production people to handle the growing department. These include six new arrangers and five artists who do nothing but prepare layouts and artwork for the vast number of publications now in the works.

REVIEW

Johnny Mathis Is Matchless

NEW YORK—Johnny Mathis could do no wrong at his Thursday (12) Copa opening. From his opening "Wonderful Day" to his wind-up medley from "The Man of La Mancha," Mathis, with a solid assist from the eight-member Young Generation group, had his audience all the way.

He used none of the entertainer's tricks, barely spoke a dozen words in the course of the performance, and sang as though it were the final take of a recording session. He makes it (Continued on page 10)

AME Profits Soar

DOWNSVIEW, Ont.—American Metropolitan Enterprises, Ltd., publishing firm with main offices here and branches in London and New York, reported 1965 gross revenues at \$759,012, an increase of 85 per cent compared with 1964. Profit after taxes jumped from \$41,408 to \$193,085. Edward Kassner, former New York publisher, is president and chairman of the board.

ART DIRECTORS PICK COL., CBS

NEW YORK—Two Columbia Records album covers and two CBS Records album covers have been selected by the Art Directors Club of New York for display at its 45th Annual Exhibition of Advertising and Editorial Art Design. The Columbia Records album covers on display are Barbra Streisand's "My Name Is Barbra" and The Ionious Monk's "Solo Monk." The album covers for "Dream Talk," by the Wolfgang Dauner Trio and "Alabama Blues," both released by CBS Records by CBS Schallplatten in Frankfurt, Germany, are also on display. The exhibition in the Pepsi-Cola Gallery in New York will run through May 20.

Columbia Adds Promotion Fuel to 'Greater Hits' LP's

NEW YORK — Columbia Records has devised a promotion program to spark the sale of its catalog of both current and newly released "Greatest Hits" albums. The sale of Columbia's "Greatest Hits" LP's already has accounted for over \$25 million in retail sales.

The highlight of the promotion will be a full-page advertisement to be run in leading markets across the U. S. This advertisement is expected to reach approximately 86 million.

The sales pattern of Columbia's 33 "Greatest Hits" LP's shows that in most cases these recordings have become the best-selling items in any given artist's album catalog. Among the label's artists who continually hit top sales figures with their "Greatest Hits" LP's are Andy Williams, Tony Bennett, the Brothers Four, Anita Bryant, Doris Day, Percy Faith, Mahalia Jackson, Ray Price, Marty Robbins and Jerry Vale.

In conjunction with this new promotion, Columbia has released a number of new LP's, including "Greatest Hits" LP's by Dave Brubeck, the New Christy Minstrels, Jimmy Dean, Benny Goodman, Woody Herman, Frankie Yankovic, and the Latin-American group, Trio Los Panchos.

Ad Campaign

A comprehensive merchandising and advertising campaign has been developed to promote the entire "Greatest Hits" catalog. A floor-browser merchandiser unit, equipped to hold over 100 "Greatest Hits" albums, has been designed for use in this promotion. Attached to the top of this unit is a display mobile, which may be de-

Decca Putting 2d Step of May Pitch in Motion

NEW YORK—Decca Records has rounded out the final segment of its May promotion with the addition of five new LP's by top name artists, plus these artists' entire Decca LP catalog, and the label's extensive Hawaiian album catalog. The entire May promotion carries an incentive plan for all qualified dealers; details of which are now available from Decca branch representatives.

Leading off the final portion of the May promotion are albums by the Kingston Trio, Mitch Miller, Rick Nelson, Sonny Forriest and the Hawaiian Surfers. The Hawaiian album push includes LP's by Alfred Apaka, Bing Crosby, George Kainapau, Charles K. L. Davis, Haunai and Burl Ives, among others.

As with the first section of the May program, the five new releases are spotlighted in full color in a bound litho book titled "Showcase," now in the hands of the Decca field force. Along with the new product, the litho books list all the product included under the terms of the plan.

Display material and other sales aids have been devised to serve as point-of-sale merchandising aids. Special window displays are also available. National trade advertising has been scheduled, along with an extensive promotion campaign.

tached and used independently for either store or window displays. In addition, the label has designed a special divider card which lists the "Greatest Hits" album titles and the individual songs included on each LP.

A series of three wing-type displays has been created, on which may be affixed kleen-stik covers of various "Greatest Hits" albums, with a song listing of each LP. The label has de-

(Continued on page 16)

Portrait of A&R Man As an Administrator

NEW YORK—With the ever-growing strength of indie record producers, and the increasing number of majors dealing with them, a&r men are being placed more and more in the capacity of creative administrators as well as producers.

A&r men have always been at the executive level, said Hal Mooney, a&r director of Mercury Records, but the growing indie producer trend has expanded the scope of operations of a&r men. Now, a&r men, while still called upon to produce the record sessions of established artists and such special products as an original cast album, also have other chores.

These include selecting the indie product to be purchased, guiding the many young indie producers now active, and coordinating indie activities. "Indie producers haven't replaced a&r men; in fact, a&r men are more necessary now than ever before," Mooney said. "The reason is that indie producers are involved only in making a record. But a&r men have to be conscious of artist development and maintaining the image of the company."

Shape Talent

A&r men are often called upon now to bring together

new artists and indie producers. "A talented indie producer like Bob Crewe may be able to produce a hit record by an artist we've signed. In many cases, indie producers can shape talent better than an a&r man, simply because a&r men no longer have the time to work individually with every artist, especially a new artist. It's much more profitable financially for indie producers to do this."

In any event, the a&r man is now a supervisory administrator of indie producers as well as a producer himself. Mooney, whose talents include music directing, arranging and conducting, has been with Mercury about nine years. Artists he's produced include Gloria Lynne, Nina Simone, the Serendipity Singers, Louis Armstrong, Cannonball Adderley and Dizzy Gillespie. He got his start freelance directing for Mercury on the West Coast and eventually was hired as music director for the New York office. He has arranged and conducted recording sessions for artists such as Dinah Washington, Sarah Vaughan, Billy Eckstine, Xavier Cugat, and the Platters. He gradually began to a&r sessions and now often arranges and conducts these sessions.

Roulette Buys Mardi Gras

NEW YORK—Morris Levy, president of Roulette Records, last week purchased Mardi Gras Records, giving him three major Latin American lines—Mardi Gras, Tico, and Alegre. He's presently negotiating for another major Latin label as well as several small ones.

Mardi Gras Records features product from eight different countries: Argentina, Brazil, Panama, Puerto Rico, Columbia, Peru, Spain, and Venezuela. Levy said he will also sign new artists to the label.

Purchased only a couple of

months ago, Alegre Records has already grossed three or four times what it did last year, Levy said. He has signed several new artists to the label, including Ricardo Ray, Gilberto Monroig, Los Megatonos, and the Orquesta Pan American de Lito Pena.

"The Latin American business has proved fantastic," Levy said. "I've got several albums on Tico and Alegre that I feel are selling as well, if not better, than many of the pop albums on the market today."

Billboard

Published Weekly by

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

Publisher

Hal B. Cook New York Office

Editorial Office

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

Editor-in-Chief Lee Zhitto

Editors Paul Ackerman,
Aaron Sternfield

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

Department Editors

Audio, Coin Machines Editor
..... Ray Brack, Chicago

U. S. Editorial Offices

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

Special Projects Division

General Manager Andrew J. Csida
Director, Records and Charts Don Owens
Manager, Record Market
Research Sid Horowitz
Manager, Charts Laurie Schenker
Supervisor, Print Services Bill Courtney

Production Department, New York

Art Director Virgil Arnett

General Advertising Office, N. Y.

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

Coin Machine Adv., Chicago

Coin Machine Ad. Mgr. Richard Wilson

Classified Ads, Chicago

Classified Ad Mgr. John O'Neil

Circulation Sales, New York

Circulation Manager Milton Gorbulew

Subscription Fulfillment

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

U. S. Branch Offices

Chicago, Ill. 60601, 188 W. Randolph
Area Code 312, CE 6-9818

Hollywood, Cal. 90069, 9000 Sunset Blvd.
Area Code 213, 273-1555

Nashville, Tenn. 37219, 226 Capital Blvd.
Area Code 615, 244-1836

Washington, D. C. 20005,
733 15th St., N.W.

Woodward Bldg., Rm. 533
Area Code 202, 393-2580

International Office

European Office Andre de Vekey, Dir

European Editor Don Wedge

15 Hanover Square, London W.1

Hyde Park 3659

Cable: Billboard London

SALES INTERNATIONAL

Canada

Kit Morgan, 22 Thechester Rd., Apt. 107,
Toronto 10

Italy

Germano Ruscelto, Via Padova 154

Milano, Italy

Sam'l Steinman, Piazza S. Anselmo 1,
Rome, Italy

Japan

Kanji Suzuki/Japan, Trade Service, Ltd.,
2-1-408, 3 Chome Otsubu, Bunkyo-ku,
Tokyo

Subscription rates payable in advance.

One year, \$20 in U. S. A. (except Alaska,

Hawaii and Puerto Rico) and Canada, or

\$45 by airmail. Rates in other foreign

countries on request. Subscribers when

requesting change of address should give

old as well as new address. Published

weekly. Second-class postage paid at

New York, N. Y., and at additional mail-

ing offices. Copyright 1966 by The

Billboard Publishing Company. The com-

pany also publishes: *Vend.*, *Amusement*

Business, *High Fidelity*, *American*

Artist, *Modern Photography*. Postmaster,

please send Form 3579 to
Billboard, 2160 Patterson
St., Cincinnati, Ohio 45214.

Vol. 78 No. 21

ABP PCC ABC

MAY 21, 1966, BILLBOARD

Look Ma, another "Flowers on the Wall"!

The latest hit-size single by The Statler Brothers: "The Right One" c/w

"Is That What You'd Have Me Do" 4-43624



And The Statler Brothers' album,
still going strong.

Where the action is.
On COLUMBIA RECORDS

What more
could a
mother ask?



This One





CONSOLIDATED ONE-STOP OF NEW YORK, which specializes in Latin American records, celebrated its first anniversary May 10-11 with an open house. At left, from left, Elliot Blaine of Consolidated; Sidney Siegel of Seeco Records; Phil Silverman of Bruno Records, and Jerry Blaine, president of Consolidated. At right, from left, Eddie Echevarria, manager of Consolidated's Latin American department; Ismael Gonzales of Solde Borinquen Records; air personality Arturo Rodriguez; Morey Pelsman of Roulette Records, and dealer Juan Bastolo.

House Panel Will Move Out Final Copyright Bill Draft in a Month

WASHINGTON—The final draft of the first over-all copyright revision bill in more than half a century may be reported out of the House Subcommittee on Patents, Trademarks and Copyrights "within a month," staffers say.

Under acting chairman Rep. Robert W. Kastenmeier (D., Wis.), the subcommittee has exhaustively threshed out compromises on such rugged copyright issues as the rate ceiling for mechanical royalties in compulsory licensing of records; the form of jukebox fees for use of copyrighted music; the extent of "free" use by educators and Educational TV; and the recently released proposal for limited liability of Community Antenna systems (CATV) in retransmitting TV station programs.

Staffers say the subcommittee "hopes to report out a bill within a month," to the full Judiciary Committee, chaired by Rep. Emanuel Celler (D., N.Y.). The parent committee is expected to approve without delay the monumental work of the subcommittee. The bill climaxes a decade of copyright revision study begun under congressional mandate, and conducted since 1960 under Register of Copyrights Abraham L. Kaminstein. In a recent talk to copyright experts in New York, subcommittee member Rep. Herbert Tenzer (D., N.Y.) promised that a bill would be approved "sooner than some cynics and pessimists expected."

Senators Await Bill

On the Senate side, Sen. John L. McClellan's (D., Ark.) Copyrights Subcommittee has been awaiting the House report, in order to "test the extent of the opposition" to the compromises worked out in the bill. Senate Subcommittee counsel Tom Brennan says Sen. McClellan's decision to hold hearings before the end of this session, or wait until the next Congress, will depend on whether the House bill, as reported out, resolves most of the conflicts to the satisfaction of the copyright interests involved.

If the compromises are well received, and there are few demands to be heard by the Senate subcommittee, there could be a set of rather brief hearings within this second session of the 89th Congress. But if conflict is still heavy, and many want to be heard, the likelihood is for a holdover to the 90th Congress which starts January 1967. Sen. McClellan is up for re-election in the fall, with a primary runoff occurring in July.

It has been pointed out that while the House subcommittee

has painstakingly reached compromise decisions on the basis of witness testimony, some issues will present a standoff between creators and users. Music licensors ASCAP and BMI may decide to battle the jukebox compromise expected in the amended bill, replacing the original plan to delete the performance exemption.

Rep. Tenzer, in his outline of revision problems, hinted that something within the "broad framework" of a jukebox fee tied to records used in the machines, as suggested to the subcommittee by the Music Operators' Association (MOA) was under serious consideration. (Billboard, Coin Section, May 14, 1966).

The issue of mechanical royalty on phonograph records may require further argument before the Senate subcommittee if record manufacturers or music publishers are disappointed in the final mechanical rate ceiling in the amended bill. Educators have already asked to be heard extensively on the Senate side. They are fighting for a blanket free use of copyrighted material in "nonprofit" exemption as written in the 1908 law, and more rights of duplication. Ed-

ucators were given some encouragement by Sen. McClellan in the single week of hearings held by the Senate subcommittee in 1964.

Broadcasters, CATV systems and copyright owners may want to argue the House subcommittee's proposals for limited liability for CATV retransmissions. The compromise CATV proposals were made public in a recent letter from Rep. Kastenmeier to the House Commerce Committee which is working on legislation to regulate the proliferating CATV systems. Community Antenna systems pick up programs free from stations, and charge a fee to subscribers.

The House and Senate Copyright Revision bills introduced in this Congress—H.R. 4347 put in by Rep. Celler, and S. 1006 introduced by Sen. McClellan—will officially die with the end of this session. Legislation will have to be reintroduced when the 90th Congress convenes—unless both Houses were to complete action on the bill, a miracle no one expects to happen.

In Rep. Herbert Tenzer's recent outline of copyright revision problems at a Fordham

(Continued on page 62)

Owens on Promotion Trail

CHARLOTTE, N. C.—Capitol Records teamed up Thursday (12) here with Joe Voynow of Bibb Distributors, local one-stop, and Discount House record dealer for a Buck Owens sales promotion. Impetus was a free personal appearance by Buck Owens and his Buckaroos in the Discount House parking lot from a portable stage. After the show Owens signed autographs.

Bibb Distributors had stocked the store with 3,000 extra albums by the artist, said Wade Pepper, national country music sales and promotion manager for the label. Six of Owens' titles were sold at \$1.79 as a consumer loss-leader for the special promotion, attended by thousands of country music fans. The event was heavily promoted on the two country music stations in Charlotte and the newspapers. Tom Ellison, district promotion manager in Atlanta for Capitol, co-ordinated the activities. Owens, on a nationwide personal appearance tour, flew in from Philadelphia, did the promotion, then flew on to Tampa, Fla., for his next show.

The Charlotte promotion is similar to the one Owens did recently in Atlanta for K-Mart record store which brought out a crowd estimated at 10,000

fans. The Atlanta show was hosted for Red Jones of WQXI. Owens last week had the label's biggest selling single record—"Think of Me."

Col. Is Pushing Harmony's Pop, Country LP's

NEW YORK—Columbia Records has started a campaign rolling to promote the sale of its Harmony label's pop and country catalog. There are about 150 pop and country LP's in Harmony's lineup.

Artwork, ad mats, advertising layouts and a rotating wire display fixture have been created to aid the sale of current Harmony releases, as well as new additions to its rapidly growing catalog.

In conjunction with this Harmony special-emphasis program, the label has released stereo counterparts for 10 of its biggest selling LP's. Included among the releases are albums by Chuck Wagon Gang, Vic Damone, Sammy Kaye, Benny

United Recording in WB-Reprise Future?

LOS ANGELES—Warner Bros.-Reprise is eyeing United Recording, a key Western studio rental concern, as part of its external expansion program. Internally, the Burbank company has built five new offices for staffers and now completely occupies a building across from the main studio lot on Warner Boulevard.

Ed West, vice-president and treasurer, confirmed that WB has looked at United, which gets the bulk of its recording activity dollar, but that no deal has been consummated. He did not indicate, however, that if proper terms could be worked out, the company would go the acquisition route.

The executive explained WB was looking to acquire firms connected with the record industry (labels and facilities) and that there were advantages in owning a recording studio. "The idea of owning facilities as we grow, may give us better use of them," he said. WB maintains an office on the premises of United's main Sunset Boulevard location. The studio is among the busiest of the independent rental facilities.

Internally, the label has built four offices for a&r men and a large conference room on the main floor of the two-story building it occupies. The street space was formerly allocated to

the picture company's international department, now moved to the main lot. The new offices are for Russ Regan, Loma's general manager; Lennie Waronker, new staff producer; independent producers like Lee Haxlewood and Jimmy Hilliard, a&r administrator, who handles copyright negotiations and records several artists.

The combine is considering expanding its special promotions activities and is thinking of hiring someone to work in this area. Also anticipated, according to West, is a second artist to assist art director Ed Thrasher. Both new positions would be under the aegis of Joel Friedman, marketing director, who oversees art and editorial functions.

President Mike Maitland, currently in Europe, has publicly announced the company's intentions for expansion. WB came close recently to completing a deal for the purchase of Muntz Stereo-Pak, a leading tape cartridge duplicator-playback machine manufacturer, but Gulf & Western offered Muntz a higher offer.

The firm recently acquired the artists who recorded for the defunct Autumn label in San Francisco, and assigned its former owners Tom Donohue and Bob Mitchell to produce their disks.

'Stermono' Disk Incompatible With U. K. Experts' Thinking

LONDON—The early prospect of a fully successful compatible stereo-mono record is remote—at least as far as Britain is concerned.

This was the opinion of an expert technical panel including Arthur Haddy of Decca and EMI's Dr. G. F. Dutton. They discussed compatible prospects at the annual conference of the Gramophone Record Retailers Association held here last week.

Haddy said that the acceptance of a compatible record in Germany had been based on different market conditions. There, manufacturers had been guided by research into pickup use. Some 4.5 million pickups were sold since the war in Germany. Of these, only about 400,000 had insufficient vertical compliance.

Pickup Out of Time

In Britain, he said, the pickup situation was not so good—the proportions might even be reversed. Equipment in common British use had left too much track jumping. He suggested it was the pickup manufacturer, not the record manufacturer who had to provide the compatibility.

Stereo Rising

Pointing out that the industry has had difficulty in getting acceptance of stereo, now that sales were at last rising, Dutton said he would hate to lose any information that a stereo disk contained. This would be the effect of attempting compatibility until better cartridges were available. He would welcome

dealers' pressure on equipment manufacturers, but as far as the disk was concerned, compatible was not the word that should be used.

President Reg Reed said he appreciated the "first clearly understandable presentation of the problem." He recommended dealers to pressure cartridge manufacturers. Large parts of the public were not hi-fi enthusiasts, and accepted limited distortion. But they would not take track slipping, he said.

Derek Lawson, sales manager of Associated Recordings, an independent already issuing compatible albums, said that AR had found low modulation disks were successful and caused no problems. They found difficulty with a few titles and re-pressed these separately in mono and stereo versions, he said.

MPPA CHANGES NAME TO NMPA

NEW YORK—The Music Publishers' Protective Assn. has changed its name to National Music Publishers Assn., Inc. The MPPA label has been in use for the past 49 years.

In announcing the change, Arthur Israel Jr., president of the Association, said, "The name under which we have written a 49-year record of achievement and progress is one of which we are proud. But it is no longer appropriate in these days and in the light of our present activities and accomplishments. National Music Publishers Association is, we feel, a more fitting and meaningful designation for our Association in the mid-1960's and in the light of our future plans and progress."



The Sound Of Excitement!

Wilson Pickett

NINETY-NINE AND A HALF

(Won't Do)

Atlantic #2334



THE JAZZ BEAT

By ELIOT TIEGEL

The link between a person's heritage and his music is remarkably clear in the case of pianist Horace Silver and his "Song for My Father" and "Cape Verdian Blues" albums. Both products are inspirations of the son for his father. Silver's father migrated to the U. S. when he was 21 from Maio, a Portuguese colony in the Cape Verde group of small islands off the West Coast of Africa.

The senior Silver settled in Norwalk, Conn., as unlikely a place for a Portuguese fisherman to settle in as any. When other Portuguese settled in the New England cities of New Bedford, Mass.; Providence and Boston, an Eastern Portuguese "colony" was established which nurtured the native culture.

As a result of their maintaining a link with their own heritage, the Portuguese people played and sang their native folk songs in their new homes. "I remember as a boy my father's friends coming around to our house," Silver says. "They'd get out their banjos and play string music."

Silver, who was born in the U. S., had developed a love for jazz in high school. "My father would ask me why I didn't take the Portuguese music and make it jazz. I said it was too square. I think what really turned me onto my heritage was a vacation I took three years ago to Rio. I stayed with Sergio Mendes, the 'Brasil '65' pianist. The Brazilian music turned me onto my heritage. So when I got home, I started knocking around at the piano. Now I'm getting a lot of inspiration from African folk music."

For Silver, a 10-year pactee with New York-based Blue Note Records, "Song" and "Cape" have been among his most popular and successful LP's.

"I've always been crazy about Latin music," the pianist noted, "especially rhythmically." Silver says harmonically Latin music can become boring. The Brazilian music—here the rhythms and harmonies are constantly going. "The

Brazilian composer has taken American jazz harmonies and mixed them with his own rhythms." This mixing is the reason, according to Silver, why Brazilian composers "have written so many beautiful pieces. Harmonically, however, they've learned a lot from us."

Silver admits a yearning to play in Portugal but doesn't think a trip would be fruitful because jazz lacks a calling in this romantic country.

For the past 10 years Horace has led his own group. For a good part of his professional life he has been a songwriter and estimates he has 100 tunes in his Ecaroh Music company. Among his most famous are "Senor Blues," "Doodlin'" and "The Preacher," which has a strong gospelish-funky quality. Today, Silver the pianist is head of a business enterprise titled Revlis Enterprises (the wistful musician enjoys titling his companies the way his name is spelled backwards). Revlis operates his quintet and he has three accountants to keep the books swinging. All of the sidemen get the same salary.

Almost 95 per cent of Silver's nightclub book centers around his own compositions and if a recent Manne Hole audience in Hollywood is any barometer, the cover and minimum crowd digs his penmanship.

When Horace hires a sideman he looks, he explains, for someone who can play in different veins—"blues, funky and hip." Hip, in Horace's vernacular "offers a little more modern approach." Although known for his piano artistry, Silver is also a fan of the saxophone, learning the instrument he claims, because it was obtained freely in high school and could earn the student extra points by qualifying him for the band.

Silver's well-rounded funkiness was probably the reason he landed a lucrative TV commercial writing job a while back. His debut into this new area of expression was for Tab, a diet drink. Silver was in Seattle when adman Guy Durham, of the Marshak agency, called. "At first I misunderstood him. I thought he wanted an original melody; but Guy said they wanted to do the Tab theme kind of funky. Tab's theme is far from funky. However, I wound up writing a 3/4-time arrangement which came out that way." The music runs 60 seconds and it took Horace two days to plan it out.

Asked to comment on the current cycle of jazzmen playing top 40 tunes, Silver answered that there was great material in the pop bag. "But everybody's doing that, so I want to do something different." In Silver's case, different means recording his own works. His two chart albums, "Song for My Father" and "Cape Verdian Blues" seem to indicate this is a system which pays off—for him.

Items for the column should be sent to Billboard, 9000 Sunset Boulevard, Los Angeles 90069.

New Mouse Release

CINCINNATI — Ronnie Weiss, Tyler, Tex., lad who bills himself as the Mouse, was in town last week to promote his new Fraternity Records release, "Maid of Sugar, Maid of Spice." It's a follow-up to his "Public Execution," which made the national charts. The Mouse was accompanied here by his manager, Robin Hood Brians. The Mouse covered the music emporiums and deejays over here and in Dayton, Ohio, and filmed the Bob Braun "Bandstand" TV-er, beamed Sundays over the Avco Broadcasting four-city network. Weiss' combo, billed as Mouse and the Traps, continue to tour the Texas territory out of Tyler.



ASCAP TALENT performing at a recent Cue Magazine salute to ASCAP at Philharmonic Hall, New York, were from left, Abe Burrows, ASCAP member and master of ceremonies; ASCAP President Stanley Adams; Harold Arlen; directors Ned Washington and Jimmy McHugh, Cy Coleman, Burton Lane, Sammy Cahn, director Arthur Schwartz, and Ray Henderson. Harry Warren is at the piano. Members Hoagy Carmichael and Jule Styne also performed. The salute benefited the National Foundation on the Arts and Humanities.

NEW LOOK FOR 'FANTASTICKS'

NEW YORK — MGM Records is re-packaging the off-Broadway musical album, "The Fantasticks" to celebrate the show's sixth anniversary. The original cast recording was made shortly after the opening in May, 1960. The show continues to sell out at the Sullivan St. Playhouse. The hit single, "Try to Remember," has been recorded by 32 name singers and groups and has been featured on five TV specials.

Merc. Promotion Mgrs. Will Meet

CHICAGO — Thirty-six promoters of Mercury Records and its subsidiary labels and regional representatives from 24 areas meet May 15-16 here for conferences with company executives, seminars and workshops. Speakers will include President Irving B. Green, Executive Vice-President Irwin H. Steinberg; Charles Fach, vice-president and director of recorded product; Kenneth S. Myers, vice-president and Mercury product manager; Lou Simon, Philips product manager; Lou Dennis, Smash-Fontana product manager, and Alan Mink and Hugh Dallas, Mercury and Philips national promotion managers. Ken Draper of WCFL in Chicago will speak at a luncheon.

MGM Is Honoring Cardinal Spellman

NEW YORK — MGM Records is releasing a special album commemorating Cardinal Spellman's 50 years as a priest. Merv Griffin will narrate the continuity for segments of Spellman's speeches, sermons, and official pronouncements, plus providing descriptions of events in which the Cardinal participated. MGM chief Mort Nasiatir arranged for the album through the Archdiocese of New York. Part of the proceeds of the album will go to the church.

FGG Productions Split Up by Team

NEW YORK—The producing and writing team of Bob Feldman, Jerry Goldstein and Richard Gottehrer split up FGG Productions last week. The trio will continue to produce the McCoy's, the Sheep, and themselves (the Strangeloves). Their Grand Canyon Music will continue in operation, but the three are now also writing, publishing and producing separately.

Date Buys 'Stop'

NEW YORK—Tom Noonan, has made a master-purchase of the single entitled "Stop!—Get a Ticket," by the Clefs of Lavender Hill for Date.

The record was originally released in the Miami area on the Thames label. A short time after its release the single was listed among the Top 10 at two leading Top 40 stations in Miami.

Malick Expands

AKRON, O.—Malick Productions has entered the production of records for the Lebanese market. Ed Richards is the first artist signed.



ATLANTIC RECORDS gave a party in honor of Percy Sledge, who is scoring for the label with "When a Man Loves a Woman" at New York's Prelude Club. Shown here, from left to right, are Sledge; Quincy Ivy, disk producer; Jerry Wexler and Nesuhi Ertegun, Atlantic vice-presidents.

NARA Seeks Labels' Aid

NEW YORK — NARA last week notified some 25 record labels that their assistance will be needed to assemble an album of 25 top recording artists as a fund-raising move. Clarence Avant, chairman of the NARA fund-raising committee, in a letter told manufacturers that NARA's plan would be to use the services of Martin Gilbert in merchandising the package. Gilbert, of course, has been eminently successful in merchandising the premium album assembled by the Country Music Association.

Avant in his communique stressed to the labels that funds are important to the proper functioning of NARA; and that if the labels co-operate—along with artists, writers and pub-

lishers—the moneys which accrue would go to the national body for operational expenses for the next three years. Avant enclosed a set of budget figures detailing NARA's expenses for a three-year period. The figures, he noted, are subject to change, depending upon circumstances.

Avant in his letter requests permission to use specific artists and songs for the projected album. Today the music industry "this must be an integrated album. Today, the music industry does not recognize color. . . . music crosses all ethnic lines."

He stated that NARA had watched with great admiration the success of CMA and added: "I can see no reason why NARA, with your help, cannot become equally successful. . . ."

Music Book's New Chapter

CHICAGO—Billboard's book about the music industry, "This Business of Music," may play an important part in a forth-

coming policy debate of the Chicago Musicians Union according to Larry Boyle, a leading local jazz composer, arranger and band leader.

"Down Beat gave the book a very good review," said Boyle, "and I decided to read it. It is excellent, and I have been recommending it to everybody in our union. Musicians don't know nearly enough about the business end of their work—and this includes old-timers. I showed certain parts of the book to a veteran of the union and they made his eyes pop out."

The most immediate use of the book, according to Boyle, will be to point out to fellow union members the financial disadvantages of a current situation called "the job freeze" created by a provision of the union by-laws. "We are organizing a movement called 'the thaw' to break this job freeze. The matter will come up for a vote during the union's June 14 meeting." Boyle added that information in Billboard's book has also been found useful in several local contract negotiations.

"It is a most useful book," Boyle said. "I believe that no musician should be without it."

Abnak, KLIF Hearing May 18

DALLAS—Abnak Music Enterprises' quest for a temporary injunction prohibiting KLIF from promoting its Top 40 survey as the most accurate in the nation continues Wednesday (18) in Texas District Court here.

Abnak is suing the McLendon station for \$715,000 alleging that the record "Evol-Not Love," with the Five Americans, was a top seller in Dallas and should have been represented on the KLIF survey. A hearing before Judge D. Brown Walker, scheduled for last Monday (9), was postponed when the station said it needed more time to prepare.

Elektra, Astor Deal

NEW YORK — The Elektra and Nonesuch lines will be represented in Australia by Astor Electronics Pty., Ltd. The deal was negotiated between Jac Holzman, Elektra president, and N. C. H. Smith, manager of Astor's Record division.

Billboard

America's only weekly business newspaper published for any industry in FULL COLOR.

JULIUS LA ROSA

YOU'RE GONNA HEAR FROM ME
b/w Lonely As I Leave You K-13497 Produced by Don Costa

WE'RE STARTING TO HEAR FROM YOU!

IS BUILDING STEADILY INTO A BIG HIT SINGLE!

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



Texas Now the 'In' State For Record Breakouts

• Continued from page 1

a new record exposed on the air. Too many record companies still are," he said, "and not that successfully."

"Texas, Oklahoma and Louisiana have become more and more important. The reason is that there are more secondary radio stations here that are willing—even eager—to expose new records. These are the stations that are now setting the pattern for the stations in major markets to follow."

This week, Billboard lists five records as regional breakouts in Texas—Four in Dallas-Fort Worth and one in Houston: "Younger Girl," by the Hondells on Mercury; "Didn't We Have a Good Time," by the Mystics on Dot; "Sweet Pea," by Tommy Roe on ABC-Paramount; "All These Things" by the Uniques on Paula, and "The Last Thing on My Mind" (the Houston entry) by the Womenfolk, on RCA Victor.

Heavy Airplay

Columbia has brought about several hits recently in the Texas area . . . or used heavy airplay in Texas to boost records on to fame. A current suc-

cess is "Red Rubber Ball," by Cyrkle, this week No. 90 with a star on Billboard's Hot 100 chart. The Pozo Seco Singers' "Time" single on Columbia broke in San Antonio; but Houston and the Dallas-Fort Worth area are considered to be the springboard or launching platforms for many other records. Although "Flowers on the Wall," by the Statler Brothers broke in Kansas City, it was the promotion received in Texas and the heavy work of the Columbia branch's promotion men that boosted it on to national hit status. "Tippy Toeing," by the Harden Trio was launched primarily in Houston and Dallas and it was both a country hit and a big Hot 100 single, reaching No. 44 on Billboard's Hot 100 chart. "Pin the Tail on the Donkey," by Paul Peek is a big regional record.

The Columbia branch maintains resident promotion men in various Texas and Oklahoma cities, including San Antonio, Tulsa, Oklahoma City. Salesmen still call upon radio stations with records because Rieland feels they can better inform program and music directors about

DOWELL TUNES USED BY U. S.

NEW YORK — Conservation and governmental wildlife agencies are using the services of Joe Dowell as a writer and singer of folk songs with a conservation theme. Dowell's "Big River," which he was commissioned to write by the National Wildlife Federation, has become an official theme song in the battle to curb water pollution. A recording is being sent to 5,000 radio outlets. The Federation also has asked Dowell to do an album of songs on all phases of conservation. This would be sold through the National Wildlife Federation's magazine.

The Agricultural Hall of Fame has also asked Dowell to write a ballad on that subject.

Dowell, who in 1961 had a smash hit with "Wooden Heart," recently cut some singles in Nashville with Bill Justis. They were independently produced, and are expected to be available soon.

what's happening with product. "Through these salesman contacts and our resident men, we keep very up-to-date on what's happening in this area."

Other labels have also been fairly successful with promoting records in the Texas area. "Elvira," by Dallas Frazier on Capitol Records got a great boost from radio stations in Houston and New Orleans. "Sweet Pea," by Tommy Roe on ABC-Paramount Records, in Billboard's Bubbling Under, and a regional breakout this week, is a big record in the Dallas-Fort Worth area. O. C. Smith's "That's Life" was big in Houston. "I See the Light," the first big record by the Five American, broke first in Dallas and Fort Worth.

Electrographic, TV Producer to Merge

NEW YORK—Video Pictures, Inc., producer of TV commercials, and the Electrographic Corp., which services the graphic arts and advertising industries, announced plans to merge.

One of the engineers of the merger is Larry Kanaga, Electrographic vice-president, and former GAC president and RCA Victor vice-president and general manager. Kanaga said the merger represents the first major step in the development of an expansion program, designed to benefit our clients by offering an advanced and enlarged basis or service to the communications industry as a whole."

Johnny Mathis

• Continued from page 4

solely on his singing ability. And that's enough.

Mathis scored most heavily with his "La Mancha" medley and with "Maria" from "West Side Story." He delivered the latter with a depth of understanding that few artists can match.

And he takes done-to-death standards like "Misty" and "Shadow of Your Smile," and makes them sound like they're being sung for the first time.

Working with the Young Generation, Mathis came through with sprightly versions of "Downtown" and "Chim Chim Cheree." The Young Generation, working on its own, was impressive with "Hey Look Me Over."

AARON STERNFIELD

EMI Forms Own Distrib Empire, Cites Item Control

• Continued from page 1

product instead of selling our own. Outlets opened on relatively little capital with such a frequent delivery service the wholesaler took over as the dealers' stockroom. The retail industry had," said Fruin, "become undercapitalized."

Checker, C-P Tiff Over; Record Set

NEW YORK — Chubby Checker and Cameo-Parkway Records have patched up their differences, and the artist will cut his first release in nine months in a couple of weeks.

The tiff, which had been going on since last year, involved the payment of money which Checker maintained was owed him. Al Rosenthal, who recently was named C-P executive vice-president under the new management, was able to effect "a complete settlement to the entire satisfaction of both parties."

Checker's heyday began in 1961 when he introduced "The Twist," with the label's rise coinciding with that of the artist. He last hit the charts with "Let's Do the Freddie."

Roulette Acquires 'Hanky Panky' Disk

PITTSBURGH — Roulette Records last week purchased "Hanky Panky," featuring Tommy James and the Shondells. The Snap Records single was a breakout here, reportedly selling 28,000 copies in 10 days. Negotiations for the master were handled by Red Schwartz, national promotion chief of Roulette, with Bob Mack, who manages group. Mack operates 11 teen-oriented nightclubs here. Purchase price was \$10,000.

The T.M. Music copyrighted tune was released over two years ago, but didn't happen. Red Fox bought up a job lot of the singles just recently, got action from them, and had to press more. Other action is reported in Cleveland and Memphis.

NEW YORK — Peer-Southern Productions has sold the master of "Skidaddle," b-w "Everybody's Got a Home But Me," with a group called "6%," to Dot Records. The deal was negotiated by Billy Walters of Peer-Southern's West Coast office.

"As EMI's distribution turnover had grown, profits had dropped. We see fierce competition in the years ahead. Resale price maintenance may become illegal. It seemed imperative for EMI to be able to control its product—and that decision had been taken."

From July, EMI product will be available to dealers only through its own distribution chain. This will also carry CBS and Delyse lines. Decca has countered with a similar move. Pye pioneered the direct route and does 80 per cent of the business that way. Philips began operating exclusively from its own depots last year.

The present system was so uneconomical that "we would not be able to survive as a record company," the EMI executive said bluntly. "The British firm is part of a worldwide operation. But overseas companies sell a large amount of our product—depend on it."

Though unwilling to bare plans which would aid rivals, Fruin promised dealers a quick efficient service, promising delivery within 24 hours almost anywhere in the country.

A computer analysis was being carried out on the national telephone system to place ordering points, open 24 hours a day, most economically for dealers. Computers were also working out truck and other delivery routes.

Experiments are being carried out with direct truck selling — the salesman traveling with stocks. EMI's rack-selling policies are being adjusted. The newspaper distributor, W. H. Smith, will handle forward shipping from railheads in some areas. The book industry techniques in cover display will be followed. The LP to follow immediately after a hit single was being stepped up.

Candidly Fruin told the dealers that the system would not benefit them in the short-term. EMI would offer different distribution systems within its framework, each with differing costs. The dealer would have to choose the one he was prepared to pay for. Credit would have to carry larger stocks.

On the other hand, it would mean that EMI would be able to exert a large degree of control on the market, even if resale price maintenance were abolished. This would ensure a reasonable market for all.

EMI was anxious to develop on the American pattern, and was able to learn from Capitol. It therefore aimed to avoid a "profitless prosperity."

Keep pace in the music industry with **BILLBOARD!** SUBSCRIBE NOW!

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214 859

Please enter my subscription to BILLBOARD for

1 YEAR \$20 3 YEARS \$45 New Renew

Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates for Continental U. S. & Canada. Overseas rates on request.

Company _____

Name _____

Address _____

City _____ State & Zip _____

Type of Business _____ Title _____

It's hard to believe that Brenda Lee is 21 years old already. It seems like only yesterday when . . .

. . . Well, read it all in the report of Brenda's luminous career in the Anniversary in Show Business Feature--

BRENDA LEE, 10 GOLDEN YEARS--
MAY 28

Billboard

**the first
big hit of summer
breaks out
of memphis**

**"high
school
days"**

brian stacy

atco 6418



AVAILABLE IN THE MUNTZ STEREO-PAK CARTRIDGE LIBRARY

Billboard

TOP LP's

BILLBOARD CHART
POSITION—5/21/66MUNTZ
CATALOGUE NO.

BILLBOARD CHART POSITION—5/21/66	ARTIST	RECORD LABEL	MUNTZ CATALOGUE NO.
1	IF YOU CAN BELIEVE YOUR EYES AND EARS	Mama's and the Papa's	Dunhill 21-270
2	WHAT NOW MY LOVE	Herb Alpert's Tijuana Brass	A&M 66-169
4	GOING PLACES	Herb Alpert's Tijuana Brass	A&M 66-159
7	SOUL AND INSPIRATION	Righteous Bros.	Verve 21-298
8	WHIPPED CREAM	Herb Alpert's Tijuana Brass	A&M 66-141
12	BOOTS	Nancy Sinatra	Reprise 10-366
17	SOUTH OF THE BORDER	Herb Alpert's Tijuana Brass	A&M 66-134
20	THE LONELY BULL	Herb Alpert's Tijuana Brass	A&M 66-132
30	CRYING TIME	Ray Charles	ABC/Para 10-379
31	A MAN AND HIS MUSIC	Frank Sinatra	Reprise QR-4
32	SEPTEMBER OF MY YEARS	Frank Sinatra	Reprise 10-287
34	HANG ON RAMSEY	Ramsey Lewis Trio	Cadet 21-334
38	THAT WAS THE YEAR THAT WAS	Tom Lehrer	Reprise 72-122
39	WHY IS THERE AIR?	Bill Cosby	W-B 72-120
40	SOMEWHERE THERE'S A SOMEONE	Dean Martin	Reprise 10-376
43	GOT MY MOJO WORKING	Jimmy Smith	Verve 26-252
45	DR. ZHIVAGO	Soundtrack	MGM 46-135
49	WONDROUS WORLD OF SONNY & CHER	Sonny & Cher	Atco 21-299
56	THE YOUNG RASCALS	Young Rascals	Atlantic 21-339
59	MOONLIGHT SINATRA	Frank Sinatra	Reprise 10-369
60	THE IN CROWD	Ramsey Lewis	Cadet 21-333
64	TIJUANA BRASS	Herb Alpert's Tijuana Brass	A&M 66-135
67	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?	Bill Cosby	W-B 72-110
71	MY LOVE	Petula Clark	W-B 10-371
82	HOUSTON	Dean Martin	Reprise 10-340
86	THE SINGING NUN	Soundtrack	MGM 46-130
91	BACK TO BACK	Righteous Bros.	Philles 21-269
92	SEE WHAT TOMORROW BRINGS	Peter, Paul & Mary	W-B 56-169
99	TRINI	Trini Lopez	Reprise 10-381
101	I STARTED OUT AS A CHILD	Bill Cosby	W-B 72-116
107	ARTHUR PRYSOCK/COUNT BASIE	Arthur Prysock Count Basie	Verve 28-152
108	THE BATMAN THEME	Marketts	W-B 21-275
114	THE SOUL ALBUM	Otis Redding	Volt 21-331
117	LIGHTNIN' STRIKES	Lou Christie	MGM 21-282
122	I'M THE ONE WHO LOVES YOU	Dean Martin	Reprise 10-288
125	THE LOVE YOU SAVE	Joe Tex	Atlantic 21-338
128	LOOK AT US	Sonny & Cher	Atco 21-203
134	THE BEST OF THE RIGHTEOUS BROTHERS	Righteous Bros.	Moonglow 21-343
135	THE KINK KONTROVERSY	Kinks	Reprise 21-273
136	I SEE THE LIGHT	Five Americans	HBR 21-329
140	UNBELIEVABLE	Billy Stewart	Chess 10-417
141	SOLID GOLD SOUL	Various Artists	Atlantic 21-284
142	ROY ORBISON'S GREATEST HITS	Roy Orbison	Monument 10-361
143	FOR ANIMALS ONLY	Baja Marimba Band	A&M 66-160

FROM THE WORLD'S LARGEST LIBRARY OF CONTINUOUS 4 AND 8 TRACK STEREO CARTRIDGES, INCLUDING THE ENTIRE ROCK, FOLK, JAZZ, POP AND CLASSICAL CATALOGS OF 57 MAJOR LABELS! OVER 40,000 ALBUM SELECTIONS — FROM \$2.98 PER ALBUM CARTRIDGE.



7715 DENSMORE AVE. / VAN NUYS, CALIF. / (213) 989-5000

TAPE CARtridge

General Recorded Tape Hires Hershfield in Expansion Plan

SUNNYDALE, Calif.—Herb Hershfield, formerly Ampex Stereo Tape's national sales manager, has been hired by General Recorded Tape as sales manager in an expansion drive in the duplication field. The Alan Bayley-headed company has Hershfield traveling the country setting up automotive outlets for its CARtridges library and formulating other distributing setups. Hershfield moves here with his family from Chicago at the end of the spring school term.

GRT has additionally selected 10 new distributors and 12 commission representatives. Each representative covers a State-wide area and works with all distribution outlets. The company is currently duplicating 21 labels and is dickering with three others.

As an aid to dealers, GRT is developing a "pilfer proof rack" for cartridges. Bayley explains the wire rack is 5 feet tall and can stand on the floor, on a counter once its legs are detached or hung on pegboard. It will be available within a month through GRT distributors.

Holder Designed

VAN NUYS, Calif.—A CARtridge protector, designed to hold four packs on a car's sun visor, has been developed for Muntz Stereo-Pak as a \$1.98 accessory item. The plastic protector is secured to the visor by two straps. Cartridges are inserted into the four pockets which holds them snugly while allowing for easy identification. Two additional advantages claimed are that the holder does not rattle and it keeps the packs out of the sun.

A Correction

NEW YORK—A story in last week's issue incorrectly identified the Mama's and the Papa's as Jerden artists. The group is with Dunhill.

gotiating with two labels for contract business. He has just released his first 29 8-track cartridges, based on repertoire from Amy, Atco/Atlantic, Bang, Bell, Dynovoice, Command, Mala, Moonglow, Musicland, New Voice, Scepter, Starday, Stax, Volt and Wand.

Bayley foresees the duplication end of the cartridge business functioning for a smaller number of labels, but working with the large users of music. "The trend is for a company to pull back its licenses," he says, "and to give a select number of duplicators the business on a nonexclusive basis."

Not quite one year old, GRT started duplicating 4-track cartridges April 1, having started out in reel reproduction. GRT's duplication process involves dubbing sound onto a full "pancake" of tape and then loading this tape into cartridges. GRT's machines have special slot guiding record heads which reportedly provide strong head alignment with the tape.

Cap. Duplication Machinery Being Set Up at Plant

JACKSONVILLE, Ill.—Capitol has begun installing high speed 8-track tape CARtridge duplication equipment in its factory here. John Williams, 28-year-old senior engineer with the company's Los Angeles factory, has been transferred here as manufacturing superintendent of the tape duplicating operation. Williams helped design the equipment being manufactured for Capitol by several companies.

A mid-August date for the complete installation of duplicating machines is reported. Once the equipment is fully operational, the plant, which currently presses albums, should add additional personnel for tape production line operations. The \$2.5 million plant, opened in July 1965, is larger than the firm's West Coast facility and offers room for expansion and an ideally central shipping point.

MUNTZ RENTS GOODRICH SITE

VAN NUYS, Calif.—Pressed for duplication space, Muntz Stereo-Pak has rented a B. F. Goodrich Tire dealership's facilities and will shortly shift its car installation and retail CARtridge sales office to the new facility. The vacated space will then be utilized for a cartridge production line. The new facility, formerly Ben Rudnick Tires, is located at the corner of Orion Avenue and Roscoe Boulevard, several blocks away from the maze of Muntz buildings.

President Earl Muntz eyes the large facility's doubling the retail business currently being attained at the main Van Nuys factory. The facility's showroom will be transformed into a library, with the existing installation area used for drive-in player trade. The new building is adjacent to the San Diego Freeway and Muntz will install a billboard to attract passing traffic.

Packard-Bell To Bow Home Player, Pack

LOS ANGELES — Packard-Bell is expected to unveil its 8-track CARtridge home player and plug-in tape pack for three other models in its 1967 line at its national distributor-dealer convention beginning June 4 at the Beverly Hilton Hotel.

The home player is the RPC 58, featuring a hi fi tuner, amplifier, Garrard changer, six speakers plus album storage space. The cartridge players are Lear Jet and Motorola units. These suppliers are shipping the units to P-B's factory here for installation.

As an accessory item, P-B will offer a Lear-designed player called a tape pack kit which plays through new model radio-phonos RPC 56, 60 and 62. Prices on this equipment will be announced at the convention. Approximately 200 distributors will attend the first meeting, with out-of-town dealers viewing the equipment June 7.

P-B reported having been watching the development of the cartridge industry for the past year and had planned to offer a 4-track player when 8-track units were unveiled.

Packard-Bell has been in the news recently through talk of a merger with the Singer Co. Singer has taken an option to buy a note convertible into 35 per cent ownership of the company, whose financial state has been rising lately due primarily to its sale of color TV sets.

Tape-Tronics Is Set Up by 1-Stop

SEATTLE — Tape-Tronics, distributor of 4 and 8-track stereo tape CARtridges and playback equipment for the northwest, has been formed by the Seattle Record One-Stop. Tape-Tronics distributes ITCC cartridges and is supplying RCA Victor tapes on a jobber basis. The firm is expected to be appointed dual distributors of Decca cartridges this week.

The new division also is negotiating for distributor deals of Lear and Borg-Warner playback units and is soliciting on a dual distributor basis the cartridge libraries of all record manufacturers.

In its first two weeks of operation, Tape-Tronics signed more than 50 exclusive supplier contracts with minimum store inventories of 200 cartridges. The company furnishes a security case it designed to all accounts at no charge on the purchase of at least 200 cartridges.

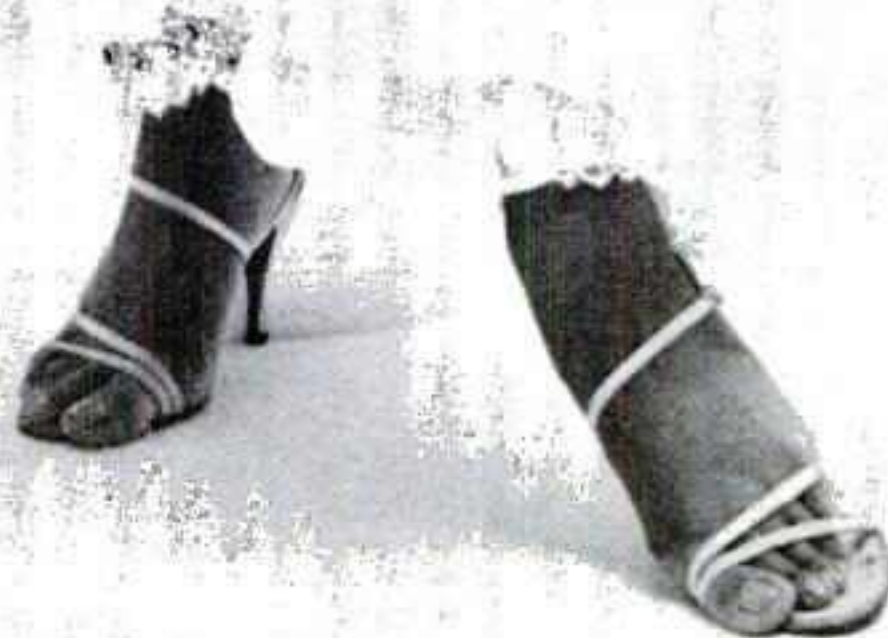
Currently housed in the Seattle Record One-Stop warehouse, Tape-Tronics has an eight-member sales and operational staff and an Oregon resident salesman, who operates out of a Portland branch, Sea-Port Record One-Stop. The immediate addition of a resident salesman for Spokane and Eugene, Ore., is planned. Tape-Tronics services the Washington, Oregon, Alaska, Montana and Idaho areas.



