'Work Quota Curtain' Hit; Call for Revamping by U.S.

By MIKE GROSS

NEW YORK—A call for a revamping of the U. S. Immigration Department's current procedure governing the granting of work permits to "alien" performers is being raised in many areas of show business. The protest is coming in strongest from the music business circles here, including talent agencies, record companies, TV producers of teen-oriented shows, and attorneys, because of the difficulties and restrictions which face them in their efforts to bring in hit British recordings and performers in the U. S.

The situation has taken on

Continued on page 10

Capitol Will Set Up Firm in Mexico City

HOLLYWOOD—A key step in Capitol Records' plans to increase its penetration in all Latin countries will be the establishment of its own record company in Mexico City. Target date is May 1. The move is part of an international marketing plan blueprinted by CRI. Announcement of this major corporate development was made by Alan W. Livingston, CRI president, who stated that the new firm would bear the name

Continued on page 14

Little LP's Becoming The Juketheque Record

By CLAUDE HALL

NEW YORK—The Little LP is shaping up as the major new media discotheque record. Two labels—Atlantic and Command—are planning releases in March, and Wurlitzer has just released a package of 10 discs selected from the Columbia Records catalog.

All the disks are designed especially for discotheques in that they feature continuous programming—almost no pause between one number and the next. Command Records is re-releasing six Little LP's, according to sales manager Loren Becker. Four feature Enoch Light, two Dick Hyman. Strips for jukeboxes will be provided. Becker said the Little LP's were precipitated by the success of Light's discotheque album "Discotheque Dance, Dance, Dance," Command is now releasing the second volume of this album.

Atlantic Records is releasing two Little LP's taken from Killer Joe Price's album, "Killer Joe International Discotheque," along with a big promotion in connection with Rowe AC Manufacturing.

Wurlitzer is releasing a pack-

Continued on page 56

EDITORIAL

New Wall Springs Up

The extraordinary difficulty of bringing foreign acts to the United States is a disservice to the talent involved and to the public who wishes to see that talent perform in American theaters, TV and night clubs. It is frustrating to show-business interests on both sides of the Atlantic, and damaging to their economic well-being.

But the most far-reaching and disastrous effects are on a cultural level. At a time when music and artistic accomplishments are regarded as vehicles for greater understanding among peoples, at a time when so many pride of the "one world of music" concept, our immigration authorities, in league with divers clerks and bureaucrats, engender an irritating form of artistic isolationism.

It is proper to note that for years American talent has been graciously received all over the world. Now that foreign talent, notably film record acts, are making an impact here, the path should be eased for their appearance. To do otherwise is to run counter to the hands-across-the-ocean philosophy of our State Department and other policy-making agencies. Let us cease the selfish attempts to replace British acts with "comparable American acts.

Common courtesy, the desire of the public, and cultural interchange demand this.

IN THE CHARTS YOU KNOW WE'RE RIGHT!
Lorne Greene brews up a new single!

"AN OL' TIN CUP (And a Battered Ol' Coffee Pot)"

%/w "SAND" #0554

Both from his album "WELCOME TO THE PONDEROSA" LPM/LSP-2843

RCA VICTOR

www.americanradiohistory.com
Duplicating Firm Opposes Eight-Track Cartridges

HOLLYWOOD—Magnetic Tape Duplicators has come out against eight-track stereo cartridges. The duplicating company says eight-track tape requires many times the quality control now required in production.

MTD's Cliff Whennouth cited the "lack of quality control on some of the top label four-track tapes," he said. "Eight-track, we feel, would make this problem intolerable.

Whennouth points to the slightest warpage on 22-mil track tapes, with 1/32-inch dropout in outside tracks. Cartridge and equipment misalignment as little as 1/100th inch can cause noise deterioration, he said.

Whennouth claims his company's duplicating system, a process that produces 3 1/4-in tapes with a width of 1/2-inch, that "we don't think the public wants to take a back word, with the current track drops and misalignment problems." He cited MTD's modification of its eight-track becomes the industry standard, the executive said.

New Cartridge Combination To Be Unwrapped by Munzt

LOS ANGELES — Munzt Stereo-Pak will unveil a combination phonograph turntable-tape recorder playback unit in May. The new equipment, called the "Music Master Cartridge," has been developed by president and engineer Richard Munzt, and will be sold under the label "Munzt Stereo-Pak.

This equipment will allow its user to transfer albums onto four-track tape in his own home. Since the tape desealer includes this feature, cartridge tape will now be on a par with any other phonograph cartridge.

Munzt said a bootlegging industry has developed in the nation and in Canada and other company cartridge tapes are transferred to cartridges. Munzt said he knows of at least 50 bootleggers in the country. He estimated RCA and Columbia alone are "losing $200,000 a year" through bootlegged tapes of their products for the mobile and home audience. Munzt claimed RCA, Capitol and Columbia are conning a combination unit since they do not provide him with their product.

Elvis Presley, the Beatles and Andy Williams are among the most copied artists, according to Munzt. Any consumer demanding for cartridge material is so great that the bootleggers are having difficulty obtaining materials, he said.

One tape playback company can tell a customer where to have a sample transcribed, Munzt said.

The new unit, which is manufactured by Mauro in Japan, has a professional turntable and a four track record-playback tape unit fitted on one housing. These are for use with TV and microphones. Munzt doesn't think the new equipment will help spread of counterfeit. "If a person wants a record, he must really have it. If not, he'll find someone to do it for him," he said.

He added that the fact that there is no bootlegging of available machine since the consumer is free to purchase a pre-recorded cartridge through the mail, or to buy a tape and record it himself. In addition, the fidelity offered by the cartridge is superior to that of many of the products made from tapes.

"A tape from a disk, therefore, is better than the equivalent version than a pre-recorded cartridge, Munzt said.

Auto stereo Co. Levels Battle at Eight-Track System

By ELIOT TIGEEL

LOS ANGELES—Auto stereo executives have blasted the eight-track, stereo-tape cartridge system recently introduced by a small manufacturer in continuous many of its competing units. The cartridge tape system also charges that the equipment is used by the car manufacturers to develop a mobile audio system and to embarrass the public over the correct meaning of auto stereo.

Chairman George Eash, writing to President Ralph Livingstone in a letter dated March 20, said of the record player is "one of the most advanced in the field," the cartridges are superior to the all-track tapes, crosstalk and track unbalkable are critical problems. They result if track is not exact, he claims.

On an eight-track system the track of the tape is 1000 of an inch wide with 12,000 inches between tracks. It doesn't leave much room for error, he said.

Auto stereo uses the Fidelio cartridge system in their "Dyna-Track" model, the company's play system for home and car use. An eight-track cartridge system, it offers half hour, hour and two-hour plays. In his letter to Livingston, Eash noted it is my feeling that the tape industry has been caught up in its own glamour.

Too many changes have been foisted off on the public that sound and quality but cannot be maintained in production.

To every Mullen, vice-president, said the term "auto" means automatic stereo tape cartridge, but because of the lack of interest in car play systems, it is difficult to find the equipment associated with tape cartridge.

Mullen said the company was pleased that his auto stereo claims that the term "auto" is exclusively meaning automobile stereo systems.