*United Artists Records
is pleased to announce
the first release
of Miss Shirley Bassey
under her
new, exclusive recording
agreement.*

*Miss
SHIRLEY BASSEY
sings
"Don't Take the Lovers;
'From the World'"*

*more than a song,
more than a recording...
an emotional experience.*

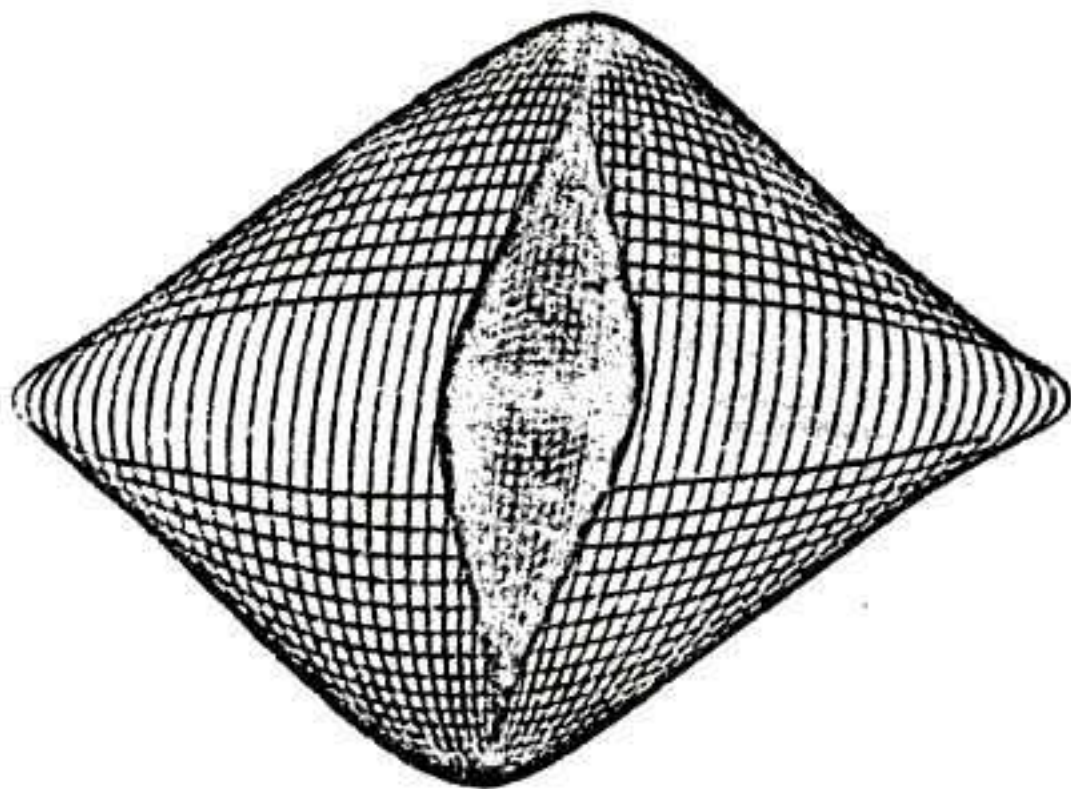


UA 50031 / Produced by Jack Gold / Arrangement by Arnold Goland

ATTENTION:

MANUFACTURERS OF PRE-RECORDED TAPE, REEL-TO-REEL, 4 AND 8-TRACK CARTRIDGES.

THIS IS YOUR FREE MISTAKE PREVENTION KIT



FOR NORTHERN CALIFORNIA DISTRIBUTION

CALL US!

(415)
621-3400
Ex. 271

WRITE US!

TAPE DIVISION
33 GOUGH ST.
SAN FRANCISCO
CALIFORNIA 94119

Distributors for RCA Victor and Camden Records, RCA Victor Stereo 8, ITCC, Mercury Stereo 8, Music Tapes, Aura Sonic, Borg-Warner Stereo 8 . . . and ? . . . you ?

CALECTRON

(Salesmen and warehouses in Sacramento and Fresno as well as San Francisco)

TAPE CARTRIDGE

Rosengarten: View From Abroad

• Continued from page 1

a bunch of noise. Well, I don't say it. These groups and Bob Dylan and most of the young artists on records today have a lot to say. They are conveying to the world the attitudes and emotions of youth. It is the expression of our youth, their protests and their desires what make the folk music of today. Of course, the great operas, the classics, the motion picture scores and great original cast Broadway and London shows, the folklore of country music and of rhythm and blues music are all expressed on records and contribute a great deal to our culture. The music business can be proud of the role it plays in bringing so much pleasure to so many people. The record industry should launch a world-wide campaign to let the public know all

of the excitement that is contained in recorded form.

Cook: Speaking of recorded forms, what are your views on the stereo tape CARtridges?

Rosengarten: I believe this to be another market for recorded music. In America you had a great advantage of the Ford automotive company promoting the pleasure of stereo music tapes. It is our hopes here that some of the American automotive firms will urge their European partners to promote the extra enjoyment that auto stereo can bring to the new car buyer. At present, here in Europe, we have two non-compatible tape systems. This is not good for the music industry. We can only hope that it will not be too long before one system is acknowledged to be best and will be adopted by the entire industry.

Col.'s Greater Hits

• Continued from page 4

signed a 6" x 6" cork-bottomed ceramic-tile trivet featuring the covers of various "Greatest Hits" LP's. This ceramic-tile trivet will be distributed to disk jockeys and Columbia dealers throughout the country. For special in-store broadcasts, Columbia has prepared a series of tapes which feature voice-tracks of various artists advertising their respective "Greatest Hits" LP's.

Columbia has also created a special radio station presentations box which will be sent to disk jockeys on Columbia's Subscription Service plan. The presentation box contains the new "Greatest Hits" releases, plus a brochure listing all of the other LP's in the "Greatest Hits" catalog. These albums may be purchased by subscriber radio stations at a special dollar-an-album rate.

To complete the merchandising-advertising campaign for the "Greatest Hits" promotion, Columbia has prepared a series of 300, 600 and 2,400-line ad layouts, complete with headlines, artwork and copy.

C-P Production Deal

NEW YORK — Cameo-Parkway has signed a production agreement with Ramot Enterprises, Bloomfield, N. J. The deal calls for the release of all Billie and Lillie records produced by Ramot through C-P. Negotiating the arrangement were Neil Bogart of Cameo and Tom De Cillis of Ramot. The initial release, "Nothing Moves Without a Push," will hit the market next month. The act is touring the country to promote the record.

Cap Film Process

• Continued from page 1

of a side venture in electronics equipment in April 1964, three years after it began domestic distribution of EMI tubes, TV cameras and video tape. The electronics wing had acquired two additional firms which handled video switches and pulsed traveling wave tubes. All these products were sold to two California companies.

Complementing its recorded catalog, Capitol sells a line of phonographs, distributes Hohner harmonicas and has an extensive catalog of reel-to-reel tapes and will shortly unveil stereo tape

Ray Lawrence Firm

HOLLYWOOD — Ray Lawrence has opened a marketing and merchandising firm here. He will specialize in promoting records and servicing rack jobbers, one-stops and retail record outlets. His first clients are Hickory Records, Musicor Records, Tower Records and Masters Releasing, Inc.

Lawrence had been with Record Merchandising of Los Angeles, Colpix marketing director, and head of Cosnat's Los Angeles office.

Oldies But Newies

• Continued from page 3

trols the Lewis interests in the song through its Cromwell Music firm.

Today has sent dubs of the original Waller version to a number of record companies this week. The Waller name, which has been absent from the music business scene for some years, came to the fore recently through the Lovin' Spoonful's click version of "Daydreams."

CARtridges. Its record club activity competes in this field.

When Answering Ads . . . SAY YOU SAW IT IN BILLBOARD

SERIAL NO.

Warranty



Autostereo, Inc. warrants to the purchaser of each Autostereo Unit, when retained within the United States, to make good any part thereof which proves under normal use to be defective in material or workmanship within one year from the date of original purchase by user.

This warranty does not cover any condition resulting from accident, alteration, neglect or abuse. Any part found to be worn through use will be deemed defective only in the event that analysis proves the material of the part to be below standard in composition or heat treatment.

Autostereo, Inc. reserves the right to determine the cause of the defect. In addition, during the first 90 days following installation only, Autostereo, Inc. will provide service labor necessary to adjust this equipment or to replace parts found to be defective. Parts replacement and/or service labor as warranted hereunder shall be provided at the Autostereo, Inc. factory only or at a location specifically designated by Autostereo, Inc.

The manufacturer shall in no event be liable for any damages arising out of failure of any unit, installation or part thereof to operate properly, except to the extent of repair or replacement of defective parts during the warranty period.

This agreement is in lieu of all other warranties, expressed or implied, and of each other obligation or liability of the Company to the purchaser. No person has any authority to assume any other obligation or liability on the part of the Company.

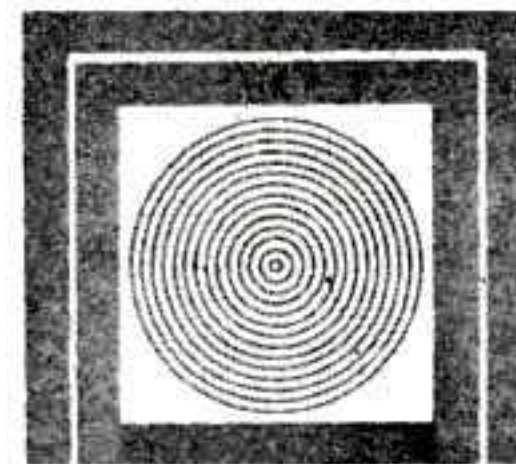
DATE PURCHASED _____ MODEL NO. _____

DEALER'S NAME _____

DEALER'S ADDRESS _____ STREET AND NUMBER CITY STATE

CUSTOMER COPY _____ DEALER'S SIGNATURE _____

IMPORTANT NOTICE
WARRANTY EFFECTIVE ONLY IF THE REGISTRATION CARD IS MAILED WITHIN 10 DAYS OF PURCHASE.



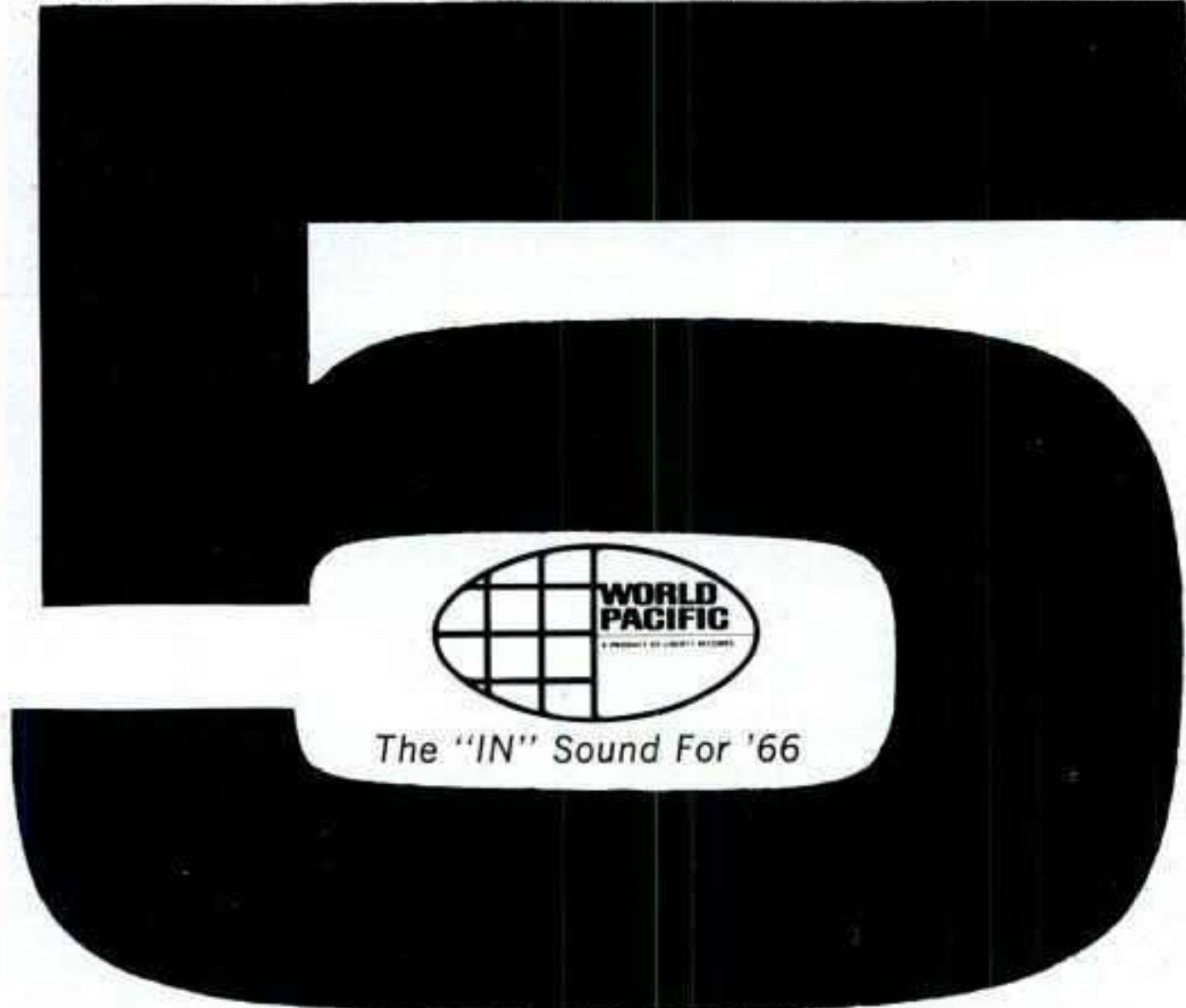
THIS IS AN AUTOSTEREO WARRANTY

KNOW ANYBODY ELSE WHO GIVES ONE?

AUTOSTEREO, INC. 14617 KESWICK STREET
VAN NUYS, CALIFORNIA 91405

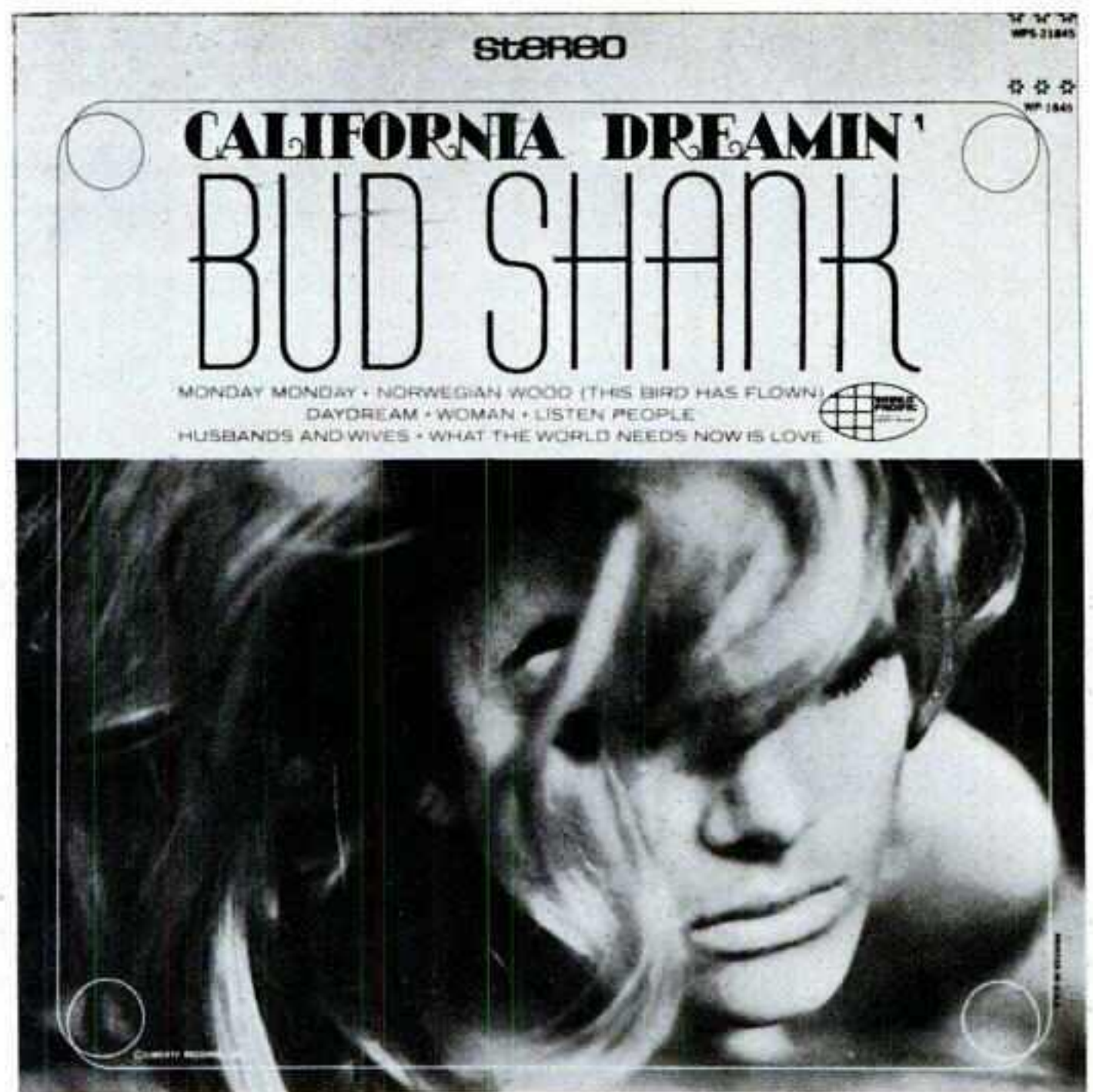
WORLD'S LARGEST MANUFACTURER OF CONTINUOUS-LOOP STEREO TAPE DEVICES

WORLD PACIFIC'S BIG

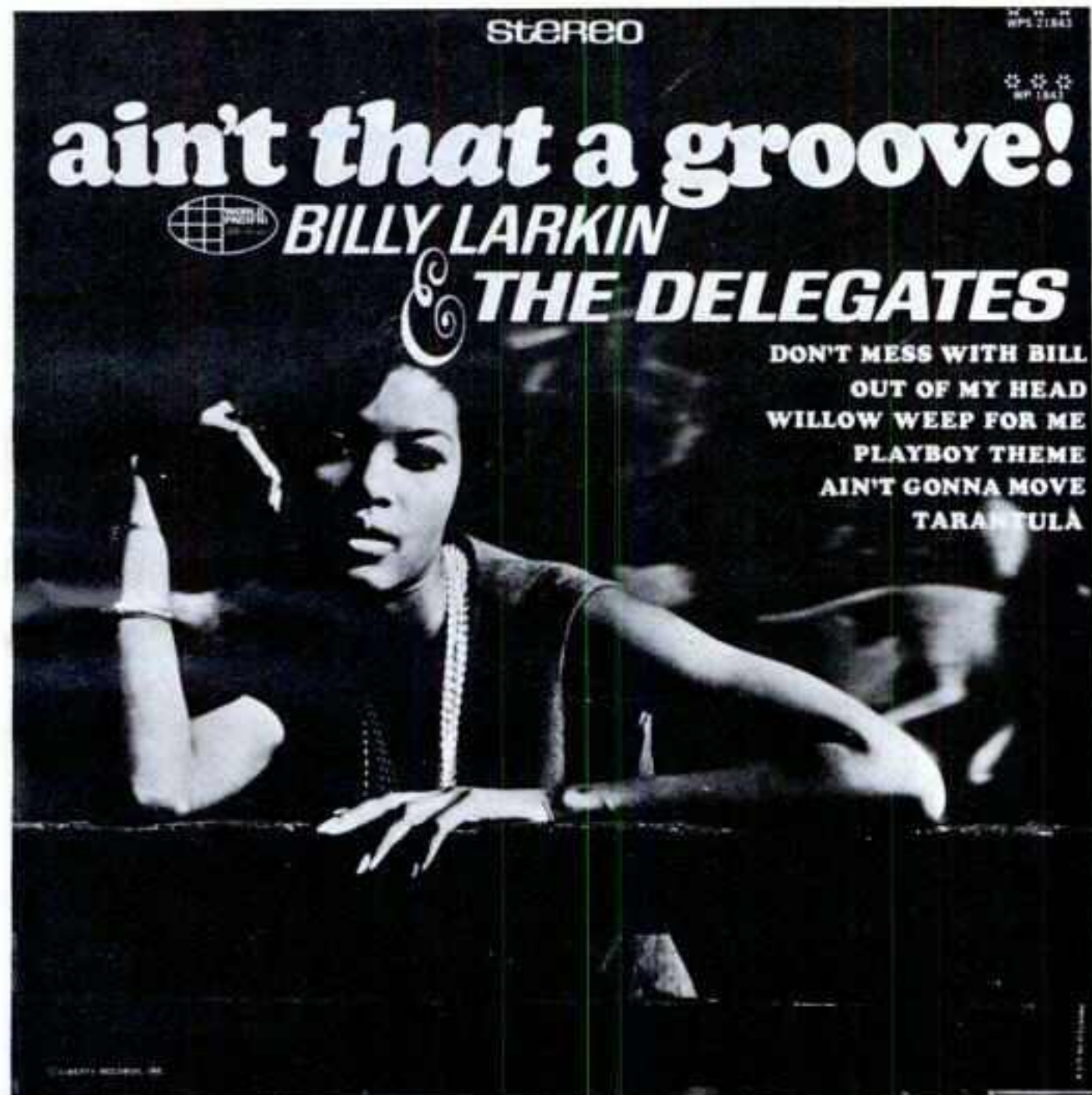


The "IN" Sound For '66

BIG ALBUMS • BIG DISPLAYS • BIG SALES!



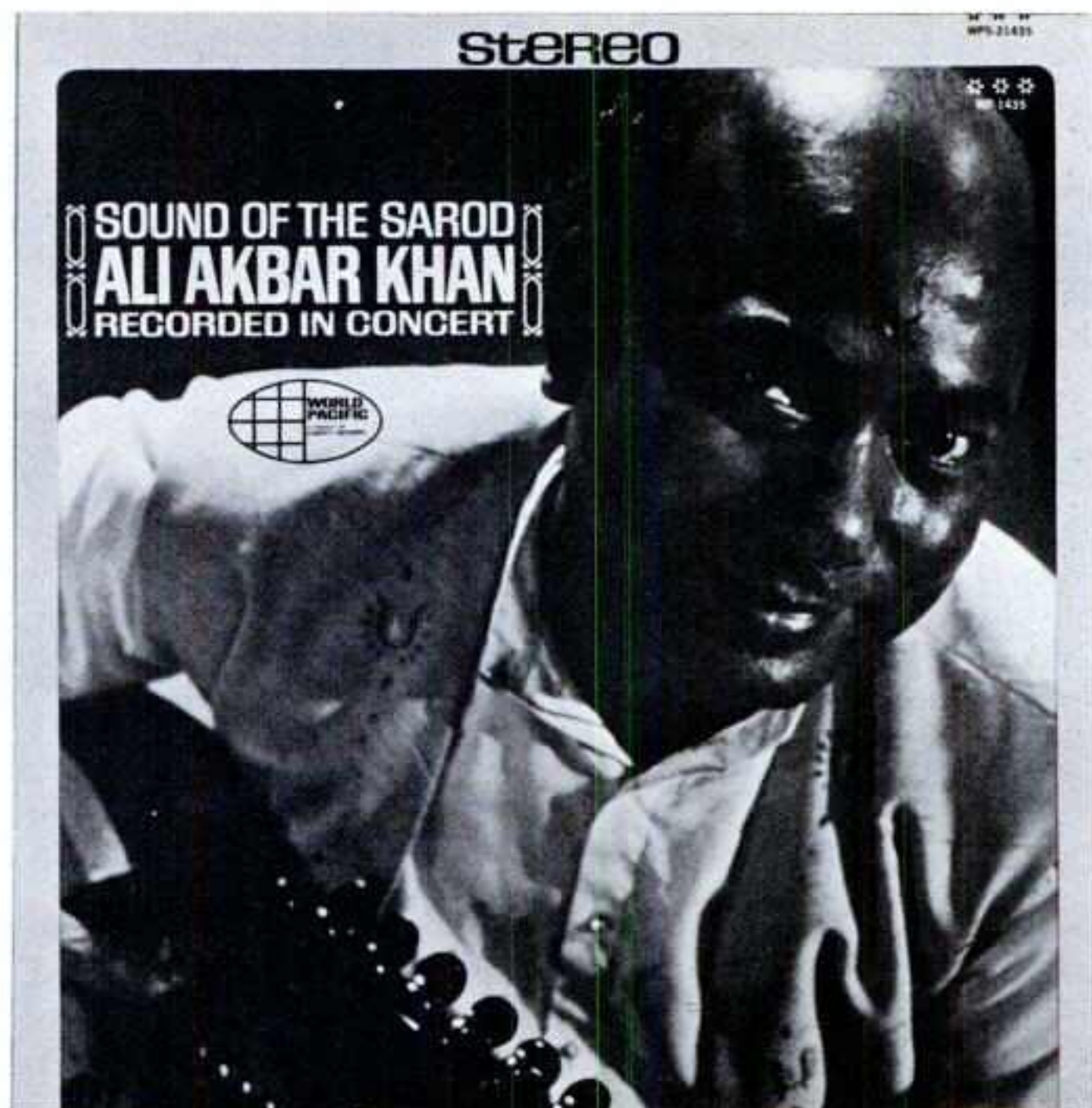
WP-1845/WPS-21845



WP-1843/WPS-21843



WP-1844/WPS-21844



WP-1435/WPS-21435



WP-1842/WPS-21842



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 112—Last Week 157

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

POP SPOTLIGHTS

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

WILSON PICKETT—NINETY-NINE AND A HALF (Prod. by Steve Cropper) (East-Pronto, BMI)—Hot follow-up to his "634-5789" smash is this wailin' blues rocker which will hit hard in both pop and r&b markets. Flip: "Danger Zone" (East-Cotillion, BMI). **Atlantic 2334**

THE GRASS ROOTS—WHERE WERE YOU WHEN I NEEDED YOU (Prod. by Sloan & Barri) (Trousdale, BMI)—Great folk-rock tune from the pens of P. F. Sloan and Steve Barri is given a rousing, big beat treatment by the exciting group. Could go all the way. Flip: "(These Are) Bad Times" (Trousdale, BMI). **Dunhill 4029**

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

RAY CHARLES—LET'S GO GET STONED (Prod. by Joe Adams) (Baby Monica, BMI)—Easy-go blues wailer gets an emotional reading from Charles for a strong r&b and pop market entry. Could equal his "Crying Time" and "Together Again" hits. Flip: "The Train" (Tangerine, BMI). **ABC-Paramount 10808**

IKE AND TINA TURNER—RIVER DEEP-MOUNTAIN HIGH (Prod. by Phil Spector) (Trio, BMI)—Exciting dance beat production backs a wailin' Tina vocal on a solid rock tune penned by Barry and Greenwich. Flip: "I'll Keep You Happy" (Mother Bertha, BMI). **Philles 131**

LESLEY GORE—OFF AND RUNNING (Prod. by Quincy Jones) (Columbia, BMI)—Up-beat lyric rocker has exciting instrumental production backing and excellent vocal work. Aimed at the teen market, the disk should surpass her "Young Love" single. Flip: "I Don't Care" (Buffee, BMI). **Mercury 72580**

JESSICA JAMES AND THE OUTLAWS—WE'LL BE MAKIN' OUT (Prod. by Bob Gaudio) (Saturday, BMI)—Exciting new group has a strong chart contender in this Crewe-Gaudio tune with solid dance beat production backing. Flip: "Lucky Day" (Saturday, BMI). **Dynovoice 220**

ANDY WILLIAMS—HOW CAN I TELL HER IT'S OVER (Prod. by Robert Mersey) (Columbia, BMI)—The Mann-Weill ballad rocker gets an exciting, commercial performance by Williams for a top-of-the chart entry. Flip: "The Summer of Our Love" (Barnaby, ASCAP). **Columbia 43650**

CRISPIAN ST. PETERS—THE PIED PIPER (Prod. by David Nicolson) (Robbins, ASCAP)—Currently topping the British charts, the disk should be equally successful in the U. S. Flip: "Sweet Dawn My True Love" (Gallico, BMI). **Jamie 1320**

THE VENTURES—COMIN' HOME BABY (Prod. by Joe Saraceno) (Cotillion, BMI)—Top teen dance beat disk from the talented musicians should fast replace their "Secret Agent Man." Flip: "Blue Star" (Victor Young, ASCAP). **Dolton 320**

BUZZ CASON—TH' GOOD SIDE OF JUNE (Prod. by King and Cason) (Rising Sons, BMI)—Off-beat music hall melody penned by Cason could be the sleeper of the week. In the vein of the Spoonful's "Daydream." Flip: "Come to Me" (Music City, ASCAP). **Monument 938**

EYDIE GORME—IF HE WALKED INTO MY LIFE (Prod. by Mike Berniker) (Morris, ASCAP)—Beautiful lyric ballad from the new Broadway musical, "Mame," should put the songstress well up the Hot 100 chart. Flip: "Tell Him I Said Hello" (Westside, BMI). **Columbia 43660**

THE SPIDERS—HOW COULD I FALL IN LOVE (Spectorius, BMI)—Top Japanese rock group makes an impressive disk debut in the U. S. with this up-tempo lyric ballad sung by the septet in English. Flip: "No No Boy" (Spectorius, BMI). **Philips 40363**

THE PACKERS—PINK CHIFFON (Prod. by Hanna-Barbera Prod.) (Workout, BMI)—Exceptional instrumental number in the vein of their "Hole in the Wall" smash should be equally successful. Flip: "Boondocks" (Workout, BMI). **HBR 478**

TOMMY SANDS—IT'S THE ONLY ONE I'VE GOT (Prod. by Scott Turner) (Metric, BMI)—Happy summertime rocker-novelty with strong dance beat. Should put Sands back in the disk sales race. Flip: "As Long as I'm Travelin'" (Central, BMI). **Imperial 66174**

CHART Spotlights—Predicted to reach the HOT 100 Chart

B. J. THOMAS—Billy and Sue (Hornet, BMI). **HICKORY 1395**
JACKIE WILSON—I Believe (Cromwell, ASCAP). **BRUNSWICK 55294**
RICK NELSON—You Just Can't Quit (Hilliard, BMI). **DECCA 31956**
BILLY ECKSTINE—Wish You Were Here (Jobete, BMI). **MOTOWN 1091**
BOBBY VEE—Butterfly (Sherman-DeVorzon, BMI). **LIBERTY 55877**
PAUL ANKA—I Wish (Acuff-Rose, BMI). **RCA VICTOR 8839**
RONNIE MILSAP—The End of the World (Summit, ASCAP). **SCEPTER 12145**
SKEETER DAVIS—If I Had Wheels (Window, BMI). **RCA VICTOR 8837**
DEE-DEE WARWICK—I (Who Have Nothing at All) (Bob Gallo) (Cotillion, BMI). **HURD 79**
PEGGY MARCH—Sechs Tage Lang (Jandrea, BMI). **RCA VICTOR 8840**
DON COSTA & ORK.—Theme From Study in Terror (South Mountain, BMI). **MGM 13520**
BOBBY COMSTOCK—Can't Judge a Book (Arc, BMI). **ASCOT 2216**
THE OSSOIMS—My Love, Come Home (Shapiro-Bernstein, ASCAP). **RE-PRICE 0475**

THE ROBBS—Race With the Wind (MRC, BMI). **MERCURY 72579**
DONNA LOREN—Play Little Music Box Play (American, BMI). **CAPITOL 5659**
VALA REEGAN—Fireman (Saturday, BMI). **ATCO 6412**
PENNY CARTER—He Can't Hurt Me No More (Columbia, BMI). **VERVE 10405**
DIMENSIONS—She's Boss (Burdette, BMI). **HBR 477**
CHRISTOPHER CERF—Sweet Music (Rabbit's Foot, BMI). **AMY 954**
1st LT. HERBERT GOBER—I Need You So (Pamco, BMI). **ABC-PARAMOUNT 10810**
THE THREE OF US—Let All the Flowers Die (Blackwood, BMI). **KAPP 756**
ROBIE PORTER—Either Way I Lose (Blackwood, BMI). **MGM 13513**
LAYNG MARTINE, JR.—Crazy Daisy (Blackwood, BMI). **DATE 1511**
THE BUENA VISTAS—Hot Shot (Palmina-Shan-Todd, BMI). **SWAN 4255**
SIDNEY BARNES—I Hurt on the Other Side (Trio, BMI). **BLUE CAT 125**
KENNY CARTER—Showdown (Five Sisters, BMI). **RCA VICTOR 8841**
TOMMY McLAIN—Sweet Dreams (Acuff-Rose, BMI). **MSL 197**

COUNTRY SPOTLIGHTS

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

LORETTA LYNN—YOU AIN'T WOMAN ENOUGH (Sure-Fire, BMI)—Hot on the heels of her "Dear Uncle Sam" hit comes this up-tempo lyric ballad with equal potential. Flip: "God Gave Me a Heart to Forgive" (Sure-Fire, BMI). **Decca 31966**

TOMMY COLLINS—BE SERIOUS, ANN (Prod. by Law and Jones) (Seashell, BMI)—Tragi-comic ballad of a young man "popping the question" should quickly top his hit, "If You Can't Bite, Don't Growl." Flip: "Shindig in the Barn" (Central, BMI). **Columbia 43628**

ROY ACUFF—LOST HIGHWAY (Prod. by Wesley Rose) (Fred Rose, BMI) — Acuff revives the Leon Payne oldie with a warm, emotional reading. Disk should re-establish the country favorite on top of the charts. Flip: "Golden Treasure" (Golden Western Melodies, BMI). **Hickory 1394**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

BOBBY LORD—Losers Like Me (Acuff-Rose, BMI). **HICKORY 1389**
LESTER FLATT & EARL SCRUGGS—Colours (Southern, ASCAP). **COLUMBIA 43627**
HUGH X. LEWIS—Just Before Dawn (Jamie, BMI). **KAPP 757**
LUCILLE STARR—When I Stop Dreaming (Acuff-Rose, BMI). **A & M 799**
AUTRY INMAN—Hurtache (Tree, BMI). **JUBILEE 9016**
BILLIE JOE SPEARS—Conscience Keep an Eye on Me (Piccolo, BMI). **UNITED ARTISTS 50022**

R&B SPOTLIGHTS

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

NO R&B SPOTLIGHTS

THIS WEEK

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

OTIS WILLIAMS—I Got Loving (Bomac, BMI). **OKEN 7248**
YOUNGBLOOD—I Had a Dream (Progressive, BMI). **TANGERINE 962**
RUSSELL EVANS—Send Me Some Cornbread (Frabob-Pronto, BMI). **ATCO 6411**
BILLY PRESTON—Advice (Beechwood, BMI). **CAPITOL 5660**
BETTY HARRIS—What'd I Do Wrong (Marsaint, BMI). **SANSU 425**

MAY 21, 1966, BILLBOARD

Copyrighted material

heading for the top... (I'm a)

road



runner

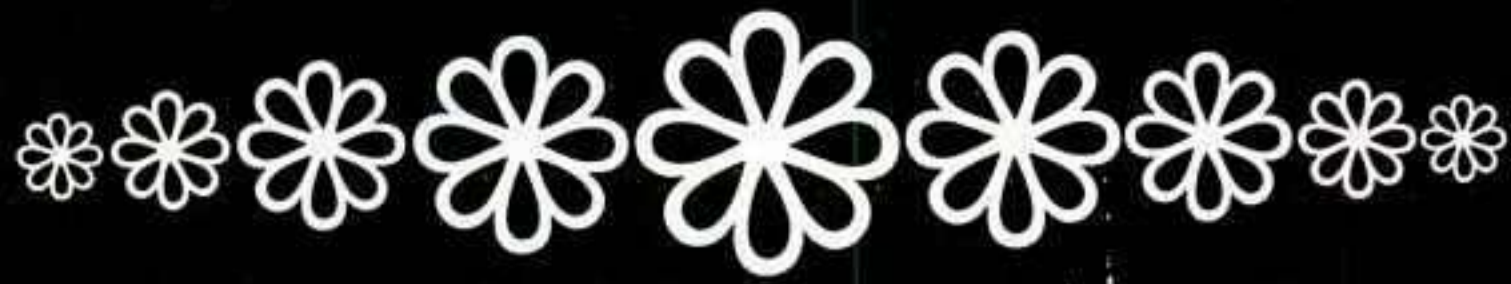
*jr. walker
and the
all stars*

SOUL 35015

The Sound of Young America

**MOTOWN
RECORD CORP.
DETROIT, MICH.**

Copyrighted material



THE BLOSSOMS

MY LOVE, COME HOME

B/W
LOVER BOY

#0475



Billboard TOP 40

EASY LISTENING

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

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Wks. On Chart
	1	2	3			
1	5	8	14	BAND OF GOLD	Mel Carter, Imperial 66165 (Ludlow, BMI)	7
2	4	6	8	I'M COMIN' HOME, CINDY	Trini Lopez, Reprise 0455 (Tridon, BMI)	8
3	6	7	10	LOVE ME WITH ALL OF YOUR HEART	Bachelors, London 9028 (Peer Int'l, BMI)	8
4	7	11	13	THE CRUEL WAR	Peter, Paul & Mary, Warner Bros. 5809 (Pepamar, ASCAP)	6
5	8	12	15	THE MORE I SEE YOU	Chris Montez, AAM 796 (Brogman, Vocco & Conn, ASCAP)	6
6	9	10	20	THE "A" TEAM	S/Sgt. Barry Sadler, RCA Victor 8804 (Music, Music, Music, ASCAP)	5
7	13	22	37	STRANGERS IN THE NIGHT	Frank Sinatra, Reprise 0470 (Roosevelt-Champion, BMI)	4
8	2	4	11	THE BALLAD OF IRVING	Frank Gallop, Kapp 745 (Thirteen, ASCAP)	6
9	11	14	16	DOWNTOWN	Mrs. Miller, Capitol 5640 (Leads, ASCAP)	4
10	14	16	17	MAME	Bobby Darin, Atlantic 2329 (Morris, ASCAP)	6
11	17	23	—	COME RUNNING BACK	Dean Martin, Reprise 0466 (Richbarr/Kita, BMI)	3
12	1	1	1	TOGETHER AGAIN	Ray Charles, ABC-Paramount 10785 (Central, BMI)	9
13	15	18	19	A LOVER'S CONCERTO	Mrs. Miller, Capitol 5640 (Saturday, BMI)	5
14	16	17	21	MESSAGE TO MICHAEL	Dionne Warwick, Scepter 12133 (U.S. Songs, ASCAP)	7
15	3	5	7	I CAN'T GROW PEACHES ON A CHERRY TREE	Just Us, Colpix 803 (April Music, ASCAP)	9
16	20	26	34	PLEASE DON'T SELL MY DADDY NO MORE WINE	Greenwoods, Kapp 742 (Third Story, BMI)	6
17	23	—	—	SAM, YOU MADE THE PANTS TOO LONG	Barbra Streisand, Columbia 43612 (Shapiro-Bernstein, ASCAP)	2
18	19	24	25	LESS THAN TOMORROW	Jerry Vale, Columbia 43605 (South Mountain, BMI)	5
19	25	34	—	THE IMPOSSIBLE DREAM	Jack Jones, Kapp 755 (Fox, ASCAP)	3
20	26	40	—	MAME	Louis Armstrong, Mercury 72574 (Morris, ASCAP)	3
21	12	9	9	WHAT NOW, MY LOVE	Herb Alpert & the Tijuana Brass, AAM 792 (Remick, ASCAP)	10
22	32	39	—	THE LAST WORD IN LONELY IS ME	Eddy Arnold, RCA Victor 8818 (Tree, BMI)	3
23	10	2	3	A SIGN OF THE TIMES	Petula Clark, Warner Bros. 5802 (Duchess, BMI)	9
24	27	30	—	DUM-DE-DA	Bobby Vinton, Epic 10014 (Gallico, BMI)	3
25	29	32	—	STRANGERS IN THE NIGHT	Bert Kaempfert & His Orchestra, Decca 31945 (Champion, BMI)	3
26	37	—	—	WIEDERSEH'N	Al Martino, Capitol 5632 (Roosevelt, BMI)	2
27	24	25	26	DON'T LET THE MUSIC PLAY	John Gary, RCA Victor 8806 (Gallico, BMI)	5
28	30	31	39	THE MINUTE WALTZ	Barbra Streisand, Columbia 43612 (Arch, BMI)	4
29	21	21	36	THE PHOENIX LOVE THEME	Brass Ring, Dunhill 4023 (Ludlow, BMI)	4
30	31	33	35	LARA'S THEME	Roger Williams, Kapp 738 (Robbins, ASCAP)	4
31	28	28	30	WHY BE ASHAMED	Robert Goulet, Columbia 43558 (Unity, BMI)	4
32	36	36	38	HAPPINESS IS	Joe Sherman & Arena Brass, Epic 10008 (Mills, ASCAP)	5
33	35	38	—	LARA'S THEME	Teddy Kandazzo, MGM 13447 (Robbins, ASCAP)	3
34	34	37	40	I'M GONNA CHANGE EVERYTHING	Jimmy Roselli, United Artists 996 (Tuckahoe, BMI)	4
35	40	—	—	LET'S START ALL OVER AGAIN	Ronnie Dove, Diamond 198 (Picturetone, BMI)	2
36	38	—	—	BLACK FOREST HOLIDAY	Horst Jankowski, Mercury 72567 (MRC, BMI)	2
37	18	13	5	A LOVER'S CONCERTO	Sarah Vaughan, Mercury 72543 (Saturday, BMI)	8
38	39	—	—	YOU'RE GONNA HEAR FROM ME	Julius La Rosa, MGM 13497 (Remick, ASCAP)	2
39	—	—	—	IT'S OVER	Jimmie Rodgers, Dot 16661 (Honeycomb, ASCAP)	1
40	—	—	—	COO COO ROO COO COO PALOMA	Perry Como, RCA Victor 8823 (Peer, BMI)	1

The coolest pop hit this summer.

**"POP
SIDE"**

#55886

JAN & DEAN

Give it a lick.



...sounds great for **'66!**

PRODUCED BY JAN BERRY FOR SCREEN GEMS, INC.

Copyrighted material

**BREAKING
INTO POP CHARTS
WITH POP SALES FROM
COAST TO COAST**

**“MINE EXCLUSIVELY”
BY
THE OLYMPICS**

MIRWOOD 5513

**#1 R & B SELLER
GOING, GOING, GONE POP
IN AIR PLAY AND SALES**

Mira

PRODUCTION, INC.
9028 SUNSET BLVD., LOS ANGELES, CALIF. 90069 / 278-1125

THE LEAVES ARE HAPPENING ALL OVER WITH HEY JOE



MIRA 222 PRODUCED BY NORM RATNER

HEADING THIS WEEK FOR #1 IN L.A., ON THE TOP CHARTS ALREADY IN SAN FRANCISCO, SEATTLE, DENVER... ON TOP STATIONS ALL OVER THE COUNTRY - WMEX (Boston) WCFL, WLS (Chicago) WEAM, WWDC (Washington, D.C.) KRIZ (Phoenix) WXYZ (Detroit) WMPS (Memphis) KILT (Houston) and many others.

THE ORIGINAL - THE HIT RECORD OF HEY JOE

HEADING FOR NATIONAL #1 BEST SELLER

Mira

PRODUCTION, INC.
9028 SUNSET BLVD., LOS ANGELES, CALIF. 90069 / 278-1125

Distributed in Canada by Sparton Records, Ltd.

Booking Agency:
General Artist Corp.

Copyrighted material

Billboard

HOT 100

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

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

Table with columns: THIS WEEK, Wk. Ago, Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes songs like 'Monday, Monday', 'Rainy Day Women #12 & 35', 'Good Lovin'', etc.

Table with columns: (31-66), TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes songs like 'Bang Bang', 'Try Too Hard', 'Cool Jerk', etc.

Table with columns: (67-100), TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes songs like 'Remember The Rain', 'Wang Dang Doodle', 'I Know You Better Than That', etc.

Billboard award

- Numbered list of Billboard award winners corresponding to the top entries in the Hot 100 chart.

HOT 100—A TO Z—(Publisher-Licenses)

Large alphabetical list of songs and artists from the Hot 100 chart, including publisher and licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including titles and artists.

This is the hit

The Animals

kicked off on the Ed Sullivan Show!

Don't Bring Me Down

b/w Cheating K-13514



MGM



RECORDS

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

KHOW's Key Word Is Showmanship

DENVER—KHOW, the Easy Listening station named the major influence on popular albums sales in the Denver area—indicating a vast young adult audience, believes in showmanship 100 per cent. In fact, most of its air personality roster double as entertainers.

Since H. J. (Hal) Davis, president and general manager, launched the station's present format almost three years ago and originated the "16th & Broadway Boys" concept as an umbrella term to identify the air personalities, the station has climbed from the also-ran cate-

gory to a power in the market.

Billboard's latest Radio Response Rating survey showed the station as the No. 1 influence on album sales with a hefty 56 per cent of the votes of the men who depend on those sales for a living—record dealers, distributors, one-stop operators, and local and national record company executives. In addition, Buzz Lawrence, program director and air personality at KHOW, showed a strong ability to influence his listeners, receiving 44 per cent of the votes for creating album sales in Denver.

(Continued on page 30)



CHATting BACKSTAGE during intermission of WYLO's country music show April 9 are, from left, Roy Drusky, WYLO general manager Charles M. Phillips, Warner Mack, WYLO's Redd Hall, Claude King and WYLO's Larry Cummins. Other artists on the show, which drew over 5,200, included Stonewall Jackson, Hank Thompson and Wanda Jackson.

Snooky Lanson Show to Debut

SHREVEPORT, La. — "The Snooky Lanson Show," a daily hour-long show featuring a band, guests, a regular female vocalist, and audience-participation games, debuts June 6 on KTAL-TV.

Lanson had a record with Ray Noble, "By the Light of the Silvery Moon," that sold over a million and a half copies. On his own, "The Old Master Painter" record was a tremendous hit. In 1950 he signed to do "Your Hit Parade" TV show, a top-10 rated TV show for eight years. His latest album is "Ten Years of Great Hits" on Dot Records.

Roulette to Produce 'Oldies But Goodies'

NEW YORK—Roulette Records will produce r&b "oldies but goodies" albums for radio stations WOL in Washington and WWIN in Baltimore. These special station promotion albums will feature jackets accenting the station; they'll be promoted by the stations on the air and on sale in local stores. Red Schwartz, national promotion manager for Roulette, said this

(Continued on page 30)

Hit Sound a Hit for Station KIMN

DENVER—If a record is a hit at 4 p.m., it's a hit at 9 in the morning, said KIMN program director Ted Atkins. That's why the station is consistent in its programming — aiming strictly at the listeners who want to hear the hits.

"People who listen to us know what to expect 24 hours a day. The hit sound is our image," Atkins said.

KIMN was named the major influence—with 60 per cent of the votes—on pop singles records sales in Billboard's latest Radio Response Rating survey of the Denver market. Voting were record dealers, distributors, one-stop operators, and local and national record company executives. The major air personalities influencing singles sales in the market were all of the KIMN staff—Hal Moore with 29 per cent, Jay Mack with 24 per cent, Ted Atkins and Robert E. Lee with 14 per cent. The only time the station deviates from its programming is in the early morning when the deejay is asked to "avoid" the "Good Lovin'" type of tune

until listeners have had their coffee.

The Hot 100 format station has a playlist of 50 tunes, but about six to eight of these are "dead" records that receive little, if any, airplay. Atkins said he kept them on the playlist for the benefit of record stores and record companies . . . so they'll be able to continue to sell the records. The station plays about 40-44 records and adds another 10 new records or so each week to give them exposure.

Strong Pushes

This format of playing the hits has proved tremendously successful, Atkins said. Part of the success, he felt, hinged on strong and continuous promotions. The station spent \$175,000 last year in out-of-pocket expenses for promotions. These have included an annual Appreciation Day free show for school kids each start of summer vacation for five years. Last year's show drew 17,000 and featured nine record acts headlined by Chad and Jeremy. This year, the sixth annual event will fea-

ture artists like the Sunrays, Bob Lind, Chad and Jeremy and the Lovin' Spoonful. The station wines and dines the groups and pays expenses.

As a special promotion, the station last year held a Teen Music and Dance Festival on Thanksgiving weekend. Along with headliner Johnny Rivers,

the station had a contest featuring local groups and invited major record companies to attend. The fest came off so well that the station is doing it now as an annual event. KIMN also presents a half-dozen live record talent shows each year.

The station also concentrates on detail. Besides a staff meeting far in advance of each promotion in order to brief the air personalities, even the switchboard personnel are instructed.

Godfrey Talent Exposure King

NEW YORK—The list of major recording artists who owe thanks to Arthur Godfrey reads like a "Who's Who" of the industry. In the 12 years his "Talent Scouts" show was on radio and its 10 years on TV, Godfrey gave vital exposure to such artists as Pat Boone, Vic Damone, Rosemary Clooney, Tony Bennett, Richard Hayes, George Shearing, the McGuire Sisters, Al Martino, June Valli, Steve Lawrence, Johnny Nash, Jimmie

Rogers. To illustrate how important the exposure was, even many of the losers went on to fame. Like Tony Bennett.

Today, with the same gusto for the business he's had in his 36 years with CBS, Godfrey is still in the process of finding and exposing new talent. Some of the artists who now appear on his daily "Arthur Godfrey Time" radio show are established stars. A recent show featured Joe Williams of RCA Victor Records. But on the same show was January Jones, then appearing at New York's Latin Quarter, who had just had a single released by United Artists Records—"Poor Someone" on the Ascot label. Lurlean Hunter, a Chicago singer, and Carol Sloane appear often on the show.

"I'm just fortunate that I've had—and still have—a program where people can get exposure. One of the kicks I get out of this business is taking people who've got talent . . . who just need that big break . . . and giving them the chance to go on to bigger things," he said.

Other artists who got their break with Godfrey include Eddie Fisher, Guy Mitchell, Carmel Quinn, Diana Carroll, Anita Bryant and Billy Taylor.

The number of people who listen to the Arthur Godfrey stint is estimated at 20 million a week, according to the network. Godfrey said, "The only way we've got of measuring for sure is the impact on sales of product we mention." Remember when tuna fish suffered a huge loss in sales because of the publicity resulting from food poisoning cases? One of the canners not involved in the poisonings advertised on Godfrey's show and within 60 days sales were up 115 per cent above normal.

Bohlen Gen. Mgr. Of WCNW Station

FAIRFIELD, Ohio — Walter Follmer Sr., president of the Follmer Broadcasting Co., announced last week that Walter L. Follmer Jr., general manager of (Continued on page 48)

WHN Switches Over To Easy Listening

NEW YORK—WHN, a 50,000-watt station, switched last week to an Easy Listening format in a drive for audience rat-

ings. The station had been strictly an album programmer, but program director Graham Slater said that he was now playing hit singles of a non-rock 'n' roll nature. This includes such artists as Eddy Arnold, Herb Alpert and the Tijuana Brass, Jack Jones, Jerry Vale, Lainie Kazan and Bobby Darin.

"A month ago, I would never have considered these artists," Slater said. "We stayed with albums . . . the newest we could find. Now we're striving for a less-sweet sound . . . giving greater consideration to being more contemporary." He said the change has been instigated slowly during the past two to three weeks; last week the station switched completely. New man added to the staff is Bill Codare, handling an 8 p.m. to 1 a.m. slot. Slater said he would not go as deep into the Easy Listening format approach as WNEW. WHN is programming only two singles per hour. There had been rumors circulating that the station would go country music or Hot 100.



ARTISTS OF Tamia-Motown Records entertained the 400 delegates of the 15th annual convention of American Women in Radio and TV at a banquet Saturday night (7) in Detroit. On left is Marvin Gaye, with Maria Escobedo, broadcaster from Santiago, Chile.

Vocalist Contest On Clark Show

HOLLYWOOD—Viewers of Dick Clark's Monday through Friday afternoon ABC-TV series "Where the Action Is" will be asked June 2 to select next year's regular female vocalist.

Competing on the show will be Carolyn Daye of Liberty Records; Tina Mason of Capitol Records; Cindy Malone; Susan Raffey of Verve Records; Darlene Rettig, and Karen Verres of Dot Records.

Winner of the voting will be asked to join the regulars of Steve Alaimo, Keith Allison, Paul Revere and the Raiders, the Knickerbockers and the Action Dancers next season.

WAIL-TV Debuts An R&B Show

ATLANTA — WAIL-TV launched a half-hour r&b music show May 7. Host is Bill (Hoss Man) Allen, veteran r&b air personality. Titled "The !!!! Beat," the show will feature name guest artists plus the regulars of the !!!! Beat Boys Band with guitarist Gatmouth Brown and Frank Howard and the Commanders. The Saturday afternoon show is in color.



ARTHUR GODFREY ON one CBS show had a guest list reading like a "Who's Who" not only of show business, but other fields. From left, Bill DuPree, Rufus Jarman, Richard Hayes, Richard Nixon, Lowell Thomas, Rosemary Clooney, Jackie Gleason, Joan Crawford, Pat Buttram, and Godfrey. Bandleader Johnny Parker is in background.

IMPORTANT ANNOUNCEMENT

WALT DISNEY'S

MARY POPPINS

NOW

IN A NATION-WIDE POPULAR RELEASE
IN MORE THAN 7000 THEATRES DURING

JUNE, JULY & AUGUST

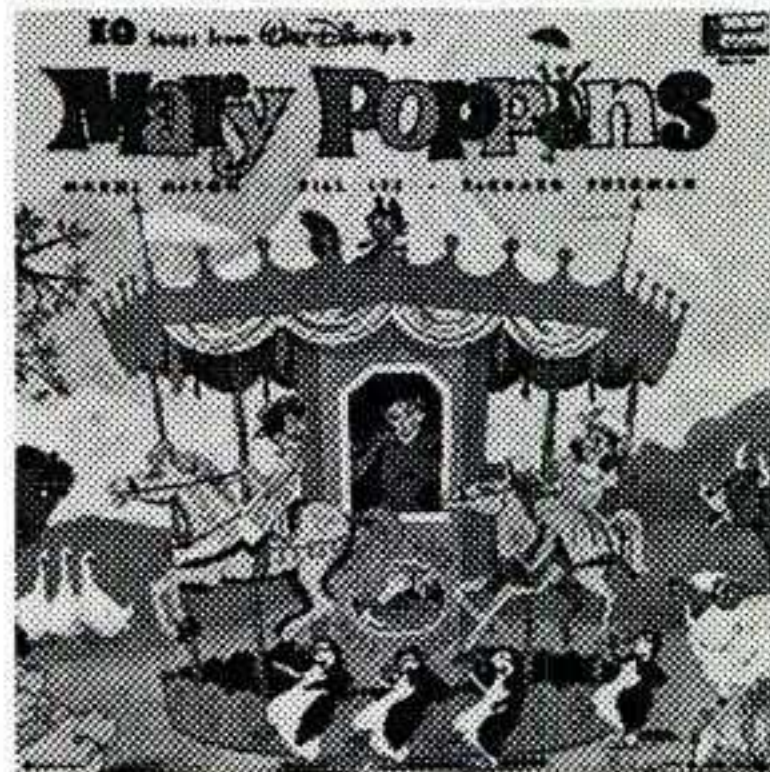
BACKED BY A FULL-SCALE MILLION DOLLAR
ADVERTISING / PUBLICITY CAMPAIGN INCLUDING
TV • RADIO • NEWSPAPERS • EXPLOITATION

STOCK UP NOW – BE READY FOR EVEN GREATER RECORD SALES

HERE ARE THE THREE BEST-SELLING
'MARY POPPINS' RECORDS IN THE WORLD



ORIGINAL CAST SOUND TRACK • and STEREO BV-4026



10 SONGS FROM PICTURE DQ-1256



STORYTELLER PICTURE BOOK ST-3922

and the SURPRISE HIT LP MARY POPPINS EN FRANCAIS BV/STER 3335
IF YOU STOCK UP AND ARE READY YOU WILL SELL
MORE MARY POPPINS RECORDS THAN YOU CAN IMAGINE

CONTACT YOUR DISNEYLAND/VISTA DISTRIBUTOR TODAY!

HOT 100 STARS



BOBBY GOLDSBORO
United Artists Records

Born in Marianna, Fla., in January 1941, Bobby Goldsboro attended high school in Dothan, Ala. Before entering show business, he studied at Auburn University two years. At one time he was a guitar player for Roy Orbison. Then, in 1964, a friend took a record to Jack Gold, a&r director at United Artists Records. Gold signed him immediately, and the first release was the hit "See the Funny Little Clown," which he wrote.

Artists treated here have a new record on Billboard's Hot 100 Chart that is rising rapidly in sales; Goldsboro's latest release is "I Know You Better Than That," this week No. 69.



AIR PERSONALITY Joe McCauley, billed as WIP's "Morning Mayor," chats with Johnny Desmond, who dropped by the Philadelphia station.

VOX JOX

By CLAUDE HALL

Mark West has joined the air personality roster at KLIF, Dallas. He's handling a noon to 3 p.m. shift. . . . Bob McCord, also new on Dallas' KLIF, is on 7 p.m. until midnight. . . . KSIX, Corpus Christi, Tex., needs Easy Listening records; send to program director Gene Looper.

★ ★ ★

Larry James has rejoined the staff of KEWI, Topeka, Kan., as music director; he was with WPGC in Washington under the alias of Dean Griffith. . . . WHVF in Wausau, Wis., has changed call letters to WXCO and the new address is 1110 Wausau Avenue, Box 447, Wausau, Wis. 54401.

★ ★ ★

Larry Jackson has left WNAK in Wilkes-Barre, Pa., to take a po-

sition with WNBT in Wellsboro, Pa. . . . NBC now estimates the number of color TV set households in U. S. as 6,010,000. . . . Jerry Ross, of Merrec Distributors and New York promotion manager of Mercury Records, has set an hour-long stereo special of Johnny Mathis on WTFM-FM on May 31.

★ ★ ★

George Mitchells of KBTR, 1089 Bannock, Denver, needs pictures of recording artists for the station's weekly tabloid newspaper. . . . Mike Lucas has joined KNOW in Austin, Tex., handling the noon till 4 p.m. slot; he was formerly with the chain's KVIC in Victoria, Tex. . . . Richard J. Pecenek of WARE in Ware, Mass., said he ran a contest on the air, asking listeners to name the two mistakes in the lyrics of the "History Repeats Itself" Buddy Starcher single on Boone Records—got over 100 cards listing one, several giving two errors.

★ ★ ★

WBAI-FM, New York, the non-commercial radio station, has reached more than \$50,000 in its fund "Mayday" marathon drive; record artists who've gone on the air in the appeal include the Greenbriar Boys, the Holy Model Rounders, Phil Ochs, Sylvia Syms, the Fugs, jazz flutist Jeremy Steig, and pianist Jacki Byard and his group.

★ ★ ★

C. Brune Miller has been named manager of KALL, Salt Lake City; he replaces Homer K. Peterson who has been promoted to executive vice-president and director of the three stations of KALL; KGH, Billings, Mont., and KGEM, Boise, Idaho. . . . Joel A. Glass named assistant director of press information for WCBS, New York. . . . Paul Lockwood has joined WNEW, New York, as newscaster; was news director of WPIX-FM.

★ ★ ★

Clarence Walton, host of "The World of Jazz" on WRVC-FM, Norfolk, Va., will do a Kurt Weill Festival for the station consisting of five Saturday night shows. Walton is currently represented on the Intercollegiate Broadcasting System outlets with "Just Jazz," a series of 26 hour-long programs.

★ ★ ★

Charles N. Christensen has been named station manager of WMBI-AM-FM, Chicago; he succeeds James E. Draper who has been named director of broadcasting of the Moody Bible Institute stations of WMBI; WDLM, East Moline, Ill., and WCRF-FM, Cleveland. The Moody-owned stations sell no time and are totally sustained by gifts from listeners. They offer sacred and classical music and religious programming.



"UPBEAT" HOST DON WEBSTER, right, recently had Carla Records' Deon Jackson as a guest performer. The bandstand syndicated TV show originates in Cleveland.

RADIO RESPONSE RATING

DENVER, COLO. . . . 3rd Cycle
MAY 21, 1966

TOP STATIONS

Call Rank	Letters	% of Total Points
-----------	---------	-------------------

★ POP Singles

- | | | |
|----|--------|-----|
| 1. | KIMN | 60% |
| 2. | KBTR | 33% |
| 3. | KLZ-FM | 7% |

★ POP LP's

- | | | |
|----|---------|-----|
| 1. | KHOW | 56% |
| 2. | KDEN-AM | 33% |
| 3. | KLZ-AM | 11% |

★ R&B

Note: No 100% r&b station in Denver. KLZ-FM, however, received votes for occasionally programming r&b music.

★ JAZZ

- | | | |
|----|------------------------|-----|
| 1. | KDEN-AM (Gene Amole) | 65% |
| 2. | KLZ-AM & FM (Bill Cox) | 35% |

★ COUNTRY

- | | | |
|----|-----------------|-----|
| 1. | KLAK | 61% |
| 2. | KDKO | 36% |
| 3. | KBRN (Brighton) | 3% |

★ CONSERVATIVE

Note: No 100% conservative stations in Denver area. The following stations received votes for programming conservative segments.

- | | | |
|----|--------------|-----|
| 1. | KOSI | 88% |
| 2. | KFML-AM & FM | 12% |

★ COMEDY

- | | | |
|----|--------------|-----|
| 1. | KHOW | 53% |
| 2. | KDEN-AM & FM | 29% |
| 3. | KOA | 18% |

★ FOLK

- | | | |
|----|---------|------|
| 1. | KDEN-FM | 100% |
|----|---------|------|

★ CLASSICAL

- | | | |
|----|--------------|-----|
| 1. | KFML-AM & FM | 71% |
| 2. | KDEN-AM & FM | 29% |

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

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
------	-------------	--------------	-------------------

★ POP Singles

- | | | | |
|--|---------------|------|-----------|
| 1. | Hal Moore | KIMN | 29% |
| 2. | Jay Mack | KIMN | 24% |
| 3. | Ted Atkins | KIMN | 14% (tie) |
| 3. | Robert E. Lee | KIMN | 14% (tie) |
| Others | | | |
| (Chuck Buell, KIMN; George Michael, KBTR; Gary Todd, KIMN) | | | |

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most co-operative in exposing new records)
Ted Atkins Program Director KIMN
Bill Gardner Music Librarian KLZ-FM

BY TIME SLOT

Morning Gary Todd KIMN
Mid-Morning Robert E. Lee KIMN
Early Afternoon Jim O'Brien KIMN
Traffic Man Chuck Buell KIMN
Early Evening Hal Moore KIMN
Late Evening Jay Mack KIMN
All Night Johnny Presley KIMN

★ TOP TV BANDSTAND SHOW

Note: No TV Bandstand show in Denver area

★ POP LP's

- | | | | |
|--|---------------|------|-----|
| 1. | Buzz Lawrence | KHOW | 44% |
| 2. | Vince Paul | KHOW | 19% |
| 3. | Gene Amole | KDEN | 15% |
| Others | | | |
| (Norm Davis, KLZ-AM; Roy Gunderson, KHOW; Lloyd Knight, KDEN; Don Roberts, KLZ-AM; Pete Smythe, KOA) | | | |

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most co-operative in exposing new LP's)
Buzz Lawrence Program Director KHOW
John Wolfe Music Director KDEN

★ R&B

Note: No 100% r&b DJ in Denver area.

★ COUNTRY

- | | | | |
|----|-------------|------|-----|
| 1. | Con Schader | KLAK | 60% |
| 2. | Cal Adams | KDKO | 25% |
| 3. | Ralph Paul | KLAK | 15% |

STATIONS BY FORMAT

AM RADIO FREQUENCIES

KLZ	560	KIMN	950	KFML	1390
KHOW	630	KLIR	990	KOSI	1430
KBTR	710	KFSC	1220	KDKO	1510
KBRN	800	KICM	1250	KQXI	1550
KOA	850	KTLN	1280	KLAK	1600
		KDEN	1340		

FM RADIO FREQUENCIES

KFMF-FM	93.3	KOSI-FM	101.1	KTGM-FM	105.1
KFML-FM	98.5	KLIR-FM	101.3	KLZ-FM	106.7
KDEN-FM	99.5	KOA-FM	103.3	KLAK-FM	107.5

DENVER, COLO. Country's 24th Radio Market (16 AM; 9 FM).

KBRN: 500 watts. Independent. Music format: Country. Editorializes. Pres. & Gen'l mgr., Virgie E. Craig. Prog. dir., Virginia J. Craig. Box 428, Brighton, Colo. 80601. Phone: (303) AT 8-0956.

KBTR: 5,000 watts. ABC affiliate. Owned by Mullin's Broadcasting Co. Music format: Contemporary (100%). Editorializes occasionally. Special Programming: "Breakfast Club," with Don McNeil, 10-11 a.m., M-F. "Paul Harvey News," Noon, M-F. TV outlet is KBTV, Channel 9. Howard Browne is director of 7-man news dept. Special equipment: 4 mobile units, 5-min. news at 55 past the hr., headlines on the hr. Daily ABC news block 6-7 p.m., M-F. Station has a segment featuring Comedy LP's. New records are selected for air-play by Music dir., contests, mail-in votes. Play list published weekly. 10-15 new records programmed weekly. Record promotion people are seen M-F afternoon. Gen'l mgr., Ev Wren. Music Dir., Bud Ballou. Send 3 copies of 45's and 1 copy of LP's to Mr. Ballou, 1089 Bannock, Denver, Colo. 80217. Phone: (303) 266-3601.

KDEN: 1,000 watts. Independent. On air 24 hrs. a day. Music format: Pop Standard (75%)-Classical (15%)-Jazz (10%). Editorializes occasionally. Special Programming: Air Force Academy & Army Football, National AAU Basketball, public and parochial h.s. state basketball tournaments. "Metro Today," news, feature, commentary, 5-6 p.m., M-F. "Concert," with Ben Bezoff, 7 p.m., M-Sun. Gene Amole is director of news dept. 5-min. news on the hr. Extended news 7 a.m., 8 a.m., 5 p.m. Cuts from Comedy LP's programmed regularly. New records are selected for air-play by Music dir. Approximately 15 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Ed Koepke. Prog. dir., Lloyd Knight. Music director, John Wolfe. Send 1 copy of 45's and 1 copy of LP's to Mr. Wolfe, 1601 West Jewell Ave., Denver, Colo. 80223. Phone: (303) 935-3525.

KDEN-FM: ERP 30,000 watts. Music format: Classical (80%)-Folk Music (20%). Special Programming: spoken word, plays, poetry, discussion, live and recorded. Folk Music featured on "Down to Earth." Send 1 copy of LP's to Mr. Wolfe. Address & other information same as KDEN.

KDKO: 1,000 watts. Owned by SECO Enterprises. On the air 17 1/2 hrs. daily. Music format: Country (100%). Jim Sahl is director of 3-man news dept. 5-min. news on the hr., headlines on the half-hr. New records are selected for air-play by committee of station personnel & research of local retailers. Play list published weekly. Approximately 10 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgrs., Edward M. Guss & David Segal. Prog. dir., Cal Adams. Send 2 copies of 45's and 2 copies of LP's to Mr. Guss, 1728 Sherman St., Denver, Colo. 80203. Phone: (303) 534-8137.

KFMF-FM: ERP 30,000 watts. Owned by Ware Broadcasting. On the air 14 hrs. a day. Music format: Pop Standard (75%)-Classical (20%)-Jazz (5%). Gary

L. Freeman is director of news dept. 3-min. news on the hr. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by Prog. dir. 5-10 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Phyllis Lovejoy. Prog. dir., James L. Hardy. Send 2 copies of 45's and 2 copies of LP's to Mr. Hardy, Box 722, Fort Collins, Colo. 80521. Phone: (303) 484-5000.

KFML: 5,000 watts. Independent. Day-timer. Music format: Classical (70%)-Standard (30%). Co-Owners, Tim O'Connor & Charlie O'Fallon. Prog. dir., Rick Froemke. 1290 Filmore St., Denver, Colo. 80206. Phone: (303) 333-1509.

KFML-FM: ERP 10,000 watts, Stereo. On air 18 hrs. a day. Simulcast with KFML.

KFSC: 1,000 watts. Independent. Gen'l mgr., Levi Beall. Prog. dir., Andrew Neldig. 2185 Broadway, Denver, Colo. 80205. Phone: (303) 222-8935.

KHOW: 5,000 watts. Owned by TCA Broadcasting. Music format: Pop Standard, Standard. Jack Fitzpatrick is director of 3-man news dept. 5-min. news on the hr., headlines on the half-hr. Extended news at 6, 7, 8 a.m. 5 & 6 p.m. Comedy LP's featured on Buzz Lawrence show, 5:15 p.m. Folk Music programmed regularly. New records are selected for air-play by committee of station personnel & research of local retailers. 10-15 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., H. J. Davis. Prog. dir., Buzz Lawrence. Send 4 copies of 45's and 2 copies of LP's to Mr. Lawrence, 16th & Broadway, Denver, Colo. 80202. Phone: (303) 266-2611.

KICM: 1,000 watts. Independent. Music format: Standard (65%)-Pop Standard (20%)-Conservative (15%). Editorializes occasionally. Special Programming: Colo. School of Mines & Golden H.S. Football. "Over the Coffee Cup," with Joan Swanson, variety, 9:30-10 a.m., M-F. Folk-music programmed occasionally. New records are selected for air-play by Gen'l mgr. Approximately 6 new records programmed weekly. Gen'l mgr., Bob Jensen. Send 1 copy of 45's and 1 copy of LP's to Mr. Jensen, 2430 East St., Golden, Colo. 80401. Phone: (303) 279-1354.

KIMN: 5,000 watts. Owned by General Broadcasting Co. On air 24 hrs. a day. Music format: Contemporary (100%). Editorializes occasionally. Special Programming: KIMN News Final, with Bob Scott, 7 a.m. "A1 Helper News and Commentary," 3:55, 4:55, 5:55 p.m. daily. "Colorado Fed. of Women's Clubs," with Mrs. Ben Lofquist, 10 p.m. Sun. Don Martin is director of 7-man news dept. Special equipment. Cessna 210 for traffic reports. 5 mobile units, 4 pair walkie-talkies, KIMN's exclusive "space belt" containing AM and police monitor and equipped for direct broadcast, amplicar. 5-min. news at 55 past the hr., 15-min. news 7 a.m., M-Sat. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by Prog. dir. Play list published weekly. 7-10 new

(Continued on page 30)

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS



SINGER-SONGWRITER STU HAMBLIN takes calls from KGBS listeners during the station's successful "star of the studio" promotion. Standing is Bill Thompson, operations and program director of the Los Angeles station.

ICM to Supply Radio England

BELLINGHAM, Wash.—International Good Music, Inc., here, will supply taped music to another British floating radio station—Radio England. IGM has supplied material to Radio London for several months.

Radio England will concentrate on popular music. Officials said they are also negotiating with the Britain Radio which plans to air more serious music. The Bellingham firm now supplies about 100 U. S. radio stations with taped music.

KHVV Goes Hawaiian

HONOLULU—Radio-KHVV is now programming Hawaiian music 24 hours a day, said Station Manager William F. MacCrystall, except for a "sprinkling of pop music" played on the "Don Ho Show." Ho, who records for Reprise Records, and air personality Sam Kapu are nightclub artists.

RADIO-TV mart

HELP WANTED

ANNOUNCER-CHIEF ENGINEER: Immediate opening. Send tape, photo and background to Carl Yates, KSIS AM-FM, Sedalia, Mo.

SALES UP 307%

The Davis Broadcasting Company has purchased another station. We are expanding and need talented people. Program Director, Station Manager, Sales Manager, Production Men, Salesmen, D. J.'s., call or write Bill Weaver for full particulars.

KWIZ

105 East 5th St., Santa Ana, Calif. Phone (714) 547-0951

SITUATION WANTED

BRIGHT SOUNDING, DEPENDABLE, top forty personality is looking for a permanent position in a well established contemporary operation in the West or Southwest. Six years' experience, four at present position, two years as program director. Box 256, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

NEGRO AIR PERSONALITY ON EASY listening FM station desires to move up to larger market. College education, plus specialized training. Box 253, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

ONE OF AMERICA'S BEST-KNOWN DJ's & PD's seeks permanent association with "good people." Also experienced as Manager. Call: (213) 876-6248.


TOP 40 DISK JOCKEY AVAILABLE June 15. Major market experience. Documented audience builder. Funny, fast and gimmicks galore. Wife, 3rd ticket and undraftable. Wanna tape? Johnny Walker, WNUR, Evanston, Ill.

MAY 21, 1966, BILLBOARD

BIGGER PROFITS and MORE SALES FROM REDISCO!

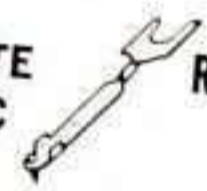
FREE GOODS FOR SMART BUYERS **DIAMOND NEEDLES** FREE GOODS FOR SMART BUYERS
at BELOW WHOLESALE PRICES!

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

\$5.95 EACH / SUGGESTED LIST		YOUR COST \$1.19 EACH		
Replacement for Sonotone 2T. Order #1385DS. Monaural. 2	Replacement for Shure N4. Order #1427DS. Monaural. 3	Replacement for Sonotone 3T. Order #1460DS. Monaural. 4	Replacement for Sonotone 8T. Order #1503DS. Stereo. 5	Replacement for G.E. VR11. Order #1470D. Monaural. 1
Replacement for Sonotone 8TA. Order #1522XDS. Stereo. 7	Replacement for Sonotone 9T. Order #1532XDS. Stereo. 8	Replacement for Astatic 17(N41). Order #1537XDS. Stereo. 9	Replacement for Electrovoice 132. Order #1548XDS. Stereo. 10	Replacement for Sonotone 16T. Order #1540XDS. Stereo. 11
\$4.95 EA. SUGGESTED LIST		YOUR COST \$1.09 EACH		
Replacement for Ronette BF40. Order #1504D. Stereo. 12	Replacement for Electrovoice 21D, 26D. Order #1506D. Stereo. 13	Replacement for Astatic N8, Vaco ST20, 40, Ronette T0200. Order #1464D. Monaural. 14	Replacement for Astatic N8, Ronette T0200, Vaco ST20, 40. Order #1464XD. Stereo. 15	Replacement for B.S.R. TC8. Order #1513XD. Stereo. 16

REDISCO, THE NATION'S LARGEST SUPPLIER OF PHONOGRAPH NEEDLES.
 FREE! REDISCO'S COMPLETE LISTING OF EVERY MANUFACTURED PHONOGRAPH NEEDLE - SEND FOR THIS LISTING AND SEE THE TREMENDOUS PROFITS YOU CAN EARN!

One Stop - One Day Service! Strictly Wholesale - Orders Filled and Shipped Same Day Received! No Extras! No Gimmicks! Quantity Discount Programs Always Available!

RONETTE ASTATIC REPLACEMENT NEEDLES  **PACKAGED 12 ON DISPLAY CARD**
 1 or 2 CARDS \$4.99 per cd. 3 or MORE CARDS \$3.99 per cd.
EARN \$27.24 PROFIT PER CARD!

VM & BSR SPINDLES
 Sensationally low priced offer!
 Retail \$2.95 ea.
 Your Cost 95¢ ea.
 Order 1 or 100 at this low price!


*** FREE 45 R.P.M. ADAPTERS**
 5 to an envelope - 25¢ list
 - 24 on each display card.
 Your Cost \$1.75 per card.
 * 1 card FREE with purchase of 5 cards!

*** FREE RECORD CLEANING CLOTH**
 High quality cleaning cloth
 \$1 list.
 Your Cost \$1.75 Doz.
 * Buy 12 - get 1 FREE!

SAPPHIRE NEEDLES (SYNTHETIC)

SPECIAL! BUY ALL 3 CARDS GROSS \$102 - YOUR COST ONLY \$20 YOU CAN'T BEAT THIS OFFER!

RONNETTE #BF40 1504-12 No. 1504 TIP: SAPPHIRE SPEED: LP/STEREO USE FOR: Ronette-Stereo BF 40 INSTRUCTIONS: Clip on type needle. Pull off old needle. Clip on new one. RETAIL PRICE \$30 PER CARD \$5.99 per card	ELECTROVOICE #21D, 26D 1506-12 No. 1506 TIP: SAPPHIRE SPEED: LP/STEREO USE FOR: Electro-Voice Stereo 21D, 26DST. INSTRUCTIONS: Clip on type needle. Pull off old needle. Clip on new one. RETAIL PRICE \$30 PER CARD \$5.99 per card	SONOTONE #2T 1385-12 No. 1385 TIP: SAPPHIRE SPEED: ALL USE FOR: Sonotone-W9980 & 2TS. INSTRUCTIONS: Life spring clip under cartridge to remove old holder. Replace in similar fashion. RETAIL PRICE \$42 PER CARD \$8.99 per card
---	---	--

REDISCO 
 The nation's number one

THE RECORDS DISTRIBUTING CO.
 wholesale one-stop/one-day service
 (SEND US YOUR ADDRESS SO YOU CAN BE ON OUR MAILING LIST)

USE THIS HANDY REDISCO ORDER FORM

DIAMOND NEEDLES	
QUANTITY	NEEDLE NUMBER
	NUMBER 1
	NUMBER 2
	NUMBER 3
	NUMBER 4
	NUMBER 5
	NUMBER 6
	NUMBER 7
	NUMBER 8
	NUMBER 9
	NUMBER 10
	NUMBER 11
	NUMBER 12
	NUMBER 13
	NUMBER 14
	NUMBER 15
	NUMBER 16

RONETTE ASTATIC REPLACEMENT NEEDLES		
QUANTITY	CARD(S)	

SPINDLES		
VM Reg.	BSR Short	BSR Reg.
QUANTITY	QUANTITY	QUANTITY

45 R.P.M. ADAPTERS	
QUANTITY	

RECORD CLEANING CLOTH	
QUANTITY	

SAPPHIRE NEEDLES	
QUANTITY	CARD NUMBER
	NO. 1504-12
	NO. 1506-12
	NO. 1385-12

REDISCO • 1815 GUILFORD AVENUE
 BALTIMORE, MARYLAND 21202

SHIP TO . . .

NAME _____

ADDRESS _____

CITY _____

STATE _____

ZIP CODE _____

U.P.S. BUS. PARCEL POST
 C.O.D. SPECIAL DELIVERY
 CHECK ENCLOSED

Tight Playlist Pitch Puts KHJ on the Top

By ELIOT TIEGEL

LOS ANGELES—A tight playlist emphasizing hits and aggressive promotion has helped KHJ emerge as the leading Hot 100 format station here after a one-year battle, according to the latest Pulse and Hooper surveys.

The station switched format May 5, 1965, from adult-oriented programming to enter the frenetic numbers battles with KRLA and KFWB.

In the Pulse book, from 6 a.m. to noon among the rockers, KHJ has an 8 share; KRLA, 6, and KFWB, 5. From noon to

6 p.m., KHJ has 10; KRLA, 7, and KFWB 6. From 6 p.m. to midnight, KHJ has 17; KRLA, 9, and KFWB, 8. During the morning traffic hours, KHJ is beaten by Easy Listening outlet, KMPC. But KHJ program director Ron Jacobs explained this by noting that adults listen to radio more during the morning than at any other time of day.

In Hooper, strictly among the three teen-aimed stations, mornings—it's KHJ with 11.2; KRLA, 6.5, and KFWB, 5.8; afternoons—KHJ, 16.1; KRLA, 8.9 and KFWB, 3.0, and evenings—KHJ, 17.2; KRLA, 12.2,

and KFWB, 5.3. Again KMPC has the top rating mornings.

There are specific reasons for the RKO General station's ascent up the audience listening ladder, according to Jacobs:

- Adhering to a super tight playlist of 30 disks plus one or two new records a week. ("We are religiously fanatic about a short list because this guarantees only playing the hits. We would rather wait and not miss," Jacobs explains.)

- Formation of a commercial limit allowing for a concentration of music. ("We play the right music; that's where it's at . . . with the kids.")

- Obtaining 25 major exclusive breaks on such acts as the Beatles, Rolling Stones and Sonny and Cher.

- Breaking a new audience contest every two weeks through the year not just during the seven

days the survey people make their compilations. ("We've given away about \$125,000 in prizes, including five cars. You can't just dangle money, the contests have to be fun to play." Part of Jacobs' job is to brainstorm contest ideas.)

- Promoting disk jockeys subordinately to the station. All advertising and jingles are aimed at a "93 KHJ, Boss Radio" identification. ("We advertise in 40 high school newspapers; our air personalities have been conducting a boss battle of the bands at local high schools and we'll be donating \$5,000 in scholarships to the three winning groups. We've also taken advantage of Sam Riddle's "Ninth Street West" TV show by having DJ's guesting.")

- Airing jingles, two and three seconds in length, with a soft sound to produce a sub-

liminal effect against the hard rock sound of the music. Records are played following each jingle, to associate the station and music.

- Entering the concert field with presentations at the Sports Arena (Rolling Stones) and Hollywood Bowl (an all-star lineup with the proceeds going to the Braille Institute.)

Musically, the DJ's improvise their programs based on the top 30 playlist compiled by Jacobs with assistance from librarian Betty Breneman. The new playlist comes out Wednesday evening, but it can be revamped during the week, Jacobs claims. Listeners may call the air personality direct on a special line and if enough requests are obtained for a particular single, it can be played.

On weekends, the station plays *(Continued on page 50)*

STATIONS BY FORMAT

• *Continued from page 28*

records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Kenneth E. Palmer. Prog. dir., Ted Atkins. Send 3 copies of 45's and 2 copies of LP's to Mr. Atkins, 5350 W. 26th Ave., Denver, Colo. 80214. Phone: (303) 237-2734.

KLAK: 5,000 watts. Independent. On the air 24 hrs. a day. Music format: Country (100%). Editorializes daily. Special Programming: Lakewood H.S. football. "Rocky Mountain Jamboree," with Buster Jenkins, live music, 7:30-9 p.m., Sat. "Minutemen Reports," interviews on current & regional happen-

ings, 1 hour daily. "Book of Verse," with Ed Scott, Prose and poetry, 3 1-hr. spots daily. Bob Payne is director of 4-man news dept. Special equipment: mobile unit, battery tape equipment. 5-min. news on the hr., extended news once daily. Comedy LP's featured every 4 hrs. Folk Music programmed regularly. New records are selected for air-play by Music dir. Play list published weekly. Approximately 5 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., & Prog. dir., Ed Scott. Music director, Con Schader. Send 3 copies of 45's and 2 copies of LP's to Mr. Schader, 7075 W. Hampden, Denver, Colo. 80227. Phone: (303) 985-8771.

KLAK-FM: ERP 5,000 watts. Simulcast with KLAK 90%. Address and other information same as KLAK.

KLIR: 1,000 watts. A Heart of Nation Station. Daytimer. Music format: Conservative (75%)—Religious (15%)—Country (10%). Editorializes occasionally. Special Programming: "Council & Comment," with Charles Bloir, 9 a.m., M-F. Dan Orick is director of 2-man news dept. Special equipment: plane occasionally, phones, tape recordings. 5-min. news various times daily, extended news twice daily. Cuts from Comedy LP's programmed occasionally. Folk Music featured afternoon & evening. New records are selected for air-play by Music dir. 15-50 new records programmed weekly. Record promotion people are seen Wed. & Fri. Gen'l mgr., Geo. Basil Anderson. Music Dir., Roger Anderson. Send 1 copy of 45's and 1 copy of LP's to Mr. R. Anderson, 6535 W. Jewell, Denver, Colo. 80226. Phone: (303) 922-1189.

KLIR-FM: ERP 100,000 watts, Stereo. Music Format: same as KLIR. Special Programming: "Afternoon of Music," with Roger Ogden, 12-6 p.m. occasionally. Simulcast with KLIR 6:00-6:45 a.m. only. Send 1 copy 45's and stereo LP's to Mr. R. Anderson address and other information same as KLIR.

KLZ: 5000 watts. CBS affiliate. Owned by Time-Life Broadcast, Inc. On air 24 hrs. a day. Music format: Pop Standard. Editorializes occasionally. Special Programming: Univ. of Colo. Football, Univ. of Denver Hockey, Denver Bears Baseball, H.S. & AAU basketball. "Pay Gay," women's show, audience call-in, noon daily. TV outlet is KLZ-TV, Channel 7. James Bennett is director of 12-man news dept. 5-min. news on the hr., headlines follow CBS news. Extended news, 6, 6:45, 8 a.m., 12:30, 5, 10 p.m. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by individual DJ. Approximately 20 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Lee Fondreu. Prog. dir., Chas. Roberts. Send 1 copy of 45's and 1 copy of LP's to Music Librarian, 131 Speer Blvd., Denver, Colo. 80217. Phone: (303) 623-4271.

KLZ-FM: ERP 100,000 watts. Simulcast 9 a.m.-4 p.m. Music Format: Contemporary. Music Librarian, Bill Gardner. Address & other information same as KLZ.

KOA: 50,000 watts. NBC affiliate. Owned by Metropolitan Television Co. On the air 20 hrs. a day. Music format: Pop Standard (50%)—Standard (50%). Special Programming: Colo. Univ. Football. "Hello Neighbor," with Merrie Lynn, women's call-in, 10:35-noon M-F. "Leigh Barron Show," live music, 9:10-10 p.m., M-F. "Wayward Barker Show," with Bill Barker, conversation, 10:35-midnight, M-F. "KOA Farm & Ranch Hour," with Chuck Muller, agriculture service, 6:15-6:30 a.m. & 12:20-1 p.m., M-F. TV outlet is KOA-TV, Channel 4.

YESTERYEAR'S HITS

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

POP SINGLES—5 Years Ago May 22, 1961

1. Mother-in-Law, Ernie K. Doe, Minit
2. Runaway, Del Shannon, Big Top
3. Daddy's Home, Shep & Limelites, Hull
4. One Hundred Pounds of Clay, Gene McDaniels, Liberty
5. Travelin' Man, Ricky Nelson, Imperial
6. Mama Said, Shirelles, Scepter
7. Running Scared, Roy Orbison, Monument
8. Breakin' in a Brand New Broken Heart, Connie Francis, MGM
9. Hello, Mary Lou, Ricky Nelson, Imperial
10. I've Told Every Little Star, Linda Scott, Canadian-Amer.can

R&B SINGLES—5 Years Ago May 22, 1961

1. Mother-in-Law, Ernie K. Doe, Minit
2. Mama Said, Shirelles, Scepter
3. Funny, Maxine Brown, Nomar
4. Daddy's Home, Shep & Limelites, Hull
5. Driving Wheel, Little Junior Parker, Duke
6. One Mint Julep, Ray Charles, Impulse
7. Stand by Me, Ben E. King, Atco
8. Trust in Me, Etta James, Argo
9. Hideaway, Freddie King, Federal
10. Blue Moon, Marcella, Colpix

Tom Watt is director of 14-man news dept. Special equipment: mobile units. 5-min. news on the hr., extended news 5 times daily. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by Prog. dir. Approximately 12 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., John Aldeman. Prog. dir., Jim Atkins. Send 2 copies of 45's and 2 copies of LP's to Mr. Atkins, T. A. Box 5012, Denver, Colo. 80217. Phone: (303) 900-0000.

KOA-FM: ERP 57,000 watts. Simulcast with KOA.

KOSI: 5,000 watts. Independent. Music format: Standard. Ben Avery is director of news dept. Gen'l mgr., Bob Kindred. Prog. dir., John Dawson. Box 98, Denver, Colo. 80010. Phone: (303) 343-1430.

KOSI-FM: ERP 52,000 watts, Stereo. Target date, June 1, 1966. Will be independently programmed. Address same as KOSI.

KQXI: 10,000 watts. Independent. Daytimer. Music format: Pop Standard (100%). Editorializes occasionally. Loren Sperry is director of 2-man news dept. Special equipment: portable tape recorder, remote amplifier. 5-min. news on the hr., extended news 3 times daily. Cuts from Comedy LP's programmed regularly. New records are selected for air-play by Prog. dir. Approximately 3 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Richard McKee. Prog. dir., John Patrick. Send 1 copy of 45's and 2 copies of LP's to Mr. Patrick, P. O. Box No. 1, Arvada, Colo. Phone: (303) 421-1550.

POP SINGLES—10 Years Ago May 19, 1956

1. Heartbreak Hotel/I Was the One, Elvis Presley, RCA Victor
2. Hot Diggity/Juke Box Baby, Perry Como, RCA Victor
3. Blue Sueded Shoes, Carl Perkins, Sun
4. Moonglow & Theme From "Picnic," Morris Stoloff, Decca
5. The Poor People of Paris, Les Baxter, Capitol
6. The Magic Touch, Platters, Mercury
7. Moonglow & Theme From "Picnic," George Gates, Coral
8. Ivory Tower, Cathy Carr, Fraternity
9. Why Do Fools Fall in Love, Teenagers, Gee
10. Standing on the Corner/My Little Angel, Four Lads, Columbia

POP LP's—5 Years Ago May 22, 1961

1. G. I. Blues, Elvis Presley, RCA Victor
2. Calcutta, Lawrence Welk, Dot
3. Camelot, Original Cast, Columbia
4. Exodus, Soundtrack, RCA Victor
5. Make Way, Kingston Trio, Capitol
6. Great Motion Picture Themes, Various Artists, United Artists
7. The Button-Down Mind of Bob Newhart, Warner Bros.
8. All the Way, Frank Sinatra, Capitol
9. Sinatra's Swingin' Session, Frank Sinatra, Capitol
10. Never on Sunday, Soundtrack, United Artists

KTGM-FM: ERP 50,000 watts. Independent. On air noon to midnight. Music format: Pop Standard (80%)—Conservative (5%)—Standard (5%). Special Programming: "Music Especially for You," call-in requests, 2:15-6 p.m., Sat. "Front Row Center" Broadway Shows in Stereo, 9-10 p.m. M-Sat. "Music Till Midnight," classical concert, 10-12 p.m., Sun-Fri. "KTGM Jazz Show," 4-6 p.m., M-F—10-12 p.m. Sat. Comedy LP's featured on Command Performance, 8-10 p.m., Sat. Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. 5-6 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr. & Prog. dir., William C. Kirk. Send 2 copies of stereo LP's to Mr. Kirk, 9805 E. Iliff Ave., Denver, Colo. 80222. Phone: (303) 755-1644.

KTLN: 5000 watts. Intermountain Net. affiliate. Owned by Radio Denver, Inc. On the air 24 hrs. a day. All-talk format. Editorializes occasionally. Special Programming: Denver Bronco & Colo. Univ. Football. "Feedback," with Joe Finan, audience call-in, 8:30-11 a.m., M-F. "Editorial Viewpoint-Counterpoint," with Morrie Trumble, audience call-in, 11-12 noon, M-F. "At Your Service" with Ray Durkee, audience call-in, 12-3 p.m. M-F. "Sportsline," with Bob Martin, audience call-in, 6-7:30 p.m. M-F. "Denver P.M.," with Mike Mervis, audience call-in, 7:30-12 mid. M-F. Joseph A. Finan is director of 5-man news dept. Special equipment: helicopter for traffic reports, mobile units, mobile units in automobiles. Extended news on the hr. Comedy LP's 6-8:30 a.m., & 4-6 p.m. Gen'l mgr., Richard B. Wheeler. Prog. dir., Joseph A. Finan. 1160 East Colfax Ave., Denver, Colo. 80218. Phone: (303) 222-4811.

KHOW's Key Is Showmanship

• *Continued from page 26*

KHOW's Vince Paul was second deejay influence on sales with 19 per cent.

All eight of the air personalities sing and dance at public benefits, as well as commercial public performances . . . "though not all of them do so very well," admitted Davis. The five deejays who carry most of the outside entertainment load—and capably — are Lawrence, Paul, Elmer Fox, Roy Gunderson and Mike Alpert. In fact, Paul is one of the actors in the new "Stagecoach" movie which was to have its premiere May 18 in Denver. Paul was to be introduced on stage with the other actors. "Actually," said Davis, "he's an Indian killed in the first three seconds of the movie." Moviegoers won't be able to see it, but Paul's warpaint for the movie spelled out KHOW.

Wear Costumes

Costumed like old show business characters, the KHOW personalities perform in public four or five times a week. "We're very promotional minded," said Davis. "I feel that going out and meeting your audience can do you more good than nearly any other type of promotion." He attributed a large part of the station's success to the music programmed. "The supply of product is so good today. Two or three years ago we were all playing the old records. Now you've got artists like Herb Alpert and the Tijuana Brass and others. Advertisers all over the nation now realize that many markets have more than just one station—the rocker."

He said that KHOW was doing great financially. "We'll set a new billings record this month . . . up more than 40 per cent over last May."

Lawrence programs 10-15 new singles each week, plus 6-12 new albums . . . all those that fit the "coloursound" image the station has created.

Roulette's Oldies

• *Continued from page 26*

was the first tie-in with r&b stations by Roulette; the label had done a similar service for pop stations a few years ago. Other r&b station tie-ins are being considered.

Records like these can become tremendous sellers, Schwartz said, "depending on the strength of the station." Artists featured will include Anthony and the Imperials, the Flamingos and Lee Allen.



SHIPMENT

OUR GUARANTEE . . . orders for diamond and sapphire needles. Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct-to-you low prices.

Save delay—write for Pfanstiehl's self-mailer order forms now.

DIRECT-TO-DEALER

Pfanstiehl

CHEMICAL CORPORATION • BOX 498
104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS
Originators of the \$9.95 Diamond Needle

ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Catalog Merchandise.

Write to be placed on our national mailing list.

We ship C.O.D. in the U.S. Check must accompany order from all international accounts.

Barney's One-Stop

3234 Roosevelt, Chicago, Ill. 60624
PHONE: (312) VA 6-1828

Say You Saw It in Billboard



SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

DAYDREAM

Johnny Mann Singers. Liberty LRP 3447 (M); LST 7447 (S)

The sounds emerging from the Johnny Mann singers are both soothing and scintillating. Their work here covers a variety of pop moods that are sure to please a wide audience. It's also a good programming bet for the "good music" stations.

POP SPECIAL MERIT

CONCIERTO PARA BONGO

Perez Prado. United Artists UAL 3489 (M); UAS 6489 (S)

One side of this LP—17:25 minutes worth—is devoted to a bongo session; sort of fantastic, but entertaining. The other side contains the usual fine Perez Prado latin action, including "Fantasia," "Estoy Acabando," and "Mamma A Go Go."

POP SPECIAL MERIT

ESTHER

Esther Phillips. Atlantic 8122 (M); SD 8122 (S)

The former Little Esther relies heavily on the r&b musical idiom as she romps through standards like "Shadow of Your Smile," "Taste of Honey" and "The Party's Over." Her arrangements are imaginative. Phrasing and vocal breaks are effective.

POP SPECIAL MERIT

RHAPSODY

Ahmad Jamal. Cadet LP 764 (M); SLP 764 (S)

Ahmad Jamal, with his combo and backing from a 15-piece string orchestra, produces mood music with soul. His restrained and sophisticated treatment of "I Hear a Rhapsody," "This Could Be the Start of Something New" and "Shadow of Your Smile" which should register well.

POP SPECIAL MERIT

MY NAME IS JULE

Jule Styne. United Artists UAL 3469 (M); UAS 6469 (S)

There are few composers around today who can write the strong melodic line that has become identified with Jule Styne. He's packaged 47 of his top songs here, with a rich orchestra supporting his sharp pianistics. It's topflight spinning material.

JAZZ SPECIAL MERIT

ONCE UPON A TIME

Earl Hines. Impulse A 9108 (M); AS 9108 (S)

The mainstays of the Ellington band are here. Johnny Hodges, Cat Anderson, Paul Gonsalves, Laurence Brown... plus Clark Terry, Pee Wee Russell, Elvin Jones and other greats make this a memorable album. "Cotton Tail" and "Black and Tan Fantasy" head an impressive list of tunes.

JAZZ SPECIAL MERIT

AFTER THIS MESSAGE

Mitchell-Ruff Trio. Atlantic 1458 (M); SD 1458 (S)

Swinging modern jazz. Very cool but not far out. There is a universal call here that ought to be heard by many. This group has the musical sensitivity that takes years to develop. Here are fresh interpretations of "I Got Rhythm" and "Autumn Leaves," as well as some excellent originals.

JAZZ SPECIAL MERIT

MONEY IN THE POCKET

Joe Zawinul. Atlantic 3004 (M); SD 3004 (S)

Joe Zawinul plays a wild piano, particularly on "My One and Only Love." The title song, written by Zawinul, is provoking, and features some fine tenor sax by Clifford Jordan. The rest of the group—Blue Mitchell (trumpet), Joe Henderson (tenor sax), Pepper Adams (baritone sax), Sam Jones and Bob Cranshaw on bass, and Roy McCurdy and Louis Hayes on drums—all turn in first-rate performances.

JAZZ SPECIAL MERIT

JAZZ FOR THE JET SET

Dave Pike. Atlantic 1457 (M); SD 1457 (S)

A sophisticated jazz-pop approach in mostly medium tempo, this music has some smooth, appealing sounds. Dave Pike's marimba is aided by organ, two trumpets and rhythm. Clark Terry handles most of the trumpet solo work in his swinging style. "You've Got Your Troubles" and "Sweet Tater Pie" are standouts with the latter being in a discotheque groove.

INTERNATIONAL SPECIAL MERIT

GOLDEN GREEK HITS

Teddy Kotsaftis and Ork. Kapp KL 1278 (M); KS 3278 (S)

Sparkling Greek dance music accented by a fiery bouzouki. Kalamatianos dances include "Kalamatiano" and "Samiotisa." Rebetikos dances include "Never On Sunday." Tsamikos and Sirtos dances are also featured. Will provide outstanding sales in predominantly Greek markets, with bonus sales in other areas.

INTERNATIONAL SPECIAL MERIT

THE EXCITING SOUNDS OF THE MIDDLE EAST

Gus Vali. United Artists UAL 3404 (M); UAS 6404 (S)

Middle East sounds, mostly Greek in nature, and highly exotic. Gus Vali's clarinet leads the way on such numbers as "Hava Nagila," "Kalamationos," "Tsiou Tsiou."

FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

THE BEST OF JOE HARNELL
Kapp 1480 (M); KS 3480 (S)

THESE ARE THE MILLS BROTHERS
Dot DLP 3699 (M); DLP 25699 (S)

MICKIE FINN'S—AMERICA'S NO. 1 SPEAKEASY
Dunhill D 50009 (M); DS 50009 (S)

WHATEVER'S FAIR!
The Howard Roberts Quartet. Capitol T 2478 (M); ST 2478 (S)

UNFORGETTABLE SONGS BY JOHNNY HARTMAN
ABC-Paramount ABC 547 (M); ABCS 547 (S)

ORGAN MELODIES OF LOVE
Eddie Baxter at the Lowrey Organ. Dot DLP 3708 (M); DLP 25708 (S)

HOLLYWOOD SINGS!
Guy Marks. ABC-Paramount ABC 549 (M); ABCS 549 (S)

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ NEW ACTION LP'S

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

IT'S A BIRD, IT'S A PLANE, IT'S SUPERMAN . . .

Original Cast, Columbia KOL 6570 (M); KOS 2970 (S)

HITS OF THE 60'S . . .

Bachelors, London LL 3460 (M); PS 460 (S)

TIME WON'T LET ME . . .

Outsiders, Capitol T 2501 (M); ST 2501 (S)

GREAT MEMPHIS SOUNDS . . .

Mar-Keys, Stax LP 707 (M); SD 707 (S)

THE ACADEMY AWARD WINNING SHADOW OF YOUR SMILE & OTHER GREAT THEMES . . .

Andre Kostelanetz, Columbia CL 2467 (M); CS 9267 (S)

THE BEST YEARS . . .

Charlie Rich, Smash MGS 27078 (M); SRS 67078 (S)

DID 'JA COME TO PLAY CARDS OR TALK . . .

Christine Nelson, Reprise R 6209 (M); RS 6209 (S)

NEW BEATLES SONGBOOK . . .

Hollyridge Strings, Capitol T 2429 (M); ST 2429 (S)

BIG SPENDER . . .

Peggy Lee, Capitol T 2475 (M); ST 2475 (S)

FUGS . . .

ESP 1028 (M); (No Stereo)

ALBUM REVIEW POLICY

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

COUNTRY

COUNTRY MUSIC 1966
Jimmie Rodgers, Dot DLP 3710 (M); DLP 25710 (S)

CLASSICAL

BETHOVEN: PIANO CONCERTO NO. 3 IN C MINOR/RONDO IN B FLAT MAJOR FOR PIANO AND ORCHESTRA
Lilli Kraus/Amsterdam Philharmonic Society Orch. (Rivoli); Vienna State Opera Orch. (Desarzens). Monitor MC 2092 (M); MCS 2092 (S)

BETHOVEN: VIOLIN CONCERTO IN D MAJOR
Henryk Szeryng/Orchestre de la Societe des Concerts du Conservatoire. (Thibaud). Monitor MC 2093 (M); MCS 2093 (S)

TCHAIKOVSKY: MAZEPPA (3 12" LP'S)
Soloists, Chorus and Orch. of the Bolshoi Theater (Nebolisin)/Band of the Bolshoi Theater (Lukovnikov). Bruno BR 23045/47L (M)

ETLER: QUINTET FOR BRASS INSTRUMENTS; HAMILTON; NOCTURNES WITH CADENZAS/SEXTET
New York Brass Quintet/Paulina Ruvinska/Contemporary Chamber Ensemble (Welsberg). CRI 205 (M); SD 205 (S)

RACHMANINOFF: SYMPHONY NO. 1 IN D MINOR
Leningrad Philharmonic Symphony Orch. (Sanderling). Bruno BR 14070L (M)

JAZZ

ON THIS NIGHT
Archie Shepp. Impulse A 97 (M); AS 97 (S)

GOTTA TRAVEL ON
Ray Bryant Trio. Cadet LP 767 (M); LPS 767 (S)

"THE KNACK"
Interpreters. Cadet LP 762 (M); LPS 762 (S)

THE WAILER
Sonny Cox. Cadet LP 765 (M); LPS 765 (S)

PLAYIN' FOR KEEPS
Bunky Green. Cadet LP 766 (M); LPS 766 (S)

THE WEARY TRAVELER
King Fleming. Cadet LP 4053 (M); LPS 4053 (S)

FOLK

A ONE NOTE MAN
Paul Arnold. Kapp KL 1478 (M); KS 3478 (S)

GOSPEL

THE UNFOLDING BOOK OF LIFE
Reverend Cleophus Robinson. Peacock PLP 128 (M)

RELIGIOUS

HYMNS EVERLASTING
Pete King Chorale. Dot DLP 3704 (M); DLP 25704 (S)

POLKA

GOOD OLD FASHIONED POLKA MUSIC
Benny Boc. Dearborn DLP 1005 (M)

INTERNATIONAL

SOUND OF THE SAROD
Ali Akbar Khan. World Pacific WP 1435 (M); WPS 21435 (S)

ALONG MEXICAN HIGHWAYS VOL. II
Roberto Delgado and his Orch. Polydor 84039 (M); 184039 (S)

THE SONGS OF SOEUR SOURIRE
Orletta Bertl. London International TW 91418 (M); SW 99418 (S)

EINE FESTLICHE SEKT PARTY
Various Artists. Polydor 49007 (M); 249007 (S)

WITH LOVE FROM RIO
Various Artists. Polydor 84036 (M); 184036 (S)

WITH LOVE FROM VIENNA
Various Artists. Polydor 84038 (M); 184038 (S)

WITH LOVE FROM ROME
Various Artists. Polydor 84037 (M); 184037 (S)

ARMENIAN SONGS
The Cosmopolitan Chorale (Mardrosian). Monitor MF 457 (M); MFS 457 (S)



THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

LOVE TANGO AND ORGAN
Rene Albi and His Ork. Bruno BR 50215L (M)

CLASSICAL

THE BAROQUE OBOE
Heinz Holliger/Orchestre de Chambre Romand (Milhaud). Monitor MC 2091 (M); MCS 2091 (S)

DAVISOVSKY: THREE SYNCHRONISMS; SOLLBERGER: CHAMBER VARIATIONS
Various Artists/The Group for Contemporary Music—Columbia University (Schuller). CRI 204 (M); SD 204 (S)

Berezowsky: Christmas Festival Overture/Kay: Fantasy Variations/Dello Joio: New York Profiles
Oslo Philharmonic Orch. (Lipkin). CRI 209 (M); SD 209 (S)

WARD: SACRED SONGS FOR PANTHEISTS/SYMPHONY NO. 3
Sylvia Stahlman; Polish National Radio Orch. (Strickland)/Icelandic Symphony Orch. (Buketoff). CRI 206 (M); SD 206 (S)

BLUES

RARE BLUES OF THE TWENTIES
Various Artists. Historical Jazz 2

A NEW SINGLE GOING TO THE TOP ALL THESE THINGS

THE UNIKES
PAULA 238
From Their New LP

Uniquely YOURS



UNIQUELY YOURS
PAULA LP 2190
DJ's for sample copies contact:

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



ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

SEE ALBUM REVIEWS ON BACK COVER

MAY 21, 1966, BILLBOARD

TOP 100's

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

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

Table with 4 columns: This Week, Last Week, Title, Artist, Label & No., Wks. on Chart. Includes entries like 'IF YOU CAN BELIEVE YOUR EYES AND EARS' and 'WHAT NOW MY LOVE'.