Mullen revealed Auto stereo is currently negotiating with Dist for representation among car manufacturers. He believes the market will be approxi- mate 25 percent of the total tape cartridge business in two years. A national car stereo is firmly established. The mobile field represents 50 percent of the total car audio business, Mullen said in the company's May 1 letter to Sunset Boulevard.

Motor manufacturers haven't taken home tape systems seriously, the car tape machine has been bowed on clerks, according to Mullen. A recent en- gineering breakthrough Auto stereo claims is the development of a six-volt converter which allows the installation of an auto stereo equipment in foreign cars.

Mullen claims Auto stereo is over the distributor network and factory-owned dealers. A total of 97,000 tape units have been sold this year, which are shipped to 12,000 dealers, boats, planes, 110-volt home (duty offices) and marine en- thusiasts.

The company produces 5,000-7,000 units per month in its own facility on Van Nuys factory and has 2,500 eight-track tape sets in its library. Columbia, RCA and Capitol are not represented in the market.

The avowed activity of RCA, Capitol and Columbia in this market field, prompts Mullen to state it would take any major record manufacturer a 18-24 months to set up an effective distribution network, provided the label had unlimited capital and unlimited sphere of influence.

2 Rock Shows Rolled at the Same Speed

NEW YORK — The roll 'em roll shows running concurrently at the Brooklyn Fox and New York a theater about neck-and-neck in bed-rock. As a group, both houses claimed an estimated gross of $200,000.

The Paramount show, produced by Morris Levy, had Soupy Sales and featured such record acts as the Holland, the Four Tops, Temptations, Martha and the Vandellas, Buddy Guy and the Paces. Five shows were put on the first five days but was dropped after a hit.

The Fox show, under the auspices of Murray the K (Kaufman), had Gene Pitney, the Righteous Brothers, the Venturis, Unique, Shirley Ellis, Vibrations, Des De Warwick and Bobby Vee. The Fox was in the show for the first few days but was dropped after a hit.

Levy is going to continue playing shows at the Paramount with a count of 50 for a seven-day run. Linup included the Righteous Brothers, the Rainbows, the Beach Boys, the Animals, Van Dyke and the Paces. Five shows were put on the first five days.

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NEW YORK — With first-quarter sales at a record high, Columbia Records in on its way to a new high for the year, according to Goddard Leiberson, president.

Columbia, which recently disclosed sales figures, Leiberson revealed that first-quarter sales were not only up 31 per cent over the 1963 figure but that 20 per cent of the CBS volume came from records for the first time in company history. This would place Columbia Records’ sales at about $331,000,000 for the quarter.

Columbia recently opened a manufacturing and distribution plant in Cincinnati, Ohio, and an enlarged service center in Dallas, Tex. The label will soon open a research and development center in New York to study the capacities of its Hollywood and Nashville studios.

Avrames, Columbia has a new record contract with the Dolly Parton, who is currently on tour, and is negotiating with five more companies to achieve the same result.

Dolly Parton’s record will be at $2 for her records in both monaural and stereo, and will have the rights to 33 records in the first 12 months of the label. The first 12 months will be split into 33 and 34 records in the second 12 months. The record label is called New York City Records.

The new labels will be used by the ABC, Paramount, Impulse, and West Coast producers, among others. The first label will be used by the ABC, Paramount, Impulse, and West Coast producers, among others. The first 12 months will be split into 33 records in the second 12 months. The record label is called New York City Records.

NEW YORK — Charlie Levine, who is the new president of Pickwick Records, has made available a new distribution plan for the recording industry. The plan, which is based on the principle of "one-price level," is designed to give record companies an equal opportunity to sell their records.

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Have you heard what's going on between Ray Conniff and Mary Poppins?

RAY CONNIFF
AND THE SINGERS
MUSIC FROM
MARY POPPINS
FEATURING THE ACADEMY AWARD WINNER "CHIM CHIM CHER-EE"
THE SOUND OF MUSIC
MY FAIR LADY
AND OTHER GREAT MOVIE THEMES

A SPIRITUAL OF SUGAR
CHIM CHIM CHER-EE
SUPERFICIAL
FEED THE BIRDS
JOLLY HOLIDAY
PASS ME BY

THE SOUND OF MUSIC
MY FAIR LADY
CLIMB EVERY MOUNTAIN
ON THE STREET WHERE YOU LIVE
I'VE GROWN ACCUSTOMED TO HER FACE
DEAR HEART

It's a sensational new album on COLUMBIA RECORDS
"Untouchables" Harassed Brass

HOLLYWOOD—Administrative complexities are bogging down top record company executives, forcing them to lose touch with their product. This is the theme of a song becoming one of the spring's growing pains, related Phil Skaff, Liberty Records' executive vice-president.

"As companies grow, top executives lose touch with their product because they are so preoccupied with the business credit and distribution problems," Skaff said.

The key, as Skaff sees it, is for the top level executive to allocate time in his schedule to keep in touch with product produced by his company.

**Problem Serious**

Skaff sees the problem as a serious one because not enough top level people are involved along the line with records that are released. "Product should reflect management," he states. The record executive spends more time in a multitude of areas, from promotion to sales to marketing, than he does with the basic item he company produces.

"The top executive should know what sells and what doesn't. It's too late when a product hits the executive desk if he's had no involvement with its creation, Skaff claims.

Skaff doesn't believe the administrative responsibilities should be pushed off to other people. Rather, he says, in addition to these complex items, the high-salaried record man must manage the product and its distribution ad

By losing touch with the creative department, the executive—be he president, next in command or someone of the line—may be drilling dangerously out of touch with the music business. This constant involvement with the product should be his prime concern through skilful schedule arrangement.

**TEEN PRODUCERS A FACTOR IN TAPE MARKET**

HOLLYWOOD—On a matter gaining increased publicity, the major record companies, plus Skaff, executive vice-president of Liberty Records, think in certain areas teen-agers are becoming a moving force. A recent change in the music business came as a result of one of the companies handling that field. The teenage market product was moving steadily.

The natural affinity of teenagers for cars and music in car radio was not realized until recently explains. The executive believes that when the market is sub-divided, you can create hits from mobile equipment.

With an established artist, a special package might be developed especially for tape system. If one tune out of the package became popular, this information could be used in means of gauging tastes and creating a demand for an artist or repertoire.

**CPM: Group Looks After Artist Interest**

HOLLYWOOD—The Conference of Personal Managers looks as an important organization. While its recognition of talent it represents, relates new members.

The six-year-old organization, which has East and West Coast branches, recently members in night club operation discussed instance with union and industry new technological advancements in equipment and environment of those areas of which affect their artists.

Magid, who manages Della Reed, Rawls and Al Hinkle, among others, feels strongly that CPM can do something about these problems and being "sponges" independent bookers who are tribal names to night club owners without the manager's authorization.

These "phantoms" even sub- mit deleced artists to unknown booking agencies, who says. CPM can represent these unscrupulous bookers to the talent agencies so everyone can be on guard against them.

In the night club fields, the more novel ideas managers offer own the more artists they can survive. The Lazy X, a small club in the San Fernando Valley, has booked Della Reed or "sponges." independent booking agents who submit artist names to night club owners without the manager's authorization.