Table with 4 columns: This Week, Last Week, Title, Artist, Label & No., Wks. on Chart. Includes entries like 'CHOICE', 'MY FAIR LADY', and 'THE MAN FROM U.N.C.L.E.'.

Table with 4 columns: This Week, Last Week, Title, Artist, Label & No., Wks. on Chart. Includes entries like 'WHERE DID OUR LOVE GO', 'BEST OF LITTLE ANTHONY & THE IMPERIALS', and 'A TASTE OF HONEY'.

**THE NEW
COMEDY SMASH ALBUM!!**

OUR HERO... PAT COOPER

Featuring "An Italian Wedding"



UAL 3446

ACTION!

ALPHA DISTRIBUTORS—NEW YORK, N.Y.
Reordered 5000 copies 5/3

TRINITY DISTRIBUTORS—HARTFORD, CONN.
Reordered 1000 copies 5/2
Reordered 1000 copies 5/3
Reordered 2000 copies 5/6

GERBER DISTRIBUTORS—SYRACUSE, N.Y.
Reordered 2000 copies 5/2
Reordered 1500 copies 5/5
Reordered 2000 copies 5/10

MAIN LINE DISTRIBUTORS—CLEVELAND, OHIO
Reordered 1000 copies 5/6

And the reorders are pouring in from
Pittsburgh, Boston, Chicago, and Los Angeles

"OUR HERO - PAT COOPER" - SALES DYNAMITE!

Watch it shoot to the top of the charts!

on **UNITED ARTISTS RECORDS** the growing giant

BEHIND THE RECORDS

SATURDAY MUSIC CONGRATULATES SANDY LINZER-DENNY RANDELL

Saturday Music, Inc., is mighty proud of the fact that the firm's writing team, Sandy Linzer and Denny Randell, has just signed a fabulous production contract with ABC Paramount calling for the records they produce to be released on their own Oliver label.

Both 24 years old, Sandy had written with Bob Gaudio, and Denny had written-arranged several hits for the Four Seasons before they united as a writing team in 1964.

Linzer-Randell a Natural

The Linzer-Randell duo is a natural. They work together as an exquisitely designed unit. They have the feel of young America, and yet they are composing songs that are destined to become standards. Their hits in the first months of their collaboration included "The Mouse," a hit for Soupy Sales; "Let's Hang On," a hit for the Four Seasons. They wrote that one with Bob Crewe. "A Lover's Concerto," their BIG hit of 1965, has gone over into 1966, and from all indications is already solidly established as a standard. BACH WORKS FOR LINZER & RANDELL Denny Randell had written a theme adapted from "The Minuet in G Major" by Bach. Last fall they auditioned a girl singing trio and selected this theme, "A Lover's Concerto," as an ideal melody for the trio. So, Sandy and Denny got together on a lyric. The trio was named the Toys, and "A Lover's Concerto" was their first Linzer-Randell recording and also a million copies seller. The song has already been recorded by 35 different artists including Sarah Vaughan, Percy Faith, the Supremes, The Harmonicats, the Fleetwoods, etc., etc.

1966-'67, Here They Come

Thus far in 1966 they have come up with another hit for the Toys in "Attack," a solid smash for the Four Seasons in "Working My Way Back to You," and the NEW SEASON'S CHARTBUSTER "OPUS 17." Sandy Linzer and Denny Randell have much going for them. They are young, talented, ambitious, hard-working, and knowledgeable in many areas of the music and recording worlds. Russ Miller, professional manager of Saturday Music, Inc., observed, "Sandy and Denny are real pros, destined to be tops in their field. We all wish them well."

★ ★ ★ ★

STOP the presses—The debut LINZER-RANDELL PRODUCTION record for Oliver has just been released—a SATURDAY MUSIC, INC. SONG, "MY HEART'S NOT IN IT ANYMORE" (Babe, Babe, Babe) by the Steinways.

GOOD LUCK!!

SATURDAY MUSIC, INC.

1841 Broadway
New York, N.Y. 10023
212-CI 5-3535
RUSS MILLER—PROF. MGR.

NEW ALBUM RELEASES

- **ARGO**
MICHAEL GARRICK SEXTET—Promises; DA 36, ZDA 36
VARIOUS ARTISTS—Sounds of the Sea and Ships; DA 37
THOMAS TALLIS—Tudor Church Music; RG 436, ZRG 5436
HANDEL: CONCERTOS FOR OBOE & STRINGS—Academy of St. Martin in-the-Fields (Marriner); RG 442, ZRG 5442
VARIOUS ARTISTS—Medieval English Lyrics; RG 443, ZRG 5443
JAMES REEVES—The Poet Speaks Vol. 1; RG 451
NORMAN NICHOLSON—The Poet Speaks Vol. 2; RG 452

- **ARGO (LONDON IMPORT)**
JOHN-HEATH—The Poet Speaks Vol. 3; RG 453
TONY CONNOR—The Poet Speaks Vol. 4; RG 454
TED HUGHES—The Poet Speaks Vol. 5; RG 455
JOHN ARDEN—The Poet Speaks Vol. 6; RG 456
Let Erin Remember; RG 460, ZRG 5460
VARIOUS ARTISTS Record #1—Yeats Noh Plays; RG 468, ZRG 5468
VARIOUS ARTISTS Record #2—Yeats Noh Plays; RG 469, ZRG 5469
VARIOUS ARTISTS—The Ballad of John Axon; RG 474
HANDEL: CHANDOS ANTHEMS—Various Artists; RG 490, ZRG 5490
HAYDN: MASS IN B FLAT MAJOR—Various Artists; RG 500, ZRG 5500

- **ATLANTIC**
BOBBY DARIN Sings the Shadow of Your Smile; 8121, SD 8121
ESTHER PHILLIPS—Esther; 8122, SD 8122

- **BLUE NOTE**
DON CHERRY—Complete Communion; BLP 4226, BST 84226
GRANT GREEN—I Want to Hold Your Hand; BLP 4202, BST 84202
FREDDIE HUBBARD—The Night of the Cookers Vol. 2; BLP 4208, BST 84208

- **BRUNO**
RENE ALBI & HIS ORCH.—Love Tango & Organ; BR 50215L
RACHMANINOFF: SYMPHONY NO. 1 IN D MINOR—Leningrad Philharmonic Symphony Orch. (Sanderling); BR 14070L
TCHAIKOVSKY: MAZEPPA—Soloists, Chorus and Orch. of the Bolshoi Theater (Nebolsin); BR 23045/47L

- **CADET**
KENNY BURRELL—Man at Work; LP 769, LPS 769
RAY BRYANT TRIO—Gotta Travel On; LP 767, LPS 767
SONNY COX—The Wailer; LP 765, LPS 765
KING FLEMING—The Weary Traveler; LP 4053, LPS 4053
BUNNY GREEN—Playin' for Keeps; LP 766, LPS 766
INTERPRETERS—The Knack; LP 762, LPS 762
AHMAD JAMAL—Rhapsody; LP 764, LPS 764

- **CAPITOL IMPORTS (FRANCE)**
PAGANINI: GRAND SONATA IN A MAJOR FOR GUITAR & VIOLIN—Regis Pasquier & Oscar Ghiglia; ASD 849
GILBERT BECAUD—De Luxe Album; CSDF 122
GEORGES CHELON & ORCH.; STX 190
SUZY SOLIDOR; STX 195
FAURE: QUARTET NO. 1 IN C MINOR OP. 15—Marguerite Long With the Pasquier Trio; 30293

- **CAPITOL IMPORTS (GERMANY)**
Teure Name, Dessen Klang; SM 80869
WAGNER: SIEGFRIED—Various Artists, Philharmonia Orch. (Sebastian & Furtwangler); 80954
MEISTERWERKE DER SYNAGOGUE—Various Artists, Members of the Leipzig Radio Orch. (Sander); SM 80973
KALMAN: KOMM ZIGANI—Various Artists; SM 84026
BACH: CANTATAS NO. 32—South German Madrigal Choir (Gonnenwein); SM 91424
BEETHOVEN: CONCERTO NO. 5 IN E FLAT MAJOR OP. 73—Walter Gieseking, piano, Philharmonia Orch. (Galliera); SM 91458

- **CAPITOL IMPORTS (ITALY)**
LUIGI INFANTINO—Napule Ca Nun More; CPSQ 503
LUIGI INFANTINO—Operatic Arias; CPSQ 504

- **CAEDMON**
THE THEATRE RECORDING SOCIETY—The Persecution & Assassination of Marat as Performed by the Inmates of the Asylum of Charenton Under the Direction of the Marquis De Sade; TRS 312M, TRS 312S
ALAN BATES—Yevushenko: Babi Yar & Other Poems; TC 1153
HAL HOLBROOK—The Best Loved Poems of Longfellow; TC 1107
HAL HOLBROOK—Longfellow: Evangeline; TC 1179

- **COLUMBIA**
MICHELE LEE—A Taste of the Fantastic; CL 2486, CS 9286

- **CRI**
BEREZOWSKY: CHRISTMAS FESTIVAL OVER-TURE—Oslo Philharmonic Orch (Lipkin); 209, SD 209
DAVISOVSKY: THREE SYNCHRONISMS—Various Artists, The Group for Contemporary

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

OPUS 17 (Don't Worry 'Bout Me)
4 Seasons, Philips 40370

★ REGIONAL BREAKOUTS

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

YOUNGER GIRL . . .
Hondells, Mercury 72563 (Faithful Virtue, BMI) (Los Angeles-Dallas-Fort Worth)

I'LL GO CRAZY . . .
Buckingham, U.S.A. 844 (Wisto, BMI) (Chicago-Milwaukee)

SWEET PEA . . .
Tommy Roe, ABC-Paramount 10762 (Low Twi, BMI) (Dallas-Fort Worth-Memphis)

RIVER DEEP—MOUNTAIN HIGH . . .
Ike & Tina Turner, Philles 131 (Trio, BMI) (Los Angeles)

LITTLE GIRL . . .
Syndicate of Sound, Bell 640 (Duane, BMI) (San Francisco)

DIDN'T WE HAVE A GOOD TIME . . .
Mystics, Dot 16862 (Dodie, BMI) (Dallas-Fort Worth)

AIN'T TOO PROUD TO BEG . . .
Temptations, Gordy 7054 (Jobete, BMI) (Miami)

YOUNGER GIRL . . .
Critters, Kapp 752 (Faithful Virtue, BMI) (Boston)

SEARCHING FOR MY LOVE . . .
Bobby Moore & the Rhythm Aces, Checker 1129 (Chevis, BMI) (Los Angeles)

TEENAGE FAILURE . . .
Chad & Jeremy, Columbia 43490 (Chad & Jeremy & Noma, BMI) (Pittsburgh)

STOP—GET A TICKET . . .
Clefs of Lavender Hill, Date 1510 (Tema-Tracer, ASCAP) (Miami)

THE LAST THING ON MY MIND . . .
Womenfolk, RCA Victor 8784 (Deep Fork, ASCAP) (Houston)

DON'T YOU KNOW . . .
Keith Everet, Tmp-Ting 118 (Toddmark, BMI) (Milwaukee)

ALL THESE THINGS . . .
Uniques, Paul 238 (Minit, BMI) (Dallas-Fort Worth)

Music—Columbia Univ. (Schuller); 204, SD 204

ETLER: QUINTET FOR BRASS INSTRUMENTS—New York Brass Quintet (Weisberg); 205, SD 205
WARD: SACRED SONGS FOR PANTHEISTS—Polish National Radio Orch. (Strickland); 206, SD 206

□ **DAS ALTE WERK (LONDON IMPORT)**

PIERRE DE LA RUE: REQUIEM MISSA PRO DEFUNCTIS—Capella Antiqua, Munich (Ruhland); AWT 9471, SAWT 9471

Florid Song and Viola Da Gamba Music of England; Concentus Musicus, Vienna (Harnoncourt); AWT 9472, SAWT 9472

BOCCHERINI: CONCERTO FOR CELLO, TWO HORNS & STRINGS IN C MAJOR NO. 1—Concerto Amsterdam (Schroeder); AWT 9473, SAWT 9473

BACH: GOLDBERG VARIATIONS—Gustav Leonhardt; AWT 9474, SAWT 9474
Music in Maria Theresa's Vienna—Concentus Musicus (Harnoncourt); AWT 9475, SAWT 9475

COUPERIN: LES NATIONS—Various Artists; AWT 9476, SAWT 9476
HAYDN: CONCERTO FOR CELLO & ORCH. IN C MAJOR—Vienna Symphony Orch. (Ronnefeld); LT 43092, SLT 43092
VARIOUS COMPOSERS—Sacred Music; LT 43094, SLT 43094

□ **DEARBORN**
BENNY BOC—Good Old Fashioned Polka Music; DLP 1005

□ **DEUTSCHE GRAMMOPHON**

BRAMHMS: SYMPHONY NO. 2 IN D MAJOR OP. 73—Berlin Philharmonic (von Karajan); 18925, 138925

BEETHOVEN: SONATA (Final Volume)—Wilhelm Kempff, Piano; 18939, 138939
RITA STREICH—Great Romantic Arias; 19495, 136495

MOZART: DIVERTIMENTO NO. 17 IN D MAJOR K 334—Berlin Philharmonic (von Karajan); 39008, 139008

SCHUBERT: STRING QUARTET IN C MAJOR, OP. 163—Amadeus Quartet/William Fleeth; 39105, 139105

VARIOUS COMPOSERS—Harpisichord Program by Ralph Kirkpatrick; 39122, 139122

□ **DOT**

ALEXYS; DLP 3713, DLP 25713
EDDIE BAXTER AT THE LOWREY ORGAN—Organ Melodies of Love; DLP 3708, DLP 25708

JOE FINGERS CARR—Plays Zambezi & Young Bulls of Pamplona; DLP 3705, DLP 25705
PETE KING CHORALE—Rhythms Everlasting; DLP 3704, DLP 25704

These Are The MILLS BROTHERS; DLP 3699, DLP 25699
JIMMY RODGERS—Country Music 1966; DLP 3710, DLP 25710

ARTHUR SMITH—Something Old, Something New, Something Borrowed, Something Blue; DLP 3707, DLP 25707

THE FIREBALLS Campsology; DLP 3709, DLP 25709
SOUNDTRACK—The Last of the Secret Agents?; DLP 3714, DLP 25714

□ **FOLKWAYS**
Berkeley Teach-In: Vietnam; FD 5765
Do You Know How You Grow Inside?; FC 7081
Do You Know How You Grow Outside?; FC 7082

□ **KAPP**
PAUL ARNOLDI—A One Note Man; KL 1478, KS 3478

The Best of JOE MARNELL; KL 1480, KS 3480
TEDDY KOTSAFTIS & ORCH.—Golden Greek Hits; KL 1278, KS 3278

MEDICAL MISSIONARIES OF MARY CHORAL GROUP—Angels Watching Over Me; KL 1474, KS 3474

SHANI WALLIS—I'm A Girl; KL 1472, KS 3472
BILLY EDD WHEELER—Goin' Town and Country; KL 1479, KS 3479

□ **LIBERTY**
GARY LEWIS & THE PLAYBOYS—Hits Again; LRP 3452, LST 7452

□ **LONDON INTERNATIONAL**
ORIENTA BERTI—The Songs of Soeur Sourire; TW 91418, SW 99418

□ **MONITOR**
HEINZ HOLLIGER/ORCH. DE CHAMBRE ROMAND (Milhaud)—The Baroque Oboe; MG 2091, MCS 2091
BEETHOVEN: VIOLIN CONCERTO IN D MAJOR—Orch. de la Societe des Concerts du Conservatoire (Thibaud); MC 2093, MCS 2093
BEETHOVEN: PIANO CONCERTO NO. 3 IN C MINOR—Amsterdam Philharmonic Society Orch. (Rivoli); MC 2092, MCS 2092
THE COSMOPOLITAN CHORALE (Mardrosian)—Armenian Songs; MF 457, MFS 457

□ **NEW VOICE**
NORMA TANEGA—Walkin' My Cat Named Dog; 2001, S 2001

□ **NONESUCH**
VARIOUS COMPOSERS—Brass Works of the Renaissance; H 1111, H 71111
BACH: PRELUDES & FUGUES—Trio & Cordes Francois; H 1112, H 71112
FRANZ BERWALD: PIANO QUINTET NO. 1 IN C MINOR—The Benthien Quartet/Robert Riefling, piano; H 1113, H 71113
VARIOUS COMPOSERS—The Stuyvesant String Quartet; H 1114, H 71114
VARIOUS COMPOSERS—The Dove Descending; H 1115, H 71115

□ **PEACOCK**
REV. CLEOPHUS ROBINSON—The Unfolding Book of Life; PLP 128

□ **POLYDOR**
ROBERTO DELGADO & HIS ORCH.—Along Mexican Highways Vol. 2; 84039, 184039
VARIOUS ARTISTS—With Love From Rome; 84037, 184037
VARIOUS ARTISTS—With Love From Vienna; 84038, 184038
VARIOUS ARTISTS—Eine Festliche Sekt Party; 49007, 249007
VARIOUS ARTISTS—With Love From Rio; 84036, 184036

□ **PRESTIGE**
MOSE ALLISON—Plays for Lovers; 7446
JOHN COLTRANE—Plays for Lovers; 7426
STAN HUNTER & SONNY FORTUNE—Trip on the Strip; 7458
The Best of HERBIE MANN; 7432
SHIRLEY SCOTT—Blue Seven; 7376

□ **RCA VICTOR**
The Guitar Styling of HANK SNOW; LPM 3548, LSP 3548
HOMER & JETHRO—Any News From Nashville; LPM 3538, LSP 3538
NORMA JEAN—Please Don't Hurt Me; LPM 3541, LSP 3541

□ **RCA VICTOR (INTERNATIONAL)**
LOS HERMANOS RIGUAL—Guitar—My Love; FPM 139, FSP 139
RITA PAVONE—Stasera Rita; PML 10404
MICHELE—Se Sei Sola; PML 10403

□ **RCA VICTOR (MEXICAN)**
DANIEL SANTOS—Reviviendo El Ayer; MKL 1680

□ **RCA VINTAGE**
JACK TEAGARDEN; LPV 528 1928; LPV 523

□ **REPRISE**
DINO, DESI & BILLY—Memories Are Made of This; R 6198, RS 6198
NANCY SINATRA—How Does That Grab You?; R 6207, RS 6207

□ **STARDAY**
JOHNNY BOND—Bottles Up; SLP 378
PATSY MONTANA—Cowboys Sweetheart; SLP 376
BUDDY STARCHER—History Repeats Itself; SLP 382

□ **SUNSET**
Versatile NANCY AMES; SUM 1109, SUS 5109
The Country Heart of WALTER BRENNAN; SUM 1100, SUS 5100
This is PETULA CLARK; SUM 1101, SUS 5101
MARTIN DENNY—Paradise Moods; SUM 1102, SUS 5102
FATS DOMINO; SUM 1103, SUS 5103
BOB WILLS & TOMMY DUNCAN—Together!; SUM 1108, SUS 5108
Her Nibs . . . MISS GEORGIA GIBBS; SUM 1113, SUS 5113
JULIE LONDON; SUM 1104, SUS 5104
The Sounds & Voices of HENRY MANCINI; SUM 1105, SUS 5105
Flowing Voices of the JOHNNY MANN SINGERS; SUM 1115, SUS 5115
GERRY MULLIGAN—Concert Days; SUM 1117, SUS 5117
RICKY NELSON; SUM 1118, SUS 5118
SANDY NELSON—Walkin' Beat!; SUM 1114, SUS 5114
FELIX SLATKIN—Love Strings; SUM 1106, SUS 5106
T-BONES—Shapin' Things Up; SUM 1119, SUS 5119
BOBBY VEE; SUM 1111, SUS 5111
VENTURES—Runnin' Strong; SUM 1116, SUS 5116
SLIM WHITMAN—Unchain Your Heart; SUM 1112, SUS 5112
TIMI YURO; SUM 1107, SUS 5107
SI ZENTNER—Big Band Brilliance; SUM 1110, SUS 5110

□ **SKYLIGHT**
The Solid Gospel Sound of the OAK RIDGE QUARTET; LSP 6040

□ **TAMLA**
STEVIE WONDER—Up-Tight; TLP 268, SLP 268

□ **UNITED ARTISTS**
CHUCHO AVELLANET—In a Little Spanish Town; UAL 3484, UAS 6484
PEREZ PRADO—Concierto Para Bongo; UAL 3489, UAS 6489
DEL REEVES—Special Delivery; UAL 3488, UAS 6488
JULE STYNE—My Name is Jule; UAL 3469, UAS 6469
OUS VALI—The Exciting Sounds of the Middle East; UAL 3404, UAS 6404
GARNET MIMMS—I'll Take Good Care of You; UAL 3498, UAS 6498

□ **WARNER BROS.**
BILL COSBY—Wonderfulness; W 1634, WS 1634

□ **WORLD PACIFIC**
ALI AKBAR KHAN—Sound of the Sarod; WP 1435, WPS 21435
BUD SHANK—California Dreamin'; WP 1845, WPS 21845
THE MARIACHI BRASS—Hats Off; WP 1842, WPS 21842
JOE PASS—A Sign of the Times; WP 1844, WPS 21844
BILLY LARKIN & THE DELEGATES—Ain't That a Groove; WP 1843, WPS 21843

UK Levels Payroll Tax on Distrib Industry; Gives Break to the Mfr.

• Continued from page 3

ers are anxiously studying government papers and seeking legal and taxation advice to discover the answers.

A company such as EMI which owns its own distribution organization, even, in a few cases down to retail level, may escape the tax and benefit from the government subsidy as a

manufacturing company.

Decca's distribution, on the other hand, is through its Selecta company. It is conceivable that it will be subsidized for the staff of the parent company but will pay tax on its Selecta employees. The system does not become operative until Sept. 5, and doubts about the exact role of the record industry will be settled long before then.

What seems clear now, however, is that costs of the remaining independent wholesalers and all staff-employing retailers, will be substantially increased. So, too, will employers of talent, such as bandleaders, show promoters and broadcasting organizations. Worst hit will probably be the BBC, which estimates that its levy will approach \$60,000.

Maitland Strengthens Global Ties

LONDON—Further strengthening of world-wide operations is a keystone in the current policy of Warner Bros. records chief Mike Maitland. He is currently touring Europe introducing new Warner-Reprise international sales manager Phil Rose to the labels' principal affiliates.

Maitland has made a big point of close personal collaboration with heads of European affiliates such as Pye's Louis Benjamin, Vogue's Leon Cabat and Negram's Gerry Oord.

His increased duties with the parent Warner firm's film interests means that Maitland will have less time for traveling than in the past. This coincides with the appointment of Rose, formerly in charge of the Warner line with Decca in Canada.

In the fall, Maitland is planning a visit to Australia, Japan, etc., to introduce Rose to licensees. Rose is likely to be visiting affiliates more frequently, however. Maitland believes that by maintaining his international sales executive at the home office, he will keep with Warner-Reprise management thinking and therefore better able to translate its policies at all levels when meeting licensees.

The Warner chief also plans to strengthen his overseas recording activities. Following him into London was Dick Glaser, the Warner label a&r director. He was scheduled to collaborate with Pye's Tony Hatch on cutting at least four singles with the Everly Brothers, also in Europe this month. They will

be followed by Dick and Dee-Dee who are also due to record with Hatch. Peter, Paul and Mary will probably record here for Warners later in the year.

Maitland notes the need to strengthen artists in all world markets, but recognizes that considerable business can be done within an international framework, even though great successes may not be achieved in the label's home country.

He cites the story of Italy's Emilio Pericoli, whose success in the U. S. has been far exceeded by that achieved through Warners in South America. In fact, Maitland will be personally supervising sessions by Pericoli when he reaches Rome at the end of his European swing.

O'Keefe Centre Line-Up Seen as Disk Sales Booster

TORONTO — The O'Keefe Centre in Toronto this month announced many of the attractions for its 1966-1967 season, which promises to boost the sales of recordings from "Fiddler on the Roof," "Man From La Mancha," "On a Clear Day You Can See Forever," and other attractions. Record companies and dealers have reported in the past that the run of a musical or personal appearance of a recording star at the O'Keefe has a definite influence on record sales.

Set for the Centre next season are the Lincoln Center production of "Showboat" (Oct. 10-22); "Fiddler on the Roof" (Nov. 7-19); "Man of La Mancha" opening Jan. 2 for three weeks; and Donald Swann and Michael Flanders in "At the Drop of Another Hat" direct from London (Nov. 28-Dec. 10). Although negotiations are not yet

finalized, the O'Keefe Centre also expects to present "On a Clear Day You Can See Forever"; the hit musical from London, "Robert and Elizabeth"; and "Barnum," a new musical based on the life of P. T. Barnum, with music by Torontonians Marion Grudeff and Ray Jessel, who did the music for "Baker Street." These attractions are part of the O'Keefe's "Showgoers" subscription series.

Other attractions of interest to the record industry booked for the Centre during the 1966-1967 season include the Metropolitan Opera National Co. (Dec. 12-17); the D'Oyly Carte Opera Co.; the Red Army Chorus; a new production of "The Desert Song"; and the third appearance of Harry Belafonte, who holds the box office record for any single entertainer at the O'Keefe Centre.

Cantaeuropa Rolls Aug. 28

ROME—A two-week tour of eight different European countries with 12 stops is on the schedule of the first Cantaeuropa (Singing Tour of Europe), which will run from Aug. 28 to Sept. 28. The tour is directed by Ezio Radaelli, director of the successful Cantagiuro and former chief of the San Remo Festival.

Following its debut at Rome's Palace of Sport, the tour will leave Aug. 28 for Marseilles by special train, then will visit Barcelona, Paris, Luxembourg, following a two-day rest period, Hamburg, both East and West Berlin on successive nights (Sept. 5 and 6), Munich, War-

saw, Vienna, Zurich and Genoa. A return concert may be scheduled for Sept. 12, date of re-entry into Italy.

Ten Italian singers will participate in the principal part of each event. The opening will be devoted to a contest between young singers of the country in which the Cantaeuropa will be visiting. Winners will be selected by the audience on each occasion.

Although the Cantagiuro will continue as a competitive spectacle, there will be no classification among the 10 singers appearing in the Italian part of the two-week program.

Col. of Canada To Introduce Global Series

TORONTO—Columbia Records of Canada, Ltd., will bow a new line, the Global series, on the CBS label, the first week of June. The new label, to be launched with an initial release of from 15 to 20 LP's, will specialize in material from CBS subsidiaries and affiliates around the world, priced at \$2.98.

"We anticipate a healthy market for this international product," says national sales manager Jack Robertson. "We have a large population of new Canadians and first generation Canadians who still enjoy, and will appreciate the availability of, the music of their homelands, particularly at this price."

The Global series in Canada will include international material not released in the U. S. and will also offer, at its \$2.98 price, material from the EX and CL series for which the suggested list price in the U. S.

(Continued on page 41)

London of Canada Realigns Its Staff

MONTREAL—London Records of Canada, Ltd., has detailed national sales and promotion responsibilities by label. Sales administrator Gilles Aubin announces that Fred Reffca is now national sales and promotion manager for London and London group product, John Toews holds that title for the Philips-Mercury group catalog,



EMI RECORDS' deputy managing director J. B. Stevenson, left, and Decca Records' managing director W. W. Townsley, extreme right, at a London reception receive gifts from Mr. and Mrs. Takeo Nishino, leaders of a party of Japanese record dealers currently touring key European and U. S. record centers.

EMI, U.K. DECCA PLAY HOSTS TO JAPAN DEALERS

LONDON — Eighteen Japanese record dealers currently visiting key music-record centers in Europe and the U. S. were feted here by EMI and Decca with many leading industry figures in attendance.

The group was headed by Takeo Nishino of Yokohama, vice-president of the Japan Record Dealers' Association. He addressed Sir Joseph Lockwood and Sir Edward Lewis, EMI and Decca chiefs, respectively, on behalf of JRDA President Tōtara Otsuki.

Noting the difference in music cultures, it promised further Western ties by Japanese dealers' design to better their understanding of European product.

Before reaching London, the party had visited Amsterdam. Subsequent calls were scheduled for France and the U. S., where CBS, RCA and Capitol were acting as hosts.

Barclay Plans Push In Scandinavia

PARIS—Following a tour by Director of the International Division, Henri Rossi, Barclay is planning a more systematic and intensive promotion of its product in the Scandinavian countries.

Rossi met representatives of Tono (Denmark), Metronome (Sweden), Nordisc (Norway) and Musiki-Fazer (Finland) and found that all countries were showing a great interest in Barclay's fast-rising young star, Mireille Mathieu, whose first disk has been a big seller in Scandinavia. Sales in France alone are approaching the 500,000 mark.

After her successful trip to the States Mireille Mathieu is planning recitals in Moscow and Warsaw.

and Adrian Bilodeau is national sales and promotion topper for the Liberty group, while Jacques Druelle administers sales and promotion for all classical product from all labels. Guy Bertrand continues in this capacity for all French product from all catalogs.

Trio Capture Scotto Prize For Top Song

PARIS — The 1966 Vincent Scotto prize, awarded to the best French song of the year by the Societe des Auteurs, Compositeurs et Editeurs de Musique (SACEM) has been won by Pascal-Rene Blance, Jacques Demarny and Enrico Macias for their song "Mon Coeur d'Attache."

Other prizes awarded by the Society were: Grand Prix de la Musique Francaise: Raymond Loucheur; Grand Prix de la Chanson: Jacques Prevert; Prix des Fondateurs: Louis Castel;

(Continued on page 41)

More Bookings For Lloyd 4

ROME — Second and third rounds in Europe are now being booked in Italy, France and Germany for Charles Lloyd Quartet, currently topping its first European tour with a stand-out engagement in Stockholm.

George Avakian, here for bookings, announced the group will participate in Cap d'Antibes Festival on the French Riviera in July. Discussions here included meetings with Remington Olmstead, "Purgatorio" Jazz Cellar proprietor, and other managers. Before going to Stuttgart, Germany, Avakian also had meetings in Milan including discussions on the 1967 San Remo Jazz Festival.

LOCKWOOD IN PITCH FOR U.K.

LONDON—Sir Joseph Lockwood, Electric and Musical Industries' chairman, is among seven business leaders named part-time members of the British government's \$420 million Industrial Reorganization Corp. They will head the state agency which will invest public money for modernizing private industry.

FROM THE MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Although budget line classical LP's are taking over from EP's in The Netherlands, Philips is still going successfully with a Classical Request Program in 45 albums. Both monaural and stereo, they include romantic-classical standards. . . . Viennese conductor and violinist Willy Boskovsky visited here for a special concert May 5 in Harlem. . . . The yearly wave of American, European and other tourists to the Netherlands has always been a profitable affair for record dealers. . . . Fast climbing hit-parader in Holland is "Pied Piper" by **Christiaan St. Peters**, a young English Decca discovery. . . . Decca label released this week an outstanding LP of Britisher **Marianne Faithfull**. . . . Californian **Bud Shank** recorded Beatles' success, "Michelle," which was well plugged in Holland. . . . EMI's general manager overseas division, **Mr. J. G. Stanford**, visited the Bovema Co. this week. Bovema's president, **Gerry Oord**, showed his guest his huge firm. . . . Bovema's Columbia label, booking steady sales with the HMV-combined "Invito alla Musica," LP series, last week released an album of **Kodaly-Bartok** and **Britten** works by the **Kodaly Girls' Choir of Budapest**. . . . Popwise, Columbia has several strong presentations out on the market. Doing fine are reissues by **Manuel** and his "Music of the Mountains" and **Eddie Calvert's** "The Man with the Golden Trumpet."

Sparton Adds To Sales Staff

LONDON, Ontario—Sparton of Canada, Ltd., has appointed several new sales representatives as part of an expansion program, record division manager Harold E. Pounds announces. New representatives are Keith Olafsen, covering Manitoba, Saskatchewan and the Ontario lakehead, from headquarters in Winnipeg; Dave Carruthers, covering northern Ontario from headquarters in Sudbury, and Yvon de B. Chartier, based in Montreal to cover Quebec and eastern Ontario. Jerry Lazarowich of Wholesale Appliances, Sparton's distributors in Vancouver, will cover, British Columbia and Alberta.

Olafsen and Carruthers will also handle sales of Sparton TV and stereo sets in their territories.

Revivals Called 'Kaput' in Eire

DUBLIN — Following their run as one of Ireland's three most consistent charters, Dickie Rock and the Miami Showband will halt their policy of revivals. The latest of their 11 singles is Ireland's 1966 Eurovision entry, "Come Back to Stay," penned by local writer Rowland Soper.

Miami manager Tom Doherty said, "We've come to the conclusion that revivals for the Irish market have lost much of their impact. We feel that using originals will give us increased chances of registering internationally."

"Come Back to Stay" is on sale in 10 countries, and an EP of that name has been issued for the Spanish market. Singles by Dickie Rock, Clem Quinn and Murty Quinn have kept the Miami Showband in the Irish chart for the past 26 weeks.

U.S. Liberty label rushed out the Ventures' "Secret Agent Man." . . . Capitol's hit "Sloop John B," featuring the **Beach Boys**, this week is No. 2 on the nation's Top 10. . . . British Salvation Army beat group the **Joy Strings** visited here this week for a TV taping. Columbia released the group's EP. . . . Famous cabaret star **Toon Hermans** waxed a couple of new songs in the Bovema studios this week. . . . Fit for export and a musical souvenir for Amsterdam tourists this summer is Imperial's newly released "Johnny Meijer in San Remo" LP, featuring the accordionist in his own club. . . . Polydor International released this week the newest hit of beat group the **Golden Earrings** "As Tears Go By." Polydor manager **Fred Haayen** said his group will hit international fame shortly. . . . The Melodia Publishing House is exploiting the copyrights for success songs "Daydream" by the **Lovin' Spoonful** and "Sloop John B" by the **Beach Boys**. . . . Dutch singer **Johnny Lion** is happy to be at No. 4 position in the Top 10 list for Singapore with his Philips recording "Svensk-A-Flicka." . . . The **Who** is booked for a Dutch tour from May 24 to May 27. . . . It's certain the **Righteous Brothers** and the **Lovin' Spoonful** will visit this country within short time for series of performances.

Negram-Delta's managing director **Robert Oeges** is happy that his company—again—has the top hit. However, he explained his company will launch a promo-campaign for its classical catalog—especially the Russian Melodia-Eurodisc series. . . . From the Tamla-Motown catalog, Artone's subsidiary, **Funckler**, released single by the **Four Tops**, **Marvin Gaye**, the **Isley Brothers** and **Kim Weston**. . . . **Boy's Big Band** is scheduled to appear in concert at the Holland Festival this summer and leader **Boy Edgar** is currently negotiating with the Montreal World Fair Board for an overseas exposure. Meanwhile, Artone's initial album package, "Now's the Time," featuring the 19-piece group, is doing well. . . . The **Dutch Swing College Band** and the **Quintet of Misja Mengelberg** will take part at this year's Antibes Jazz Festival of France. . . . Artone pianist **Marvin Gale** gained worldwide success with his multi-recorded piano treatment of "Amarille." **BAS HAGEMAN**

LONDON

Last week EMI issued a recording by **Scott Engel**—one of the **Walker Brothers**, highly successful Philips' trio. The disk, "I Only Came to Dance With You" (written and produced by **P. J. Proby**), is likely to be the first of a spate of Scott's old recordings; Liberty has several. Liberty is considering issuing Proby's own version of "I Only Came to Dance With You" as the title track of an EP. . . . The **Rolling Stones** will begin their next U. S.-Canadian tour in Montreal on June 29; the trek will terminate in Los Angeles where they will again record—the Stones now wax exclusively in California. . . . **Dick James** (the Beatles' song publisher) and **Larry Page** have scored a hit with the very first release on Philips by their independent production firm **Page One Records**. The disk is "Wild Thing," by the **Troggs** which has been issued in America about the same time on York as "With a Girl Like You."

Transatlantic Records' managing director **Nathan Joseph** completes a two-week visit to New York this week (21). . . . **Dick Whittington**, international liaison with Philips, has been visiting France and other European countries. . . . The much postponed arrival of American business manager **Allen Klein** was scheduled for last Tuesday. On behalf of independent producer **Mickie Most** he is going to wrap up a deal with EMI (CBS in America) for **Donovan**, providing the folk singer is freed from his indirect contract with **Pye**. . . .

Jose Rota, a&r manager of EMI's company in Argentina, stopped off for talks with **Frank Chalmers** of EMI's international division on his way to Spain where he is visiting **George Alexander**, managing director of C. G. Odeon in Barcelona. . . . Another visitor to EMI's international division has been **August Batzem**, international export manager of **Electrola** in Cologne.

Receptions have been in vogue with **Pye** hosting one for **Sammy Davis** in London en route for the Cannes Film Festival and CBS staging the same day one for **Bob Dylan**, in for schedule of s.r.o. concerts. Philips hosted a reception for one of its newest hit-making groups **Dave Dee, Dozy, Beaky, Mick and Tich**. . . . The first American to have his records issued on the new **Strike** label is **Alvin Robinson**, in to promote the debut single "You've Brought My Heart Right Down to My Knees." . . . Reliable reports here indicate that each **Beatle** will be able to take \$28,000 out of Japan after the group's concerts at the Marshall Arts Hall in Tokyo (July 1-3). . . . After completing a season in Bermuda on June 25 **Lonnie Donegan** flies to Nashville for recording sessions under the supervision of **Wesley Rose**. American release will be on **Hickory**. **CHRIS HUTCHINS**

LOS ANGELES

"Only Lovers Left Alone," a novel by English author **Dave Wallis**, will be used as the screenplay for the movie debut of the **Rolling Stones**. The group will receive a reported \$1 million from British Decca for their movie venture. Co-producers are **Andrew Oldham**, their a&r man, and **Allen Klein**, their U. S. business manager. The film will be shot in England.

Writers **P. F. Sloan** and **Steve Barri** appeared on the Loyola University radio Station **KXLU-FM** in a discussion of the evolu-

Dawes, EMI Director, Dies

LONDON — Richard Dawes, director, Electrical and Musical Industries (EMI) and president of the International Federation of Phonographic Industries, died here April 26 after an illness.

Dawes, an accountant, spent 38 years — the whole of his working life — in records, first with Parlophone which in the amalgamations of the '30's became part of EMI. He joined the EMI group board in 1958 as an executive director in charge of the records and international division.

He was on the board of many subsidiaries, including EMI records. Dawes, who was 55, is survived by his widow, a son and a daughter. The cremation on May 2 was attended by many leading industry figures.

Iramac Begins U.K. Distribution

LONDON—Keith Prowse has begun distribution in Britain of the Dutch-based classical label, Iramac. Nine albums have just been issued in the initial release and there will be another four next month.

The recordings are an international affair with the transfer from tape to disk done in Germany by Ariola and the pressing in Britain at Arlake's Dagenham plant. The sleeves and labels are prepared by a firm in Copenhagen.

To be known here as Iramac Britain, the label has been founded in conjunction with **Oryx**, who produce Bach recordings. Iramac artists **Daniel Wayenburg** will give a piano concert at the Royal Festival Hall on June 5.



CELEBRATING THE FORMAL publishing tie-in between Chappell Publishing Co. and Liberty Records overseas are, from left, Seymour Zucher, vice-president of Metric Music; Teddy Holmes, director of Chappell; Al Bennett, president of Liberty Records and Metric Music, and Ron Kass, European representative for Liberty Records. (Story on page 1.)

tion of a contemporary song. Loyola plans to provide the show to other college stations.

Vocalist **Vic Dana** has gained a TV acting part in Universal's two-hour saga, "Shadow Over Elveron." . . . **John Green** has signed with **Peter Rachtman** for personal management. Green will be busy this summer conducting at the Hollywood Bowl, Lewisohn Stadium and with the San Diego Symphony.

Enduring Songs has released its first single aimed at retired citizens. The two sides are "La Reina De Los Angeles" and "Senior Citizen Song." The former title was written for consideration as the official song of Los Angeles. **Earl Olin** and **Frank Knoll** are partners in the Sherman Oaks-based company.

The **Johnny Mathis** show is back on U. S. soil after six weeks of appearances for servicemen in the Orient. The show has been on the road since December 1965, when it began a string of one-nighters. **Vincent Edwards**, known for his "Dr. Casey" portrayal, operates on supper club patrons beginning June 9, with a Copa booking in New York followed by post-operative work at Boston's **Blinstrube's** on June 26.

The **Paris Sisters** are featured in print and radio ads for Carnation's "Instant Breakfast." The trio of good lookers warbles a sales pitch for the radio market and poses with the liquid drink for newspaper ads. The girls are working on their first Reprise LP and will be playing the Hawaii State Fair in July.

Harry James will use **Jimmy Haskell's** arrangements on his next Dot LP. . . . **Count Basie** and his band drew a good turnout at a one-nighter in It's Boss, a teen-age rock 'n' roll emporium on Sunset Boulevard.

Norman Hawes penned original theme music for the Mrs. America pageant held May 7 in San Diego. . . . "Melody Ranch" TV regular **Cathie Taylor** set for a guest spot on the "Kraft Music Hall," summer replacement for **Andy Williams' NBC-TV'er**. . . . **Bobby Hatfield**, of the **Righteous Brothers**, turns beauty scout for the annual Miss Anaheim competition June 4. **ELIOT TIEGEL**

MILAN

Paul Lebbink, formerly general manager of Polygram, Bruselles, was appointed president of Phonogram, Milan. Lebbink is reorganizing Phonogram's structure. His first official announcement is that Phonogram's doors are open to all

GTA

RECORDS MUSIC

Are You Represented in ITALY?

GTA-Galleria del Corso, 2—Milano.

General Mgr.: GIGI CICHELLERO

producers. . . . **David Matalon** back from a quick trip to New York, Rio de Janeiro, San Paulo, Buenos Aires, again New York,

Toronto and London. Matalon met with MGM and UA executives in New York; with **Kurt Sonderman** of Rozenblit Ltda. in Brazil; **Luque Emanuel Rodriguez** of Disc-Jockey in Argentina; **Johnny Lombardi** in Canada, and several people of the industry in London. Agreements were reached for the distribution of the Carosello and Ducale catalogs with Rozenblit and Disc-Jockey. . . . **Isabella Jannetti**, Durium, with "C'E Lui Che Si Consola" and **Gianni Meccia**, RCA Italiana, with "Quelli Che Si Amano" were first at the Song Festival of Malta, April 30. Among other artists and groups participating were **Tony Renis** (RCA Italiana), **Wilma Goich** (Ricordi), **Ricky Gianco** (Ricordi), **La Cricca** (RCA Italiana), **Fabrizio Ferretti** (Rifi), **Nicola d'Alessio** (Durium), **tino** (Carosello), **Maurizio Graf** (RCA Italiana), **Renata Pacini** (Durium). A "Golden Caravel" was awarded to the winners. The final night was televised also in Italy. . . . **Doctor Gallo**, GTA foreign department manager, said their "Lara's Theme" (from "Doctor Zhivago" movie soundtrack) was licensed in 29 countries. . . . **Johnny Halliday**, French Philips—Phonogram here—will be on the Studio Uno TV show, May 21, to sing "Je L'Aime" (French version of the Beatles' "Girl").

Contract between Phonogram and King Universal for distribution of this catalog by Phonogram was terminated. . . . Phonocolor participating in the summer radio contest with **Pat Capogrossi** and **Leo Sardo**, and in the Festivalbar with **Leo Sardo**. . . . **Leontyne Price** (RCA), arrived in Rome from New York to sing "Aida" at the Opera Theatre. Miss Price made her debut May 4 and performed on May 8 and 11. She will record Verdi's "Un Ballo In Maschera" at the RCA Italiana's recording studios, from June 7 to 22, and an album with famous opera themes, from June 24 to 30.

GERMANO RUSCITTO

NEW YORK

Jimmy Dean established a new house record for a one-week engagement at the Valley Music Hall, Salt Lake City, when he drew a gross in excess of \$80,000. Dean's engagement ran from April 25 to April 30, during which he performed six evenings a week. . . . **Connie De Nave**, teen group publicist, back from England where she conferred with clients about forthcoming American tours. . . . **Jerry Vale** signed to headline at the Shoreham Hotel, Washington, July 12-23. . . . Songstress **Jill Sinclair**, currently at the Penthouse, is coached by **Mario Fiorello**. . . . **Johnny Nash**, Joda recording artist, sings the background theme on the syndicated "Hercules" cartoon series. Nash is now planning a Kiddie LP for Joda. . . . **Russ Miller**, professional manager of Saturday Music, is scouting for young songwriters whom he can develop into record producers.

The Kiwanis Club of Mount Vernon will present the **Glenn Miller** Orchestra under the direc-

INTERNATIONAL NEWS REPORTS

tion of **Buddy De Franco** at the Glen Island Casino, New Rochelle, on June 25. The "Night of Nostalgia" is being held by the Kiwanis as its major fund raising function of the year. . . . The **Denims and Curtis Knight** will be appearing at Cheetah until May 18. The **Soul Searchers** and the **Commanders** follow until June 1. . . . The **Supremes** have been voted the favorite vocal trio of the U. S. Forces in Vietnam. . . . United Artists Records' **Danny Meehan** will appear in stock presentations of "The Roar of the Greasepaint, the Smell of the Crowd," "How to Succeed in Business Without Really Trying" and "Irma La Douce." The **Smothers Brothers** set for the Minnesota State Fair on Aug 31 and Sept. 1-4.

The **Highwaymen** set for a campus date at Radford College, Radford, Va., on June 23. . . . Command Records artist **Ray Charles**, leader and director of the **Ray Charles Singers**, has been selected as the winner of a country-wide radio popularity contest held recently by Distributora Peruana Sudamericana, distributors of Command product in Peru. . . . The **Sherry Sisters** "Sailor Boy," on the Epic label here, will be marketed in Holland, Belgium and Luxembourg by Artone Grammophon. . . . **Peter Duchin** and His Orchestra playing at college proms, debutante parties and other social events through June. . . . **Jamie Guyden** has acquired national distribution rights to **Tommy McLain's** "Sweet Dreams," a country-pop single out of Houston and New Orleans. . . . Singer **Teresa Rinaldi**, former Miss Alabama, began a two-weeker at the Latin Quarter on May 17. GAC's **Buddy Howe** is negotiating with major record companies for a disk deal. . . . **Ondine**, East Side discotheque, is now open for afternoon dining and dancing. . . . **Jack M. Nitzburg**, 55, administrative assistant in ASCAP's sales division, died May 8 or a heart attack at the South Nassau Hospital. . . . The **Pair Extraordinaire**, singer **Carlo Craig** and bassist **Marcus Hemp-hill**, have been signed by agents **Howard West** and **John Hartman** to the William Morris Agency. . . . The **Paul Ankas** expect their first child in December.

MIKE GROSS

OSLO

Solvi Wang, Norwegian singing star, will appear on the Ed Sullivan TV show in August. Managing director of Nor-Disc, **Totto Johannessen**, will go to London this week to discuss with Decca what material shall be used and to have it translated. The U. S. appearance is a direct result of Miss Wang's starring participation in the Norwegian TV show "That's Entertainment," which won a special prize at the Montreaux TV

LEADING IN RECORDS

Coming up fast in publishing in
NORWAY
NOR-DISC A/S
Oslo, 3

festival in Switzerland. . . . **Bob Dylan** visited Stockholm and Copenhagen on his world tour but missed here. . . . **Totto Johannessen** revealed that the Edmundo Ros, British orchestra, will visit here to entertain at big Latin-American evening.

The **Kinks** will come to Bergen this spring. . . . The **Vanguards** are now the only Norwegians represented in the local hit parade, with their Triola record "Lykkeveien," a version of the American tune, "Young Land." Palace Music is publishing in Stockholm. . . . **Kirsti Sparboe** just returned from a tour up north, where he was highly successful. . . . A new **Rolling Stones** record was out this week: "Paint It, Black." Their last record hit the runner-up position but never managed to move past the **Beatles'** "Michelle."

PARIS

Johnny Cash visited here to record in French for CBS. . . . **Charles Aznavour** has recorded an

LP in Italian for Barclay. . . . Latest to leap on the jazzed-up classics bandwagon is **Claude Bolling** who, with his sextet, has recorded an album called **Jazzgang Amadeus Mozart** for Philips. . . . **Henri Salvador** has recorded "Juanita Banana" on his own Rigolo label, released by Riviera. . . . The 1966 Eurovision winner, "Merci Cherie," has been recorded by **Ken Venturi** for Philips. . . . Festival star **Andre Verchuren** was presented to French President General de Gaulle during the Little Fair. . . . The Grand Prix of the Jazz Club de France for 1966 has been awarded to Festival artists **Les Barbucues**. . . . Pathe-Marconi is reissuing all the **Beatles'** disks in the Odeon catalog, which they acquired this year. . . . Festival stars **Lee Chamberlain**, **Michel Delpuch** and **Colette Chevro** will participate in the Rose de France song festival at Antibes from June 23-25. . . . **Ronnie Bird** has left Decca to sign with Philips. His first disk for Philips is called "Chante." . . . **Liz Brady's** latest for Pathe-Marconi is called "Palladium."

Udo "Merci Cherie" Jurgens was in Paris for a week for appearances on the TV programs "Siscorama," "Douches Ecosaises" and "Palmares de la Chanson." . . . New artist signed by CBS is **Minouche Barelli**, daughter of the late singer **Lucienne Delylle** and orchestra leader **Alme Barelli**. Her first record is scheduled for release in June to coincide with her appearance in the Rose de France Festival. . . . **Dave Dee, Dozy, Beaky, Mick and Tich** visited Paris for an engagement at La Locomotive. . . . Newcomer **Daniel Faure** made his disk debut for Philips with four of his own songs, "Vivre San Aimer," "Si Tu Vivais Au Bout du Monde," "La Chanson S'Arrete" and "Ne Parle Pas" all published by Tutti. . . . After visiting Paris for radio and TV appearances, **Vogue** star **Nancy Sinatra**, whose "These Boots Are Made for Walkin'" has been a big hit in France, left for Rome. . . . **Trini Lopez**, currently in London to make "The Dirty Dozen" with **Ernest Borgnine**, **Robert Ryan** and **Lee Marvin**, took part in the French TV program "Palmares de la Chanson" through a special hookup. . . . CBS has just released the first record of long-haired singer-composer **Edouard**, already famous in Europe for his song "Hallucinations."

MIKE HENNESSEY

ROME

Rieti became the first locale to hold a competition of the long-haired musical groups in Italy. Winning units were promised places in the Italian tour program of the **Rolling Stones**. . . . Among label shifts this year have been **Equipe 84**, Vedette to Ricordi, **Ricki Gianco**, Janguar to Ricordi, **Fasuto Leall**, Jolly to Ri-Fi, the **Animals** from Voce del Padrone to Decca, and **Flo Sandon's** to Trevisan-Combo after working with most of Italy's labels. . . . **Style's Leo Ardo** gave up the circus to become a pop singer. . . . **Cantagiuro**, Singing Tour, has linked with 14 Italian dailies to find new young singers to compete in the New Voices part of the program. . . . **Gianni Morandi** is a top hit in films as he is on RCA disks. His latest film named for his song, "You Will See Me Return," is heading for a gross of \$1,600,000, one of the highest of the year in the entire film industry. . . . The **Wretched** is a new combo being introduced on disks of **Celentano's** "Ciao, Ragazzi."

SAMTL STEINMAN

STOCKHOLM

Sture Borgedal reports that **Sonora** made a deal with **Bob Dylan** to publish all Dwarf songs in Scandinavia. . . . **Anita Lindblom** has recorded "The Ballad of the Green Berets" in Swedish. It is called "The Blue Berets," in Swedish. It's really selling in Cyprus where the Swedish forces of the UN command are placed. . . . **Joan Baez** in town for TV dates. She said that her European tour was dedicated to non-violence, and the press found her warm and

sincere after all the Dylan antics last week. . . . **Don Gardner** opened his Swedish tour at Putte's this week. He is featuring two go-go girls and for the first time the Swedish public has a chance to see all the new American dances in person. . . . **Thore Skogman's** "Froken Fraken" is No. 4 in Sing-

G T A
RECORDS MUSIC
Are You Represented in ITALY?
GTA Galleria del Corso, 2—Milano.
General Mgr.: GIGI CICHELLERO

apore with **Johnny Lion**. It's called "Svenka Flicka" down there reports **Ivan Nordstrom**, EMI. Nordstrom is just recording an LP with **Alice Babs** singing songs by **Bobby Ericsson** with arrangements by **Bengt Hallberg**. . . . **Georgie Fame** back to Sweden this summer after his big success last year. The **Sherrys** from Philadelphia are also back this summer, now touring on their own. Last year they were together with **Jerry Williams**. . . . Big week for Philips. Five of the top 10 records were from that company and everybody is working overtime at GDC distributing center.

B. FREMER

TORONTO

Tower in the U. S. has signed Canadian country singer **Gary Buck**, pacted to Capitol here. Buck recorded material for an album in Nashville recently, from which Capitol is releasing a single, the novelty, "Sorry About That, Chief," written by Neil "Bird of Paradise" Merritt. . . . Canadian folk singers **Malka and Joso** move from the Capitol label to Tower in the U. S. for their third LP, "Jewish Songs." The duo have just been signed to star in "A World of Music," in color, in the prime-time after the hockey telecast spot in the CBC-TV network's fall schedule. . . . **Robert J. Stone Associates** of Oshawa have been appointed Canadian representatives of the Listen and Learn line of children's educational records, to be released on the new Stone label by Sparton.

ANOTHER BIG HIT FROM
BOONE RECORDS!!
"THE SOUND THAT MAKES ME BLUE"
("MR. JUKEBOX")
by
MAX FALCON
BOONE #1038 in U.S.A.
SPARTON #P1466 in Canada
Published by
BMI CANADA LTD., TORONTO

The series has not been available in Canada previously. . . . After breaking the **Lovin' Spoonful's** "Did You Ever Have to Make Up Your Mind" in Canada prior to its release in the U. S. (No. 9 in Billboard's Canada chart, Feb. 19 issue), Quality Records has another Canadian exclusive from **Kama Sutra** with the **Lovin' Spoonful's** "Jug Band Music," and it's already on its way, at No. 44 on powerful **CHUM**, Toronto. . . . Columbia here feted octogenarian Canadian composer **Dr. Healey Willan** with a luncheon (4) to launch the album of selected compositions by Willan performed by prominent English organist **Dr. Francis Jackson**, recorded at Yorkminster cathedral in England. Hopes are high for release in the U. K.

Gordon Lightfoot, whose UA debut LP bowed to unanimous raves last month and sold out in Toronto in two days, holidayed in Nassau recently and found his tune, "I'm Not Sayin'," by the **Merrymen**, at No. 1. Lightfoot starts a tour of the western U. S. the end of July, hitting Los Angeles, Kansas City and other centers. He plays Toronto's Riverboat three weeks in June, then goes to Vancouver for three weeks, fitting in a recording session in Nashville this month or next. . . . Nashville-based Columbia producer **Frank Jones** returned to hometown To-



LOS MEDIAS NEGRAS, CBS Records International artists, performed at a recent Buenos Aires charity festival to aid thousands of refugees who lost their homes after extensive flood damage in Argentina. Discos CBS of Argentina, an affiliate of CBS International, and the Coca-Cola Co. sponsored the successful festival.

ronto recently to produce a session with the **Liverpool Set**. . . . A new Toronto talent, 16-year-old **Preston Winn**, just back from recording in Clovis, N. M., with **Norman Petty**. Winn is backed by the **Fireballs** on the sides, not yet released. . . . The **Guess Who's** latest, released simultaneously on Quality at home and Scepter in the States, is "Clock on the Wall," written by lead guitarist **Randy Bachman**. . . . Quality has a batch of new Canadian-talent singles up for grabs to the international market with "I Can't Explain" by the **King Beezz** from Edmonton, currently making p.a.'s in and around Toronto; the third outing by the **Deverons**, from Winnipeg, with "She Is My Life" on Reo; the first disk outing by **Don Norman** and the **Other Four**, from Ottawa, with "The Bounce" on Barry; and Toronto singer **Kelly Jay's** debut disk, "Curlers and Cream." . . . Columbia here takes its first flier with a Canadian artist in the country field with "Loving You Again" and "If Heartaches Were Wine" by **Johnny Bourque**. National ad and sales promotion manager **Bob Martin** turned a&r man for the session.

Robert Goulet returns to the city that was his launching pad to appear, with wife **Carol Lawrence** and comedian **Norm Crosby**, at the O'Keefe Centre in Toronto June 13-18, then on to Calgary (20), Edmonton (22) and Vancouver (23 & 24). . . . **Sammy Davis Jr.**

Scotto Prize

• Continued from page 39

Prix Albert Chantrier: **Edouard Duleu**; Prix Georges Enesco: **Marcel Mihalovici**; Prix Daniel Enoch: **Maurice Ricet**; Prix Celestin Joubert: **Serge Bessiere**; Prix Leo Lelievre: **Michel Rive-gauche**; Prix Marguerite Monnot: **Madame Jean Boyer**; Prix Gabriel Pares: **Rene Cocheux**; Prix Roger Seiller: **Fernand Bonifay**; Prix Lucien Boyer: **Romeo Carles**; Prix Andre-Didier Mauprey: **Jean-Claude Annoux**; Prix Odette Vargas: **Barbara**; Prix des Creuteurs: **Georges Aubanel**; Prix George Chepfer: **Perre Jarjaille**.

Columbia of Canada

• Continued from page 39

is \$3.79. The first release on the new label includes albums by the **Trio Los Panchos** from Mexico, popular German artist **Bernd Spier**, **Amalia Rodriguez** of Portugal, Spanish singer **Sarita Montiel**, and hits of the **Israel Song Festival** of 1965. Columbia plans a schedule of new releases monthly in the new series. The albums will be manufactured in Canada, with jackets modified or redesigned for the Canadian market.

at the O'Keefe Centre June 27-July 6.

Release of **Julius LaRosa's** new MGM single "You're Gonna Hear From Me" coincided with his opening at the Club Embassy in Toronto (9-15). The new "name" policy brings **Brenda Lee** to the Embassy May 30-June 4, followed by U.A.'s **Four Lads** (June 6-11), originally a Toronto group. . . . MGM's **Royalties** at Le Coq D'Or a Go-Go in Toronto (16-21). Apex recording artists the **Royal Family** will appear at the Grandstand of the Calgary Stampede July 11-16. **KIT MORGAN**

BREAKING WITH
BULLETS

"YOU WAITED
TOO LONG"

5 STAIRSTEPS

Windy C-601

Distributed Nationally by

CAMEO/PARKWAY

THE LABEL TO WATCH IN 66

1650 Broadway, New York, N. Y.

(212) JU 6-312C

Contribute to the
**NAT KING COLE
CANCER FOUNDATION**
BOX 8598, CRENSHAW STATION
L.A., CALIF. 90008

ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	NESSUNO MI PUO'	GIUDICARE—Caterina Caselli (Music Hall); Gene Pitney (CBS); *Violeta Rivas (RCA); *Elio Roca (Polydor); Aldo Perricone (RCA)—Korn
2	2	MICHELLE—The Beatles (Odeon); Billy Vaughn (Music Hall); *Los Vip's (Ala Nicky); Barbara & Dick (RCA); Vincent Morocco (Polydor); Mr. Trombone (CBS); *Gino Bonetti (Microfon)—Fermata	
3	3	LA BOHEME—Juan Ramon (RCA); Charles Aznavour (Barclay); Franck Pourcel (Odeon); *Los 5 Latinos (Quinto); Vincent Morocco (Polydor)—Korn	
4	4	QUE QUIERES TU DE MI (LP)—Altemar Dutra (Odeon)	
5	5	DIO COME TI AMO—Gigliola Cinquetti (Music Hall); *Violeta Rivas (RCA); *Nancy Li (CBS); *Elio Roca (Polydor)—Korn	
6	9	MANUEL BENITEZ (EL CORDOBES)—Dalida (Barclay); Franck Pourcel (Odeon); *Richard Davis (Microfon); *Los Nocturnos Music Hall; The Mexican Combo (Polydor)—Korn	
7	7	UNA CASA EN LA CIMA DEL MUNDO—Pino Donaggio (Odeon); Mina (Philips); Jose Antonio (Microfon)—Fermata	
8	10	THUNDERBALL—Tom Jones (Original Sound Track) (United Artist-CBS); Jimmy Sedar Music Hall; Bob Mitchell (Fermata); Jimmy Ferguson (Microfon); Billy Strange (Dial)—Korn	
9	8	SI FA SERA—*Juan Ramon (RCA); Gianni Morandi (RCA); *Danielo (Odeon); Los Crucenos (RCA)—Relay	
10	6	EL CORRALERO—*Herman Figueroa Reyes (Odeon); *Los Cantores de Quilla Huasi (Philips); Ginette Acevedo (RCA); *El Chango Nieto (CBS); *Los Trovadores del Norte (Music Hall)—Korn	

AUSTRALIA

This Week	Last Week	Title	Artist
1	1	NORWEGIAN WOOD—The Beatles (Parlophone)—Leeds	
2	3	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)—Boosey & Hawkes	
3	2	MICHELLE—The Overlanders (Astor)—Leeds	
4	6	LIGHTNIN' STRIKES—Lou Christie (MGM)	
5	4	19TH NERVOUS BREAKDOWN—Rolling Stones (Decca)—Essex	
6	7	FORTUNE TELLER—Rolling Stones (Decca)	
7	5	WOMEN—Easybeats (Parlophone)—Alberts	
8	—	HITCHHIKER—Laurie and Bobby (Parlophone)—Castle	
9	—	HOMeward BOUND—Simon & Garfunkel (CBS)—Essex	
10	—	THE CHEATER—Bob Kuban (Stateside)	

BRITAIN

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

This Week	Last Week	Title	Artist
1	3	PRETTY FLAMINGO—*Manfred Mann (HMV)—Shapiro-Berstein	
2	1	YOU DON'T HAVE TO SAY YOU LOVE ME—*Dusty Springfield (Philips)—Accordo	
3	4	DAYDREAM—Lovin' Spoonful (Pye Int.)—Robbins	
4	2	BANG BANG—Cher (Liberty)—Kassner	
5	7	THE PIED PIPER—*Crispian St. Peters (Decca)—Robbins	
6	11	SLOOP JOHN B—Beach Boys (Capitol)—Immediate Music	
7	8	SOUNDS OF SILENCE—*Bachelors (Decca)—Lorna Music	
8	5	HOLD TIGHT—*Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynna Music	
9	9	ALFIE—*Cilla Black (Parlophone)—Famous/Chappell	
10	6	SOMEBODY HELP ME—*Spencer Davis Group (Fontana)—Island Music	
11	15	HOMeward BOUND—Simon and Garfunkel (CBS)—Lorna Music	
12	18	SHOTGUN WEDDING—*Roy C (Island)—MCPS	
13	10	SUBSTITUTE—*Who (Reaction)—Fabulous Music	

14	16	SOME DAY ONE DAY—*Seekers (Columbia)—Lorna
15	13	I PUT A SPELL ON YOU—*Alan Price Set (Decca)—Sheldon Music
16	14	ELUSIVE BUTTERFLY—*Val Doonican (Decca)—Metric Music
17	22	WALKIN' MY CAT NAMED DOG—Norma Tanega (Stateside)—Ardmore & Beechwood
18	27	HOW DOES THAT GRAB YOU DARLIN'—Nancy Sinatra (Reprise)—Criterion/Lorna
19	19	SOUL AND INSPIRATION—Righteous Brothers (Verve)—Screen Gems
20	21	THAT'S NICE—*Neil Christian (Strike)—Millwick
20	—	SORROW—*Merseys (Fontana)—Grand Canyon Music
20	23	MAKE THE WORLD GO AWAY—Eddy Arnold (RCA)—Acutt-Rose
23	12	THE SUN AIN'T GONNA SHINE ANY MORE—*Walker Brothers (Philips)—Ardmore & Beechwood
24	—	COME ON HOME—*Wayne Fontana (Fontana)—Island Music
25	—	TAKE IT OR LEAVE IT—*Searchers (Pye)—Mirage Music
26	25	FRANKIE AND JOHNNY—Elvis Presley (RCA)—Belinda Music
27	—	SOMETHING ON MY MIND—*Chris Andrews (Decca)—Glissando Music
28	28	BLUE TURNS TO GREY—*Cliff Richard (Columbia)—Mirage/Essex
29	20	DEDICATED FOLLOWER OF FASHION—*Kinks (Pye)—Belinda
30	26	BALLAD OF THE GREEN BERETS—Barry Sadler (RCA)—Peter Maurice

CANADA

This Week	Last Week	Title	Artist
1	1	MONDAY, MONDAY—Mama's and Papa's (RCA Victor)	
2	2	SLOOP JOHN B—Beach Boys (Capitol)	
3	3	LEANING ON THE LAMP POST—Herman's Hermits (MGM)	
4	4	GOOD LOVIN'—Young Rascals (Atlantic)	
5	5	KICKS—Paul Revere & the Raiders (Columbia)	
6	6	HOW DOES THAT GRAB YOU, DARLIN'—Nancy Sinatra (Reprise)	
7	7	TIME WON'T LET ME—Outsiders (Capitol)	
8	8	IT'S A SIGN OF THE TIMES—Petula Clark (Warner Bros.)	
9	9	SECRET AGENT MAN—Johnny Rivers (Imperial)	
10	10	TRY TOO HARD—Dave Clark Five (Capitol)	

CANADIAN RECORDS

This Week	Last Week	Title	Artist
1	1	LOVEDROPS—Barry Allen (Capitol)	
2	2	MY KINDA GUY—Willows (MGM)	

CHILE

This Week	Last Week	Title	Artist
1	1	ROSA MARIA—Los Moonlights (RCA)	
2	2	LA BANDA BORRACHA—Mike Laure (Odeon)	
3	3	ME HE PREGUNTADO TANTAS VECES—Richard Anthony (Odeon); Arturo Millan (Demon)	
4	4	MICHELLE—Billy Vaughn (Dot); Claude Ciari (Odeon); Los Beatles (LP-Odeon); Los Hitmakers (Philips)	
5	5	LOS VIEJOS ESTANDARTES—Los Cuarto Cuartos (RCA)	
6	6	CUANTO MAS LEJOS ESTOY—Duo Dinamico (Odeon)	
7	7	ESTAS BOTAS SON PARA CAMINAR—Gloria Benavides (Odeon); Fresia Soto (Philips)	
8	8	CAPRI TERMINO—Herve Vilard (Philips); George Dann (Odeon)	
9	9	LLORANDO EN EL ANDEN—Marisa (Polydor)	
10	10	NINGUNO DE USTEDES—Richard Anthony (Odeon); Carlos Gonzalez (Demon)	

EIRE

This Week	Last Week	Title	Artist
1	1	THE FLY—Brendan Bowyer (HMV)—West One	
2	2	BLACK AND TAN GUN—Johnny Flynn Showband (Emerald)—Pat	
3	4	THE SEA AROUND US—Ludlows (Pye)—Coda	
4	6	UP WENT NELSON—Go Lucky Four (Emerald)—Pat	
5	3	ELUSIVE BUTTERFLY—Val Doonican (Decca)—Metric	
6	5	SOUND OF SILENCE—Bachelors (Decca)—Lorna Music	
7	—	AMONG THE WICKLOW HILLS—Mighty Avons (King)—Clarence	

8	7	DEDICATED FOLLOWER OF FASHION—Kinks (Pye)—Belinda
9	—	TURN OUT THE LIGHT—Creatures (CBS)—Copyright Control
10	—	SOMEBODY HELP ME—Spencer Davis Group (Fontana)—Island

FRANCE

This Week	Last Week	Title	Artist
1	1	LE CINEMA—Sheila (Philips)	
2	3	LES ELUCUBRATIONS D'ANTOINE—Antoine (Vogue)—Vogue Internationale	
3	2	MON CREDO—Mireille Mathieu (Barclay)—Prosadis	
4	8	JUANITA BANANA—The Peels (Karate)—Pathe	
5	4	UNE MECHE DE CHEVEU—Adamo (Voix de son Maitre)—Pathe	
6	7	SEUL SUR SON ETOILE—Gilbert Beaud (Voix de son Maitre)—Le Rideau Rouge	
7	—	LA POUPEE QUI FAIT NON—Michel Polnareff (A.Z.)—Semi	
8	5	MOURIR OU VIVRE—Herve Vilard (Mercury)—Dany Music	
9	6	LE JOUET EXTRAORDINAIRE—Claude Francois (Philips)—Olympia Tutti	
10	9	MERCI CHERIE—Udo Jurgens (Vogue)—Tutti	
11	11	LA GUERRE—Antoine (Vogue)—Vogue International	
12	10	CA NE FAIT RIEN CAR JET 'AIME—Franck Alamo (Riviera)—Salvet	
13	12	A FAIRE L'AMOUR SANS AMOUR—Georgette Lemaire (Philips)—Tutti	
14	—	JUANITA BANANA—Henri Salvador (Rigolo)—Pathe	
15	15	MICHELLE—The Beatles (Odeon)—AMI	

HOLLAND

This Week	Last Week	Title	Artist
1	1	DEDICATED FOLLOWER OF FASHION—The Kinks (Pye)—Ed. Belinda	
2	2	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)	
3	5	HOMeward BOUND—Simon & Garfunkel (CBS)—Ed. Basart	
4	3	SECOND HAND ROSE—Barbra Streisand (CBS)—*Tweedehands Jet-Corry Brokken (Philips)—Ed. Basart	
5	4	19TH NERVOUS BREAKDOWN—The Rolling Stones (Decca)—Ed. Basart	
6	—	SUBSTITUTE—The Who (Polydor)—Ed. Essex/Basart	
7	6	YOU WERE ON MY MIND—Chrispian St. Peters (Decca)—Ed. Basart	
8	—	SLOOP JOHN B—The Beach Boys (Capitol)	
9	7	IK BEN GELUKKIG ZONDER JOU—*Conny van den Bos (Philips)—Ed. Altona	
10	8	WELTERUSTEN MIJNHEER DE PRESIDENT—*Boudewijn de Groot (Decca)—Ed. Altona	

HONG KONG

This Week	Last Week	Title	Artist
1	8	LISTEN PEOPLE—Herman's Hermits (Columbia)	
2	4	SECRET AGENT MAN—The Ventures (Liberty)	
3	2	SOUNDS OF SILENCE—Simon and Garfunkel (CBS)	
4	3	MICHELE—The Beatles (Parlophone)	
5	—	WHERE THE BLUE TURNS TO GREY—Cliff Richard (Columbia)	
6	—	FRANKIE AND JOHNNY—Elvis Presley (RCA Victor)	
7	—	YOU WERE ON MY MIND—Crispian St. Peters (British Decca)	
8	1	TELL ME WHAT YOU SEE—The Beatles (Parlophone)	
9	—	DRIVE MY CAR—The Beatles (Parlophone)	
10	—	SURE GONNA MISS HER—Gary Lewis (Liberty)	

ITALY

This Week	Last Week	Title	Artist
1	1	MICHELLE—Beatles (Parlophone)	
2	3	MI VEDRAI TORNARE—*Gianni Morandi (RCA)	
3	4	RESTA—*Equipe 84 (Ricordi)	
4	6	JOHN BROWN—*Marcellos Ferial (Durium)	

5	2	IL RAGAZZO DELLA VIA GLUCK—*Adriano Celentano (Clan)
6	5	NESSUNO MI PUO' GIUDICARE—*Caterina Caselli (CGD)
7	7	DAY TRIPPER—Beatles (Parlophone)
8	9	LEI—Adamo (VdP)
9	8	PENSIAMOCI OGNI SERA—*Jimmy Fontana (RCA)
10	—	RIDERA—*Little Tony (Durium)
11	10	UNA CASA IN CIMA AL MONDO—*Mina (Ri Fi)
12	—	CON LE MIE LACRIME—Rolling Stones (Decca)
13	11	E' STATO FACILE—*Michele (RCA)
14	15	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)
15	13	IN UN FIORE—*Wilma Goich (Ricordi)

JAPAN

This Week	Last Week	Title	Artist
1	1	HONEMODE AISHITE—*Jyo Takuya (Toshiba)—JASRAC	
2	2	KIMITO ITSUMADEMO—*Kavama Yuuzo (Toshiba)—JASRAC (Watanabe)	
3	3	AITAKUTE AITAKUTE—*Sono Mari (Polydor)—JASRAC (Watanabe)	
4	6	FUTARI NO SEKAI—*Ishihara Yujiro (Teichiku)—JASRAC	
5	5	AMENO NAKANO FUTARI—*Hashi Yukio (Victor)—JASRAC	
6	4	TOKYO NAGAREMONO—*Takekoshi Hiroko (King)—Toshiba	
7	7	KOIGOKORO—*Kishi Yoko (King)—Toshiba	
8	8	SHANHAI GAERI NO RIRU—*Bob Satke (King)—JASRAC	
9	—	YOGIRI NO BOJYO—*Ishihara Yujiro (Teichiku)—JASRAC	
10	—	ANOKO TAZUNETE—Sasaki Shinichi (King)—JASRAC	

MALAYSIA

This Week	Last Week	Title	Artist
1	2	LISTEN PEOPLE—Herman's Hermits (Columbia)	
2	1	SOUNDS OF SILENCE—Simon & Garfunkel (Columbia)	
3	—	AS TEARS GO BY—Rolling Stones (Decca)	
4	5	MICHELLE—Overlanders (Pye)	
5	7	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)	
6	4	I KNOW—*Naomi & the Boys (Philips)	
7	10	BLUE TURNS TO GREY—Cliff Richard (Columbia)	
8	—	LIKE A BABY—Len Barry (Brunswick)	
9	—	AT THE SCENE—Dave Clark Five (Columbia)	
10	6	19TH NERVOUS BREAKDOWN—Rolling Stones (Decca)	

MEXICO

This Week	Last Week	Title	Artist
1	1	LA BANDA BORRACHA—*Mike Laure (Musart)—RCA	
2	2	UNA LIMOSNA—*Javier Solis (CBS)—Brambila	
3	3	MIDE TUS PASOS—*Sonora Santanera (CBS)—Mundo Musical	
4	5	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)—Pending	
5	6	ES LUPE (Hang on Sloopy)—*Los Johnny Jets (CBS)—Grever	
6	4	TE AMARE TODA LA VIDA—*Sonja (RCA)—RCA	
7	7	MAZATLAN—*Mike Laure (Musart)—Pham	
8	8	CUANDO VIVAS CONMIGO—*Pepe Jara (RCA)—RCA	
9	10	CONCIERTO PARA ENAMORADAS—Karina (Hispanavox)—Pending	
10	—	RONDANDO TU ESQUINA—Julio Jaramilla (Peerless)—Emmi	

NEW ZEALAND

This Week	Last Week	Title	Artist
1	2	HOMeward BOUND—Simon & Garfunkel	
2	3	FIVE O'CLOCK WORLD—The Vogues	
3	6	LIGHTNIN' STRIKES—Lou Christie	
4	1	MICHELLE—The Beatles	
5	4	A GROOVY KIND OF LOVE—The Mindbenders	
6	5	BARBARA ANN—The Beach Boys	
7	8	YOU WERE ON MY MIND—Crispian St. Peters	

8	16	THE SUN AIN'T GONNA SHINE ANYMORE—The Walker Brothers
9	17	I CAN'T LET GO—The Hollies
10	—	AS TEARS GO BY—The Rolling Stones

NORWAY

This Week	Last Week	Title	Artist
1	1	BARBARA ANN—Beach Boys (Capitol)—Thore Ehrling	
2	2	I CAN'T LET GO—Hollies (Parlophone)—Sonora	
3	3	MICHELLE—Beatles (Parlophone)—Edition Lychee	
4	6	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)—No pub.	
5	5	SAG INTE NEJ SAG KANSKE—Sven-Ingvards (Philips)—Sonora	
6	8	SUNNY GIRL—Hep Stars (Olga)—Europaproduktion	
7	4	SNOW FLAKE—Jim Reeves (RCA Victor)—Palace Music/Stig Anderson	
8	9	THE SUN AIN'T GONNA SHINE ANY MORE—Walker Brothers (Philips)—Carl M. Iversen	
9	—	LYKKEVEIEN (Young Land)—*Vanguards (Triola)—Palace Music/Stig Anderson	
10	9	GOOD MORNING TEARS—Larry Finnegan (Svensk-American)—Seven Brothers	

PERU

This Week	Last Week	Title	Artist
1	1	EL CONDUCTOR—Jose Bedoya (FTA); Enrique Lynch (Sono Radio); Eulogio Molina (Odeon); Los Morunos (Virrey); Alfredo Barrantes (Sono Radio); Carlos Munoz (MAG)	
2	2	LA CHICHERA—Los Demonios del Mantaro (Sono Radio); Los Demonios de Corocochay (MAG)	
3	3	YOLANDA—Tulio Enrique Leon (Odeon); Carlos Pickling (MAG); Los Teen Agers (Sono Radio)	
4	4	PETI PAN—Los Demonios del Mantaro (Sono Radio); Los Demonios de Corocochay (MAG)	
5	5	VENECIA SIN TI—Charles Aznavour (Barclay); Jimmy Santy (Sono Radio)	
6	6	LA BANDA ESTA BORRACHA—Enrique Lynch (Sono Radio); Alfredo Gutierrez (FTA); Betico Salas (MAG)	
7	7	VISION DE OTONO—Los Dolton (Sono Radio); The Blue Splendor (Philips)	
8	8	RETIRADA—Javier Solis (Columbia); Daniel Santos (Orfeon Fuentes)	
9	9	ACUYUYE—Pacheco y su Charanga (MAG)	
10	10	EL POMPO—Los Teen Agers (Sono Radio); Mario Allinson (MAG); Al Linares (Riko); Luho Macedo (Virrey); Sonora Sensacion (Sono Radio)	

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	MR. TAMBOURINE MAN—The Byrds (CBS)—Mareco, Inc.	
2	2	HANG ON SLOOPY—The Newbeats (Hickory)—Mareco, Inc.	
3	3	WELCOME, YANKEE WELCOME—*Ronnie & Gene (Mabuhay)—Mareco, Inc.	
4	4	MOMENT TO MOMENT—Henry Mancini, Orchestra & Chorus (RCA)—Filipinas Record Corp.	
5	6	RING DANG DO—Sam the Sham and the Pharaohs (MGM)—Mareco, Inc.	
6	5	WISHING IT WAS YOU—Connie Francis (MGM)—Mareco, Inc.	
7	8	BORN FREE—Matt Monro (Capitol)—Mareco, Inc.	
8	10	CALIFORNIA DREAMIN'—The Mama's and the Papa's (RCA)—Filipinas Record Corp.	
9	9	500 MILES—The Brothers Four (CBS)—Mareco, Inc.	
10	—	YOU WON'T HAVE TO CRY—The Byrds (CBS)—Mareco, Inc.	

SINGAPORE

This Week	Last Week	Title	Artist
1	1	MY LOVE—Petula Clark (Pye)	
2	3	SVENSK-A-FLICKA—Johnny Lion (Philips)	
3	2	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)	
4	5	THE SUN AIN'T GONNA SHINE ANYMORE—Walker Brothers (Philips)	
5			

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
2	2	VERDI: DON CARLOS (4-12" LP's) Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)	7
2	3	MAHLER: SYMPHONY NO. 10 (2-12" LP's) Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)	7
3	1	IVES: SYMPHONY NO. 4 Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)	7
4	7	MAHLER: SYMPHONY NO. 4 IN G Cleve. Orch. (Szell), Col. ML 6233 (M); MS 6833 (S)	7
5	4	PRESENTING MONTSERRAT CABALLE RCA LM 2862 (M); LSC 2862 (S)	7
6	6	BLESS THIS HOUSE Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)	7
7	9	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP's) Col. M2L 328 (M); M2S 728 (S)	7
8	13	MY FAVORITE CHOPIN Cliburn, RCA LM 2576 (M); LSC 2576 (S)	7
9	5	HOLIDAY FOR STRINGS Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	7
10	11	PUCCINI: TURANDOT (3-12" LP's) Nilsson, Corelli & Various Artists, Angel CL 3671 (M); SCL 3671 (S)	7
11	8	MUSSORGSKY-STOKOWSKI: PICTURES AT AN EXHIBITION New Philm. Orch. (Stokowski), Lon. PM 55004 (M); SPC 21006 (S)	7
12	17	PUCCINI: LA BOHEME (2-12" LP's) Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)	7
13	22	BACH ON THE PEDAL HARPSICORD Biggs, Col. ML 6204 (M); MS 6804 (S)	4
14	15	CHOPIN WALTZES Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	7
15	16	TCHAIKOVSKY: CONCERTO NO. 1 Cliburn, RCA LM 2252 (M); LSC 2252 (S)	7
16	18	REVERIE Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)	6
17	10	RODRIGO: CONCIERTO DE ARANJUEZ/TEDESCO: CONCERTO IN D Williams, Col. ML 6234 (M); MS 6834 (S)	7
18	12	NIELSEN: SYMPHONY NO. 3 Royal Danish Orch. (Bernstein), Col. ML 6169 (M); MS 6769 (S)	7
19	19	DONIZETTI: LUCIA DI LAMMERMOOR (3-12" LP's) Moffo & Various Artists, RCA LM 6170 (M); LSC 6170 (S)	7
20	21	GERSHWIN: RHAPSODY IN BLUE N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	7
21	14	BRAHMS: LIEBESLIEDER WALTZES Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	6
22	24	THE BAROQUE OBOE Gomberg/Col. Chamber Orch. (Ozawa), Col. ML 6232 (M); MS 6832 (S)	7
23	40	LISZT: SONATA IN B MINOR/SCHUBERT: WANDERER FANTASY Rubinstein, RCA LM 2871 (M); LSC 2871 (S)	2
24	32	BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP's) Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M) SB 3675 (S)	2
25	34	GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)	2
26	20	THE DUKE AT TANGLEWOOD Ellington/Boston Pops (Fiedler), RCA LM 2857 (M); LSC 2857 (S)	7
27	23	THE ART OF EUGENE ORMANDY (2-12" LP's) Phila. Orch. (Ormandy), Col. M2L 338 (M); M2S 738 (S)	7
28	28	BIZET: CARMEN (3-12" LP's) Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)	3
29	25	STRAVINSKY: SACRE DU PRINTEMPS (Rite of Spring) R.T.F. Orch. Nat'l (Boulez), Nonesuch H 1093 (M); H 71093 (S)	5
30	29	MIRELLA FRENI—OPERATIC ARIAS Angel 36268 (M); S 36268 (S)	6
31	31	TCHAIKOVSKY: SWAN LAKE & THE NUTCRACKER Phila. Orch. (Ormandy), Col. ML 6207 (M); MS 6807 (S)	2
32	30	RIMSKY-KORSAKOV: SCHEHERAZADE Lon. Symph. Orch. (Stokowski), Lon. PM 55002 (M); SPC 21005 (S)	6
33	33	BAROQUE GUITAR Bream, RCA LM 2878 (M); LSC 2878 (S)	4
34	—	BRUCKNER: SYMPHONY NO. 9 IN D MINOR Vienna Philm. (Mehta), Lon. CM 9462 (M); CS 6462 (S)	1
35	35	BEETHOVEN: THREE FAVORITE SONATAS Serkin, Col. ML 5881 (M); MS 6481 (S)	2
36	36	ROSSINI: WILLIAM TELL OVERTURE N. Y. Phil. (Bernstein), Col. ML 6143 (M); MS 6743 (S)	5
37	37	DVORAK: SYMPHONY NO. 7 N. Y. Phil. (Bernstein), Col. ML 6228 (M); MS 6828 (S)	3
38	—	BEETHOVEN: THE FIVE PIANO CONCERTOS/THE CHORAL FANTASY (4-12" LP's) Serkin, Phila. Orch. (Ormandy), N. Y. Philm. (Bernstein), Col. D4L 340 (M); D4S 740 (S)	1
39	—	MOZART: PIANO CONCERTOS NOS. 14 AND 17 Serkin, Col. Symph. Orch. (Schneider), Col. ML 6244 (M); MS 6844 (S)	1
40	38	BEETHOVEN: BAGATELLES & FANTASIE Schnabel, Angel COHL 66 (M); (No Stereo)	3

Discount Houses Causing Disk Sales Slump in N. Y.

By FRED KIRBY

WHITE PLAINS, N. Y.—Classical disk sales have been hit hard by discount houses in suburbia, a Westchester County survey shows. Some local outlets have bucked the trend because they carry a more complete stock to supply their classical customers. Few dealers report any significant effect because of their nearness to New York City.

John C. Pease of John C. Pease and Son of Mount Vernon said he moves very little classical product now because of discount houses. "Classical used to be a pretty good seller, but it didn't pay us to keep a large inventory mainly because of discount stores. We couldn't afford to sell at that price."

Hastings Record shop of Hastings-on-Hudson is thinking of eliminating its classical line completely, according to Mrs. Margaret Hesketh, because sales are "awful." She was not certain the full reason was discount stores. "Who can figure it out? More kids than adults buy records. Even the adults seem to buy rock 'n' roll for their kids or for themselves. Maybe people are taping classical pieces from their radios. Maybe good FM stations are affecting sales."

Sales 'Rotten'

Myron Golumb at Regency in Rye called classical sales "rotten." "I think discount stores affect all sales, classical more so because those records are generally more expensive. Discount stores can afford to sell for less than I'm paying for records because of volume buying."

A. P. Torzilli of Garth Radio in Scarsdale said discount houses had a generally bad effect on sales. "Sales by discount houses hurt the record business. It's all loused up. We may stop selling records. There's no use carrying inventory if you can't move it. We've sold records for 20 years. I'm maybe just 10 cents above discount houses, but people assume there's a big difference. We just can't compete."

At Frank's Musical Exchange in New Rochelle, Pat Sotallaro explained, "Discount stores hurt classical sales. They take off the

cream. People develop the habit of going into cut-rate places. People get used to paying low prices, looking for bargains. Discount stores are even carrying fuller lines now."

Sotallaro found it difficult to evaluate the effect of the nearness to New York City on business. He noted visitors from New York City often bought merchandise because of a lower sales tax here (2 per cent compared to 5 per cent in the city), while many local residents traveled to New York City on shopping trips.

In Yonkers, Ben Bush of Symphony Music said classical sales had become very limited because of a change in his area, not because of discount houses. "Some people think 'Carmina Burana', by Carl Orff is a disease. We had to ride with the tide."

Bob Sayers of Normandy Piano and Music of Yonkers re-

ported the outlet still did a "Pretty nice" classical business. "We carry the major labels. Sales are bigger around Christmas. The same people often return three or four times a month until they get all they want. Then they probably hit another store." He called New York concerts minor in impact except for the best selling Vladimir Horowitz disk on Columbia.

Hunt's Music of White Plains has felt some effect from discount stores being next door to Macy's, Kevin Falcone judged, but a more-rounded collection has resulted in regular customers returning. Service also helps classical action as does the speedy filling of orders, usually within a week. As Falcone remarked, "We are trying to sell records to stay in business."

Peter Watson of Downes Music in Mt. Vernon reported few classical sales except at Christ-

(Continued on page 44)

Angel's Two-LP Package Salutes Menuhin's 50th Yr.

HOLLYWOOD — Virtuoso violinist Yehudi Menuhin's 50th birthday is saluted by a special two-LP package from Angel. Packaged together are "Music for the Theatre," with Menuhin conducting the Bath Festival Orchestra, and "An Autobiography in Music," featuring 21 selections and Menuhin's thoughts anent the compositions.

The package is a collector's limited edition, with about 10,000 copies pressed. The set is being released in England as well as domestically. The collectors disk in monaural only.

Menuhin's career spans 38 years. He began playing when he was 11. Besides the new Angel disk, Menuhin has recorded 19 others for Angel and six for Capitol Classics.

The artist's 14-year-old son Jeremy accompanies his famous father on one selection in the "Autobiography" package.

Menuhin, who lists Alma, Calif., as his home, is a resident of London and has a music school in County Surrey. Queen

Elizabeth II bestowed an honorary knight of the British Empire award on him last November. On the occasion of his birthday, all the major British newspapers wrote glowing stories about the American-born musician.

Aspen Festival for June 27 to Aug. 28

ASPEN, Colo. — Several recording artists, including soprano Maria Stader (Deutsche Grammophon) and mezzo soprano Jennie Tourel (Columbia), will take part in the Aspen Festival and School from June 27 to Aug. 28. Conductors will be composer Darius Milhaud, Bernard Goodman, violinist Szymon Goldberg and Walter Susskind, music director.

Among other vocalists are bass Alexander Kipnis, tenor John McCollum and tenor Roland Hayes. Instrumentalists will include violinist Eudice Shapiro; violinists Lillian Fuchs and Abraham Skernick; cellist Laszlo Varga, flutist Maurice Sharp; pianists Jacob Lateiner, Rosina Lhevinne and Beveridge Webster; Harry Shulman, oboe; Robert Nagel, trumpet, and Keith Brown, trombone.

3 CONCERTS BY BACH ARIA UNIT

NEW YORK — Three concerts by the Bach Aria Group, Decca artists, are set for next season at Town Hall. The concerts will include the Princeton Chamber Orchestra, Nicholas Harsanyi, conductor. The ensemble also records for Decca.

Vocalists will be Samuel Baron, Robert Bloom, Norman Farrow, Maureen Forrester, Bernard Greenhouse, Richard Lewis, Lois Marshall, Oscar Shumsky and Paul Ulanowsky. William H. Scheidel is the director. Performances are listed for Dec. 7, Jan. 11 and Feb. 15. Seats are sold on a subscription basis.



ANDRES SEGOVIA, master guitarist who has been an exclusive Decca Records artist since 1952, has been re-signed by the label to an exclusive long-term contract. A full schedule of recording sessions has been planned for Maestro Segovia for the summer and fall under the direction of Israel Horowitz, Decca's director of classical artists & repertoire. Horowitz has been responsible for Segovia recordings for the past 10 years.

Discount Houses Causing Disk Sales Slump in N. Y.

• Continued from page 43

mas and Easter, when works such as those by Handel went well. He was expecting an increase in interest in Stravinsky's music as a result of the CBS television program on the composer (3). Watson was one of the few dealers to find a definite impact from New York City performances, such as ballet and last year's Virgil Fox organ recital. Fox has appeared on Columbia and RCA Victor.

Hits Affected

Bob Archigan at Caruso's Music Center of New Rochelle said discount stores were affecting sales of "hit classical recordings," but Caruso's did well on staples. He said, "Kids are buying classics, especially kids going to school and taking art courses which include music." Archigan emphasized the importance of Caruso's big disk library, which features Columbia LP's and London sets. He

also noticed customers switching from mono to stereo.

Caruso's also does an extensive promotion campaign, giving away Columbia samplers to customers and to colleges and other schools. "You have to build up interest," Archigan explained. "Where do you start?" He referred to the store's work with schools as similar to the developing of farm systems in major league sports.

The switch to stereo was especially apparent at the Village Shop of Mamaroneck, where Robert Albert said in most instances only stereo pressings were stocked. Albert found the outlet generally retained its customers because of its inventory and its knowledgeable salesmen.

Referring to discount chains, Albert claimed, "They often stock classical records, but salesmen don't know what they're talking about." Albert thought operatic sets sold better at these chains because customers felt

more money was involved. He thought discount stores hadn't hurt his business too much in the generally affluent section. The Village Shop considers itself self a classical store.

Martin Gulkis at Cousins of Pleasantville conceded discount stores had cut into classical sales, but classical business was still good. He pointed out that, except for rock 'n' roll, classical sold as much as any other category. Gulkis found the demand so great that he had to stock almost every Victor and Columbia classical release.

Featured at the store are a "big spread" on classical sales, both display and stock. Cousins carries 800-900 different regular priced titles, a few hundred in budget lines, plus boxes, such as operas. "It's necessary to stock to do business," Gulkis explained. "We can't just carry the top 100 warhorses. If people are looking for something special they're pretty sure we have it here."

Cousins also puts through fast special orders on imports and other disks. Noting almost all his customers were commuters, Gulkis said they did a certain amount of buying in the city, but when they came to Pleasantville they liked to browse.

Gulkis said discount stores depended on making other sales, while special record sales brought customers in. "We don't have that many other things to sell." He reported a greater impact from local performances, such as a cantata group and Gilbert and Sullivan, than from New York City concerts. "We probably sell more Bach than any other store in the same category."

While the picture at many suburban outlets is bleak because of cut-rate store competition, others have found that stock, service, promotion and quick filling of orders have left them very much in the classical record business. There seems to be room for the suburban store in many sections providing it can use these methods to retain its customers and swim against the discount tide.

'Busy' Philly Preps For 67th Season

PHILADELPHIA — The Philadelphia Orchestra, now on a 52-week employment basis which will keep the players busy most of the summer in concerts here and in South America, has completed plans for its new and 67th season which will kick off on Sept. 29. Eugene Ormandy will be at the helm, and the Academy of Music is still the home base.

The new season will also bring an added series of seven Thursday evening concerts, boosting the total of subscription concerts to 84. Pension, pops and student concerts, plus the annual gala, will swell that total.

Amid talk of finding a permanent guest conductor to help Ormandy with the expanded conducting chores, another parade of visiting maestros is in view. There are two newcomers: Antonio De Almeida, Portuguese-American conductor of the Stuttgart Philharmonic, and David Zinman, native New Yorker who conducts the Netherlands Chamber Orchestra.

Leopold Stokowski and Almeida have one-week engagements here. Georges Pretre, Seije Ozawa and Zinman are coming for two weeks each, while Istvan Kertesz and Lorin Maazel will have three-week stints.

The piano will retain its supremacy as the favorite solo instrument. Claudio Arrau will be making his first appearance with the orchestra since 1952. Debuts are in line for Anthony DiBonaventura and Jerome Lowenthal. Emil Gilels, Byron Janis, Philippe Entremont, Leon Fleisher and Susan Starr round out the list.

Among the violinists, the famous Soviet performer, Leonid Kogan, will be on tap for his first subscription concert. Veterans Zino Francescatti and Isaac Stern are returning, and the orchestra's new concertmaster, Norman Carol, will be stepping up from his chair to be a soloist for the first time in his new position.

Leonard Rose will be the only

cello soloist, and Richard Ellsasser is the only organist. Two major choral works are yet to be announced. Already scheduled are Mahler's Second Symphony ("Resurrection"), conducted by Stokowski, and Beethoven's "Missa Solemnis," which is being given for the first time by the orchestra, with Ormandy conducting. The Singing City Choirs will participate in both works. Highlights of the season include a repeat of Mahler's Unfinished Symphony No. 10 in the fleshed-out version by Deryck Cooke. The work was an instant success last season and is already recorded.

The traditional Viennese program at the New Year are giving way at the next holiday to an all-Gershwin program, with Entremont appearing as piano soloist.

Toronto Group Schedules Top Names in '66-'67 Fare

TORONTO—An outstanding roster of guest soloists and guest conductors, both well-established and newly acclaimed, will highlight the Toronto Symphony's 45th season, which opens Oct. 11. Music director and conductor of the Toronto Symphony is Seiji Ozawa, whose recent recordings have won high praise from international critics.

Visiting conductors in the 1966-1967 season will be Colin Davis, Paul Kletzki, and Rafael Kubelik, each presenting a pair of concerts. Guest artists returning to the stage of Massey Hall in Toronto will include pianists Vladimir Ashkenazy, John Browning, Leon Fleisher, Byron Janis and Wilhelm Kempff; cellist Mstislav Rostropovich; violinist Zino Francescatti; sopranos Lois Marshall and Mary Simmons; the Toronto Mendelssohn Choir; and flautist Nicholas Fiore of the Toronto Symphony.

Artists appearing for the first time with the Toronto Sym-

phony include violinists Edith Peinemann and Lorenz Fenyes; cellist Jacqueline du Pre, pianists Gina Bachauer and Andre Watts; soprano Reri Grist; and narrator Felicia Montealegre.

The Toronto Symphony will make three tours in the United States next season, to Michigan in November, Florida in January, and Washington and New York in April 1967.

During the summer, Toronto Symphony conductor Seiji Ozawa will conduct the Philadelphia Orchestra at Saratoga, the London Symphony, the Vienna Symphony, the Concertgebouw in Amsterdam, the La Scala Orchestra in Milan, and make appearances at the Berlin, Bensencon, Salzburg and Tanglewood Music Festivals, and for the third season will act as music director of the Ravinia Festival in Chicago. He returns to Toronto in late September for his second season with the Toronto Symphony.

NEW ACTION CLASSICAL ALBUMS

- NIELSEN: VIOLIN CONCERTO . . .**
Varga/Royal Danish Orch. (Semkow), Turnabout TV 4043 (M); TV 34043S (S)
- RUDOLF SERKIN PLAYS FOUR GREAT ROMANTIC PIANO CONCERTOS (3-12" LP's) . . .**
Phila. Orch. (Ormandy), Col. D3L 341 (M); D3L 741 (S)

BEST SELLING SEMI-CLASSICAL LP's

This Week

- BLESS THIS HOUSE**—Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)
- HOLIDAY FOR STRINGS**—Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)
- GERSHWIN: RHAPSODY IN BLUE**—N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)
- GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS**—Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)
- THE DUKE AT TANGLEWOOD**—Ellington/Boston Pops (Fiedler), RCA LM 2857 (M); LSC 2857 (S)
- GROFE: GRAND CANYON SUITE**—N. Y. Phil. (Bernstein), Col. ML 6018 (M); MS 6618 (S)
- LEHAR: THE MERRY WIDOW—HIGHLIGHTS**—Various Artists, Philharmonia Chorus & Orch. (von Maticic), Angel 36340 (M); S 36340 (S)
- NERO GOES "POPS"**—Nero/Boston Pops (Fiedler), RCA LM 2821 (M); LSC 2821 (S)
- PORTS OF CALL**—Phila. Orch. (Ormandy), Col. ML 5878 (M); MS 6478 (S)
- THE RUSSIANS**—Capitol Symphony Orch. (Dragon), Capitol P 8628 (M); SP 8628 (S)

American Opera Society Lists Six for N. Y. Debuts

NEW YORK — Five vocalists and one conductor will make their New York debuts during the 1966-1967 American Opera Society season at Carnegie Hall. In its 15th anniversary season the society will revive five of its former successful presentations with completely new casts.

Two of the new singers, Elena Suliotis and Luciano Pavarotti, are featured on forthcoming complete opera releases by London. Miss Suliotis, whose initial appearance here will be in the title role of Donizetti's "Anna Bolena" on Nov. 15, stars in a "Nabucco" set. Pavarotti, who also will debut in "Anna Bolena," has recorded Bellini's "Beatrice di Tenda."

Other new performers in "Anna Bolena" will be contralto Janet Baker, who has recorded on Angel, and Oiseau-Lyre, and bass Carlo Cava, who's appeared on Deutsche Grammophon. Rounding out the cast will be soprano Marilyn Horne. Miss Horne's latest disks have been on London.

Aliceo Galliera, with several Angel records to his credit, will make his conducting debut on March 21 leading Handel's "Giulio Cesare." Soprano Montserrat Caballe, whose RCA Victor disk "Presenting Montserrat Caballe" is high on the classical charts, will sing Cleopatra to the Caesar of baritone Kostas Paskalis.

British soprano Gwyneth Jones will debut in the title role of Cherubini's "Medea" on Dec. 6. Other soloists will include mezzo soprano Regina Sefarty, who has sung on Columbia, and Cava. Lamberto Gardelli, who

will lead the "Nabucco" release will conduct.

Rossini's "Mose in Egitto" will open the season on Oct. 28 starring bass Nicolai Ghiaurov (London), Angel tenor Nicola Gedda, and mezzo Ruza Pospinova. Closing the season on April 4 will be Gluck's "Orfeo ed Euridice" with baritone Dietrich Fischer-Dieskau (Deutsche Grammophon), as Orfeo and soprano Schwarzkopf, as Euridice. Jonel Perlea, who will conduct Victor's forthcoming release of Donizetti's "Lucrezia Borgia" with Miss Caballe, will lead the season's finale.

Nonesuch Ideas Contest in Gear

NEW YORK — Entries are into the thousands in a Nonesuch contest for repertoire ideas. A Nonesuch spokesman said entries from record buyers, which number several hundred a week, "show no sign of slacking off." The deadline is June 30.

The competition, which began through ads the beginning of March, is for classical disk ideas from the public. First prize is an all-expense-paid European trip. The winner will attend the recording sessions of the winning suggestion and attend concerts, opera and other events.

Three second prizes will be awarded, consisting of the complete Nonesuch libraries, including all future releases in perpetuity. Ten third-prize winners will have a choice of any 25 Nonesuch albums in the catalog.

COUNTRY MUSIC



PUBLISHER BILL LOWERY recently hosted a 10th anniversary party in honor of the writers of "Young Love." With Lowery, glass in hand at right, are Ric Cartey and Carole Joyner, who were 18 years old when they penned the tune in 1956. Columbia Records artist Billy Joe Royal is behind Lowery.

Dave Dudley Gets His Day

STEVENS POINT, Wis. — Fans and friends of Dave Dudley turned out en masse here April 23 to honor him at a Dave Dudley Homecoming Celebration. Dignitaries from throughout the State were on hand and he received numerous wires of congratulations from city and State officials and fellow artists.

The day's festivities concluded with a big show at the high school auditorium, where Dave was presented a plaque for his contribution to country and western music. Appearing

Jimmy Walker Set For 'Dating Game'

WOODLAND HILLS, Calif. — Jimmy Walker, formerly with WWVA, Wheeling, W. Va., and WEEP, Pittsburgh, and now working the West Coast for Americana Corp. of this city, has signed to do a guest spot on the ABC network daytime show, "The Dating Game."

Taping will be made May 18 for showing two weeks later.

with Dave on the show were Billy Grammer, Bobby Lord, Linda Manning, George Kent and June Spaulding.