Magid explains he worked out a "no" (August 35 audience admission) ($2.25) five nights, no drinking restrictions with owners Mike Boyle and Jack Barton after having conferences in presenting concert shows with Rusty Warren and Phil Ochs. He came in for a $5,000 guaran-

The West Coast branch with its 30 members has already tossed its hat in the ring of legitimate talent. Magid, who has seen his share of the "come-and-go" shows, explains his revolution- ary system. Film dynamic Joseph E. Levine is the kind of person CPM is attracting to its meetings, Magid said.

**HOLLYWOOD PUTS ARMADA FUTURE UP TO MEMBERS**

MINNEAPOLIS—Anos Heilicher, president of the American Record Merchants and Distributors Association, this week sound wound out the ARMADA membership about the future of the organization. The meeting was held for ARMADA officials, said in a letter to the members that "the independent industry will face a crisis very shortly.

He asked, "Is this going to be a survival of the fittest for both independent distributors and manufacturers, or can we stand together as a united group to combat the many problems before us? Can we unite and help develop policies for the betterment of both independent manufacturers and distributors, or should we be side by side and watch the decay continue?"

"You yourselves must be the judge of what will happen, and only immediate response from you, individually, to the board and yourself, as to your desires, will give us an answer as to whether or not you want us to continue our activities."

Heilicher also asked ARMADA members whether they preferred a one-year meeting or a two-year meeting. The question is which participating manufacturers would present their fall products.

**LIBERTY AIDS AWAY**

NEW YORK—Two sons of famous singer perform business execu-

...
Hullabaloo
JANUARY 26
Hullabaloo
FEBRUARY 16
Shindig
FEBRUARY 24
Shindig
MARCH 3

AND LAST NIGHT
THE

Ed Sullivan Show

Call Your
Mercury Distributor Today!

www.americanradiohistory.com
Go Go Discotheque Chain Offers Pay-for-Play to Manufacturers

HOLLYWOOD—The Whisky A Go Go discotheque chain plans to set up a pay-for-play service for manufacturers money for playing records, opening a new area to those who are unable to get access to key markets.

"For we've set aside co-owner Shelly Davis, in explaining the chain wants to offer records to manufacturers in its facilities to expose new singles. The plan is for a manufacturer to pay a fee for each record played at all the Go Go clubs. For approximately $2,000 a month, the single will be programmed four nights a month, with a minimum of two songs singing out the disk by title and manufacturer.

Davis says he expects to have five major manufacturers in the pay-for-play plan. He claims it will be the first time a night club will receive money for playing records.

"Substitute for Payday"

Davis calls this pay-for-play device a "legal substitute for paying radio play fees," although many are bound by FCC regulations not to accept financial remuneration for playing records. "A night club has no such legal restrictions, he emphasizes.

He foresees the first IRP for the expanding chain (3 clubs operating now, 6 by June, 10 by January), said the club has been responsible for breaking records by Johnny Rivers and Dick Dale. "Once we prove ourselves to manufacturers, we'll negotiate on a realistic basis."

Go Go clubs here and San Francisco operate the Valiant Record of "Let's be Together," which owns Valiant picking up the tab for parties at the three clubs. The band has the three parties at $2,000. The original idea of exposing the single solely at the Hollywood location was expanded to include the other Valiant-operating clubs. Davis then suggested that the clubs could expose the record effectively by playing it four times a night for a month. Valiant accepted his offer and has become Davis' "pilot study," although he is not paying for the continuing exposure.

Club's Policy

The arrangement of this policy has to be with records in a Top 40 market to be danceable. All the locations program the same records, with the same dance routines in their glass cages on the dance floor. The $2,000 Valiant sound system, according to Davis, whose other partners are designer Elmer Valentine, at

Colpix Trims Artist Roster in Move Aimed at Singles Market

HOLLYWOOD—Colpix Records will trim its artist roster to build up its strength in the commercial singles field. News from the West Coast ad director Hank Levine said the label is

5 Stern LP's In Promotion

NEW YORK—Five Colpix Masterworks albums feature new LP's, each of which is nearing release in April to tie in with the April 7 opening of the label's new East Coast office. The lineup includes a number of prominent artists, who are also featured on the label's new issue of the "April 7" single set which retails for the price of two records, and a twortrack record Joe and Joe Tex, Arnold 

promotional campaign supported by Spital in the CBS-TV "Twentieth Century" shows. The label is also getting into the New York Sunday Times entertainment section and extensive magazine advertisements on the releases.

Williams, Arnold

Form ARMA Co.

NEW YORK—Mal Williams and Billy Arnold have formed ARMA Productions here. The firm plans to produce records—Goldfinger and Arnold—and will have outside songwriters for other disks. They will also provide a validate promotion service for other companies.

Williams had worked with Max Biber, the Impressions, Killer Joe and Joe Tex, Arnold heads Arnold Records and Arnold Blaze.

Go Go Chain Offers Pay-for-Play to Manufacturers
What makes a star?

HIT after HIT after HIT

NAT "KING" COLE
THE BALLAD OF CAT BALLOU b/w THEY CAN'T MAKE HER CRY 5412
Nat and Stubby Kaye sing this delightful song in their roles in the forthcoming Columbia movie, Cat Ballou. The film features the other side, too—a quiet, beautiful ballad, sung in the classic Cole style.

PEGGY LEE
SNEAKIN' UP ON YOU b/w Bewitched 5404
Already getting strong Top-40 airplay, it's another big one for Peggy. Both sides are cuts from her great new album, Pass Me By ST 2320.

GLEN CAMPBELL
TOMORROW NEVER COMES 5360
It's suddenly become the big new hit in Houston and a breakout in Nashville and Memphis. It's also getting strong airplay on Top-40 and Country & Western stations in the Atlanta, Dallas, and Los Angeles markets.
'Work Quota Curtain' Hit: CallforRevamping by U.S.

- Continued from page 1 -

especially new importance in the past several months as more and more record artists from England come on to the U.S. hit lists. In the current issue of Billboard, for example, the Hit 100 chart has eight artists from the U.K. in the top 10, including a clean sweep of the first six positions.

The Big Problem

The hit list problem, according to one trade, is that the government has unilaterally decided that it is an abhorrent problem of taste and then has delegated its powers to various performing unions (AFM, AFTRA, AGVA, etc.) to judge the performer's merits for a work permit here. The petition for permits may be for a period of one or more years, granted to performers of distinguished merit and ability, and the H-2 permit, granted to performers whose services are unique and cannot be duplicated by an American act.

With the Immigration Department's refusal to act expressly on the unions' appeals of a performer making their decision, the British recording stars are faced with a new type of American appraiser that is out of touch with the reality that is supported by the English artist's growing sales, rack-up chart positions and confirmed reports that their "live" appearances here.

The music business attorneys have not attempted to test the legality of the current procedure for two specific reasons. First, the basic line is on the Latitsamo, "De Gustibus Non Disputandum Est." (The Art of the Matter for Dispute). The second is the element involved. A hit disk's life is so short today that the before actions comes to a head un-doubtedly will have passed its popularity peak.

The Union Question

All agree, however, the immi-
gration policy is a difficult situation to live with. There is a mass of paper work involved before getting the necessary permit, and the red tape involves the mails by radio to the Federal Court in New York City, and the other end by mail to the British performer who has been left hanging by the Immigration Department's refusal to act. The problem is, how can it be done? But his services were considered "unusually skilled", and the time allowed for a first stage with the British record business, without a work permit for the studio. (Here was a conflict of the artist's contract between the London and New York offices of AGVA and AFTRA.)

The British government has now decided that appearances here on the American television shows will be a good start in the "Game of Love." At first, there was no permit involved. The last time was to be turned down by Immigration for the London portion of the tour, made to be a chance with the British record business. At the same time as the Berlin show, he was also due in New York to attend the "Battle of the Hit List." This was a good start in the "Game of Love," but his services were considered "unusually skilled" for a first stage with the British record business, without a work permit for the studio. (Here was a conflict of the artist's contract between the London and New York offices of AGVA and AFTRA.)

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The unions' influence is the key, and the unions' influence is the key to the strong industry that is growing in the United States. The unions' influence is the key, and the unions' influence is the key to the strong industry that is growing in the United States.

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JOHNNY TILLOTSON'S
newest hit on MGM records

THEN I'LL COUNT AGAIN

b/w ONE'S YOURS, ONE'S MINE

K-13344
Wein, Lyons, Bernstein Jazz Festival Kingpins

John Coltrane, as intense off-stage as he is when performing, is the inspiration for the new musicians.

By ELIOT TIEGEL

In the uncertain world of jazz festivals, George Wein, Jimmy Lyons and Sid Bernstein are the kingspins, molding concerts which draw jazz buffs' plaudits if not the devoted pop (calla) devotees when the events are staged.

This coming outdoor season will find the Newport Festival — the grandaddy of them all — staged outside Freeport Park. Wein's endeavors have shown the East Coast jazz fans enjoy the same jazz island climate during July. But Newport's city fathers, fatigued by folk fans last year, acted by banning all festivals. This ruling was subsequently eased, allowing Wein to plan for a July 4 bash on a new location along the seawall.

Adding prestige and knowledge to this year's event is a blue-ribbon committee of industry leaders signed by Wein as advisors. These include John Hammond, Columbia Recording; Nelson George, Virginia Records; Father norman O'Conor, Boston's jazz priest; pianist Billy Taylor and attorney Charles McWhorter.

The West Coast answer to Newport is the Monterey Festival, run with great understanding by San Francisco disk jockey Jimmy Lyons in September. The three-day event this year features a tribute to the trumpet as its theme during the Sep 17-19 weekend. Last year more than 30,000 fans showed up with the Festival grossing a record $121,000.

Between the two major carnivals, a rash of smaller festivals has cropped up, opening with the already completed Interstate Festival at Villanova University (March 12-20), the Kansas City Jazz Week celebration (March 24-28) and the Oreas Festival at the University of Kansas (March 27).

The finals of the annual Van Nuys bash were broadcast over the ABC Radio Network for the second year in a row. Seven collegiate groups — skinned down from 18 in the semi-finals — filled the Concert Hall in nearby Atlantic City.

The concert will be in a theme, "Small Band Reigns," at the weekend. On the heels of Battles of Bands held on May 1, Sunday May 2 brings Bob Hope to the Philadelphia Convention Center and Overton to the University of Arizona where he teamed with Travis Edmonds. Latter is part of the Both and Travis folk singing duo.

During the remainder of the spring and summer months, both will fill night club engagements at such places as the Shamrock Hilton in Houston, the Dunes Hotel in Las Vegas, the Montreux Hotel in Seattle and the El Palio Supper Club in Mexico City, where he will continue to promote his new Capitol album.

While the fans are probably too far away to hear this new band, Smith expects to tour other cities in Las Vegas a strong possibility.

Smith will wind up his week's booking at Carnegie Hall on May 2 on the WABC special devoted to the school dropouts and the artistic group "Contents" on which he will sing and play. He will continue to make the act to the show did last month on "Nighttime," the TV show hosted by Pat Boone.

People and Places

Roger Smith in N. Y. to Promote Series, Release

NEW YORK — Roger Smith, who had been on the "77 Sunset Strip" television series for two years and is now set for the role in "Mister Roberts" on NBC-TV this fall, arrived here this week to promote his upcoming Capitol album. Smith is working toward a new NBC sound track album, "Roger Smith in Concert," which the album was cut "live" in various night clubs and concert dates over the last year, while Smith appeared as a folk singer, flamenco guitarist, and composer, has started as a folk singer at the University of Arizona where he teamed with Travis Edmonds. Latter is part of the Both and Travis folk singing duo.

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Guitar Show Tour is Set

NEW YORK — "The Big Guitar Show," which features such guitarists as Les Paul, the George Barnes Rickenbacker-Cup group, and Sal Salvador's big band, is being set for a full tour beginning in New York City at Carnegie Hall and concert halls around the country.

Kicking off at Carnegie Hall in October, the show will run through December and will feature both rock and folk and Dixieland and progressive jazz. Negotiations are underway for a special album to be recorded by the artists and an album to be released by CBS Records.

Included in the package are Gene Paul, Les Paul's son, and his brother, Bob Paul, Jr., who will play blues and rock under the name of "The Paul Brothers."
DESTINED TO BE THE #1 RECORD! BOBBY VINTON "L-O-N-E-L-Y"

We rarely predict future chart positions for our releases, simply because we don’t have a crystal ball, but this record is just too good to miss the top spot on any poll.

THE MANAGEMENT, EPIC RECORDS
GIANT LAUNCHING IS GIVEN
TAMLA-MOTOWN IN FRANCE

By MIKE HENNESSEY

PARIS—Pathe-Marconi pulled out all stops this week to launch the Tamla-Motown sound in France.

The European premier of the Tamla-Motown sellout concert at the Paris Olympia Theatre which featured most of the Berry Gordy Jr. stable—The Supremes, the Miracles, Martha and the Vandellas, Stevie Wonder and the Ernie Van Dyke Sextet—to this concert Pathe-Marconi summoned their representatives in Holland, Sweden, West Germany, Italy, Switzerland, Belgium, Norway and Denmark.

Organization costs for this pilgrimage and the lavish midnight cocktail party that followed were paid by Pathe-Marconi, whose concert amounted to some $4,000.

It was Pathe-Marconi’s biggest promotion since the acquisition of the Capitol label 10 years ago. Attentive publicity for the launching of the Tamla-Motown label included a special-of-the-record display and 50 huge posters—total area 12,000 square yards—at strategic points throughout Paris. There were also display advertisements in France’s five newspapers.

Said Pathe-Marconi press man, M. Boufflet: “The launching of the Tamla-Motown label here comes at a time when French record buyers are becoming acquainted with both Tamla and Motown hits on the English language hits in English. There is now a demand on the part of French record buyers to prefer the original record label, in English, to the French language label. We have found an enthusiastic crowd.”

The Tamla team got an enthusiastic reception from the French audience and Berry Gordy Jr. himself was in attendance. On his way back to the U.S., Gordy stopped in Denmark. His concert was well received by the audience.