JOE AND ROSE LEE MAPHIS have a new release on a new label, Mosrite Records, Bakersfield, Calif., country music capital of the West. "Write Him a Letter" b/w "Send Me Your Love A.P.O." M-150. Contact: Mosrite Records, 1424 P. Street, Bakersfield, Calif. 93301. Phone: (805) 327-7281. (Advertisement)

Peebles Sets Topeka Fair

TOPEKA, Kan.—Leroy Van Dyke and the Auctioneers and Auctionettes along with Kitty Wells co-star at the Mid-America Fair here Sept. 9, according to Marie McKinney, fair manager. Completing the package will be Bill Phillips, Johnny Wright and the Tennessee Mountain Boys, and the Taylor Sisters.

Harry (Hap) Peebles, Wichita promoter, is handling the show. He has also set the State fairs of Kansas, Illinois and Montana.

The Perry Como show follows the country show at the Topeka Fair, Sept. 10-13, Miss McKinney said.

GAC Sets 3 C&W Units on Western Dates

ANAHEIM, Calif. — General Artists Corporation's country music department has three major c&w packages set for dates in the West over the next two months.

The first package, highlighting Hank Thompson and His Brazos Valley Boys, Buck Owens and His Buckaroos, Minnie Pearl, Mary Taylor, Cagle and Roy Clark, plays the Melodyland Theater here May 24-29.

A second unit, made up of Hank Thompson and the Brazos lads, the Marty Robbins aggregation, Minnie Pearl, Roy Clark and Mary Taylor, headlines the Nevada Rodeo & Livestock Show at Reno June 17-18.

The Thompson group plus Buck Owens and the Buckaroos, Wanda Jackson and Her Party-Timers, Don Bowman and Jerry Naylor make up a third GAC package which is booked for the Circle Star Theater, San Carlos, Calif., July 26-31.

Clark at Lake Tahoe

STATELINE, Nev.—Capitol Records' Roy Clark opened Thursday (5) at Harrah's Club, Lake Tahoe, as a feature with the Andy Griffith show in the club's South Shore Room. The engagement is for two weeks.



AIR PERSONALITIES OF WKDA Radio, Nashville, saw Decca Records' Jan Howard off on her recent personal appearance tour. From left are Bill Craig, Miss Howard, Dick Buckley, Ray Lynn. "Evil on Your Mind," written by Jan's husband, Harlan Howard, is her latest release.

Myrna Lorrie On Gaiety Label

HOLLYWOOD—Gaiety Records with headquarters at 6153 Lexington Avenue here, reports its entry into the country and western field with the signing of Myrna Lorrie to a recording contract. Gaiety president is Don Grashey, who discovered Myrna in 1955 and signed her to Faber Robinson's Abbott label. Miss Lorrie is best remembered for her recordings of "Are You Mine" and "Underway." She cuts her first session for Gaiety this week.

Great Artist + Great Ballad = BIG HIT

VAN TREVOR

Bookings:

DICK HEARD
ARTIST MGT.

Suite 1527
250 West 57th Street
New York, N. Y.
Tel. (212) JU 2-1957



5136 W. 41st Ave.
Denver 12, Colorado
Tel. (303) 455-4118

"BORN TO BE IN LOVE WITH YOU"

COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 5/21/66

HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
Billboard Award	2	DISTANT DRUMS Jim Reeves, RCA Victor 8789 (Combine, BMI)	8	27	37	I JUST CAME TO SMELL THE FLOWERS... Porter Wagoner, RCA Victor 8800 (Acclaim, BMI)	3
	2	HISTORY REPEATS ITSELF Buddy Starcher, Boone 1038 (Glaser, BMI)	7	28	33	THE MINUTE MEN (Are Turning in Stonewall Jackson, Columbia 43552 (Wilderness, BMI)	4
	3	TIPPY TOEING Harden Trio, Columbia 43463 (Window, BMI)	15	29	31	THE SHIRT Norma Jean, RCA Victor 8790 (Stallion, BMI)	6
	4	I LOVE YOU DROPS Bill Anderson, Decca 31890 (Moss-Rose, BMI)	15	30	29	VIET NAM BLUES Dave Dudley, Mercury 72550 (Buckhorn, BMI)	11
5	8	TAKE GOOD CARE OF HER Sonny James, Capitol 5612 (Paxton-Recherche, ASCAP)	7	31	21	WAITIN' IN YOUR WELFARE LINE Buck Owens, Capitol 5566 (Central Songs, BMI)	18
	6	I'M A PEOPLE George Jones, Musicor 1143 (Blue Crest, Huskey, BMI)	11	32	35	COMMON COLDS AND BROKEN HEARTS Ray Pillow, Capitol 5597 (Papa Joe's, SESAC)	5
7	10	TALKIN' TO THE WALL Warner Mack, Decca 31911 (Pageboy, SESAC)	9	33	36	THE COUNT DOWN Hank Snow, RCA Victor 8808 (Hank's, BMI)	3
	8	WOULD YOU HOLD IT AGAINST ME Dottie West, RCA Victor 8770 (Tree, BMI)	11	34	44	THE LAST WORD IN LONESOME IS ME Eddy Arnold, RCA Victor 8818 (Tree, BMI)	2
	9	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	15	35	40	(YES) I'M HURTING Don Gibson, RCA Victor 8812 (Acuff-Rose, BMI)	3
	10	I'M LIVING IN TWO WORLDS Bonnie Guitar, Dot 16811 (Forest Hills, BMI)	12	36	22	GIDDY-UP GO ANSWER Minnie Pearl, Starday 754 (Starday, BMI)	12
	11	DON'T TOUCH ME Jeannie Sealey, Monument 933 (Pamper, BMI)	6	37	38	TONIGHT I'M COMIN' HOME Buddy Cagle, Imperial 66161 (Central, BMI)	5
12	15	PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca 31901 (Combine, BMI)	8	38	39	STEEL RAIL BLUES George Hamilton IV, RCA Victor 8797 (Witmark, ASCAP)	5
13	17	BACK POCKET MONEY Jimmy Newman, Decca 31916 (New Keys, BMI)	9	39	41	BRACERO Stu Phillips, RCA Victor 8771 (Hill & Range, BMI)	4
	14	THE ONE ON THE RIGHT IS ON THE LEFT Johnny Cash, Columbia 43496 (Jack, BMI)	15	40	47	DON'T TOUCH ME Wilma Burgess, Decca 31941 (Pamper, BMI)	3
	15	MANY HAPPY HANGOVERS TO YOU Jean Shepard, Capitol 5585 (Mimosa, BMI)	12	41	43	EVIL ON YOUR MIND Jan Howard, Decca 31933 (Wilderness, BMI)	5
16	19	CATCH A LITTLE RAINDROP Claude King, Columbia 43510 (Gallico, BMI)	6	42	30	BALLAD OF THE GREEN BERETS S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, Music, ASCAP)	14
	17	NOBODY BUT A FOOL Connie Smith, RCA Victor 8746 (Stallion, BMI)	15	43	46	I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol 5633 (Mimosa, BMI)	2
18	24	GUESS MY EYES WERE BIGGER THAN MY HEART Conway Twitty, Decca 31897 (Wilderness, BMI)	9	44	32	TILL MY GET UP HAS GOT UP AND GONE Ernest Tubbs, Decca 31908 (Tuckahoe, BMI)	8
19	26	A WAY TO SURVIVE Ray Price, Columbia 43560 (Pamper, BMI)	5	45	—	THINK OF ME Buck Owens, Capitol 5647 (Bluebook, BMI)	1
20	23	STOP THE START (Of Tears in My Heart) Johnny Dollar, Columbia 43537 (Zanetis, BMI)	10	46	48	WHY SHOULD I CRY OVER YOU Freddie Hart, Kapp 743 (Hill & Range, BMI)	3
	21	SOMEONE BEFORE ME Wilburn Brothers, Decca 31894 (Sure-Fire, BMI)	16	47	42	ONE BUM TOWN Del Reeves, United Artists 50001 (Moss-Rose, BMI)	6
	22	RAINBOWS AND ROSES Roy Drusky, Mercury 72532 (Harbot, SESAC)	13	48	45	BORN TO BE IN LOVE WITH YOU Van Trevor, Band Box 367 (Stonesthrow, BMI)	5
	23	GO NOW PAY LATER Liz Anderson, RCA Victor 8778 (4 Star Sales, BMI)	8	49	—	I'LL LEAVE THE SINGIN' TO THE BLUEBIRDS Sheb Wooley, MGM 13477 (Blue Echo, BMI)	1
	24	HUSBANDS AND WIVES Roger Miller, Smash 2024 (Tree, BMI)	13	50	50	YOU AIN'T NO BETTER THAN ME Webb Pierce, Decca 31924 (Cedarwood, BMI)	2
	25	THE TWELFTH OF NEVER Slim Whitman, Imperial 66153 (Express, ASCAP)	11				
	26	SWINGING DOORS Merle Haggard, Capitol 5600 (Bluebook, BMI)	7				

HOT COUNTRY ALBUMS

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	1	ROLL OUT THE RED CARPET FOR BUCK OWENS AND HIS BUCKAROOS Capitol T 2443 (M); ST 2443 (S)	13
	2	MISS SMITH GOES TO NASHVILLE Connie Smith, RCA Victor LPM 3520 (M); LSP 3520 (S)	8
	3	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	11
	4	MEAN AS HELL! Johnny Cash, Columbia CL 2446 (M); CS 9246 (S)	8
5	11	I LIKE 'EM COUNTRY Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)	5
	6	BEHIND THE TEAR Sonny James, Capitol T 2415 (M); ST 2415 (S)	26
	7	ROLL, TRUCK, ROLL Red Simpson, Capitol T 2468 (M); ST 2468 (S)	8
	8	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	33
	9	TALK ME SOME SENSE Bobby Bare, RCA Victor LPM 3515 (M); LSP 3515 (S)	7
10	14	JUST BETWEEN THE TWO OF US Bonnie Owens and Merle Haggard, Capitol T 2453 (M); ST 2453 (S)	5
11	15	CHET ATKINS PICKS ON THE BEATLES RCA Victor LPM 3531 (M); LSP 3531 (S)	7
12	16	ARTIFICIAL ROSE Jimmy Newman, Decca DL 4748 (M); DL 74748 (S)	5
	13	ROGER MILLER/GOLDEN HITS Smash MGS 27073 (M); SRS 67073 (S)	27
	14	THE BEST OF JIM REEVES, VOL. II RCA Victor LPM 3482 (M); LSP 3482 (S)	9
	15	GIDDY-UP GO Red Sovine, Starday SLP 363 (M); SLP 363 (S)	16
	16	BALLADS OF THE GREEN BERETS S/Sgt. Barry Sadler, RCA Victor LPM 3547 (M); LSP 3547 (S)	11
	17	FOLK-COUNTRY Waylon Jennings, RCA Victor LPM 3523 (M); LSP 3523 (S)	7
	18	COUNTRY FAVORITES—WILLIE NELSON STYLE RCA Victor LPM 3528 (M); LSP 3528 (S)	4
	19	A SIX PACK TO GO Hank Thompson, Capitol T 2460 (M); ST 2460 (S)	6
20	24	LOVE BUG George Jones, Musicor MM 2088 (M); MS 3088 (S)	12
	21	CUTE 'N' COUNTRY Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S)	30
	22	THE OTHER WOMAN Ray Price, Columbia CL 2382 (M); CS 9182 (S)	34
23	26	DOTTIE WEST SINGS RCA Victor LPM 3490 (M); LSP 3490 (S)	13
24	—	TRUE LOVE'S A BLESSING Sonny James, Capitol T 2500 (M); ST 2500 (S)	1
25	28	A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU Dick Curless & Kay Adams, Tower T 5025 (M); ST 5025 (S)	2
	26	PRETTY MISS NORMA JEAN RCA Victor LPM 3449 (M); LSP 3449 (S)	20
27	—	TWO SIDES OF TEX WILLIAMS Tex Williams, Boone LP 1210 (M); LPS 1210 (S)	3
	28	BY REQUEST Ernest Tubbs & the Texas Troubadours, Decca DL 4746 (M); DL 74746 (S)	3
29	—	BRYANTS BACK IN TOWN Jimmy Bryant, Imperial LP 9310 (M); LP 12310 (S)	1
	30	THE WILBURN BROTHERS SHOW Decca DL 4721 (M); DL 74721 (S)	6

a soaring single success

by

JAN HOWARD


“EVIL ON YOUR MIND”

31933



DECCA RECORDS, A Division of MCA INC.

Two sides of the Nashville hit story...



A Tommy Collins single!
(Remember "If You Can't
Bite, Don't Growl"!)
"Be Serious, Ann"^{c/w}
"Shindig in the Barn"⁴⁻⁴³⁶²⁸



A Flatt & Scruggs
(one of the most
successful teams in
the business) single!
"For Lovin' Me"^{c/w} "Colours"⁴⁻⁴³⁶²⁷

Where the "pop-country" action is.
On COLUMBIA RECORDS 



DURWARD ERWIN has a sleeper hit record in "The Gypsy's Secret" Canary Records 6413, now re-released by DJ and jukebox demand. Copies and information: Tim Gayle, National Publicity, 6376 Yucca, Hollywood, Cal. 90028. Tel. 463-2151 or 465-6258, A. C. 213. (Advertisement)

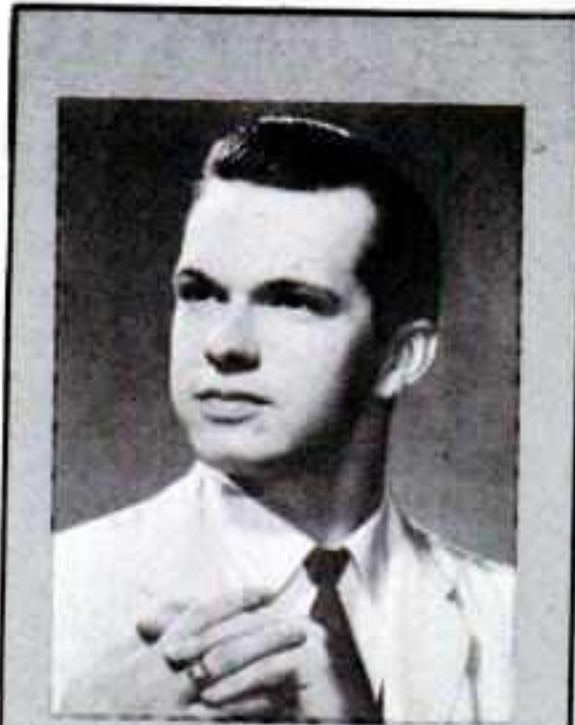
WELW and WAQI Go All-Country

CLEVELAND — Radio stations WELW, Willoughby, Ohio, and WAQI, Ashtabula, Ohio, have changed their formats to modern country and western music.

Bob Campbell, president and general manager of both stations, said the changes were made after surveys of the area showed high interest in this type of music through record sales, jukebox activity and attendance at country music shows.

WAQI serves all of Ohio's largest county, while WLEW offers its programming to the Cleveland area. Both stations are daytimers.

Walt Lhamon, formerly with the Rivers group in the Southeast, is music co-ordinator for both stations.



A SMASH country hit! Cash McCall sings a new Topic hit, "Don't Give Me a Chance" (#8022). Sure to go to the top of the charts. DJ's, write: M&M Promotions, R. R. 2, Jackson, Michigan. (Advertisement)



FRANK IFIELD, whose U. S. recordings are released on the Hickory label, received a warm welcome from Tennessee Gov. Frank Clement during Ifield's visit to Nashville last week. Ifield was in Nashville for extensive recording sessions. With Governor Clement (seated) from left are: Norrie Paramor, a&r director for EMI; Roy Acuff, Ifield, Wesley Rose and "D." Kilpatrick.

YESTERYEAR'S COUNTRY HITS

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

**COUNTRY SINGLES—
5 Years Ago
May 22, 1961**

1. Hello, Walls, Faron Young, Capitol
2. Foolin' Around, Buck Owens, Capitol
3. Don't Worry, Marty Robbins, Columbia
4. The Blizzard, Jim Reeves, RCA Victor
5. Heart Over Mind, Ray Price, Columbia
6. I Fall to Pieces, Patsy Cline, Columbia
7. Window Up Above, George Jones, Mercury
8. I'll Just Have Another Cup of Coffee, Claude Gray, Mercury
9. Sleepy-Eyed John, Johnny Horton, Columbia
10. Three Hearts in a Tangle, Roy Drusky, Decca

**COUNTRY SINGLES—
10 Years Ago
May 19, 1956**

1. Heartbreak Hotel, Elvis Presley, RCA Victor
2. Blue Suede Shoes, Carl Perkins, Sun
3. I Forgot to Remember to Forget, Elvis Presley, RCA Victor
4. You and Me, Red Foley & Kitty Wells, Decca
5. Folsom Prison Blues/So Doggone Lonesome, Johnny Cash
6. Yes, I Know Why, Webb Pierce, Decca
7. I've Got Five Dollars, Faron Young, Capitol
8. Blackboard of My Heart, Hank Thompson, Capitol
9. Why, Baby, Why, Red Sovine & Webb Pierce, Decca
10. I Don't Believe You've Met My Baby, Louvin Brothers, Capitol

Haney, WEEZ Set Spec for Philly Hall

PHILADELPHIA — Carlton Haney, Roanoke, Va., manager-promoter, in association with Ernie Tannen, owner of WEEZ, Chester, Pa., and WEEZ general manager, Bill Dalton, is bringing in a topnotch country music package to Convention Hall here May 28 for a single performance. It will be the first attraction of its kind ever to play the huge hall.

Comprising the talent line-up for the show will be Roy Acuff and His Smokey Mountain Boys, Faron Young and His Country Deputies, Roy Drusky and band, Skeeter Davis and her aggregation, Dave Dudley and the Roadrunners, Red Smiley and His Cut-Ups, Earl and Pearl Butler, Don and Ronnie

Bohlen Gen. Mgr.

Continued from page 26
the WCNW stations, is leaving that position to join the parent firm, W. L. Follmer, Inc., in an executive capacity as a vice-president. At the same time, Follmer announced the appointment of John H. Bohlen as general manager of the WCNW stations. Bohlen has been with Follmer Broadcasting since May 1963 as news director of the AM and FM operations. Follmer, in making the announcements, said there will be no major changes in the stations format of country and western music or in the development and presentation of comprehensive news coverage. Bohlen's first acts as general manager was to announce the appointment of Dale Rothert as head of the station's news departments.

Brite-Star Promotion

NEWBURY, Ohio — Tex Clark, head of Brite-Star Records, with headquarters here, announces that he has added seven new promotion men in the areas of Tampa, Houston, St. Louis, Los Angeles, Cincinnati, Minneapolis and Memphis. More will be added next month, Clark reports.

Reno, Mother Maybelle and the Carter Sisters, and Dottie West. WEEZ switched to an all-country format five months and is the only such station in the Philadelphia market. Business has been most gratifying since the switch, Tannen and Dalton report.

CHRISTY LANE...



Sweetest voice this side of heaven.

According to many stars, Christy Lane is well on her way to C&W stardom with her first smash, "Janie Took My Place."

"JANIE TOOK MY PLACE"
b/w
"STOP FOOLIN' WITH ME"

DJ's: Write for sample today.

BOOKED AND MANAGED BY
Lee Stoller, 1815 N. Otley Road,
Peoria, Ill. (309) 674-6946
K-ARK RECORDS
728 16th Avenue, South
Nashville, Tenn.

FREE LISTING

INTERNATIONAL BUYER'S GUIDE
of the music-record industry

MAIL THIS COUPON TO US TODAY*

ELIGIBLE CLASSIFICATIONS

- **RECORD MANUFACTURERS**
(Please list labels owned & represented separately)
Budget Line
- **INDEPENDENT RECORD PRODUCERS**
(Please list label credits)
- **MUSIC PUBLISHERS**
(Please list licensing affiliation)
- **SHEET MUSIC JOBBERS**
- **DISTRIBUTORS**
(Please list lines handled—Record labels; Tape: reel-to-reel, cartridge; Playback equipment; Musical instruments; Musical accessories)
- **RACK JOBBERS**
- **ONE-STOPS**
- **IMPORTERS & EXPORTERS**
- **RECORD MANUFACTURERS SERVICES & SUPPLIES**
Design & Artwork
Direct Mail Service
Envelopes & Mailers
Jacket Manufacturers
Label Manufacturers
Licensors, Tape & Record Machine Shops
Materials Milling Plants
Music Licensing Organizations
Plating Plants
Polyethylene Bags
Pressing Plants
Printers & Lithographers
Processing Plants
Promotion & Publicity
Recording Studios
Shipping Services
Sleeves
Studio Equipment
Trade Associations
- **RECORD DEALER ACCESSORIES & SUPPLIES**
Browser Boxes
Carrying Cases
Catalog Services
Cleaners, Cloths & Brushes
Needles
Rack Manufacturers
Title Strips
- **TAPE MANUFACTURERS**
- **REEL-TO-REEL TAPE**
Playback Equipment Manufacturers
Duplicators
- **TAPE CARTRIDGE**
Playback Equipment Manufacturers
Case Manufacturers
Duplicators
Distributors (Please list lines handled)
- **PHONOGRAPH MANUFACTURERS**

If you are engaged in one or more of the enterprises listed, it is urgent that you send this coupon to us immediately so that we can include you in this giant directory.

PLEASE AIR-MAIL IMMEDIATELY TO:
Billboard International Buyer's Guide, 165 W. 46th Street, New York, N. Y. 10036

Urgent—Please Use Typewriter If Possible—Thanks
Please attach any additional information.

Business Classification _____

Name of Company _____

Street Address _____ City _____

State _____ Zip _____ Country _____

Telephone Number _____ Area Code _____ Cable Address _____

Top Executives: Name _____ Title _____

Branch Offices (U.S. & International) _____

*IF YOU HAVE ALREADY RETURNED A QUESTIONNAIRE TO US PLEASE DISREGARD

RHYTHM & BLUES

TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	1	WHEN A MAN LOVES A WOMAN Percy Sledge, Atlantic 2326 (Pronto-Quincy, BMI)	6	24	25	GREETINGS (This Is Uncle Sam) Monitors, V.I.P. 25032 (Jobete, BMI)	4
2	8	IT'S A MAN'S MAN'S MAN'S WORLD James Brown & Famous Flames, King 6035 (Dynatone, BMI)	3	25	28	I'LL LOVE YOU FOREVER Holidays, Golden World 36 (Myto, BMI)	6
3	3	HOLD ON! I'M COMIN' Sam & Dave, Stax 189 (East-Pronto, BMI)	7	26	24	THIS OLD HEART OF MINE Isley Brothers, Tamla 54128 (Jobete, BMI)	13
4	6	NOTHING'S TOO GOOD FOR MY BABY Stevie Wonder, Tamla 54130 (Jobete, BMI)	5	27	40	I LOVE YOU 1,000 TIMES Platters, Musicor 1166 (Ludix, BMI)	2
5	12	MESSAGE TO MICHAEL Dionne Warwick, Scepter 12133 (U. S. Songs, ASCAP)	5	28	26	BABY, SCRATCH MY BACK Slim Harpo, Excello 2273 (Excellorec, BMI)	18
6	14	BAREFOOTIN' Robert Parker, Nola 721 (Bonatemp, BMI)	4	29	30	LET ME BE GOOD TO YOU Carla Thomas, Stax 188 (East, BMI)	3
7	4	WANG DANG DOODLE Ko Ko Taylor, Checker 1135 (Arc, BMI)	6	30	29	LOVE MAKES THE WORLD GO ROUND Deon Jackson, Carla 2526 (McLaughlin, BMI)	18
8	2	SHE BLEW A GOOD THING Poets, Symbol 214 (Sagittarius, BMI)	8	31	31	I CAN'T REST Fontella Bass, Checker 1137 (Chevis, BMI)	5
9	11	COOL JERK Capitols, Karen 1524 (McLaughlin, BMI)	7	32	32	I'LL RUN YOUR HURT AWAY Ruby Johnson, Volt 133 (East, BMI)	3
10	7	YOU'VE GOT MY MIND MESSED UP James Carr, Goldwax 302 (Rise, BMI)	6	33	34	PHILLY DOG Mar-Keys, Stax 185 (East, BMI)	13
11	23	LOVE IS LIKE AN ITCHING IN MY HEART Supremes, Motown 1094 (Jobete, BMI)	3	34	—	YOU'RE THE ONE Marvelettes, Tamla 54131 (Jobete, BMI)	1
12	15	(I'm a) ROAD RUNNER Jr. Walker & All Stars, Soul 35015 (Jobete, BMI)	3	35	35	YOU WAITED TOO LONG Five Star-Steps, Windy C 601 (Camad, BMI)	3
13	5	GET READY Temptations, Gordy 7049 (Jobete, BMI)	9	36	37	I'M WALKING OUT ON YOU Reuben Wright, Capitol 5588 (Liberty-Belle, BMI)	2
14	10	TOGETHER AGAIN Ray Charles, ABC-Paramount 10785 (Marks, BMI)	6	37	39	SOMEWHERE Johnny Nash, Joda 106 (Schirmer, ASCAP)	2
15	16	I'LL TAKE GOOD CARE OF YOU Garnet Mimms, United Artists 995 (Rittenhouse & Web IV, BMI)	7	38	38	LOVE ME Billy Stewart, Chess 1960 (Chevis, BMI)	2
16	9	634-5789 Wilson Pickett, Atlantic 2320 (East-Pronto, BMI)	14	39	—	MINE EXCLUSIVELY Olympics, Mirwood 5513 (Keymen/Mirwood, BMI)	1
17	17	THE LOVE YOU SAVE Joe Tex, Dial 4026 (Tree, BMI)	10	40	—	TRULY YOURS Spinners, Motown 1093 (Jobete, BMI)	1
18	18	(You're My) SOUL AND INSPIRATION Righteous Brothers, Verve 10383 (Screen Gems-Columbia, BMI)	8	NEW ACTION R&B SINGLES			
19	19	I HAD A DREAM Johnny Taylor, Stax 186 (East, BMI)	9	Other records registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing here.			
20	22	GOT MY MOJO WORKING Jimmy Smith, Verve 10393 (Arc, BMI)	6	CAN'T SHAKE IT LOOSE . . . Pat Lewis, Golden World 42			
21	21	SATISFACTION Otis Redding, Volt 132 (Immediate, BMI)	10	COME ON AND SEE ME . . . Tammi Terrell, Motown 1095			
22	13	SHARING YOU Mitty Collier, Chess 1953 (Renfro, BMI)	8	SO MUCH LOVE . . . Ben E. King, Atco 6413			
23	20	SEARCHING FOR MY LOVE Pobby Moore & the Rhythm Aces, Checker 1129 (Chevis, BMI)	12	S.Y.S.L.J.F.M. (The Letter Song) . . . Joe Tex, Dial 9902			

Billboard SPECIAL SURVEY for Week Ending 5/21/66

TOP SELLING R & B LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
Billboard Award	4	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	4	14	13	HANG ON RAMSEY! Ramsey Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)	14
2	3	GOT MY MOJO WORKING Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	11	15	19	SOUL MESSAGE Richard (Groove) Holmes, Prestige PR 7435 (M); PR 7435 (S)	3
3	2	TEMPTIN' TEMPTATIONS Gordy G 914 (M); GS 914 (S)	25	16	20	SOUL SESSIONS Jr. Walker & the All-Stars, Soul 702 (M); S 702 (S)	8
4	6	DIONNE WARWICK IN PARIS Scepter SRM 534 (M); SPS 534 (S)	5	17	—	JAMES BROWN PLAYS THE NEW BREED Smash MGS 27080 (M); SRS 67080 (S)	1
5	1	CRYING TIME Ray Charles, ABC-Paramount ABC 544 (M); ABCS 544 (S)	12	18	5	MIRACLES GOING TO A GO-GO Tamla T 267 (M); ST 267 (S)	25
6	8	THE LOVE YOU SAVE Joe Tex, Atlantic 8124 (M); SD 8124 (S)	3	19	18	SOUL AND INSPIRATION Righteous Brothers, Verve V 5001 (M); V6-5001 (S)	3
7	9	RIDIN' HIGH Impressions, ABC-Paramount ABC 545 (M); ABCS 545 (S)	11	20	16	EL CHICO Chico Hamilton, Impulse A 9102 (M); AS 9102 (S)	7
8	7	UNBELIEVABLE Billy Stewart, Chess LP 1499 (M); ST 1499 (S)	9	NEW ACTION R&B LP's			
9	10	SOLID GOLD SOUL Various Artists, Atlantic 8116 (M); SD 8116 (S)	5	Other albums registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B LP chart above. All records on the chart are not eligible for a listing here.			
10	11	SOUL ALBUM Otis Redding, Volt 413 (M); S 413 (S)	3	TOGETHER AGAIN . . . Ray Charles, ABC-Paramount ABC 520 (M); ABCS 520 (S)			
11	14	GOIN' OUT OF MY HEAD Wes Montgomery, Verve V 8642 (M); V6-8642 (S)	9				
12	12	THE MARVELETTES GREATEST HITS Tamla TLP 253 (M); SLP 253 (S)	10				
13	15	I HEAR A SYMPHONY Supremes, Motown MLP 643 (M); SLP 643 (S)	10				

MAY 21, 1966, BILLBOARD

HITS OF THE WORLD

Continued from page 42

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
6	9	TRY TOO HARD—Dave Clark Five (Columbia)	4
7	8	DEDICATED FOLLOWER OF FASHION—Kinks (Pye)	6
8	—	ELUSIVE BUTTERFLY—Bob Lind (Fontana)	13
9	—	BLUE TURNS TO GREY—Cliff Richard (Columbia)	2
10	6	HUSBANDS AND WIVES—Roger Miller (Philips)	18

SOUTH AFRICA

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	DISTANT DRUMS—Jim Reeves (RCA)	1
2	3	BARBARA ANN—The Beach Boys (Capitol)	11
3	11	DIE GEZOEM VAN DIE BYE—Des Lindberg (CBS)	2
4	2	THE BALLAD OF THE GREEN BERETS—S/Sgt. Barry Sadler (RCA)	4
5	4	19TH NERVOUS BREAKDOWN—The Rolling Stones (Decca)	5
6	5	TO WHOM IT CONCERNS—Chris Andrews (Decca)	8
7	8	A WELL RESPECTED MAN—The Kinks (Pye)	6
8	6	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)	7
9	7	FLOWERS ON THE WALL—Statler Brothers (CBS)	9
10	9	SOUNDS OF SILENCE—Simon and Garfunkel (CBS)	10

SWEDEN

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	SUNNY GIRL—Hep Stars (Olga)	2
2	2	KRISTINA FRAN WILHELMINA—Sven Ingvars (Svensk American)	4
3	4	TA AV DIG SKORNA—Povel Ramei (Knappupp)	3
4	3	THE SUN AIN'T GONNA SHINE ANYMORE—Walker Brothers (Philips)	15
5	15	YOU DON'T LOVE ME ANYMORE—Gary Walker (Philips)	9
6	9	DEDICATED FOLLOWER OF FASHION—Kinks (Pye)	11
7	11	LISTEN PEOPLE—Herman's Hermits (Columbia)	8
8	8	SAG INTE NEJ, SAG KANSKE—Sven Ingvars (Philips)	

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
9	7	WONDER WHERE MY BABY IS TONIGHT—Kinks (Pye)	18
10	18	DAYDREAM—Lovin' Spoonful (Kama-Sutra)	

WEST GERMANY

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	3	100 MANN UND EIN BEFEHL—Freddy (Polydor)	4
2	4	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)—Criterion	1
3	1	BARBARA ANN—The Beach Boys (Capitol)—Shoe/String	5
4	5	NIMM MICH SO WIE ICH BIN—Drafi Deutscher (Decca)—Dakota	16
5	16	EINE KLEINE TRANE—Ronny (Telefunken)—Idee Musik	25
6	25	NOWHERE MAN—The Beatles (Odeon)—Budde	12
7	12	100 MANN UND EIN BEFEHL—Heidi Bruhl (Philips)—Francis, Day & Hunter	6
8	6	TO WHOM IT CONCERNS—Chris Andrews (Vogue)—Intro	9
9	9	MERCI CHERIE—Udo Jurgens (Vogue)—Montana	10
10	10	ES IST ZUM WEINEN—(Telefunken)—Radio Tele	

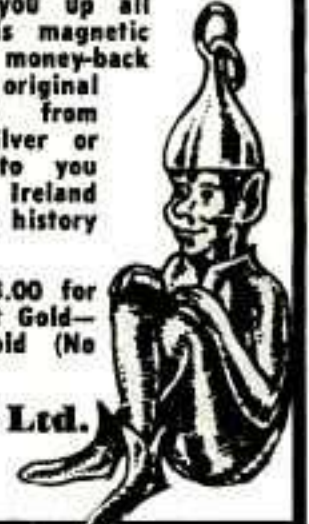
LEPRECHAUN NIXES SHOW-BIZ JINXES!

Got first-night jitters? Career need de-jinxing? Or are you doing socko biz and want to keep it that way?

Trust this age-old symbol of Irish luck—the LUCKY LEPRECHAUN—to back you up all the way. Test his magnetic power under our money-back guarantee. Cast in original good-luck mould from gleaming solid silver or gold, airmailed to you overnight from Ireland with complete free history and guarantee.

Send now only \$3.00 for Silver—\$10 for 9kt Gold—\$15 for 14kt Gold (No COD's) to:

Silvercraft Ltd.
218 Albert Walk
BRAY, IRELAND



Attention All Songwriters

Are you getting all the royalties due you?
Are your royalties paid on time?
Are you getting the best contract in the business—Get the facts on AGAC. Such writers as Johnny Mercer, Hoagy Carmichael, Dorothy Fields, Brook Benton belong. Why not you? Write, phone for free information. (All ASCAP-BMI writers welcome.)



American Guild of Authors and Composers

50 West 57th St., New York PL 7-8833
5331 Hwd. Blvd., Hwd., Cal. 462-1108
Serving Songwriters Over 35 Years.

PERSONAL SERVICE TO ALL JUKEBOX OPERATORS

WE SPECIALIZE IN A COMPLETE LINE OF SPIRITUAL, R&B AND CATALOG MERCHANDISE
SINGLES—LITTLE LP's
COMPLETE Stock of Hits and All Gold Standards—Oldies But Goodies.

FREE TITLE STRIPS

Manufacturers, Contact Us Regarding YOUR STEREO PRODUCT FOR JUKEBOXES

and F-A-S-T ONE DAY SERVICE at STAN'S RECORD SERVICE

728 Texas Street, Shreveport, Louisiana
Phone (318) 422-7182

A New Sound is Born

TAMMY LEVON

A 17-year-old dream with her latest

A SCHOOL GIRL'S DREAM

b/w

SHOW ME THE WAY

Truly a two-sided teen hit . . . now getting strong air play in Milwaukee, Chicago, Detroit, Cleveland, Pittsburgh, Philadelphia, Memphis and New Orleans.

SALEM-NATION RECORD CO., INC.
5769 S. Wentworth Avenue Chicago, Illinois 60621
(312) 493-5042



V/F Bows New Promotional Tacks

By AARON STERNFIELD

NEW YORK — Verve/Folkways, MGM's folk-pop label, is flying in the face of traditional record exploitation, and promoting its artists through the Greenwich Village Establishment and college radio.

Jerry Schoenbaum, who heads the label, feels that while most artists can be built in the conventional manner—by working hard on a single, then breaking

with an album after the single hits—the formula is not absolute.

A case in point is the Blues Project, a group which Schoenbaum considers the label's hottest property. The Project has a couple of singles under its belt, but neither of these singles went anywhere. Their sound was way off the commercial beat, and air play was disappointing.

20,000 Shipped

Six weeks ago the group's first album, "The Blues Project Live at Cafe Au Go Go," was released. Schoenbaum felt the album could make it without help from a hit single, and primarily through college radio exposure and a boost from the Greenwich Village Establishment. College stations go heavy on album play, and Schoenbaum sent copies of the disk to all key campus stations. Partially as a result of this program, more than 20,000 copies of the album have been shipped to date.

But more important than the college radio exposure is what Schoenbaum calls the Greenwich Village Establishment. The Establishment, a jet set of the college crowd, has an influence that extends far beyond the narrow geographical confines of the Village.

Hip collegians usually head for the Village when they arrive in New York, and exposure at bistros like Cafe Au Go Go helps establish an artist with the undergraduates.

Collegians who make their homes in the New York area attend virtually every major college in the country, and what is

happening in the Village is of importance in college towns like Madison, Ann Arbor and Berkeley.

Then too, folk-oriented artists use the Village as a base, catch each other's acts, and talk about them when they go on the road. When the talk is repeated often enough, bookings will result. As a result of this grapevine, The Blues Project has had bookings at San Francisco State College and with the Sonny & Cher Show in Los Angeles.

Helping the act along is Sol Handwerker, MGM's press chief, who distributed 200 copies of the album to college radiomen at the recent convention of the Intercollegiate Broadcasting System at Rutgers University.

The group this week got a bid to make a personal appearance in London and already has received invitations to appear on television in Denver and Cleveland.

Schoenbaum feels that the collegiate backing is a solid base from which to hit the teen market. While The Blues Project's album is geared to the more sophisticated collegian, the act's forthcoming single will have a teen beat and is geared for the younger set.

But Schoenbaum is convinced that artists with appeal to the hip college group can be launched without a hit single and from an album. In this category he places Tim Hardin, Don Crawford, Rochie Havens and Jim & Jean—all of whom he expects to make it through the Greenwich Village route.



COLUMBIA RECORDS will soon release a debut single, "I'm Not the Marrying Kind," by Mexican vocal star Enrique Guzman. At a recent luncheon to sign an exclusive contract with Columbia are, seated left to right: Enrique Guzman, Clive J. Davis, Columbia's administrative vice-president, and Norman Rosemont, Guzman's personal manager. Standing left to right: Ernie Altschuler, executive producer pop a&r, and Harvey Schein, vice-president and general manager, CBS Records International.



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

Bands to Take to Stand for Championship of Michigan

BAY CITY, Mich. — The third annual state Battle of the Bands will be held here in a series of Tuesday and Thursday night sessions June 7 through Sept. 6. The Championship battle will be Aug. 30 with the award dance Sept. 6.

The battles are held in the State Park Roll-Air Rink; last year more than 50 groups competed in the summer contests, seen by over 20,000 fans. Two local teachers and radio station WKNX of Saginaw are behind the project. The rink, which converts to a dance floor that will hold as many as 2,500 teens, is owned and operated by school teachers Octavia Gavrilla and Robert Darbee.

Columbia Records' John

Hammond, director of talent acquisition, will be on hand for the finals. Two new stages with all new sound equipment have been installed. There will be 10 competition rounds, two semi-final events, plus the championship night.

Five bands will perform each night. Bands traveling from out of the Tri-City area will receive expense money. Round winners are asked to appear at the following Thursday night dances at the regular fees where national record acts will be headlining. First prize for the finals winner is \$500; second prize is \$250; third, \$150. Winners are also guaranteed \$1,000 in bookings with the WKNX musicians, plus a private audition with Hammond.

Caiola Will Do a Turn On Nightclub Circuit

NEW YORK — Al Caiola, who records for the United Artists label, is planning to come out of the confines of recording studios for a crack at the in-person circuit. At the urging of Ashley-Famous, Caiola has been asked to consider a solid booking contract at one of the top clubs in Las Vegas, but Caiola has held back on his okay until he can look over the club.



CAIOLA

Caiola believes that if and when he takes an in-person assignment, the club should offer virtually the same advantages he gets in a recording studio. He's especially interested in the acoustics of the room so that he can get a duplication of the sound that's made him a hot seller for United Artists Records.

Caiola, who is considered one of the music business' top guitarists, produces and delivers a minimum of 60 sides a year, both albums and singles, to UA. On many of the dates he serves as arranger, conductor, composer and soloist. In addition to turning out six to seven albums a year, Caiola heads his own music publishing firm, Alpine Music. His impact on the guitar field has been such that one of the major instrumental companies has issued a Caiola Model Guitar and, based on his popu-

lar LP, "The Solid Gold Guitar," the firm is introducing a Solid Gold Guitar.

As a recording artist, Caiola has clicked with such hot-selling LP's as "Guitar for Lovers," "Tuff Guitar," "On the Trail," "50 Fabulous Italian Favorites" and "Solid Gold Guitar Goes Hawaiian."

It's the sound that he got into these albums that Caiola will try to duplicate when he starts out on the nightclub circuit.

Tight Playlist

• Continued from page 30

an oldie every other record, as part of a "Million Dollar Weekend" concept.

Jacobs believes the combination of promotional activity interests the listeners in the station; the Hot 100 type singles material hooks him. DJ talk is kept brief. "A DJ has to have something better to say than the record which cost thousands of dollars to produce," Jacobs told the staff when considering whether to ad lib or not.

During its first year of Hot 100 sounds, general manager Ken DeVaney has directed the attack, with Don Berrigan developing promotions and the following DJ's tying together the records: Robert Morgan, Frank Terry, Gary Mack, Don Steele, Sam Riddle, Johnny Williams and Johnny Mitchell, the most recent addition as the swing shift man.

Pop (Petula Clark) to Meet Jazz (Basie) in 'Experiment'

LOS ANGELES—A musical experiment takes place May 13-14 when pop vocalist Petula Clark and the Count Basie jazz band perform together in concert.

Of her debut in the U. S. with a jazz band, Miss Clark said, "What I do really isn't swing, and Basie playing Tony Hatch, isn't that something?" The musical blending takes place

at Purdue University, and the following evening at McCormick Place, Chicago's huge indoor convention-concert hall.

Miss Clark admits one thing in her favor: "People who come to hear me will want to hear the things (pop tunes) I sing. It's an interesting experiment." Basie's worked with Frank Sinatra and Tony Bennett, but he's never backed a female vocalist whose American reputation is that of a top 40 artist, she pointed out.

Actually, the Count will not be at the keyboard at the two dates. Instead, Frank Owens, the

(Continued on page 51)

SIGNINGS

Jerry Butler has signed a long-term deal with Mercury Records. According to Irving B. Green, Mercury president, the label will release a Butler single immediately after the termination of his present contract with VeeJay, which expires May 31. Luchi De Jesus, of Mercury's New York a&r staff in New York, headed the disk date. . . . King Records has signed two new country artists, Drayma Wells and Deb Parker, six teen-age rock 'n' roll artists: Rayna Leggett, Jimmy Radford, the Earthmen, Steve Summers, Ann Chapman and Bobby Joe Boyles. In the r&b field, King has signed Mary Moultrie, Willie Patton, the Mustangs and Charlie Vickers. . . . Two new groups, the Ramblers and the Perfect Strangers have been signed to exclusive recording contracts by

(Continued on page 51)

GOODMAN SETS UNIT FOR DATE

NEW YORK—Benny Goodman has lined up the musicians who will comprise his sextet when he opens at the Rainbow Grill here May 19. He'll have Hank Jones on piano; Sam Brown, guitar; Doc Cheatham, trumpet; Maurice Marks, drums and Bill Lee, bass. Annette Sanders will handle the vocal chores. Goodman recently signed an exclusive recording contract with Decca.

Unsurpassed in Quality at any Price.

GLOSSY PHOTOS

7½¢ EACH IN 8x10

1000 LOTS \$10.98 per 100

Post Cards \$40 per 1000

100 8x10 COLOR \$98.00

WE PROCESS YOUR COLOR FILMS

COPYART Photographers

A Division of JAMES J. KRIEGSMANN

165 W. 46th St., N.Y. 36 PL 7-0233

LEADER IN THE NORTHERN CALIF. SOUNDS

MANAGEMENT BY MARTIN, INC.

Now booking, managing, publishing & recording.

CONTACT: Geri Statham 423 4th St. Marysville, Cal. 742-5700

MANAGEMENT BY MARTIN is a California State licensed & bonded corp.

COLLEGE CIRCUIT

ARTIST(S), Label (Booking Agent)	SCHOOL (Correspondent)	DATE	ATTENDANCE	REVIEW	DEALER REACTION
RAMSEY LEWIS TRIO Cadet (ABC Agency)	PURDUE W. Lafayette, Ind. (Neil B. Mahrer)	May 1	8,500	"In Crowd," "Hang On, Sloopy," and "West Side Story" medley won long applause. Trio was favorably impressed with Music Hall facilities.	Mike Stellas at Sound Productions—Selling at steady clip; no increase. Linda Bell at Whirling Disc—None in stock.
MITCHELL TRIO Mercury	FAIRLEIGH DICKINSON Madison, N. J. (Richard Kaltz)	April 29	1,900	Type of material used appealed to everybody.	Campus Record Shop—Big sales on campus. Rutherford Shop—Slight increase. Book Shop—Slight increase.
KINGSTON TRIO Decca	VILLANOVA Villanova, Pa. (Fred Landau)	April 22	4,100	Good show.	C. H. Davis, Inc.—No increase. Sam Balaity at Mad's Discount Records—No increase.
PETER NERO RCA Victor DIONNE WARWICK Scepter	VILLANOVA Villanova, Pa. (Fred Landau)	March 25	3,800	Nero was good, but audience obviously was there for Miss Warwick.	Sears record dept.—No increase. Sam Balaity at Mad's Discount Records—No increase.
DAVE BRUBECK Columbia (Associated Booking)	UCLA Los Angeles (Les Scher)	May 1	1,400	No high points except for "Take Five."	Norm Litter at Disc Court Records—Sold four or five LP's. Hugh McCurley at Schirmers—Sold about 10 LP's . . . "not bad for Brubeck."
TOYS DynaVoice	VA. POLYTECHNIC INST. Blacksburg, Va. (Maxwell T. Mandel)	April 22	2,800	Toys were good, but local band fell down on the job.	Mrs. Judith Hyde at Carver's Record Shop—Sales increased the week before concert, but no sales afterwards. Carole McCoy at Globe Record Shop—None.
FOUR SEASONS Phillips SERENDIPITY SINGERS Phillips	FAIRLEIGH DICKINSON Rutherford, N. Y. (Richard Kaltz)	April 30	1,500	Exciting show by Four Seasons.	Record Student Shop—Sold out. Relic Rack in Hackensack—Old hits really moved. Eclipse Music in Paterson—General increase.
HIGHWAYMEN ARC-Paramount (GAC)	WEST VIRGINIA Morantown, W. Va. (Robert Welling)	April 30	3,600	Group's big sellers went over well.	Mrs. Frank DeVincent at DeVincent's—No sales. John Marshall at John Marshall Record Shop—No sales.

MUSIC ON CAMPUS

By JIM FRAGALE

"Sing-out '66," the vocal youth corps who has made its medium of speak-out the sing-out, have done it again! This time across the seas where the youths are touring Germany at Chancellor Ludwig Erhard's invitation. The 150 students are overwhelming overflow crowds in major German cities. A German paper reported in headline, "The Final Bonds That Separate Germany From America and the World Were Broken Last Night Even in the Hearts of Old Germans." Stars and Stripes, the newspaper of the U. S. Armed Forces, reports, "Sing-out '66' is a Yankee Doodle Dandy show that gives in song the message of God, country and cleancut youth." "Sing-out '66" got a bigger response than the Beatles in Indianapolis and at the Naval Academy they got six encores along with a hats-in-the-air salute from the midshipmen. One senior at Annapolis remarked that he had never seen the midshipmen give a "standing ovation for any event" during his four years there.

Besides performing for the troops in the U. S. and Korea, and to colleges across the U. S., and doing a national TV color spectacular, the group made their first album, "Up With People," which may be purchased through PACE, 112 East 40th Street, New York. Some of the selections grooved are "You Can't Live Crooked and Think Straight," "Freedom Isn't Free," "The Happy Song" and 12 other exciting sounds.

The University of Minnesota's WMMR will play host to the second annual convention of the Upper Midwest College Radio Network. The May 21 convention's purpose is to provide "a smoother transition from college to the radio profession and to learn more about the industry in general," according to Bob Kofsky, vice-president of the College Network.

"Block booking" on the college circuit worked out well for the Dukes of Dixieland who have gotten dates from a number of Southern colleges, according to Oscar Cohen, of Associated Booking Corp. He revealed the information at the 13th Annual Conference of the Southern Universities Student Government Association held in Jacksonville, Fla., May 5-7.

Billboard's college correspondent at Harvard, Robert Foulkes 3d, took charge of Harvard college radio WHRB-AM-FM recently. . . . Billboard cub Brian E. Sullivan at the University of Alberta in Calgary writes that it has changed

its name to the University of Calgary. . . . Emerson College's WECB in Boston has gone "pop" this year, reports campus rep Roger Lifeset. Each week a "Double 7" survey is compiled by the station which is three weeks ahead of any other Boston record list. . . . Raymond Franklin, musical director at WUSF, the campus FM station at the University of South Florida at Tampa, writes that the station is increasing to 32,000 watts in the fall to include a coverage of Tampa, St. Petersburg and Clearwater with a rock-jazz format. . . . Although WOXR-FM at Oxford, Ohio, is not a college broadcasting station, it reaches an 85 per cent nighttime student audience at Miami University in Oxford whose enrollment is more than 10,000 with a top-40 format, according to Billboard's representative there, David Neidorf. Neidorf reports that record sales in that area are affected by the college listeners.

Students in summer school, especially those on the tri-mester system, are encouraged to send in college music-broadcasting news to this column. Address correspondence to: Billboard College Bureau, Box H, 165 West 46th Street, New York, N. Y.

Pop Petula Clark

• Continued from page 50

New York musician who led the orchestra at her recent Coconut Grove engagement will conduct the Basie band. The concert repertoire will consist of Miss Clark's nightclub act.

She has already done one-woman concerts in Canada and during her development as a top European star worked with Ted Heath in the London Paladium. More recently she concertized in Romania and sings multi-lingually whenever she gets an opportunity.

She says she doesn't like to sing melodically simple songs. "They have to move me," she explains. Since living in Paris with her husband and two children, she admits to learning "the value of good lyrics." The French, she says, are very conscious of a song's lyric.

Prior to breaking on the American charts, her disks were released on Vogue in France and Pye in England. She calls her association with arranger-writer Tony Hatch a certain compatible, chemical thing which sparks her singing.

Nancy Wilson Bats .999 in N. Y. Date

NEW YORK—Nancy Wilson returned to the Royal Box Monday night (9) and awed the partisan audience with a near-perfect performance. With a well-balanced program of pop hits, standards and Wilson Specialties, the jazz-oriented songstress held the attention of the club's dinner crowd, a difficult task at the noise-filled room.

The Capitol Records artist brought her rhythm section along to augment the 13-piece club orchestra, ably led by pianist-conductor Ronnell Bright. With excellent arrangements, the vocal stylist was musically perfect as she sang her standards "How Glad I Am" and "Ten Good Years," and an exceptional version of the recent pop hit, "Up Tight."

If fault can be found with her performance, it would be that she fails to communicate with her audience. This failure to establish a rapport marred an otherwise excellent performance that was capped by Miss Wilson's unique interpretation of "Bill Bailey." Also highlighted was the beautiful theme from the film "Inside Daisy Clover," "You're Gonna Hear From Me," which is featured in the singer's latest Capitol LP, "A Touch of Today."

SIGNINGS

• Continued from page 50

Ramal-Wilson Associates. The Ramblers will bow on Red Bird Records and Capitol will release the Perfect Strangers. All sides were arranged by Joe Scott, staff arranger for Ramal-Wilson.

Galveston Walk, a 19-year-old from Kansas City, Mo., will be released on the United Artists' label as part of its pact with disk producer Bob Crewe. . . . The Blue Ridge Quartet is now on Canaan Records. They previously recorded on the Sing label.