A short speech at the cocktail party, Gordy said that his company always tried to arrive at the proper time and that last year Tamla-Motown put out 100 records, 70 of which got into the American charts.

First releases of the label in France include disks by the Supremes, the Miracles, the Four Tops, Earl Van Dyke, Marvin Gaye, Mary Wells, the Velvelettes, the Vandellas, Martha and the Vandellas, the Contours and Brenda Holloway.

Berry Gordy also announced that Tamla-Motown had signed French singer Richard Anthony, known here as Richard Anthoni.

NIPPON COL’S NEW COMPANY

TOKYO—Nippon Columbia Musical Enterprise Co., Ltd., has been established by the world famous piano manufacturer, Nippon Columbia. The new company will handle the firm’s international publishing business, as well as publishing for foreign publishers and publishers of its own. It will also handle the distribution of Japanese music, although American artists appearing in American films will be handled by the new office.

Jin Inashiro, former manager of the international representative department of Nippon Columbia, has been named head of the new publishing company. The appointment was made by Jin Inashiro, former manager of the international representative department of Nippon Columbia, has been named head of the new publishing company. The appointment was made by Jin Inashiro, former manager of the international representative department of Nippon Columbia, has been named head of the new publishing company.

EMI APPOINTMENT

LONDON—EMI’s new deputy managing director for classical records is Derek Sinclair. He has been with the company for the past seven years and was previously sales promotion manager of RCA Phonophone.

Capitol to Form Mexico City Firm

Capitol Records has announced the formation of a wholly-owned subsidiary, Capitol de Mexico, Ltd., to serve as a distribution center for the Latin American market.

Dunn said that Capitol’s decision to form a Mexican company stemmed from the company’s growing concern about Latin America’s vast and growing potential.

The business climate of Mexico is also regarded as an important factor in Capitol’s decision, in that it is sound and secure.

Dunn said that Capitol intends to play a major role in the expansion of the disk industry in Mexico and regards the establishment of the new firm as of major significance to Capitol’s overall marketing operation.

Capitol Records purchased electronic maintenance equipment for the new installation and selected a top management team headed by recent addition, Mr. Dunn.

The Relations
SAY YOU
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On The Jaynetts
WHO STOLE THE COOKIE
b/w THAT’S MY BOY
147-8-A

Clarence Ashby
DON'T OPEN THE DOOR ON MONDAY MORNING
b/w CLOSE TO YOU
147-8-B

The Relations
SAY YOU
LOVE ME

2nd 712 B

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1455 Morris Avenue
Bronx 57, N. Y.

EMI IN AWARD SPOTLIGHT
AT GRRA FETE IN LONDON

LONDON—The Gramophone Record Retailers Association conference (25-26) looks like it will be the liveliest in the association’s history. At the annual dinner on Monday, the National Record Awards will be presented. More than 700 British dealers sent in returns. A large number of awards will go to EMI, as noted in the following list:

POPULAR SECTION
Best Pop Single (EMI)—“I Feel Fine”—The Beatles. Best Pop Vocalist (EMI)—Derek & The Dominos.
Best Light Orchestra (Deutsche Grammophon)—“Tokyo Melody”-Helmut Zacharias.

SOUNDTRACK RECORDING (EMI)—“Mary Poppins”—Original Soundtrack of the Film “Mary Poppins.”

CLASSICAL SECTION
Best Contemporary Oratorio (EMI)—“Elgar’s 2nd Symphony”—Sir John Barbirolli. Best Opera Record (EMI)—“Verdi’s Requiem”-Guido. Best Vocal Record (EMI)—“Handel’s Messiah”—Vivell’s Chorus and Orchestra.

Orlando Out—Officially

LONDON—Orlando Records, Ltd., which bought the British company last fall, has switched the name to Royal Records Ltd. However, for the time being they will continue to issue discs on the Orlando label.

CBS Denmark
SHOWS THE COL.

HERNING, Denmark—CBS Denmark has launched an official tour of Danish cities originating from the CBS Denmark office in Copenhagen, featuring the Danish choir Sing-A-Long. The tour, which is sponsored by CBS Denmark and the Zelig Trouvelot, is expected to generate considerable interest in the Danish market.

CBS Denmark is one of the leading record companies in Europe, and the tour is expected to be a major success.

Culshaw’s Wagnerian Effort

Culshaw is a British conductor who has been involved in the production of several Wagnerian operas, including the Ring Cycle. Culshaw’s efforts in promoting Wagnerian music have been recognized with various awards and honors.

Culshaw has directed and conducted several Wagner operas, including Die Walküre, Das Rheingold, and Die Meistersinger von Nürnberg. His Wagnerian efforts have been praised for their attention to detail and precision.

Culshaw received the Verdi’s Medal from the British Academy of Music and Drama in recognition of his contributions to the promotion of Wagnerian music. The award is given annually to an individual who has made significant contributions to the field of music and drama.

Culshaw’s conducting career has been marked by his commitment to the performance of Wagnerian works, and his efforts have had a lasting impact on the promotion and understanding of this important composer's music.
EMI congratulates The Beatles on winning 1964 Grammy awards

Best performance by a vocal group

Best new artist of 1964
RUBEN MICHIDO, Buenos Aires, Argentina disk jockey (wearing dark glasses), was guest at a Command Records' session in New York. Left to right are Dick Hyman, Bobby Rosengarden, Bucky Pizzarelli, Michido, Al Casamentc; Enoch Light, Command managing director; Eustie Johnson, Tony Motola, Bob Haggard, Dock Sevrenson and Lew Davies.

THE ORDER OF MERIT of the Italian Republic was conferred on opera star Leontyne Price for her "internationally acclaimed performances of Italian operas on world stages and through recordings." Pinning the medal is Marchese Vittorio Cordero di Monte- zemolo, Italian consul general, New York. At left is E. Veneria Cattani, Under-secretary of Agriculture for Italy.

LETKIS, dance craze sweeping Europe, features one aspect that makes it distinctive and quite different from most dances—a legal smooching session. The dance originated as the ordinary kissless Finnish Jenka, but when a bandleader named Letkis introduced the dance in France, the teenagers called the dance "Letkis" and did their own interpreting. You see the result.

ROY ORBISON, Acuff-Rose star, was welcomed to Belgium during his world tour by, from left, Roby Meyer, Pierre Meyer, and right, Roland Kluger of World Music, which represents Acuff-Rose Publications in Belgium.

THE SCANDINAVIAN SONET group has begun distribution of Epic Records under the original label. Sonet company executives attending the meeting where the announcement was made were Harry Orvomaa, Rov Wiesnellund, Gunmar Bergstrom, Arne Bendiksen, Karl Emil Knudsen, Dag Haageqvist, and Per Sorensen, representing Sonet's Scandia Music Ltd., Helsinki; Arne Bendiksen A/S, Oslo; I. S. Dansk Grammofonpladeforlag, Copenhagen; and Sonet Grammofon AB, Stockholm.
AMERICA'S GREATEST GOSPEL SINGING
BY SIX OF AMERICA'S GREATEST QUARTETS

AH, SAY!... IT'S THE BIGGEST ONE HOUR TV SYNDICATED PROGRAM IN GOSPEL MUSIC!...

Singin' Time in Dixie
A STATESMEN-BLACKWOOD PRODUCTION

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International Evening Reports

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Name of Company
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Top executive's name Title
If you are a record manufacturer outside the U. S. A., please give us name of your top executive for A & R.
Sales
International
DISTRIBUTORS, PLEASE NOTE: If you are a U. S. or Canadian record distributor, please include with this questionnaire a list of the lines you handle, typed ALPHABETICALLY.

TO BE INCLUDED, YOU MUST AIR-MAIL THIS COUPON IMMEDIATELY

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5. RECORD IMPORTERS
6. RECORD MANUFACTURERS SERVICE & SUPPLIES
7. RECORD MERCHANTS
8. RECORD IMPORTERS & EXPORTERS
9. RECORD MANUFACTURERS SERVICE & SUPPLIES
10. RECORD IMPORTERS & EXPORTERS

RECORD MANUFACTURERS SERVICE & SUPPLIES

Recording Studios
Recording Engineers
Recording Engineers
Mixing Engineers
Mixing Engineers
Stereogram Mfg. Co.
Stereogram Mfg. Co.
Stereogram Mfg. Co.
Stereogram Mfg. Co.
Stereogram Mfg. Co.
Stereogram Mfg. Co.

RECORD IMPORTERS

General Stores
General Stores
General Stores
General Stores
General Stores
General Stores

INTERNATIONAL DISC MERCHANTS

International Disc Merchants
International Disc Merchants
International Disc Merchants
International Disc Merchants
International Disc Merchants
International Disc Merchants

MUSIC CAPITALS OF THE WORLD

MUNICH

The Supremes guest-starred in Chris Howland's TV spec. ... Melodram der Liebe Bild und Tanz. As the rights of U. S. hit tunes "I'm Telling You" and "Grave of Love," the German versions will be on CBS and EMI. The group will appear in two editions of "Shindig!" and in the Dean Martin Show. ... Mickey Most, the independent producer behind hits by Herman's Hermits and Wayne Fontana, waxed Bobby Vinton during his recent visit to London. Most is also hoping to record Bob Dylan during his forthcoming stay.

"Help!" is the newly selected title for the Beatles' second United Artists film and also of their next single. Both film and record will be released on both sides of the Atlantic early in August. Soon after director Dick Lester suggested the title, John Lennon and Paul McCartney penned a song around it and the Beatles rushed into EMI's studios here to wax the tune. "Ticket to Ride" is fairly straight into the British singles chart at No. 1—this time on a consecutive single to do so. ... Provided he uses it as an "A" side—and it is likely to be his midsummer single—controversial Liberal star P. J. Proby has been given a new Leonton-McCartney ballad, "That Means a Lot." The Beatles decided they could not sing it themselves but that Proby could. ... Top German lyricist Hannes Brandt is writing to go in with British pop star Twinkle German lyrics for his compositions which she then waxed for release on Teldec. ... As to surveying the British scene and the watch the EMI set-up was MGC's Jerry Schenckhaus. ... There is speculation here be a chance to take on a key job at MGM, with particular relation to the British market in which the disk film has been having a lean share.

Ella Fitzgerald, suffering from exhaustion, canceled concerts with less than $20,000 worth of bookings during her tour here. In addition to booking multiple attractions for his forthcoming tour during his British stay, U. S. impresario Dick Clark set up a deal to make Herman's Hermits' next picture probably late this year. He expects to place the movie with Warner Bros. ... Searchers Chris Curtis has produced a single by Eden Kane for This B forb. Independent Liden

(CONTINUED ON PAGE 20)

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

This RECORD/WORLD sign is now being carried to the far corners of the earth on E.M.I. Company records, and on millions of pieces of promotional material and packaging. It is projecting even more widely the Image of Leadership, quality, integrity and progress that gives E.M.I. pre-eminence in the record industry. This sign is your guarantee of good faith and of record business opportunity throughout the world.

E.M.I. TONALITY RECORDS are produced in over 40 pressing plants all over the world.
E.M.I. ENGAGES the world's greatest orchestras, conductors, singers and instrumentalists.
E.M.I. DISTRIBUTES throughout the world.
E.M.I. RECORDS the widest range of material ranging from chart-topping pops to international classics.
E.M.I. PROMOTES sales of its records with the most powerful publicity of every kind.


ANNOUNCEMENT OF E.M.I. LIMITED, RECORDS & INTERNATIONAL DIVISION, LONDON, ENGLAND.
THE ACADEMY AWARD WINNER
BEST SONG
CHIM CHIM Cheree
FROM WALT DISNEY'S "MARY POPPINS"
As sung in the Motion Picture by the Chimney Sweep Himself

"CHIM CHIM Cheree"
Music & Lyrics by Richard M. & Robert B. Sherman
WINNERS OF ACADEMY AWARD ALSO FOR
BEST SCORE "MARY POPPINS"
And "Grammy" Awards too!

"MARY POPPINS" SOUND TRACK LP
IS THE COUNTRY'S BEST SELLING RECORD
BV/STEREO 4026

There's ANOTHER hit Single heading for the Top!
JULIE ANDREWS  DICK VAN DYKE Sing
"SUPERCALIFRAGILISTICEXPIALIDOCIOUS"
B/W JULIE ANDREWS singing "A SPOONFUL OF SUGAR"
BOTH FROM THE SOUND TRACK OF WALT DISNEY'S "MARY POPPINS"—ON VISTA F-434
Records for subsequent release on Prince and Warner Bros. British folk boom continues and last week saw a Nowhere To Run for The Red, another folk group, booked for tours in the fall are Peter and Gordon, the Byrds, and JD & Blue. Tony Tan has been appointed chairman of the Decca label of the Decca Music Group, and the independent company owned by Sir Peter Saunby and the U.S. with World Artists... Lane, president of Decca, Germany, Belgium independent producer, was in London visiting Hamburg and Berlin where he concluded deal with Polydor for recording the German progressive rock band, whose first NFR Blue Beat is already out in 12 countries, the A.S. in the U.S.

CHRIS HUTCHINS

NEW YORK

The film based on song hit "I've Had About Enough of Your Money," starring Glaud Morisona a stowaway show, opened on New York's 55th Street. The announcement engaged to co-star Laura Ehrin helped perk up bookings. It stars Nicholas Caine, Rosalind Hayes and John Beal.