Malcolm Hays to Filmways Records. . . . Jackie and Roy signed with Verve. . . . International Submarine Band opens at Ondine Monday (16) for a four-day stint.

The Yo Yo's have signed an exclusive management contract with Leonard Stogel & Associates, Ltd. Their first release with Stogel, "Leaning on You," is out on the Goldwax label and distributed by Amy-Mala.

WANTED-

YOUR ORIGINAL SONG...

YOUR UNRELEASED MASTER

PREVIEW RECORDS

(A Custom Record Co.)

6311 YUCCA-Studio B

HOLLYWOOD, CALIF. 90028

(213) 467-1987

In San Francisco
HOTEL BELLEVUE
at Geary and Taylor Streets



Conveniently located in the heart of San Francisco 1/2 block from the airline bus terminal.

• 250 luxurious modern rooms with bath and shower—free TV.

• Delicious food in the new Pam Pam Coffee Shop-Restaurant. (24 hour service.)

• The distinctive new Regent Room for cocktails and entertainment.

• Convenient drive-in garage with direct hotel entrance.

• Rates from:

from \$10 Single

TELEPHONE: GRAYSTONE 4-3600 TELETYPE: SF 1067

Affiliated with the Hollywood Plaza, Hollywood & the Mayflower, Los Angeles

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

MAY 21, 1966, BILLBOARD



SUCCESSFUL RECORD RETAIL STORE, the Audiophile, in Boulder, Colo., is practically an "overnight" story. Opened in the fall of 1965, the store is now one of the largest volume dealers of records in the Rocky Mountain area. Progressive young partners who have created the success are William Turner (left) and Tito Roberts.

NAMM Outlines Plans For 65th Music Show

CHICAGO — The National Association of Music Merchants last week announced a general outline of events and list of exhibits for the 1966 convention and Music Show to be held at the Conrad Hilton Hotel here. Attendance for the event, according to NAMM officials, should exceed 20,000 persons.

Registration, for members only, will open on Saturday, July 9, at 9 a.m. Sunday (10) will be devoted exclusively to Marketing Committee Sessions.

Business sessions will be conducted Monday through Wednesday (11-13 from 8 to 10:30 a.m. A Sales Promotion Clinic

and a Merchandising Electronics session will be held on Monday. Tuesday's session is called "Total Selling Service—Music." Wednesday will include a session on "Sheet Music Management" and will have clinics on Piano Foundations and Fretted Instruments.

Exhibits will open at noon on Sunday (10). The following is a breakdown of exhibit location areas:

- Electronics — Lower Levels, Third-Fourth Floors, International — Continental Ballrooms.
- Organs — Fifth Floor
- Pianos—Organs — Sixth Floor
- Pianos — Seventh Floor
- Music Instruments — Seventh, Eighth and Ninth Floors.

The Music Show, which is now in its 65th year, annually exhibits thousands of home entertainment and music-making items. This year's show and convention might prove especially significant for independent record dealers. Recent statements issued by S. H. Galperin Jr., member of NAMM's board of directors and head of the phonograph record committee (see Billboard April 23, 1966) indicate that the association is considering the possibility of taking definite steps to attract record dealer membership.

Ward's Plans Tie With Ticket Sales

CHICAGO—Barry Norian, national buyer of phonograph records for the Montgomery Ward chain, told Billboard last week that Ward's loop store here is planning an experimental ticket-tie-in for this summer.

"We have recently started selling tickets for all sorts of events in this store," he said, "including tickets for teen concerts coming up this summer. When ticket sales open for any specific concert, we will have signs at ticket windows telling customers that all the records of groups appearing at that concert are available in our record department.

"In the record department we will run specials for the records of groups appearing in town," he added, "and we plan to advertise the whole package in the newspapers."

Norian indicated that Ward's

Colorado Retailer Captures Lucrative Campus Market

By MICHAEL HAWKINSON

BOULDER, Colo.—A record store called "The Audiophile" was opened here six months ago and has already grown to one of the largest volume dealers of phonograph records in the Rocky Mountain area.

A joint venture by Bill Turner, a former distributor salesman, and Tito Roberts, who previously was a retailer of hi-fidelity products, the Audiophile has succeeded in capturing the market in the vicinity of the campus of Colorado University.

"When we decided to establish the Audiophile in the fall of

1965," Turner told Billboard, "we had to contend with a typical industry problem. Within one block of our location there were two places, a drugstore and a bookstore, that used a rack jobber as a supplier and both discount heavily."

Competition

"In addition, there is a small record store in the immediate area, which sells at full list and had managed to capture some of the market." His problem, said Turner, was to gain from the competition a major share of the 15,000 student market in the area.

"We made two assumptions,"

he said. "First, it is obvious that consumers will buy at a lower price. Second, we decided that 50 per cent of all albums sold will be among the top 150 listed in the Billboard charts. Since this 'hot' merchandise is the only thing the rack jobbers can afford to handle and discount, this was the area in which we felt we had to be competitive.

"Therefore, the Billboard list became the focal point of our pricing policy. We immediately place all Billboard chart albums and new release picks in a 'special' rack.

"Our prices for the lists of \$3.98, \$4.98 and \$5.98 were \$2.48, \$3.28 and \$3.88. These are about 10 per cent below those of discounters in this area. They are low enough to bring the price watchers into our store—the customers feel no need to shop for records in discount houses or in rack departments.

Listening Booths

"Besides these low-priced 'hot' records, however," said Turner, "we carry approximately 8,000 other albums in stock all the time. We have listening booths for our customers and we do not hesitate to suggest and to play various albums to them. We charge full list price for all except the Billboard records. The ordinary discounter cannot af-

Popularity of Harps Varies In Non-Metropolitan Areas

Editor's Note: This is the conclusion of a Billboard series of reports on harmonica sales by record dealers.

CHICAGO — Harmonicas, riding a new wave of popularity in the large metropolitan areas where the increasingly music conscious teen and youth market has been opened up for them, have also penetrated the smaller city and rural markets to some degree.

Some small towns, of course, have always been exceptionally good harmonica markets. Ypsilante, Mich., for example, "has been a great harmonica town ever since World War II," said James Manley, manager of Carty's Music Box in Ypsilante. "We had a bomber plant here then, and quite a few people came up from West Virginia to work here. Country and western, blue grass and folk music have been popular here ever since and they all require harmonicas."

Peoria, Ill., a town of over

100,000, has also been a good harmonica area. John Cornelius of Beirly Music Co. told Billboard that "Caterpillar Co. and other plants around Peoria have always attracted large numbers of people from the South and these have been very good harmonica customers. Recently, however, we have seen increased sales to teen rock groups and some blues groups. The latter like to buy a chord harmonica which sells for about \$10. It has six chords and is used with a number of the modern blues sound arrangements."

University Town

In Terra Haute, Ind., home of Indiana State University, harmonica sales have picked up noticeably. Warner Paige, owner of the Paige Music Co., told Billboard that "we are selling four or five times as many harmonicas now as we did three years ago. Much of the increased business is due to the fact that university students have been buying a lot of them lately."

Not all smaller cities are fortunate enough to have a large campus. In Hutchinson, Kansas, for example, harmonica sales have not yet approached the popularity noted in the large cities. "We don't plan to carry harmonicas at all," said Dixie Hayes of Hayes Record Shop in Hutchinson. "Because we have been receiving no calls for them." She added that the store's sister operation, Hi-Note Record Shop, doesn't plan to carry harps either.

In Charlotte, N. C., only one of six record stores contacted by Billboard was a retailer of harmonicas. "We have been selling a lot more of them in the last seven or eight months than we ever did," said Ernie Phipps of Ernie's Record Shop. "I think the popularity of folk music has caused it."

The other shops contacted in Charlotte, as well as many other record stores—especially small ones around the country—haven't been receiving "enough calls for them to make it profitable" to stock harmonicas. Those that are beginning to stock them have done so strictly on the basis of customer demand because—so far—there has been no extensive promotion aimed at the teen market which is using the harp as part of its "new" sound.



NORMA TANEGA, off-beat vocal stylist who records for the New Voice label, is one of the many currently popular musical artists using a harmonica. Use of the harp by Miss Tanega and other professional singers, record dealers believe, has stirred considerable interest in the instrument by the teen and youth market.

is hopeful of securing a large part of the teen market that is spurred by local appearances of recording groups.

NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago, Ill.



Webcor Recorder

Solid-state Webcor rechargeable tape recorder. Plays on rechargeable or flashlight batteries or house current, two speeds, 1 1/2 and 3 3/4 i.p.s., remote control microphone starts, stops tape. Two-track monaural recording up to one hour, VU record level and battery charge meter. Black leatherette case. Complete at \$59.95.



Mayfair Recorder

Mayfair tape recorder by Artic Imports. Model 600 operates on six D batteries, voice indicator, battery-life indicator; two speeds, 7 1/2 and 3 3/4 i.p.s. Five-inch reel, 600 feet of tape, dual track recording. Operates on battery and AC current (AC converter optional). Complete with earphones, batteries, microphone, 5-inch reel, 600 feet of tape and take-up reel at \$54.95.

Scanning The News

The Lionel Toy Corp. has recently introduced a new line of solid-state monaural portable phonographs aimed at the teen-age market. The models have been named—"Jazz Festival" and "Jet-Set"—styled, priced and engineered for the younger set. A special feature of this line is a pop-up adapter for 45 rpm records.

The Los Angeles high-fidelity show, which had one of the worst attendance records in years this April, may not have a very long future, according to reliable West Coast sources.

The Ampex Corp. has named two new merchandise managers recently. Joseph T. Kazimer has been given charge of audio products and Jack R. Woodman has been named to head the merchandising of the firm's video line.

The General Electric Co. has almost finished preparations for purchase of the Kuba-Imperial complex of West German electronics firms. The group, consisting of seven companies, is a leading maker of radio and television receivers.

The Wurlitzer Co., owner of a large number of retail music stores around the country, has built an Electronic Music Laboratory which is being marketed to schools as a complete music education center. Tape recorders, phonographs, electric pianos and other kinds of equipment are used together to facilitate music instruction.

Discount Record Center, which has a number of stores in the Los Angeles area, has recently opened up a new Stereo Tape Annex which will handle only pre-recorded tape products for both home and automobile. PAUL ZAKARAS

ford to stock slow-moving merchandise, and he can scarcely afford to be as competitive on the Billboard items because he has no way of covering his costs as this markup. This, plus the fact that we offer added customer services, has made us competitive on the hot sellers and has brought customers into our store for the non-Billboard albums."

Sales are successful selling device, said Turner, but he added he had not held enough of them to be able to determine a definite pattern. "A recent storewide sale offering all merchandise at discount prices produced some interesting results," he said. "In the first three days of the sale the total dollar volume of all records increased by 323 per cent. The classical department alone increased dollar sales by 967 per cent—indicating that classical record buyers are quite price conscious."

"Even more significant, the total number of all albums sold increased by 461 per cent," he said. "Such data will eventually serve as a guide for various pricing alternatives. After some time, errors will be reduced to a minimum and we should know what price to charge for every kind of record, for various times of the year, etc."

Suppliers

The Audiophile buys directly

from distributors in the Denver area. "Not only are our suppliers very capable," said Turner, "but they are also very co-operative. Without advice and assistance from people such as Bill Davis of Davis Sales Co.; Grace Barger of Walter Slagle and Co.; Bob Stevens of Craig Distributing (Columbia) and all the others, this business would have been quite a bit harder to handle."

The store's distributors had equally kind things to say about the Audiophile. In every record category, they said, it is an outstanding retail outlet. Grace Barger was as astonished at the volume of jazz sales as Boyd Distributing Joe Canaverra was about the classical turnover. Al Sheahen, National Sales Coordinator of Superscope, Inc., said the store is Sony's largest dealer in Boulder of tape recorders. Turner's partner Roberts has been chiefly responsible for this by arranging several outstanding promotions for Sony products.

But success means moving ahead, Roberts and Turner feel, and the Audiophile is moving to gain even more of the campus market. It is currently financing a group of university students to prepare a marketing survey in order to determine how the Audiophile can improve its image on campus.

CLASSIFIED MART

BUSINESS OPPORTUNITIES

PERSONAL HOLDING COMPANY problems? Consider purchasing franchise retail store or stores in popular leisure-time industry. Management provided. Annual gross profit availability between \$35,000 and \$75,000. Write for appointment: Box 260, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

DISTRIBUTING SERVICES

RECORD RIOT 45'S — BRAND NEW, some late hits. \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212-343-5881. ch-1f

ATTENTION: RECORD OUTLETS. WE have the largest selection of 45 r.p.m. oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex-Rendezvous, Inc., 4007 9th Ave., Brooklyn, N. Y. 633-9400.

DISTRIBUTION ARRANGED

CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

NATIONAL RECORD PROMOTION & PUBLICITY

PRESSING
No job too small



MORTY WAX PROMOTIONS

1650 Broadway
N. Y., N. Y. 10019
CI 7-2159

EMPLOYMENT SECTION

SITUATIONS WANTED

HAVE GUITAR, WILL TRAVEL. Nice-looking young Guitarist looking for summer employment. Custom instruments. Guaranteed satisfaction in R. and B., R. and B. music. Contact Chris Edwards, Olivet College, Olivet, Mich.

MISCELLANEOUS

C&W AND GOSPEL SONGS WANTED. Standard contract. Send copy, tape, and postage: Edgar Publications (BMD), 2312 Jasper, Fort Worth, Texas 76106.

INSTANT GAGS FOR DEEJAYS! Hundreds of One Liners on weather, traffic, radio, music, TV, etc., \$5. Write for free "Broadcast Comedy Catalog." Show-Biz Comedy Service (Dept. BB), 1735 E. 26 St., Brooklyn, N. Y. 11229.

30,000 PROFESSIONAL COMEDY LINES! Forty books, plus current comedy, a monthly service. Catalog free. Sample selection, \$5. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y.

PROMOTIONAL SERVICES

RECORD PROMOTION & PUBLICITY

National Record Promotion (You Record It—We'll Plug It)

Music Makers Promotion Network
★ New York City ★
20 Years' Dependable Service
Brite Star, Cleveland, Ohio
Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.

- DISTRIBUTION ARRANGED
- MAJOR RECORD LABEL CONTACTS
- NATIONAL RADIO & T.V. COVERAGE
- BOOKING AGENT CONTACTS
- NASHVILLE NEWSPAPER PUBLICITY

CALL: CLEVELAND 216-JO 4-2211
DIST. OFFICE

★ ★ ★ BRITE STAR ★ ★ ★
14881 Overlook Drive Newbury, Ohio

10% MILLION RADIO LISTENERS audition potential radio hits. Complete Texas, New Mexico regional coverage. Distribution arranged, personal presentation—Director Musical Programming. Consistent 8-week follow-through. Trust, judgment, integrity. Submit sample record for appraisal. Request brochure. Star Records Promotions, P. O. Box 1055, El Paso, Tex. 79946.

SONGWRITERS, ATTENTION—FINAL ly you will be personally represented in Hollywood. Free information. Songwriters Distribution Society, 370 N. Ogden Drive, Dept. B, Hollywood, Calif. 90036.

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

WANTED TO BUY

CASH FOR LP'S, DJ'S, 45'S, YOUR personal record collection. World's largest buyer. Stereo King, 15 N. 13th, Philadelphia, Pa. LO 7-6310.

USED COIN MACH. EQUIP., PARTS & SUPPLIES

WANTED TO BUY

WANTED: HOLLY CRANES AND EXHIBIT Pusher Cranes. Will pick up. Seyco Sales, 606 Main St., Bradley Beach, N. J. (201) 774-2766.

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. New Stones L.P., \$6.15 airmail; new Beatles L.P., soon. Pop catalogue, 300 pages, \$1. U.K. albums, 14 cuts or more. For A-1 L.P.S., John Lever, Gold St., Northampton, England. se10

BEATLES NEW ALBUM SOON! Stones' new English album, "Aftermath," English "Rubber Soul," 14 cuts on each, and any other English album, mono or stereo: \$6. airmail. Stones' "Poison Ivy" E.P.: \$2.20. Pop catalogue airmail: \$2. Record Centre, Ltd., Nuneaton, Eng.

"AFTERMATH" BRAND NEW STONES album. Beatles' "Rubber Soul." Any album of choice \$6 incl. air mail. Cash with order. Berkeley Records, 6, Lansdowne Row, Berkeley Sq., London W.1, England.

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heonar Record Center, Derbyshire, England. jy2

LYRICS AND SONG POEMS REQUIRED by English composers for exploitation. North & South Songwriting Service, 25, Bibbys Lane, Liverpool, 20, England.

STRICTLY CONFIDENTIAL: THREE leading music publishers' contact men interested. Music Promotion Team. Complete coverage: TV, radio, record companies. Only legitimate offers considered. Box 259, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

TAPE RECORDER OWNERS: EX-change message tapes with British tape-pals. Send \$1.25 and requirement details to: Ward Allen, 55 Great North Rd., Barnet, U. K.

FRANCE

RECORD COMPANIES, PUBLISHERS, Fans, Collectors: You can find world hits in our new French songs and original music by Pop Artists. 2 LP records sent postpaid for \$5. Order with check or money to: "R.O.G." Records, 7 Rue St., Lazare, Paris 9e—France. jy2

modern careers

... in today's stream-lined Navy. Electronics, radar, guided missiles ... careers of the future.

NAVY

BIG THINGS

come in little packages!

Take an ad in the Classified Mart, for example: you get BIG response, BIG results and BIGGEST return on your advertising dollars with a little ad at little cost! The market is BIG, but its scope is narrowed down to a pinpoint—you don't waste your ad budget on people who aren't interested in what you want to buy or sell.

Classified Mart, Billboard Magazine

188 W. Randolph Street

Chicago, Ill. 60601

CLASSIFIED RATES

REGULAR CLASSIFIED AD

25¢ a word. Minimum \$5. First line set all caps.

DISPLAY CLASSIFIED AD

1 Inch—\$20. 2 Inches—\$35. Each additional inch—\$15.

Box rule around all ads.

3 consecutive insertions of same ad—5% discount

6 consecutive insertions of same ad—10% discount

13 or more insertions of same ad—15% discount

PAYMENT MUST ACCOMPANY ALL ORDERS

If Box Number is used: allow 10 words for number and address. Box Number service charge is 50¢ per insertion, payable in advance.

All ads must be received 11 days prior to date of issue.

Please insert the following ad for _____ consecutive issues.

Heading: _____ Size: _____

Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy _____

Company Name _____ Authorized by _____

Address _____

City _____ State & Zip Code _____

PLEASE ENCLOSE PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE, CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 188 W. Randolph, Chicago, Illinois 60601.

ADVERTISING RATES INTERNATIONAL EXCHANGE

Classified: Per line, \$1. Minimum, 4 lines per insertion.

DISPLAY: Per inch, \$14. Minimum, 1 inch.

Above prices are for one insertion in one issue. Cash or check with order.

Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION, CONTACT: John O'Neill, International Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601 or Andre de Vakey, European Director, 15 Hanover Square, W. 1, England.

Your Sales Message
at Timed Intervals
AUTOMATICALLY!



CHECK THESE EXCLUSIVE FEATURES... Available Only on the SALESCASTER

Record your own custom messages quickly — right on the machine!

Continuous magnetic tape cartridge speeds recording, is compact and easily changed!

Adaptable to music and P.A. systems. Mutes music automatically while announcements are being played!

THE Cousine SALESCASTER

turns on and off automatically and broadcasts messages as often as desired. Made of American components by America's first name in automatic audio. Check the yellow pages under "Display Animation" for local dealers or write direct to:

ORRTRONICS, INC.
COUSINE ELECTRONICS DIVISION
P. O. BOX 864 • TOLEDO, OHIO 43601

BULK VENDING news

FTC Contact Clears Way for SEBVA Sponsorship Machines

By LAMAR GUNTER

CHARLOTTE, N. C.—Members of the Southeastern Bulk Vending Association were told here at their annual convention how a civic group tried to prevent East Coast Vending Co., New Bern, from placing sponsored vending machines in a certain area.

They also were told by re-elected SEBVA President Lee Smith, and Ralph Morris of East Coast, how the association was able to stop the pressure and coercion exerted against East Coast.

Smith explained that he contacted the Federal Trade Commission and reported the results of that contact in the form of the letter to the civic group.

Morris said the pressure

against himself and partner Bill Gurkin "began to ease off almost immediately."

Smith explained that the civic group in question had sponsored machines and tried to exert pressure to keep the East Coast machines sponsored by an association for the mentally retarded from being placed.

The FTC considers such efforts a restraint of trade, Smith told the members and warned them to shun such tactics themselves.

East Coast Vending was not a member of the association at the time it sought help from the association, but Morris and his partner joined at the convention meeting, along with Harold Folz of New York as an associate member and Wilbur Thompson of Cavalier Vending of Virginia.

President Smith told the membership that the association's members now have vend-

ing machines in 158,728 locations.

In other business action, the association elected Hugh M. Eckard of Eckard Vending in Conover, N.C., treasurer after separating the combined office of secretary-treasurer. Jack Thompson, Lee Smith's partner in Smith-Regal of the Carolinas, continues as secretary.

T. J. Martin of Palmetto Vending Co. in York, S. C., was elected a director, replacing a man who is no longer in the vending machine business.

The association voted to change its annual convention meeting this fall and make Charlotte the permanent site of the fall meeting. The past couple of fall meetings have been held at Maggie Valley, N. C.

The association voted to hold the spring meeting at different cities in various States in order to better serve its membership.

(Continued on page 55)



BILL SIEGLE, past president of the Western Vending Machine Operators Association, looks like he was caught unprepared by a plateful of spaghetti. The long morsel turned out to be corned beef, part of the buffet hosted by Oak Manufacturing Co. and Operators Vending Machine Supply Co. at the quarterly meeting of the WVMOA. Looking on are host Eddie Rosen, extreme left, and guests Leo Weiner (center) and Eugene Zola.

WVMOA Holds L. A. Meeting

By SAM ABBOTT

LOS ANGELES—Although a bountiful buffet hosted by Oak Manufacturing Co. and Operators Vending Machine Supply Co. was served, the quarterly meeting of Western Vending Machine Operators Association pulled a discouraging attendance

of fewer than 15 members.

The meeting was held at the Acorn complex Tuesday night (26) with Eddie Rosen, Operators Vending manager, the host. Hot and cold buffet was served at 7 p.m. followed by the meeting at 8.

The session was conducted by Ken Ferrier for the first time since his election as president in January. Eugene L. Zola, Beverly Hills attorney and WVMOA executive secretary, read the minutes of the last meeting and reported on pending increased licenses.

Robert (Bob) Feldman, of Acme Vending Co., reported on

COMING EVENTS

May 20-21—Ohio Automatic Merchandising Association convention, Sheraton-Columbus Hotel, Columbus, Ohio.
May 20-22—North Carolina Vending Association and South Carolina Automatic Merchandising Association

the National Vendors Association convention in Chicago. Leo Weiner, Norman Weitzman and Joe Arguelles, who also attended the convention, were present.

Feldman said the most interesting activity, in his opinion, was the workshop conducted by

(Continued on page 62)

joint meeting, Battery Park Hotel, Asheville, N. C.

June 12-15—National Confectioners Association annual convention, Washington Hilton, Washington, D. C.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.92
Pistachio Nuts, Jumbo Queen, White	.87
Afghan Crown Red Lip Pistachio Nuts	.70
Afghan Prince Red Lip Pistachio Nuts	.60
Indian Nuts, 5 lb. bag, per lb.	1.10
Cashew, Whole	.86
Cashew, Butts	.79
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Munchies, 16-lb. carton, per lb.	.39
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	.32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all	.34
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

CHARMS AND CAPSULES. Write for complete list. Complete line of Paris, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

World Famous
VICTOR
Standard
TOPPER



1c or 5c
For Ball Gum and Charms.

Also available for Peanuts and Bulk Candies.

Packed and sold 4 to a case.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN
SALES AND SERVICE CO.
MOE MANDELL

446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

ON LOCATION
THE
SUPER 60
EARNS
MORE



A super-sized version of Northwestern's Model 60, the SUPER 60 EARNS even more profit. That's because of the Super 60's greater capacity for capsule, 100 count gum or gum and charms, bring you bigger profits per service. Available in 1c, 5c, 10c, 25c, penny/nickel, and 3 for 5c play. Just a quick change of the wheel and brush housing and you are in Super 60 business. Wire, write or phone for complete details.

Northwestern
CORPORATION
2653 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

'Sneak Preview' Builds Vendor's Dollar Volume

BIRMINGHAM, Ala. — A local operator builds dollar volume by using the "coming attraction" or "sneak preview" technique that has worked so well for the TV and motion picture industries.

Walt Adkins, suburban Birmingham bulk vendor, told Billboard that "things change so rapidly in the bulk business we can count on at least three or four new items turning up every month. Instead of putting away the samples which come in the mail I look them over carefully, decide which I am going to buy and take them out to several locations. I spot them in machines and invite my customers to keep an eye out for them."

Adkins "previews" his future lines by using the same sort of white card which is normally employed for current-contents merchandising by operators. The second card, placed on either side of the main one, shows anywhere from one to four items which will soon be added to the route, with the written notice: "Watch for These"—"Coming Next Week"—"To Be Added in June," etc.

Most of the products are plastic, rubber or metal novelty items used in 5-cent and 10-cent machine. Wherever he has employed his "Coming Attractions" theme, Adkins invariably finds

that the new item begins selling at a furious pace, simple because youngsters have had their curiosity aroused. "They actually go out of their way to watch for the new item to be added," said Adkins.

Adkins, a veteran operator in the area, has several hundred locations in Birmingham, Bessemer, Vestavia, Ensley and other Birmingham suburbs.

SCHOENBACH CO. Manufacturers Representative Acorn - Amco Distributor MACHINES



With every OAK VISTA Model 5c vendor, we are offering ONE FREE FILL (200 ct.) of capsules.

FULL PRICE: \$18.50 f.o.b. Brooklyn, N.Y. If this ad is returned with order.

HOT-HOT

10¢ VEND ITEMS

(all 250 per bag)	
Go-Go Rings	\$8.00
Space Creatures	9.00
Hunt & Ring Gun	9.00
Key Chain Assmt.	9.00
Necklaces, Brooches, Bracelets (Penny King)	8.00

HOT 5¢ VEND ITEMS

(From \$4 to \$5 per bag)
Crazy Labels \$5.00

1¢ VEND ITEMS

(all price per M)	
Mini-Books	\$10.00
Soupy Sales & U.N.C.L.E.	13.00
Flicker Rings	12.00
Pop-It Rings	12.00
1c mixes from	3.50

Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

SCHOENBACH CO.
715 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900

YOU COUNT MORE WITH OAK



OAK TREE

The Oak Tree makes an ideal stand for Vista Model Cabinet Machines. This multiple vending unit makes your merchandise really stand out. There is no need to disassemble the upper row of machines to service the bottom machines. The wheel-mounted base is 13" x 16"; the overall height is 50 inches. Shipping weight is 19½ lbs. It is available in either baked red epoxy enamel or automotive chrome finish.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 71, LOS ANGELES, CALIFORNIA 90031

St. Louis Trade Sets Policy



PLANNING COMMITTEE for the Metropolitan Bulk Vending Association (St. Louis) met recently to discuss organizational problems. Pictured above (left to right) are: Joe Hoedel, Fred Leitner, Ben Kessel, Don Block, Earl Veatch, Samuel J. Phillips, and Lew Block.

By EARL PAIGE

ST. LOUIS—Some 20 area vendors put cash on the line last week during a two-night policy planning session of the newly formed Metropolitan Bulk Vending Association.

Dues for membership were set at \$25 per year for distributor associate members and operators with over 100 machines; \$15 annually for operators with less than 100 units; and \$10 for operators with less than 50 venders.

Organizational officials were named to serve until formal election of officers is held. Sam Phillips is chairman and handles dues and registration. Lew Block is legislative chairman

NVA Membership Holds Constant

CHICAGO—National Vendors Association membership chairman Leo Leary reported to the organization body here two weeks ago that membership held static during the past year.

Leary said NVA lost 26 members during the year and gained 29 for a net increase of three.

The association gained six new manufacturing members during the year: Macman Enterprises, Henal Novelties, Creative House Promotions, Lawson Novelty Co., Federal Machine Co. and the Marlan Co.

and Earl Veatch is organizational secretary.

One of the first actions of *(Continued on page 62)*

Vending in Charlotte won a set of Corning ware presented by Mrs. Margaret Kelly of Penny King Co. in Pittsburgh, Pa.

Then Smith turned the tables and presented a coffee pot to Leo Leary in good-natured "recognition of the manufacturer that pulled the biggest booboo last year." However, what the booboo was, was left a secret between Leary and Smith.

Almost 100 persons attended the open house at Smith-Regal of the Carolinas and/or the business meeting and dinner.

NORTHWESTERN

Model 60 Bulk-Pak



Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM,

the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.

Bulk loading.

BIRMINGHAM VENDING COMPANY

520 Second Ave., North Birmingham, Alabama
Phone: FAirfax 4-7526

SEBVA Holds Annual Convention

• *Continued from page 54*

The spring meetings, formerly open to all, will be closed except to members, and Smith said, "This should give some of you who are not members the incentive to join the association so you can get in on the spring meetings."

Pay Expenses

In one other business matter, the association voted to pay the expenses of Irwin Nable, National Vendors Association president, while in Charlotte, and recommended to the NVA that it pay the fare for the NVA president to travel to various regional conventions.

Main speakers of the evening were State Sen. Martha Evans of Charlotte who came on crutches due to a broken leg, and State Rep. James B. Vogler, dean of the Mecklenburg (Charlotte) County delegation to the State House of Representatives.

Mrs. Evans spoke briefly of the work being done for mental-

ly retarded children at Morganton, N. C., and expressed the hope that in conjunction with a future meeting the vendors "can see the tangible results of your work (through sponsored machines for association for the mentally retarded)."

Representative Vogler, formerly executive vice-president for a retail grocers association here, gave a humorous talk of the type for which he is noted.

Another special guest was Bill Cochran of Southeastern Financial Corp., a subsidiary of American Credit Co. In introducing him, Smith said there was a time when operators in the southeast had to "go national to get our financing, but here is a financial institution that came looking for our business." Smith said he felt it was a sign that the industry was maturing when financial men came looking for the business instead of looking at it with a "jaundiced eye."



GUEST SPEAKER at the Southeastern Bulk Vendors Association meeting, State Rep. James B. Vogler, ends talk with a joke while Lee Smith (seated, extreme right) and Irwin Nable join in the laughter. Smith was re-elected to post of SEBVA president; Nable is the recently elected president of the National Vendors Association.



TALKING BUSINESS at the SEBVA meeting are (left) Leo Leary of Leaf Brands Inc., Chicago, and Herb Goldstein of Oak Manufacturing Co., Los Angeles.

NEW VICTOR 77 GUM & CAPSULE VENDORS



A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front
WRITE, WIRE OR PHONE

GRAFF VENDING SUPPLY CO., INC.
2956 Iron Ridge Road
Dallas 47, Texas

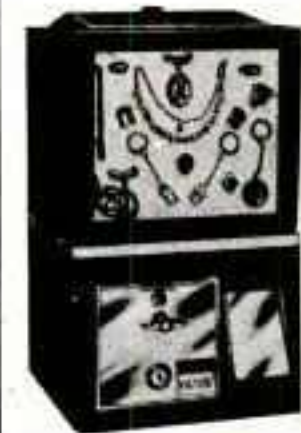
Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.



NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:
BITTERMAN & SON
Member National Vending Machine Distributors, Inc.
4711 E. 27th St., Kansas City 27, Mo.
Phone: WA 3-3900
We handle complete line of machines, parts & supplies.
"It's 30 in KCMO"

NEW VICTOR 77 GUM & CAPSULE VENDORS



A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front
WRITE, WIRE OR PHONE

PARKWAY MACHINE CORP.

715 Ensor St. Baltimore 2, Md.

"THE BEST IN VENDING"

Exciting is the word for Harby's NEW KOMPAK STAND.



Single lock—Rapid Servicing. Operators may service one or four units in seconds by just turning the key. Long lasting vinyl baked enamel paint and heavy duty chrome plating. Size: 13" x 16" x 48" Unit shipped one to a case—53 lbs. assembled.

KOMPAK STAND and FOUR UNITS

"YOUR PROFIT IS OUR BUSINESS"

HARBY INDUSTRIES
702 North Mariposa Street
Burbank, California 91502

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.



W. Va. Operators Assisting State-Wide Cancer Campaign



JOHN WALLACE, president of the Music Operators of America and head of the West Virginia State association.

CHARLESTON, W. Va. — The West Virginia Music & Vending Association has announced that it will participate in a State-wide American Cancer Society drive by donating one day's jukebox collections to the cancer fund. If the drive is successful, the idea may be utilized on a national scale by the Music Operators of America.

John Wallace, president of the association, told Billboard that operators will put stickers on their machines on May 30, Memorial Day, to inform the public that one day's play will go to the fund.

"The stickers will stay on the machines one or two weeks, depending on how often they are normally serviced," said Wallace. "Then either 1/7 or 1/14 of the total will be turned over to the Cancer Society."

No Cost

"It won't cost the operator anything," he said. "We did something like this 10 years ago in connection with the March of Dimes and found that people put more money into jukeboxes that had the stickers on them."

"I hope it will turn out well," Wallace added. "If it is successful we will have it here on an annual basis. Possibly, we can introduce it to the national organization (MOA) and have a similar program on an industry-wide level."

"We approved this idea during our last board meeting and we have notified the State Cancer Society of our decision. From this point on, they will actually do all the work. Their regional men will visit operators to give them the stickers and

to work out details of collecting the money."

Newspapers

"We are sending photographs and stories about this co-operation to several newspapers and the State and we will notify the local Associated Press and United Press bureaus."

"This is a very good cause and the advantages to us are obvious," said Wallace. "Operators are always worried about public relations, and this type of public-interest drive is a perfect way to present our industry in a [\(Continued on page 59\)](#)"

ONE DAY COLLECTION

From This Machine

DONATED

To The

AMERICAN CANCER SOCIETY

JUKEBOXES IN WEST VIRGINIA will carry this label as an indication that the operator is participating in a Statewide cancer drive. Fund-raising co-operation has been approved by the State's Music & Vending Association which is encouraging all operators in the State to participate. Public relations value of the co-ordinated effort has been called "priceless" by WVMVA President John Wallace.

MOA Insurance Earns Dividend

CHICAGO — Fred Granger, executive vice-president of the Music Operators of America, told Billboard that "for the first time in the history of our association, the MOA Group Life Insurance Plan will be paying a dividend."

"MOA members who took part in the program during 1965," said Granger, "will receive their cash dividends by check shortly. Dividends will be equal to 25 per cent of the policyholder's annual premium," he explained, "and in some cases this could be as high as \$50."

Granger added that the dividends will be mailed as soon as the machinery for payment is set up. "Over half the membership will receive this dividend," he said, "and will be able to see for themselves just how healthy the Plan has proved to be."

L. A. Operators Fear Increase Of Music and Cigarette Taxes

By BRUCE WEBER

LOS ANGELES—A tax on coin operators' total gross business receipts is closer to reality here after the Los Angeles Revenue and Taxation Committee hinted it will give "serious consideration" to a proposed amusement tax hike.

The Los Angeles city council also urged the Revenue and Taxation Committee to enact an additional 2-cent tax on each pack of cigarettes. The city currently imposes a tax of 2 cents a pack on cigarettes in addition to the state tax of 3 cents.

If the city council's Revenue and Taxation Committee endorses the tax hike on operators of amusement and music machines, it will increase the tax

burden on operators working within the city limits of Los Angeles. The proposal would impose a levy on total gross receipts from each machine at each location. Prior to this the city was taxing coin machine operators only on gross receipts shown on the operators' books, not the entire amount.

CMMA Opposition

Henry J. Leyser, president of the California Music Merchants Association, said his organization is working with the Revenue and Taxation Committee to head off any tax proposal as it affects the coin machine industry before it reaches the city council. Both Leyser and George Miller, president emeritus of the CMMA, are working on the tax proposal with Tom Nast, attorney for the Music Merchants Association.

A spokesman for the CMMA said the organization will attempt to explain to the Committee that the fairest solution

would be to tax the operator on his share of the gross business receipts and to tax the location owner on his share.

Councilman Edmund D. Edelman, chairman of the Revenue and Taxation Committee, said he will "thoroughly explore" all arguments opposed to the amusement tax from any individual or organization.

Balanced Budget

Edelman said a report reaching his desk from Robert E. O'Brien, chief administrative analyst, told the committee the council must raise "upward of \$12 to \$15 million" to balance the 1966-1967 Los Angeles budget. "If amusement fees (gross business receipts tax) have to be raised to help ease the financial burden, then we will have to do just that," Edelman said.

He did not indicate if the amusement tax hike will be endorsed, but indicated "it will be [\(Continued on page 58\)](#)"

Chicago Coin Coming Out With Full Line of Flippers

CHICAGO — The Chicago Coin Machine Division of Chicago Dynamic Industries is resuming the manufacture of a complete line of flipper games. Its first new game is the two-player Hula Hula.

The firm, whose inception dates back to the beginnings of the coin machine industry, will

continue to manufacture all of its other types of coin-operated equipment.

Plans announced by Chicago Coin partners and founders Samuel Gensburg and Samuel Wolberg call for the eventual introduction of a full line of single, two and four-player flipper games.

The introduction of Hula Hula will be followed in coming months of 1966 by issuance of several other flipper models which are currently on location for testing, spokesmen said.

"All our new flipper games have the latest service, mechanical and electrical components and are competitive with all other makes," the firm's representatives said. "Distributors and operators can expect a continuity in the line, for we are adding flipper games as a permanent product."

The announcement stressed, however, that "we will not be forced to have continuous flipper game introduction. We are in an exceptional position because strong sales of our other products will help us maintain controlled production of flipper games."

Field Testing

The Hula Hula and forthcoming models, spokesmen told Billboard, will have undergone a thorough testing procedure in the field. Every operator receiving a test machine receives as well a complicated test report form. In addition, Chicago Coin is sending a "flying engineer" about the country calling on all test locations, interviewing location case histories to ensure that [\(Continued on page 61\)](#)

Coin Situation Improved; May Eliminate Half Dollar

By MILDRED HALL

WASHINGTON—The American fifty-cent piece may be unnecessary in future coinage, according to a recent report by the House Subcommittee on Legal and Monetary Affairs. In general, the report praised effectiveness of the new clad coinage in public acceptance and in coin mechanisms. The subcommittee, which has held hearings on the coin situation since the development of the 1964 silver shortage, says smaller coins are now in good supply, except for the "enigmatic" hoarding of half dollars which still contain 40 per cent silver content.

The subcommittee report speculates that the half-dollar silver content or the 50-cent denomination itself, could be eliminated. The subcommittee wants Treasury and the still-to-be-chosen special Joint Commission on Coinage to think about it. The report points out that use of quarters and smaller coins can generally substitute for half dollars, "except for coin changers and some other coin-operational devices."

Subcommittee chairman Rep. Dante B. Fascell (D., Fla.) said there is no longer a coin shortage, but Treasury spokesmen told the committee during hearing [\(Continued on page 61\)](#)

HALF DOLLAR UNIMPORTANT: HUNGERFORD

CHICAGO — Thomas B. Hungerford, executive director of the National Automatic Merchandising Association, told Billboard that "our business would not be affected much by any future decision to drop the 50-cent piece from U. S. coinage."

"However," he added, "I don't think they will do it. I doubt it will ever get past the speculative stage."

Hungerford's remarks were in reference to a recent report by a Congressional subcommittee (see story elsewhere) that the half dollar may be changed or eliminated entirely from the coinage system.



CHICAGO COIN TECHNICIAN tests one of the first in a new series of flipper games now coming off the company's lines. The first game to reach distributors is "Hula-Hula," a two player model. Chicago Coin's re-entry into the flipper game market will mean the introduction of a full line of flipper games by the firm.

Routemen May Be 'Outside Salesmen'

By S. JOHN INSALATA

So often labor relations and law problems are discussed in an extremely technical fashion. The result is that operators walk away still wondering what the problem is all about (let alone thinking they might have some answers).

It is hoped that the following may provide some insight, in as plain English as possible, into the ways in which a court decision on the subject of the Federal Fair Labor Standards Act (usually called the Federal Wage-Hour Law) could possibly effect your business.

The year 1966 has been the year of the Wage-Hour Law in the coin machine business. A great deal of money and effort has been expended by all concerned on meetings, seminars, experts, publications, travel, etc., related to the law and its application to our business. In these discussions about the wage-hour law and its effects upon the industry, court cases dealing with everything from warehouses to department stores have brought into consideration. But a case decided by the United States Fourth Circuit Court of Appeals in January 1966, just before the industry's wage-hour whirl really began, has been generally omitted from these discussions; and its possible importance has been usually overlooked.

The case is "Wirtz vs Charleston Coca-Cola Co., Inc." The opinion handed down by the U. S. Court of Appeals in the case, which Charleston Coca-Cola (with Vendors Unlimited, Inc., Fountain Products of Charleston, Inc., and G. Simms McDowell Jr.) won in the lower court (U. S. District Court, Charleston, S. C.), could have serious import for the coin machine operator. The cigaret vending operator might be particularly effected by the court's decision.

The basic question presented by the case was whether employees referred to as route helpers were "outside salesmen" within the meaning of the Federal Wage-Hour Law. If they were "outside salesmen," they would be exempt from the requirements of the law. Essentially, these helpers assisted the route driver employed by Charleston Coca-Cola in unloading and carrying bottles. Yet the lower court ruled that the helpers were "outside salesmen" and were exempt from the provisions of the Federal Wage-Hour Law. The Federal Department of Labor appealed that court decision and the case came before the United States Court of Appeals. The Court of Appeals disagreed with and reversed the lower court.



The high court held that the evidence which the companies had introduced in the lower court trial could not support a finding that these employees were "outside salesmen." In the language of the courts there was no "substantial evidence" to support the lower court's conclusion that this type of an employe performed the kind of work that would qualify him for an exemption.

However, IF YOU CAN PRESENT THE RIGHT PROOF, AUXILIARY EMPLOYEES MAY BE ENTITLED TO THE SAME WAGE-HOUR EXEMPTIONS THAT YOUR OTHER EMPLOYEES HAVE BEEN GRANTED.

The Court of Appeals in the Charleston case held, in effect, that it had not been proved that the helpers were "outside salesmen," specifically noting that no evidence as to their training as salesmen had been introduced. In other words, sufficient evidence showing the salesmanlike character of these employes' work had not been presented in the case. But please note, the Court of Appeals did not close the door entirely and say that these employes could not, if the right evidence were presented, be ruled to be exempt employes. Further, the lower court, which was reversed in this case, had specifically ruled that these helpers were exempt.

The MISIMPRESSION which operating companies have is that their routemen can NEVER qualify for the "outside salesman" exemption. The rulings of wage-hour administrators, not the courts, have led to this conclusion. Without stating a flat-footed position one way or the other, the remarks of industry experts (or self-styled experts) have tended to convey this misimpression. Routemen can qualify for the "outside salesman" exemption if there is sufficient proof of their salesman duties and status. The wording of the Charleston case tends to support this thinking.

The fact that a Federal District Court, even though it was reversed on appeal, found helpers who were not even routemen to be outside salesmen tends to support the possibility that the "outside

(Continued on page 60)



FOOSBALL ACTION is tension-packed as anxious young opponents set up their shots. The game, long popular in Europe, is catching on in the U. S. and shows coin-operating promise. (See "Making Money With Games—Foosball Is Finding U. S. Fans" elsewhere in this issue.)

Vendo Precedent Bore on Seeburg's Cavalier Deal

CHICAGO — The Seeburg Corp. should successfully answer the Federal Trade Commission's complaint regarding Seeburg's 1963 purchase of Cavalier Corp. if the FTC follows precedent established in Vendo's 1957 merger with Vendorlator.

(The FTC complained last week that Seeburg's acquisition of the fourth largest manufacturer of bottle vending machines may substantially lessen competition or tend to create a monopoly in violation of anti-trust laws.)

Officials in the Seeburg legal department said that the Vendo merger with Vendorlator was considered carefully in Seeburg's move to acquire Cavalier. The commission approved the merger of Vendo, then the largest factor in bottle vending machines (supplier to Coca-Cola) with Vendorlator (supplier to Pepsi-Cola).

"We used that as an exact precedent," a high-ranking Seeburg attorney said.

Will Fight

The Commission alleged last week that as a result of its acquisition of Cavalier, Seeburg is now the second largest manufacturer of bottle venders. Seeburg and Vendo now account for 68 per cent of the total shipments of such equipment, the complaint said.

Seeburg executive vice-president Louis J. Jicastro said the

Hanover Report

HANOVER, W. GERMANY — Due to delay in the filing of copy, Billboard's scheduled report on the Hanover trade fair will not appear until next week.

FTC's complaint was "without foundation." The company, he said, "had been advised by its own and outside counsel that the transaction was legal. Seeburg will fight the FTC complaint at the FTC's hearing on (Continued on page 59)

Now is the time for
FOOSBALL
where the action is

Call collect
Area code 513; 281-7171

coin machine products group
Patterson International Corporation
Patrus Alms Building
Cincinnati, Ohio 45206

TRY IT—before you buy it!

We're one of two firms that delivers . . . but the only one with the 2-in-1 machine combining movies and juke box in a single unit. Lease for \$20 per week including films for 25 weeks, and apply lease charges to purchase if you like.

FILMOTHEQUE DISCOTHEQUE

Exclusive Rowe AMI Distributor
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

DAVID ROSEN INC
855 N. BROAD ST., PHILA., PA. 19123
Phone: (215) Center 2-2900

Fischer's new, truly balanced, smaller, precision weight

Size OLD STYLE Cue Ball

NEW MODERN Cue Ball. Same Weight as Object Ball

CUE BALL
FISCHER'S New Cue Ball Strikes Object Ball 31/1000 Above Center for Much Better Play and Skill.

31/1000 difference

When You Think Billiards . . . Think FISCHER—That's Quality!
FISCHER MFG. CO., INC., TIPTON, MO.

United's
TANGO
SHUFFLE ALLEY

Williams™
TOP HAND
SINGLE PLAYER
ADD-A-BALL

United's
AMAZON
BOWLING ALLEY

WILLIAMS 1966
Parts catalog now available

Williams® ELECTRONIC MANUFACTURING CORP.
3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618
Cable Address: WILCOIN, CHICAGO
AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

L. A. Distributor Voices Need for New Games

By BRUCE WEBER

LOS ANGELES—A respected industry voice told Billboard the coin machine business would be healthier if manufacturers

would only keep in step with the needs of the operator.

Paul A. Laymon, president of the Laymon Co. of Los Angeles, and in the coin machine field since 1928, insists additional sales and profits are easily available if manufacturers would keep pace with industry needs.

He feels steps can be taken by the manufacturers to streamline games made popular by other generations, and to be more inventive in producing new games with mass appeal. Reissuing vintage equipment, Laymon said, would attract a new generation of players that have never seen games popular 10 and 20 years ago.

Streamlining

"By streamlining equipment, putting a new face on the games, and constantly trying to improve the product we already have," Laymon said, "the industry will make rapid strides in gaining new players and new business."

"We must remember," he said, "there is more leisure time available to adults, and often I have the feeling the industry is not taking advantage of the additional recreation time. To capture the recreation market the coin machine industry must be aggressive."

Too often, Laymon said, we are satisfied to take the market for granted, not advancing with fresh equipment and not feeling the pulse of the market. Although the industry is healthy, he said, we must maintain our position and win new friends from among the young adult set.

Laymon also had a word of caution for operators. "The biggest mistake the operator makes is the disregard of his equipment. Games should be alternated at each location, providing players with new challenges and the operator with additional profits."

By alternating games, Laymon feels, players are never tired of the same piece of equipment. "The equipment doesn't have to be new to have appeal, but it should be kept in proper working order to better serve the public."

"At times, the coin machine manufacturer and the operator fail to see how difficult it is to compete for the leisure time dollar. However," he said, "if the industry wishes to gain that dollar it must be willing to be more inventive and more aggressive than it is now."

Now is the time for
FOOSBALL
where the action is

Call collect

Area code 513; 281-7171

coin machine products group

Patterson International Corporation

Patrus Alms Building
Cincinnati, Ohio 45206



Model 424

elegant

full dimensional
stereo!
100 selections!

**ROCK-OLA
PRINCESS
ROYAL**

- Plays 33 1/2 and 45 RPM records
- 7" LP albums or singles . . . any intermix
- Exclusive Rock-Ola revolving record magazine

music products for profits
for 30 years

Rock-Ola Manufacturing Corp.
800 N. Kedzie Ave., Chicago, Ill. 60651

"CORONET" by National of New Jersey

Write for FREE Color Brochure

Phone 201-672-9100

NATIONAL
Shuffleboard & Billiard Co.
31 MAIN ST., E. ORANGE, N. J.

NOW AVAILABLE
4' x 8' PRO.
4 1/2' x 9' PRO.
52" x 92"
46" x 78"

- PICTURE WINDOW BALL VIEWER
- DECORATOR DESIGNED FOR BEAUTY
- SOLID SLATE BED
- TROUBLE-FREE UPKEEP

13' STAR-LITE & 16' TO 22' ASTRO-LITE SHUFFLEBOARDS

VENDING NEWS DIGEST



THE BOB PERNA REVUE, appearing at the O'Hare Ramada Inn in Chicago, take a break at the Model 3304 Rock-Ola can cold drink vender on the premises. From left, Carri Roma, Nick Schneider, Jerry Mulvahill, Perna and Tony Vitale. Operator at the location is J & J Merchandising, Park Ridge, Ill., owned by James Perry.

Canteen First Half Up 64 Per Cent

CHICAGO—Canteen Corp. sales and operating income for the first six months ending March 19 hit new highs of \$139,325,000 compared to a 1965 figure of \$128,561,000.

Net earnings were \$4,991,000 compared to \$3,013,000 last year—a 64 per cent increase.

The figures were announced last week by Canteen Corp. President Patrick L. O'Malley.

Places Guilt in Cigaret Bootlegging

RICHMOND, Va.—William A. O'Flaherty, of the Tobacco Tax Council, says the finger of guilt in the bootlegging of cigarettes in New York State is being pointed in the wrong direction.

"Many commentators seem to feel that North Carolina is the culprit," he said, "as it is purported to be the major cause of the tax-free cigarettes illegally sold in New York State. Nothing could be further from the truth."

"The blame for the bootlegging in New York on cigarettes rests solely with the New York Legislature. Prior to the doubling of the State cigarette tax in New York State, the Tobacco Tax Council, along with other industry representatives, made statements before the committees of the New York Legislature, forecasting exactly what conditions would prevail with the increase in the cigarette tax rate from 5 cents to 10 cents per package. At that time the Tobacco Tax Council predicted a loss in cigarette sales of between 14 and 15 per cent."

ARA Awarded Freedoms Foundation Honor

PHILADELPHIA—A Freedoms Foundation honor certificate has been awarded to the Educational Foundation of the Automatic Retailers of America, Inc., in recognition of the Foundation's work toward promoting a better understanding of the nation's constitutional freedoms.

In a special ceremony at ARA's headquarters here, the honor certificate was accepted by Philip D. Sang, president of the ARA Educational Foundation and a member of the ARA board of directors. M. H. Parkinson, chairman of the Delaware Valley Committee of the Freedoms Foundation, presented the award. William H. Fishman, ARA president, and James F. Hutton, executive vice-president, also attended the ceremony.

Tax Threat in Riverside, Calif.