TOkyo

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"I Started Out As A Child"
produced by Allan Sherman & Roy Silver

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First Name in Sound
1567

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1590

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ARGENTINA

This Last Week Week

1 14 ETHAN MUNOZ ME
BENTO CANTE-
Brothers (Philips)-

2 4 ENCINITAS
Walla Walla (CBS-)

3 14 RICHARD ELLIS
Incan War (CBS-)

4 4 MARIO MONTI
Modare (CBS-)

5 14 RIKI MARUKO
(Continued)

6 10 BRIAN O'BRIEN
Green Grass (CBS-)

7 12 DANNY CHAVEZ
Melody (CBS-)

8 20 15 JERRY LEE LEWIS
My Friends (CBS-)

9 10 DAVID CARR
(Continued)

10 14 MASSIMO PIAZZOTTI
Roma (CBS-)

11 10 ANGELICA IMI
(Continued)

12 10 JUAN GARCIA
Son (CBS-)

13 10 CARLOS ALONSO
My Friend (CBS-)

14 10 MARIA ISABEL
Solist (CBS-)

15 10 MARCELO PEREZ
Disco (CBS-)

16 10 ZOLOTA
(Continued)

17 14 ANTONIO RUEDA
(Continued)

18 14 JUAN DE LA CRUZ
(Continued)

19 14 MAURICIO BARBOSA
(Continued)

20 14 DEBORA ROSA
(Continued)

14 10 JOSE LUIS
SON (CBS-)

15 10 NORMA RODRIGUEZ
Disco (CBS-)

16 10 MARIA JOLY
Disco (CBS-)

17 10 MARIA RUIZ
Disco (CBS-)

18 10 LUCIENITO
Disco (CBS-)

19 10 CARLOS RIVERA
Disco (CBS-)

20 10 ALEJANDRO ALVAREZ
Disco (CBS-)

AUSTRIA

This Last Week Week

1 10 MARIA GUBER
(Continued)

2 10 MICHAEL SCHNEIDER
(Continued)

3 10 MARIA GRAZIA
(Continued)

4 10 DOMINIC PORTER
(Continued)

5 10 ALBERTO RUSSELL
(Continued)

6 10 ANDREA SANTOS
(Continued)

7 10 ANITA VIENNA
(Continued)

8 10 ELVIRA BAGNOLI
(Continued)

9 10 LUCIO DE ANGELIS
(Continued)

10 10 ANTONIO RUEDA
(Continued)

11 10 JUAN DE LA CRUZ
(Continued)

12 10 MAURICIO BARBOSA
(Continued)

13 10 JOSE LUIS
SON (CBS-)

14 10 NORMA RODRIGUEZ
Disco (CBS-)

15 10 MARIA JOLY
Disco (CBS-)

16 10 MARIA RUIZ
Disco (CBS-)

17 10 LUCIENITO
Disco (CBS-)

18 10 CARLOS RIVERA
Disco (CBS-)

19 10 ALEJANDRO ALVAREZ
Disco (CBS-)

20 10 ALEJANDRO ALVAREZ
Disco (CBS-)

FRANCE

This Last Week Week

1 10 N'AVOUE JAMAI-\nGuy Marsh (A&M)

2 10 GOULIOU
(Continued)

3 10 MAURICE BEAUX
(Continued)

4 10 JUAN DE LA CRUZ
(Continued)

5 10 ANTONIO RUEDA
(Continued)

6 10 JUAN DE LA CRUZ
(Continued)

7 10 MAURICIO BARBOSA
(Continued)

8 10 JOSE LUIS
SON (CBS-)

9 10 NORMA RODRIGUEZ
Disco (CBS-)

10 10 MARIA JOLY
Disco (CBS-)

11 10 MARIA RUIZ
Disco (CBS-)

12 10 LUCIENITO
Disco (CBS-)

13 10 CARLOS RIVERA
Disco (CBS-)

14 10 ALEJANDRO ALVAREZ
Disco (CBS-)

15 10 ALEJANDRO ALVAREZ
Disco (CBS-)

16 10 HELLO JOSEPHINE-
Guy Marsh (A&M)

17 10 BOULDER DREAMS
(Continued)

18 10 PATRON DE VIE
(Continued)

19 10 GUY PAMPELLE
(Continued)

20 10 STOP IN LAS VEGAS-
Klemperer (Epic-

HOLLAND

This Last Week Week

1 10 BOVEN PLOEMEN
Bovan (Philips)-

2 10 BOVEN PLOEMEN
Bovan (Philips)-

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Bovan (Philips)-

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18 10 BOVEN PLOEMEN
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19 10 BOVEN PLOEMEN
Bovan (Philips)-

20 10 BOVEN PLOEMEN
Bovan (Philips)-

LUXEMBOURG

This Last Week Week

1 10 BOVEN PLOEMEN
Bovan (Philips)-

2 10 BOVEN PLOEMEN
Bovan (Philips)-

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Bovan (Philips)-

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7 10 BOVEN PLOEMEN
Bovan (Philips)-

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(Continued on page 45)
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- **Best Performance by a Vocal Group**
  - A HARD DAY’S NIGHT
    - Recorded by The Beatles
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  - Composers: Bill Harmon and Jimmie Davis
  - Publisher: Jimmie Davis Co., Inc.

- **JUST A LITTLE TALK WITH JESUS**
  - Composer: Cleavant Derricks
  - Publisher: Stamps Baxter Music & Printing Co.

- **WE’LL SOON BE DONE WITH TROUBLES AND TRIALS**
  - Composer: Cleavant Derricks
  - Publisher: Stamps Baxter Music & Printing Co.

- **ON THE JERUSALEM ROAD**
  - Arranger: Luther G. Presley
  - Publisher: Hill & Range Songs Inc.

- **GIVE THE WORLD A SMILE**
  - Composers: M. L. Yandell and Otis Deaton
  - Publisher: Stamps Baxter Music & Printing Co.

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  - **Best Country and Western Vocal Performance—Male**
    - **Best Country and Western Song**
      - DANG ME
        - Recorded by Roger Miller
        - Composer: Roger Miller
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- **Best New Country and Western Artist**
  - Roger Miller

- **Best Country and Western Performance—Female**
  - **HERE COMES MY BABY**
    - Recorded by Dottie West
    - Composers: Bill and Dottie West
    - Publisher: Tree Publishing Co., Inc.

- **Best Performance—Orchestra (Classical)**
  - **WOZZECK EXCERPTS**
    - Recorded by the Boston Symphony Orchestra, Erich Leinsdorf, conductor
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1-Philadelphia, Pa. (Evening)
2-Ed Sullivan Show (live)
4-Statesboro, Ga.
7-Birmingham, Ala.
8-Jacksonville, Fla.
9-Chicago, Ill.
14-San Francisco Calif.
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16-Long Beach, Calif.
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94. Louie Louie
95. The Animals on Tour
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97. The Creatures Ever Since
98. The Sound of Philadelphia
99. Peter, Paul & Mary in America
100. Those Lazy-Hazy-Crazy Days of Summer
101. The Early Beatles
102. Apple's and Bananas
103. I Left My Heart in San Francisco
104. The Sensitive Sound of Dionne Warwick
105. The New Searchers
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107. Bringing It All Back Home
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112. Mexican Pearls
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115. The Pink Panther
116. El Pussy Cat
117. Spy with a Pie
118. My First of All
119. The Game
120. Zorba the Greek
121. The Honey Wind Blows
122. The Windmills Are Weakening
123. Red Roses for a Blue Lady
124. Typical American Boys
125. Serenade for Elizabeth
126. The Nat King Cole Song Book
127. Springtime
128. Camelot
129. Yeh Yeh
130. Tour de Farce American History and Other LPs
131. Unrelated Subjects
132. The Roar of the Greasepaint—The Smell of the Crowd
133. Shirley Bassey
134. Dang Me/Chug-A-Lug
135. Grits & Soups
136. Friendly Persuasion
137. The Sidewinder
138. How Sweet It Is to You...
139. Mary Wells
140. My Funny Valentine
141. Connie Francis Sings for Mama
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"FUNNY GIRL"—ALBUM

□ BEST SCORE FROM AN ORIGINAL CAST SHOW ALBUM (AWARDED TO THE COMPOSERS)—JULE STYNE & BOB MERRILL
Harvesters Quartet High in Popularity

NASHVILLE—On the gospel music scene for 11 years, the Harvesters Quartet, of Charlotte, N. C., has become one of the best known groups today. A quarter of a million people turned out to see the Harvesters in person last year and there's no accurate way of tabulating the thousands more who saw them on television or bought one of their 14 albums.