RIVERSIDE, Calif.—Vending machine operators are carefully (Continued on page 59)

L.A. Ops Fear Tax Increases

• Continued from page 56

given serious consideration." Other members of the Revenue and Taxation Committee are Councilmen Billy G. Mills and John C. Holland, who urged enactment of the cigaret boost. It is estimated the cigaret and other tobacco products tax will bring in about \$6 million.

Aaron Davis, chief accountant in the city clerk's office, said a 50 per cent increase in the gross business receipts tax will produce "approximately \$10 million annually. The business tax was last increased Jan. 1, 1965, when the city council boosted it 60 per cent."

Taxing the coin machine operator the entire amount from each machine, a CMMA spokesman said, is not in accordance with city ordinances and in violation with lease agreements the operators have with location owners. Edelman had no comment on the legal interpretation of the ordinance.

Billboard also learned that vending machines are not being included in the new tax proposal. However, operators are watching the action taken by the Los Angeles city council on Holland's additional 2-cent tax hike proposal on each pack of cigarettes and an equivalent levy on other tobacco products.

COMING EVENTS

May 18-30—Paris Coin Machine Fair, Hall 97, Porte de Versailles, Paris.

May 20-21—Ohio Automatic Merchandising Association annual convention, Sheraton-Columbus Hotel, Columbus, Ohio.

May 27-29—Florida Amusement & Music Association convention, Daytona Plaza Hotel, Daytona Beach, Fla.

June 7—Missouri Coin Machine Council meeting, Jefferson Hotel, Macon, Mo.

June 12-13—Quarterly meeting of Music & Vending Association of South Dakota, Plateau Motel, Watertown, S. D.

July 30-31—South Carolina Coin Machine Operators Association meeting, Charleston, S. C.

Oct. 15-16—Third annual convention and trade show of the South Carolina Coin Machine Operators Association, Columbia, S. C.

Oct. 28-30—16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel, Chicago.



READY FOR LOCATION

3 Arizona Guns. Ea.	\$195
3 C.C. Ray Gun. Ea.	295
1 C.C. Big Hit	175
1 Midway DeLuxe Baseball	235
1 Midway Top Hit	345
2 C.C. All Star Baseball. Ea.	275
1 Williams Bating Champ	275
1 Williams Pinch Hitter	245
1 Southland Time Trials	345

Write for latest catalog

MIKE MUNVES CORP.

577 Tenth Ave.
New York, N. Y. 10036
Phone (212) BR 9-6677

BUY! METAL TYPERS

Vending Aluminum
IDENTIFICATION
DISC

WHY!

1. LIFE-TIME INCOME
2. TROUBLE-FREE OPERATION
3. ONLY 18"x18"



STANDARD HARVARD
METAL TYPER, INC.
1318 N. WESTERN AVE.
CHICAGO 22, ILL. EV 4-3120

Say You Saw It in
Billboard

Vend

ONE IDEA
MAY BE
WORTH MANY
TIMES THE LOW
SUBSCRIPTION
PRICE

"The Magazine of Automatic
Vending"

published TWICE a month

For EVERYONE whose
Time, Talent or Money
is invested in Vending Business.

VEND, 2160 Patterson Street, Cincinnati, Ohio 45214 849
Please enter my subscription to VEND for
 1 YEAR \$7 3 YEARS \$15 New Renew
Above subscription rates for Continental U. S. & Canada.
Overseas rates on request.

Company _____
Name _____
Address _____
City _____ State & Zip _____
Type of Business _____ Title _____

MAY 21, 1966, BILLBOARD

ICMOA Meets in Chicago

CHICAGO — The Illinois Coin Machine Operators Association met here Saturday and

W. Va. Cancer

• Continued from page 56

good light to the people. Second, it is probably the least costly public relations—aiding activity that can be employed by our industry—as I mentioned before, my previous experience has shown me that the operator will take more money into machines carrying the sticker.

"I'm so damned sold on this thing," said Wallace, "that I'm already thinking of next year. The stickers we have for this year are probably a little too small—next year we will have them larger. Also, we will have more time to think out the various ways of co-ordinating this drive in such a way that we will be able to get the best possible public relations impact from it."

The WVMVA released an announcement saying that the cancer drive begins on Memorial Day—an appropriate time for everyone to remember the importance of helping the fight against one of the nation's most dreaded illnesses.

Sunday (14 and 15) in the Pick Congress Hotel.

Operators of neighboring States—Indiana and Wisconsin—had been invited to attend. Lou Casola, president of the ICMOA, said Illinois operators would be happy to reciprocate by attending meetings of other State organizations "if invited." Casola said such co-operation would benefit operators throughout the Midwest.

The meeting opened Saturday with a board of directors assembly followed by a hospitality gathering that lasted the better part of the evening.

Sunday's events started with a noon brunch and were followed by several panel discussions, including one on "Contracts and Leases" held by guest Bill Cannon, president of the New Jersey Council of Coin Machine Operators.

Other panels included: Fred Granger, executive director of the Music Operators of America, on MOA services; Trade magazine discussion of "Public Relations"; Bob Lindelof on "Mechanic's School"; Andy Herch on "Dancing to Jukeboxes"; and Waybe Hesch on "Record Programming."

Full details of the meeting will be reported next week in Billboard.



GRECO BROTHERS, Thomas, Joe, Jack and Frank, sponsored two service schools recently, one at their home office in Glasco, N. Y.; the other in Albany, N. Y., a day later. Shown here are servicemen attending Glasco school. In front of class are Rock-Ola field service representative William Findlay (right) and Frank Greco. Seated on Frank's right is Tom Greco.

4 SCOPITONES FOR SALE

Four late model Scopitone movie machines for sale. Used a very short time.

Like New Condition.

Write:
BOX 257

Billboard Publishing Co.

188 W. Randolph Street
Chicago, Ill. 60601

Say You Saw It in
Billboard

VENDING NEWS DIGEST

• Continued from page 58

watching a tax proposal to raise the levy 2 cents per pack to finance \$28 million worth of civic improvements here.

The Riverside city council has yet to approve the tax boost formally, but did vote to approve plans for the city manager to raise the levy on cigarets in an informal session.

Although no mention was made to boost the license tax on cigarete machines, operators say the move is possible but not probable. City Manager John Wentz said coin machine operators have nothing to fear. "We have no plans to raise the license fee on coin machines. It has never come up during our study on increased city taxes."

Future Is Unlimited: Fishman

FORT LEE, Va.—The future of vending in providing food and refreshment services is practically unlimited. That's what William S. Fishman, president of Automatic Retailers of America, Inc., told Army and Air Force Exchange executives at two sessions on Creative Thinking and Solving at the U. S. Army Quartermaster School here.

Fishman, who has twice served as president of the National Automatic Merchandising Association, cited "tremendous advances already made by the industry and the sophistication of its services." After tracing the history of vending from its early and cruder days, the ARA president reported that this relatively new method of service has gained increased acceptance from customers everywhere.

"The ability to sell at prices near what the public has been paying and yet offering these products fresh, of high quality and at all times has resulted in an enhanced reputation for the industry," Fishman said.

Seek Tax Boost On D.C. Cigaretts

WASHINGTON—The U. S. Senate Committee on the Dis-

trict of Columbia has reported out a bill which would raise cigarette taxes in Washington from 2 to 5 cents per pack.

The tax increase, to help balance the city's budget for the coming fiscal year is in excess of the 1-cent per pack increase requested by District Commissioners.

The increase is subject to resistance from the House District Committee, chaired by John L. McMillan (D., S. C.), which has been opposed to all proposed tax hikes on cigarettes.

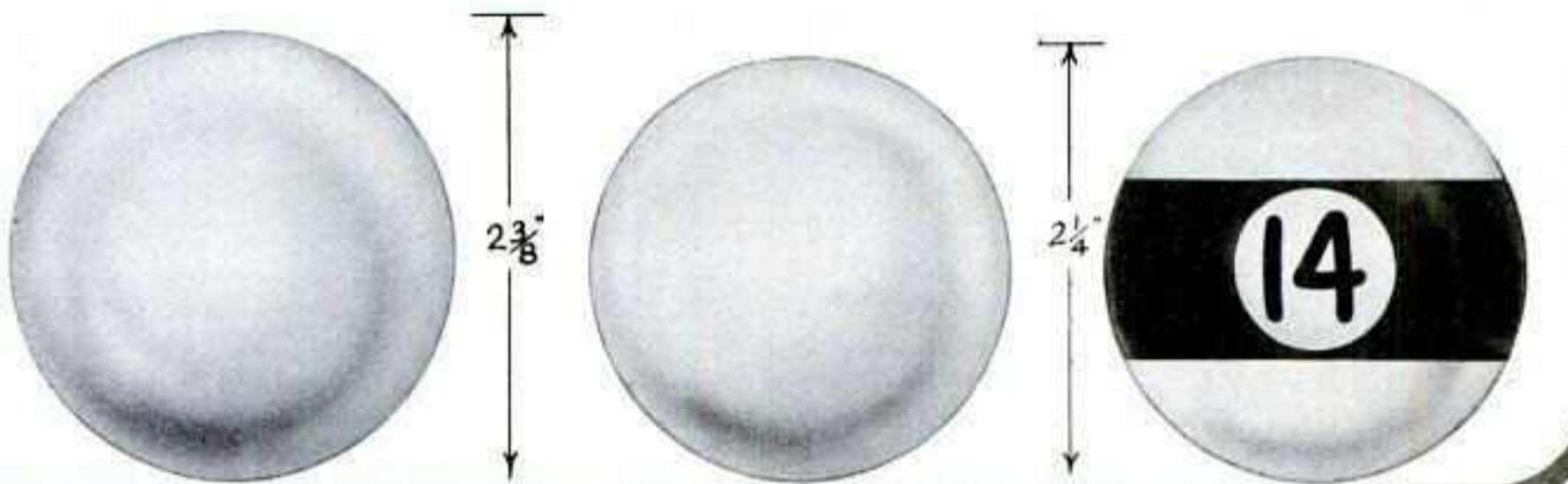
Vendo Precedent

• Continued from page 57

the matter and if necessary take it to court."

Seeburg has 30 days to answer the complaint. From the hearing officer the matter could go before the full Commission, and from there, if necessary, to court. Exhaustion of remedies in such matters sometimes takes years.

the innovation that changes the coin-operated industry



the Valley 2 1/4"

MAGNETIC CUE BALL

patent pending

New Cue Ball shown and compared to regulation billiard ball and oversized cue ball, used on other coin operated pool tables. All 16 balls now same size.

NEW PLAYERS • NEW GAME INTEREST • GREATER PROFITS

After 4 years of research and actual field testing, Valley® has perfected the regulation 2 1/4" Magnetic Cue Ball (Patent Pending) . . . the same size and weight used for professional billiards . . . Now furnished on Valley® coin-operated tables!

Here's why Valley® Magnetic Cue Ball will add profits for you!

- The home and professional player will now play coin-operated pool without the larger size cue ball affecting their game.
- Magnetic Cue Ball will not become trapped as it separates itself from other balls.
- Regulation size and weight assures player more accuracy.

for information write or call

Valley® manufacturing & sales company



BOB SLIFER
Executive Director

YOUR MOST IMPORTANT "RIGHT ARM"

Distributors: You need a strong wholesale trade association and NCMDA needs you. Join now!

All Manufacturers: Working with NCMDA on industry programs and wholesalers' common problems is to your interests and that of your distributor organization. Support and join NCMDA now!

Foreign Importers: Membership in NCMDA is open to you. Join now in the brotherhood of wholesale distributors.



Our 18th Year

THE NATIONAL COIN MACHINE
DISTRIBUTORS ASSOCIATION

30 North La Salle Street, Chicago, Illinois 60602

Phone: STate 2-6096

ALL MACHINES READY FOR LOCATION

Bally Deluxe Jumbo Shuffle	\$ 65.00
CC 4 Game Shuffle	95.00
CC Pro	150.00
CC Red Dot Shuffle	250.00
CC 6 Game Shuffle	125.00
CC Starlite	325.00
AMI H 120	165.00
AMI I 120	195.00
Seeburg G	115.00
Seeburg 3W1 Wall Box	9.95
Wurlitzer 5210 Wall Box	35.00

Call, Write or Cable.
Cable: LEWJO

Lew Jones Distributing Co.

Exclusive Wurlitzer Distributor
1311 N. Capitol Ave.
Indianapolis, Ind.
Tel.: MEIrose 5-1593

Routemen as Outside Salesmen

• Continued from page 57

salesman" exemption may still be available to operating firms in a given case.

But the fact that the Court of Appeals in the Charleston case left the door open, in a sense, for a case in which the right set of facts might exist, raises the possibility that auxiliary employees such as those who assist your routemen or your food employees (if you have them) might also fall under the same exemption granted the kind of employees they assist or support in their daily tasks.

Sales Team

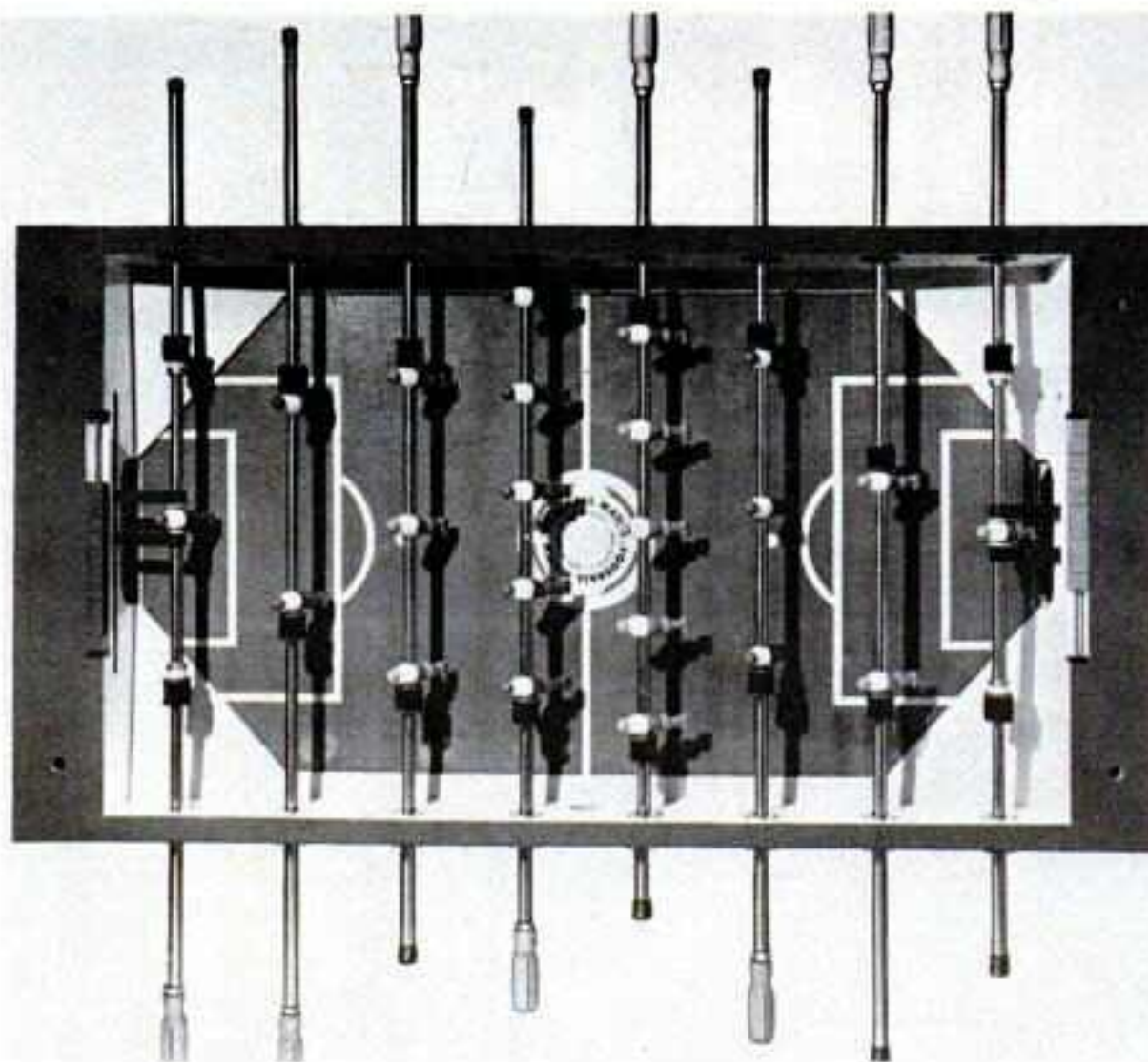
Even though the Coke case dealt with the existence of a "sales team," made up of the routeman and his helper, it is not beyond the realm of possibility that the same reasoning could be applied to cases involving the interstate carrier, food handler or other exemptions.

The lesson to be drawn here: WHERE ONE CATEGORY OF EMPLOYEE IS EXEMPT UNDER THE FEDERAL WAGE-HOUR LAW, EMPLOYEES WHO HELP OR ASSIST THAT CATEGORY OF EMPLOYEE MAY ALSO BE EXEMPT, IF YOU CAN OFFER THE RIGHT KIND OF PROOF.

With this column, we welcome S. John Insalata as a regular contributor to *Billboard*. A former member of the staff of the National Automatic Merchandising Association, Mr. Insalata holds his degree in law and a Masters degree in industrial relations from Loyola University, Chicago. He is the only man so qualified to have ever served on the staff of a national coin machine trade association. He is a member of the Illinois, Federal and United States Supreme Court Bars. Next week Mr. Insalata will deal with the question of what taxes, license fees and related items may lawfully be excluded by you in figuring your sales volume for Wage-Hour coverage.

If you or your attorney should desire full particulars and legal citations on the case outlined in this article, write: S. John Insalata, *Billboard Magazine*, 188 West Randolph St., Chicago, Ill. 60601.

Making Money With Games— Foosball Is Finding U. S. Fans



THIS IS BASKETBALL CENTER'S eye view of Foosball, a coin-operated game for two or four players. It fits most locations.

We present another in our 1966 series of special articles on profit-improvement in amusement game operation. We deal in this installment with an intriguing European import that shows considerable coin-operating promise.

CHICAGO — Foosball—soccer shrunk to card-table dimensions—is showing signs of becoming the second most popular indoor sport on many college campuses.

From Seattle University to the University of Wisconsin, fraternities and dorms are alive into the late hours with youths gripping the play handles of Foosball games—much to the neglect of their studies.

"This game is going to send me to Vietnam," moaned a fun-loving freshman at Madison, Wis.

Two Regions

Two U. S. regions are vying for the distinction of having introduced coin-operated Foosball in the U. S. The stalwart High Plains operators say they jumped on the game first. And it is true that Hymie and Eddie Zorinsky of H. Z. Vending Sales, Omaha, moved a lot of Foosball units in the early days to their customers in the Dakotas some three years ago.

It is also true that at about the same time—we feel that it was perhaps six months later—Foosball hit the Northwest in a big way.

At any rate, both regions are active markets for Foosball, a game involving two to four players in teams of two facing each other to flip a ping-pong-sized ball back and forth on the miniature soccer field. Today there is furious competition in the Portland Foosball league. And a tournament involving Northern State College students at Sioux Falls, S. D., where operator Mac Hasvold is Foosball agent, attracted some 400 competitors. The Foosball mania is so strong, that in some locations a "two-in; two-out" rule is enforced. When two people finish play, they must leave in order to make room for another couple in the location.

12 States

Foosball in the U. S. is handled for the most part by Patterson International of Cincinnati and the Mondial Corp. of New York. Patterson has exclusive contractual arrangements with German manufacturers for production of the game. Mondial imports an Italian make. Patterson, which entered the Foosball field first, has switched from appointment of distributors and is using operator-distributors; has now ap-

(Continued on page 62)



GOTTLIEB'S 1-player CENTRAL PARK

7 Bell-ringing features...

10 bulls-eye targets advance value of yellow and green center targets.

Hitting targets numbered 1 to 5 advances value of yellow target; targets 6 to 10 advances green target.

Advancing either target 5 times scores special and then target itself scores special when hit.

4 Pop bumpers light in pairs for fast action high score.

Additional advances also scores special.

10 rollovers spots bulls-eye target groups.

Comical animated organ-grinder's monkey strikes bell in lightbox for every 100 points scored.



That Extra Touch of Quality and ORIGINALITY



D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago, Illinois 60651

"Available in Add-A-Ball Model "HURDY GURDY"

Now is the time for
FOOSBALL
where the action is

Call collect
Area code 513; 281-7171

coin machine
products group

Patterson International Corporation
Patrus Alms Building
Cincinnati, Ohio 45206

Chicago Coin Releases New Line of Flipper Games

• Continued from page 56

game performance is estimable in proper context.

The company has also instituted new quality control procedures applicable to the production of flipper games. Addition of roving inspectors and numerous visual and electrical inspection posts are among the major moves in this area—topped off by an outside laboratory inspection of a crated game.

Chicago Coin Machine Co. started in 1931 as a distributor of various kinds of game and vending equipment. In 1932 it began to manufacture counter games. Its first plant was at 2200 North Western Avenue in Chicago (later to be occupied by Atlas Music Co.).

Present Location

In 1933 Chicago Coin moved to its present location at 1725 West Diversey Boulevard on Chicago's mid-north side. (For several years the firm shared premises with another well-known manufacturer of coin-operated equipment. Only a fire door separated the two firms. The other company eventually moved to other quarters, and

Coin Situation Improved; May Eliminate Half \$

• Continued from page 56

ings that they are continuing the costly crash program to make sure the country's coin needs will be maintained. The subcommittee report would like Treasury to come up with some better ideas for anticipating shortages.

The Monetary Affairs subcommittee chairman put into the Congressional Record a letter from the National Automatic Merchandising Association (NAMA)—praising the compatibility of the new coinage in vending machines. The letter from NAMA director Thomas B. Hungerford arrived too late to be included in the subcommittee's recent report. Representative Fascell pointed out. Representative Fascell said the letter was part of the ample proof given his subcommittee that the new clad coins are functioning well, and a credit to the government.

The NAMA letter did acknowledge that there had been some complaints about the new cupronickel quarters in vending machines, but complaints proved to be the fault of mechanisms that were dirty or needed adjustment. Some sticking occurs with all newly minted coins because of production "burrs," said the NAMA director. Overall, NAMA members reported that the new clad coins were serving their purpose well.

The subcommittee report recommends a continuing study of metal use in coins. It urges an early end to the costly crash program, and an early start of the work of the special Commission on Coinage called for in the 1965 legislation. The report notes that any changes in metal content of U. S. coinage would have to accommodate needs of coin-operation mechanisms.

The subcommittee heard Federal Reserve Board's George W. Mitchell testify that new technologies could again change the country's monetary situation, sharply reducing the need for coins. Card and computer transactions may increasingly replace use of coins by retailers, leaving the vending industry to be the main source of coin needs, said Mitchell.

Chicago Coin occupied the entire building.)

During World War II Chicago Coin suspended manufacture of all coin-operated amusement equipment and entered 100 per cent war production. The firm was presented an Army-Navy award for its contribution to the war effort.

In 1959 the company formed a separate division, Precision

Products, for the production of sophisticated electronic products. Precision Products maintains separate sales and marketing units.

The Hula Hula is designed with five scoring targets and has a special center hole and features scores such as "special," "shoot again" and "flash scores." The five pop bumpers are made to produce changing

score values.

The game has an automatic ball lift, lift-out, self-locking playfield, adjustable 3-5 ball play, "long-life" finish playfield, stainless steel molding and trim and number match. Animation is provided by a three-dimensional hula dancer that shakes and shimmies.

The Hula Hula and all other Chicago Coin flipper games,

spokesmen told Billboard, will be available in either free play or add-a-ball models.

"This new flipper line is the result of many months of intensive engineering and retooling work, costing the company many thousands of dollars and resulting in the most modern and competitive game of its type," a company official said. The extensive preparation, company officials feel, will "help ensure Chicago Coin's leadership in the flipper game field."

Out-hole scores

IN SENSATIONAL NEW

Single
PLAYER

FLIPPER GAME

Bally GOLD RUSH

MYSTERY BONUS

Each and every ball entering out-hole activates the Mystery Ball in Gold Mine Panel on Backglass to score up to 100 points on mystery-bounce basis.

Free Bonus Shots

Free Balls do not reset Build-Up Bonus and every Free Ball gives players extra chance to advance and collect Bonus.

Alternating Targets

Positions of top-scoring Target constantly shift by action of the ball, adding suspense and skill-appeal. 1000 per cent Targets jump from 10 to 100 when lit by skill.

BUILD-UP BONUS

Build-up Bonus on Playfield scores up to 500 points. Extra skill appeal is added by gate-guarded Bonus Bumper, scoring only by ball shot from Kick-Out Hole.

GOLD RUSH is loaded with "came-close" excitement, every ball surging toward a climax of last-ball suspense and the "try again" repeat play appeal that insures top earnings. See and play GOLD RUSH at your distributor today.

Choice of
STANDARD
or
ADD-A-BALL
Models

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

Foosball Is Finding U. S. Fans

• Continued from page 60

pointed such agents in a dozen States. Mondial is appointing distributors and is reportedly moving a good amount of product also. Distributor Ken Glen of K. C. Sales, St. Paul, moved

over a dozen units at a recent meeting of the South Dakota Music and Vending Association.

The game was invented some 30 years ago in Switzerland and became known from Scandinavia to Cape Town. It has remained remarkably popular year

in and year out in Europe. The machines are to be found in many public places in Europe. Some 2,000 machines are produced annually for German use alone.

It is estimated that some 5 million U. S. servicemen have been exposed to Foosball in Europe since the end of World War II. And they seem to like the game. NATO Headquarters in Paris recently acquired 2,000 machines for its facilities in the vicinity.

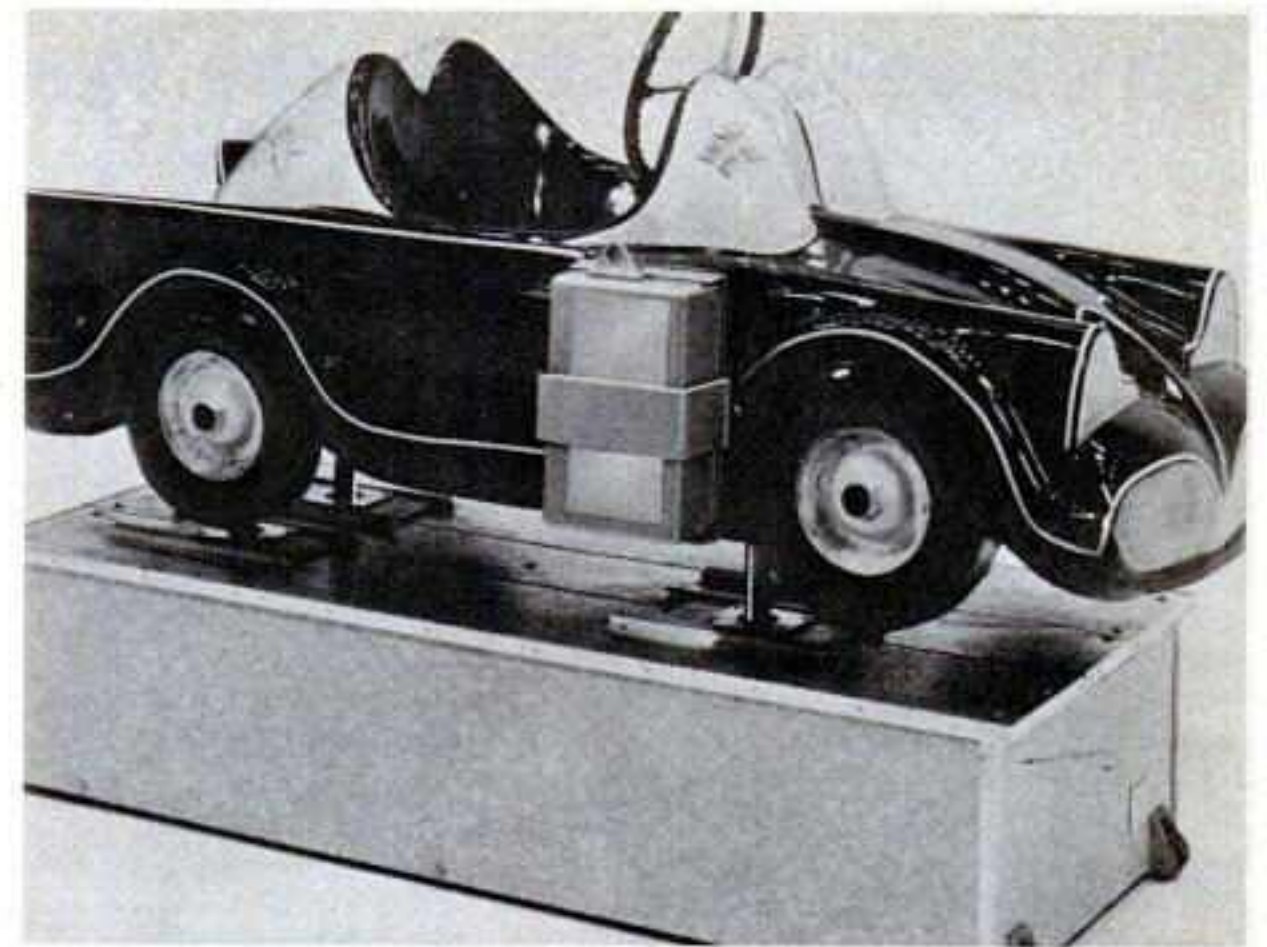
Patterson is introducing Foosball with a complete publicity campaign which includes promotional material, films, "Fooser" sweat shirts, lapel buttons and a monthly publication, "Foosnews." The last-named is circulated in the main on campuses. The general drive slogan is "Where the Action Is."

Tournaments

With the game's growing popularity, State, regional and national tournaments are now being set up by a new organization, the National Foosball Association. This group will sponsor all tournament play and will offer a prize of \$10,000 to the national champions.

Germany has a standing offer to challenge the U. S. champions.

Meanwhile, in Canada Foosball is becoming so popular that the game is featured in television tie-in advertising by major business firms.



All-Tech—Racer Ride

New from All-Tech Industries, Inc., Hialeah, Fla., this Racer children's ride, replica of a racing auto. It maintains an upward and forward motion. Streamlined body in fiberglass, formica base. Extruded aluminum track slides for efficient operation. Tamper-proof meter built into National Rejector coin box. Quiet mechanism. Floor space: 2 feet by 5½ feet.

COINMEN IN THE NEWS

LOS ANGELES

Phil Robinson, former representative for Chicago Coin, celebrated his 80th birthday (16) in Palm Springs. . . . Bill Vessel, operator from San Marcus, shopping at the C. A. Robinson Co.

. . . H. O. Chapman of Kings Distributing off to San Diego and Orange County on business. . . . Gary Sinclair, regional sales representative for Wurlitzer, in town for a few days, while Leonard Hicks, regional service representative for Wurlitzer, off to New Mexico and Arizona for two weeks. . . . Clayton Ballard, Wurlitzer Los Angeles branch manager, announces a service school on phonographs May 17 in the Los Angeles branch office. . . .
BRUCE WEBER

Enter Stretch In UJA Drive

NEW YORK — With three weeks to go before their annual victory dinner, New York coinmen have raised more than \$14,000 in their annual United Jewish Appeal drive. To date, some 437 tickets to the June 4 dinner at the Statler-Hilton, honoring Abe Lipsky, have been sold.

The entertainment for the evening will include Joe Harnell, Theodore Bikel, the Cyrkle, the Four Seasons and the Steel Drum Band. Joe E. Lewis is the comic, and Jackie Phillips the emcee. Music will be provided by the Jeanie Claire-Tony Leonard band.

Attending the Wednesday (11) executive committee meeting were Gil Sonin, Abe Lipsky, Eric Bernay, Al Denver, Sam Morrison, Ben Chicofsky, Bill Kobler, Lou Wolberg, Merwyn Siskind, Teddy Blatt and Herb Wood.



NEW FOOSBALL DISTRIBUTOR, Christopher G. Mohr, (left) Foosball of Southern California at Los Angeles, is congratulated by Joe Neville, national sales manager for Patterson International Corp., Cincinnati.

Copyright Draft 'Within Month'

• Continued from page 6

University forum in New York, the subcommittee member said the jukebox industry's suggestion to tie operator royalty to records used in jukeboxes has "obvious drawbacks from the copyright owners' point of view, but represents a genuine step toward an ultimate solution of a difficult problem." As originally worded, the 1965 revision bill would simply end the traditional jukebox exemption from performance royalty, compelling operators to negotiate with the licensors, ASCAP and BMI.

Rep. Tenzer also said the subcommittee had about reached decision on a rate for mechanical royalties on records, under the compulsory licensing which is retained in the copyright revision. The revision bill originally proposed a raise to 3 cents over the 2 cent rate in the present copyright law, or 1 cent per minute of play. Record people said this was too steep, but composer-pub-

lisher spokesmen said the only excuse for leaving compulsory licensing in the law was a raise in rate, and this was the least they could accept.

Rep. Tenzer was careful to point out that the views he expressed were his own, and he did not speak for the whole subcommittee. However, Subcommittee chairman Robert W. Kastenmeier put Rep. Tenzer's speech into the Congressional Record with the significant statement that Rep. Tenzer is uniquely qualified to comment" by virtue of his dedication and his active role in reforming the revision bill itself.

The standoff between educators demands for blanket free use, and the vigorously opposing music and textbook authors and publishers have put one of the "heaviest burdens" of all, on the subcommittee, Rep. Tenzer said. Failure of the two groups to reach compromises forces the subcommittee to decide on any statutory limits to free use by educators.

WVMOA Holds L.A. Meeting

• Continued from page 54

Herb Goldstein, vice-president in charge of sales for Oak. He urged that more of this type of discussion be programmed at the cost of eliminating other talks on such matters as polygraph testing and aims of Better Business Bureaus. The others who were at the convention were in agreement with Feldman's stand.

The matter of regional NVA meetings was favorably projected. Feldman emphasized that he was for NVA, its aims and purposes but felt it was not hitting home for Western operators.

License increases in Torrance, Downey and Pasadena were openly discussed. Torrance has increased its levies for machines selling items for not less than 6 cents and not more than 10 cents to \$5 per machine per year, and 1 cent through 5 cents, \$2 per machine per year. Stamp machines are \$5.

A retail license will be sought in Downey to replace the per machine tax of \$1 for penny machines and \$3 for nickel units.

St. Louis Trade

• Continued from page 55

the group will be to fight for more equitable enforcement of existing license provisions, members decided. Area operators who buy annual licenses have long felt that they have been at the losing end of a squeeze play from exorbitant license fees on one hand and sporadic enforcement of laws requiring display of stickers on machines on the other.

Membership in the MBVA now comprises approximately 80 per cent of the bulk vending business in metropolitan St. Louis. The organization will hold its next meeting on June 7 at the Clayton's Town Hall restaurant.

RECONDITIONED SPECIALS GUARANTEED IN STOCK—SUBJECT TO PRIOR SALE

PIN BALLS—BOWLERS

BALLY		UNITED BALL BOWLERS	
HOOTNANNY	\$190	TEAM MATE	\$195
BULL FIGHT	295	FALCON	195
50/50, 2-PI.	395	SAVOY	195
SHEBA, 2-PI.	335	TIP TOP	195
STAR-JET, 2-PI.	220	DIXIE	180
SKY DIVER	225	CLASSIC	285
MAD WORLD, 2-PI.	315	FROLIC	350
GRAND TOUR	260	7 STAR	350
2-IN-1, 2-PI.	315	HOLIDAY	390
HARVEST	275	TROPICS	395
BUS STOP, 2-PI.	320	ALAMO	395
3-IN-LINE, 4-PI.	240		
BONGO, 2-PI.	260		
WILLIAMS		CHICAGO COIN BOWLERS	
OH BOY, 2-PI.	\$225	KING	\$225
SKILL POOL	180	QUEEN	225
CARAVELLE, 4-PI.	150	PRINCESS	295
		CONTINENTAL	350
		ROYAL CROWN	410
		GRAND PRIZE	510
GOTTLIEB			
SHIPMATES, 4-PI.	\$350		

Bally ALL-THE-WAY, \$295

CHICAGO COIN'S TOP BRASS, \$295

Write for complete 1966 Catalog of Phonographs, Vending and Games.

Established 1934



ATLAS MUSIC COMPANY

Cable: ATMUSIC—Chicago

2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

Billboard

1966 International Coin Machine Directory

Billboard's Fourth Annual International

COIN MACHINE DIRECTORY

has been mailed to every Billboard Coin Machine Subscriber.

Extra copies only \$1.00 ea.

Non-Subscribers

Use coupon below.

Receive Billboard weekly and get the 1966 Coin Directory at no extra charge.

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214 858

Please enter my subscription to BILLBOARD for

1 YEAR \$20 3 YEARS \$45 New Renew

Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates for Continental U. S. & Canada. Overseas rates on request.

Company _____

Name _____

Address _____

City _____ State & Zip _____

Type of Business _____ Title _____

London Buses Coin Operated

LONDON — An American-made coin-operated turnstile has been recently introduced into London's buses as the Americanization of England took another step forward.

Automatic turnstiles are apparently rare in the British Isles, for the bus authorities had to go to a great deal of trouble to introduce the method to their passengers. Along with the turnstiles came another American product—the automatic change machine mounted in the vestibule of the bus. Unlike American drivers, the British do not have to make change for the passengers and are pleased that the elimination of the human fare collector resulted in a fully automated coin-operated fare system which did not burden them with extra work.

New All-Tech Table Meets N. Y. Regulations

HIALEAH, Fla.—Jack Mitnick, sales executive of All-Tech Industries here, has stated that All-Tech has developed a 36" x 72" (full-size inside measurement) coin-operated pool table to comply with New York State regulations. The table incorporates all the features found in All-Tech's other tables and will be ready for delivery in 30 days. According to Mitnick, the table is up for approval of the N. Y. State commission now.

The firm has also unveiled a new 4' x 8' home table which is being shipped to their distributors. The home unit has a 3/8" slate and a formica skirt, as well as the features found in the company's other tables.

In the coin-operated kiddie ride field, Mitnick reports the development of a Bat-Car, which is expected to receive outstanding reaction from kiddie ride operators.

MONEY Backs Tax Case Appeal

NEW YORK—Ted Blatt, attorney for music operators of New York (MONEY), said last week that the New York State Supreme Court decision on the test case of Bathrick Enterprises against the New York State Tax Commission would be appealed before the Appellate Division Court.

Blatt is co-operating on the case with the law firm of Moriarty & Swanz, who represent the interests of the New York State Coin Machine Association. In announcing the decision to appeal, Blatt said: "The Appellate Division will not be the final word." If the plaintiff's appeal fails in the Appellate Court, the next step would be to bring the case before the Court of Appeals, the highest court in the State's judiciary system.

LeStourgeon Adds

CHARLOTTE, N. C.—LeStourgeon Distributing Co. here has added Charles L. Huffstetler to assist in office and field work. His appointment was announced last week by company president Lawrence LeStourgeon.

Kentucky Jury Frees Confiscated Flipper Games

BOWLING GREEN, Ky.—A Warren Circuit Court jury ruled last week that 82 confiscated multiple-coin pinball machines were used or intended for gambling.

Another 47 single-coin machines, however, were neither "so used nor intended," the jury decided. The 129 machines had been seized in an October 1965 raid by Paul Huddleston, special

counsel for the State, who contended they were illegal.

The jury ruled that both types of machines would be illegal if they were to be used for gambling, but pointed to a recently passed State law (See Billboard, March 5, 1966) which exempts single coin flipper games from antipinball legislation.

Circuit Judge Robert Coleman

said he would issue a judgment next week to determine what should be done with the condemned machines. Robert Simmons, an attorney who represented the machines on trial, said he would wait for Coleman's judgment before deciding whether to appeal the case.

Huddleston, prosecuting the case, still contends that both types machines are evil. There

is a feature on the single coin games which has been overlooked by the new State law, he said. "It is a mechanical numbers game," he announced pointing to the number which lights up at the end of a game and matches the last number of a player's score.

Huddleston was appointed last year by Gov. Edward T. Breathitt for the specific purpose of "combatting" pinball games.

The FIRST of A Succession of Money-Making 1, 2, and 4-Player Pin Ball Games

Loaded with ACTION!

CHICAGO COIN'S
NEW
2-Player

Hula-Hula



CENTER HOLE
FEATURE SCORES

- SPECIAL
- SHOOT AGAIN
- FLASH SCORES

Flash Score Travelling Lites
on Playfield Vary from
10 to 100 Points.

5
SCORING
TARGETS

5 POP BUMPERS
with
Changing Score
Values

3
INDIVIDUAL
COIN CHUTES—
5c-10c-25c

Extra Large Cash Box
with Individual
Coin Separators

LIFT OUT
SELF-LOCKING
PLAYFIELD

ANIMATED
3-DIMENSIONAL HULA
DANCER... SHAKES AND
SHIMMIES REALISTICALLY!

- AUTOMATIC BALL LIFT
- Adjustable Tilt for Complete Game or Only Ball In Play
- Adjustable 3-5 Ball Play
- Brilliant "Long-Life Finish" Playfield
- Stainless Steel Moulding and Trim
- Number Match

Mfrs.
of
PROVEN
PROFIT MAKERS
Since
1931

STILL DELIVERING THESE PROVEN PROFIT MAKERS...

TV BASEBALL • MEDALIST • CORVETTE • PAR GOLF

CHICAGO COIN MACHINE DIV.

CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

ALBUM REVIEWS

FRANCIS C LAUDA 1146
TUDOR LANE B51122
SANDS POINT 32 R
PT WASHINGTON LI N Y11050



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POTLIGHT

NERO—UP CLOSE

RCA Victor LPM 3550 (M); LSP 3550 (S)

Nero's keyboard talents are highlighted against a woodwind backdrop in this package of easy-go swingers. The pianist's jazz-flavored arrangements of "No Moon at All," "Take the 'A' Train" and "The Best Thing for You" are outstanding samplings of the Nero style.



POP SPOTLIGHT

MARTHA AND THE VAN-DALLAS GREATEST HITS

Gordy G917 (M)

The hot fuser from "Motor Town" has a sure-fire seller in this package highlighting their hits of the past. Most familiar to teen buyers will be "Love Is Like a Heat Wave," "You've Been in Love Too Long" and "Dancing in the Street."



POP SPOTLIGHT

THE KATE SMITH ANNIVERSARY ALBUM

RCA Victor LPM 3535 (M); LSP 3535 (S)

This one should prove a programming and sales blockbuster, insured by her recent album success, "How Great Thou Art" plus the fact that the material is all familiarly associated with Miss Smith's career. She is in top vocal form with fresh treatments of 24 great standards brought up to date with exceptional Peter Matz arrangements.



POP SPOTLIGHT

TIME WON'T LET ME

The Outsiders. Capitol T 2501 (M); ST 2501 (S)

The boys from Cleveland make an impressive and exciting album debut with this package of sockers including their top 10er, "Time Won't Let Me." Soon to be a best seller among the teen dance set.



POP SPOTLIGHT

LIGHTLY LATIN

Perry Como. RCA Victor LPM 3552 (M); LSP 3552 (S)

The relaxed vocal style of Como blends perfectly with the soft rhythm ballads of bossa nova masters Luis Bonfá and Antonio Carlos Jobim to create a romantic Latin mood album that will delight both deejays and dealers. "Bala," "Manha de Carnaval" and "Corcovado" are featured.



POP SPOTLIGHT

SONGS OF THE TRAIL

Norman Luboff Choir. RCA Victor LPM 3555 (M); LSP 3555 (S)

An outstanding performance by the choir on an impressive package of beautiful western ballads. The album makes an excellent programming item and will have a broad-based commercial appeal.



POP SPOTLIGHT

CALIFORNIA DREAMIN'

Bud Shank. World Pacific WP 1845 (M); WPS 21845 (S)

Top instrumental rendition of current vocal hits are making Bud Shank's LP's fast moving commodities in the pop market. The hits are all excellent airplay items, including "California Dreamin'," "Monday, Monday" and "What the World Needs Now Is Love."



POP SPOTLIGHT

RAGS TO RICHES

Lenny Welch. Kapp KL 1481 (M); KS 3481 (S)

Superb performance by the exciting vocalist on a varied program of familiar pop tunes. Welch features his hit "Rags to Riches" as the title song of the LP, and the hit tune from "Funny Girl," "You're Gonna Hear From Me."



POP SPOTLIGHT

THE ELEGANT SOUND OF THE ROYALTTES

MGM E 4366 (M); SE 4366 (S)

The girls spotlight 15 exciting Taddy Randazzo-arranged numbers in their album, including "Shangri-La," "It's Better Not to Know" and their current single, "It's a Big Mistake."

POP SPOTLIGHT

I'M A GIRL!

Shani Wallis. Kapp KL 1472 (M); KS 3472 (S)

Shani Wallis should be a top-selling album artist for a long time. In her Kapp debut album, the young English artist belts out a dynamic "What a Man," a poignant "When Johnny Comes Marching Home" and a torchy, dramatic "If You Go."



POP SPOTLIGHT

30 BIG HITS OF THE 60's, VOLUME TWO

Bobby Vee. Liberty LRP 3448 (M); LST 7448 (S)

The first volume sold so well, the label has Bobby Vee presenting—and he does it in golden voice—30 more hits of recent vintage. Included are "These Boots Are Made for Walkin'," "Elusive Butterfly" and "Houston." A great sales package.



POP SPOTLIGHT

ANGELS WATCHING OVER ME

Medical Missionaries of Mary Choral Group. Kapp KL 1474 (M); KS 3474 (S)

What beautiful harmony. Dealers will reap high sales here because the group's hit single "Angels (Watching Over Me)" is included in this album. Other winners are "Blowin' in the Wind," "Hush-A-Bye," and "All Thru the Night." Royalties go to mission hospitals.



COUNTRY SPOTLIGHT

DISTANT DRUMS

Jim Reeves. RCA Victor LPM 3542 (M); LSP 3542 (S)

Reeves' great single, "Distant Drums," is the title tune and basis for the LP. The soft ballad by Cindy Walker sets the pace for the package which includes "Snow Flakes," "Is It Really Over" and "Where Does a Broken Heart Go." Sure to be a best seller.

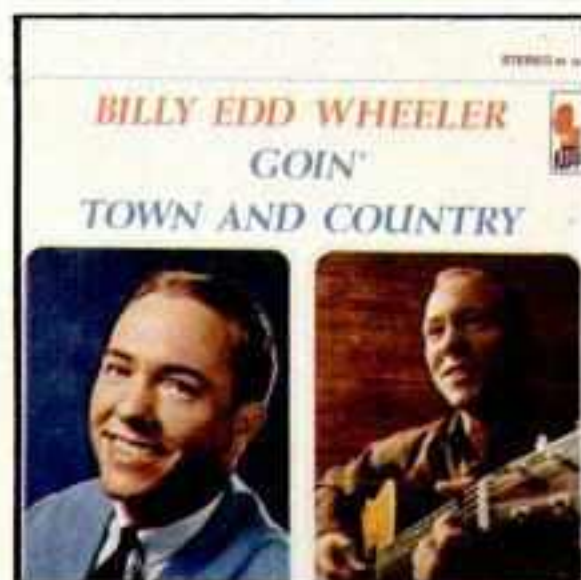


COUNTRY SPOTLIGHT

SPECIAL DELIVERY

Del Reeves. United Artists UAL 3488 (M); UAS 6488 (S)

Del Reeves presents a delightful assortment of tunes here that will certainly please his legion of fans. The sales impulse will be carried by "One Bum Town," now on the charts, but other winners include "Make the World Go Away" and "Dead and Gone." Stereo version is excellent.

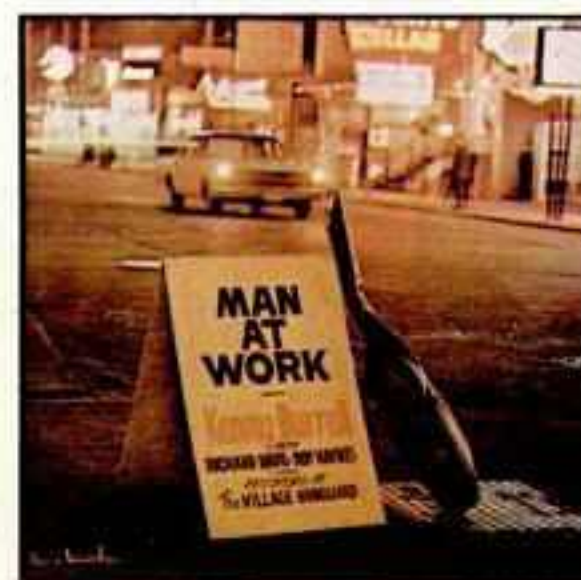


COUNTRY SPOTLIGHT

GOIN' TOWN AND COUNTRY

Billy Edd Wheeler. Kapp KL 1479 (M); KS 3479 (S)

"The Coming of the Roads," a beautiful tune that he wrote, will help boost the sales of this album. "Bringing Mary Home," a ghost tale, and "Sounds of Silence," and "September Song" are also winners. A tremendous package.

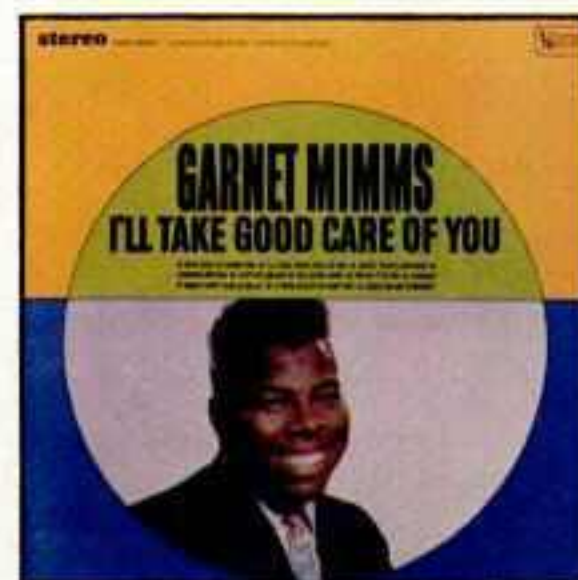


JAZZ SPOTLIGHT

MAN AT WORK

Kenny Burrell. Cadet LP 769 (M); LPS 769 (S)

Kenny Burrell is highly ranked as a jazz guitarist and he shows his mettle once again in this neat package. Working with bassist Richard Davis and drummer Roy Haynes, Burrell takes off on some nifty standards and some items that are less popular, but he makes them all shine.



POP SPOTLIGHT

I'LL TAKE GOOD CARE OF YOU

Garnet Mimms. United Artists UAL 3498 (M); UAS 6498 (S)

Garnet Mimms engraves the blues on you; he's got extra soul. His "I'll Take Good Care of You" here will lift this LP into high sales gear. Other great tunes include "Looking for You," "Prove It to Me," and "It Won't Hurt (Half as Much)." Stereo version is fair.



GOSPEL SPOTLIGHT

THE SOLID GOSPEL SOUND OF THE OAK RIDGE QUARTET

Skyline LP 6040 (M)

Another winning selection of "spirited" tunes by one of the finest gospel groups in the nation. Presented here are "I'll Live in Glory," "On the Sunny Banks," and "Tell It Again"—new tunes as well as older ones.



INTERNATIONAL SPOTLIGHT

IN A LITTLE SPANISH TOWN

Chucho Avellanet. United Artists UAL 3484 (M); UAS 6484 (S)

TV-motion picture star Chucho Avellanet presents a superb selection of Latin America flavored tunes, many of which have become worldwide favorites—"Maria Elena," "Vaya Con Dios," "Come a Little Bit Closer," and "South of the Border." He sings in both English and Spanish. A positive winner for Latin American shelves.