A hard-driving group which appears weekly on a string of TV shows in three cities plus another syndicated program, the Harvesters Quartet is comprised of Bill Hefner, tenor and manager; Buddy Parker, lead; Darrell Windham, baritone; Jack Clark, pianist, and Noel Fox, bass.

Frank Stamps, Gospel Pioneer, Dies at 68

DALLAS — Frank Stamps, one of gospel music's most prominent figures for the past quarter of a century, died April 12 in Dallas.

The 60-year-old Stamps originated the Original Stamps Quartet, set up his Stamps Quartet Music Company and founded the Stamps Conservatives of Music which specializes in the training of quartet singers and utilizes the unique Shape Note System (monophonic music, notes shaped in triangles, oblongs etc., to indicate note values).

Headquarted in Dallas, the Simpsonville, S.C., native, performed with his Stamps Quartet on a regular broadcast which was consecutively on KRLD-TV for a solid 25 years.

The dressed, whose brother was the late V. O. Stamps, also a noted gospel music figure, is survived by his widow Sally and a son, Robert. Stamps served in the Navy in World War II. He was a Mason and a member of the First Baptist Church in Dallas.

The group now records for the recently founded Canaan Records, a subsidiary of Word Records, Waco, Tex. Earlier, the Harvesters recorded for Festival Recordings, one of their own enterprises. Among their hit package in the Canaan album, "Born to Serve the Lord," released earlier this month.

Personal appearances are a big factor in the busy calendar of the Harvesters. One of the biggest promotions they are involved in each year is the Carolina Song Festival, an all-day affair staged each spring and fall at Charlotte, featuring 18 to 20 top quartets. The festival draws close to 10,000 persons each time.

CMA TALLYING RESULTS OF PROGRAMMING STUDY

NASHVILLE—The Country Music Association is tabulating returns from its current radio survey of the U. S. and Canada, according to Mrs. Joe W. Walker.

Mrs. Walker pointed out that the survey will pinpoint both the source and amount of gospel music programming on U. S. and Canadian outlets.

CMA has also released results of a similar survey in the TV field. Mrs. Walker said the survey indicated that over 60 per cent of the TV outlets replying utilized some gospel time in their programming. However, the results of the radio survey, now being compiled, will be released in the next few weeks, Mrs. Walker stated.

Gospel Music Takes Some Of Gray at Grammy Gala

NASHVILLE—The locally based Jordanaires gave gospel music its moment of glory at the recent NARAS Grammy Awards (13) as they nabbed a trophy for their part of a team effort with Tennessee Ernie Ford in producing the award-winning Capitol Records album, "Great Gospel Songs." The album won the Best Gospel or Other Religious Recording category, Ford and the Jordanaires had equal billing on the album.

Ray Walker, Jordanaire bass singer, accepted the trophy on behalf of his group in ceremonies held here by the Nashville Chapter of NARAS Capital head, Doyle Gilmore, accepted the Grammy on behalf of Ford in a simultaneous ceremony staged in Hollywood.

The Jordanaire won came in the wake of the grand-slam five of six Grammy awards monopolized in three categories by Smash Records' Roger Miller. The Jordanaires held the distinction of winning the only Grammy for Nashville outside the cadow classification. Dottie West, RCA Victor's Western female singer, was the only other Music City winner, claiming the Country category on the strength of a Female artist in the country field.

The winning gospel album is the second in a series and was produced in San Francisco, Ford's home base. The Jordanaires, along with their piano player, Boyce Hawkins, brother of the group's Hoyt Hawkins, flew to the Coast for the session. This is Ford-Jordanaires album, "A Friend We Have," was cut in 1962 and has passed the half-million mark in sales.

In grabbing the Grammy for their category, Ford and the Jordanaires had to edge out tough competition as George Beverly Shea, Fred Waring, Joy Stafford, Roger Williams and others.

Although the Jordanaires appear on literally hundreds of albums and single releases each year in background-singing roles, this is the first time they have figured in Grammy competition with star billing.

Ironically, since the album was recorded last year, the Jordanaires signed an exclusive recording contract with Columbia Records.

The Jordanaires started their career in the gospel music field and eased into the pop background recording business in the early 1950's. Elvis Presley helped to back them not only on recording dates but also on his early road show dates. Since then, the Jordanaires have earned the reputation of one of the nation's top background singing groups. Some-
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CLASSICAL MUSIC

Reaching Retailer Key in Promotion: Epic’s Myers

BY MIKE GROSS

NEW YORK — With the major record companies entering up to 80 to 85 per cent of the classical recording business, the primary problem facing the independents who are battling for a foothold in the market is getting their product into the stores.

According to Paul Myers, ad producer for Epic Records, the key to reaching retailers is that promotion has to reach the retailer first and enable him to educate the public. And, in his view, therefore, the independents’ advertisements following any successful promotion is pitched at the retailer rather than directly at the consumer through direct media advertising in consumer magazines and newspapers. "In addition," Myers said, "the retailer must see which an independent must work to minimize the space it buy in magazines and newspapers.

Myers feels that Epic is overcoming this obstacle by staying in constant contact with the dealers through the medium of newsletter informing them of new product and projects. "We’re in constant touch with the key dealers around the country," said Myers, "and we try to keep them informed about out-of-town buyers who make purchases for several retail stores in their region."

Another way in which the independent gets battle to the majors, Myers indicated, is to compete directly with the big company that the big companies wouldn’t bother to record. Myers’ idea also includes the recording of barrel and chamber music and picking up special projects involving smaller resources. He gets these foreign recordings from specialty companies including independent record companies and independent record producers.

Myers also uses such additional services as tie-ins with concert appearances of the artists on his roster — the Juilliard String Quartet does about 70 personals a year — and a buildup of exposure on radio. "It’s the obscure side of Epic’s classical record subscription service."

Bank on Catalog

In addition to a stress of overseas recordings, Epic also banks on its catalog of the London Philharmonic, said the Cleveland Symphony to sustain a position in the market. George Blau, director of Classical and Symphony recently switched to Epic’s parent company, Columbia Records, will be the new catalog artist in the Epic line is a "pioneering" orchestra and the string quartet by the London Symphony, Igor Kipnis, will be performed, Charles (past) and the recently signed Judith Raskin, soprano. Some of his exclusive artists who have turned out to be strong sellers for the label are flautist Jean-Pierre Rampal, violinist Emanuel Vardi and tenor Giuseppe Di Stefano.

Prague Festival Promises To Be Its Biggest Ever

BY PAUL GONGY

PRAGUE — The 20th Prague Spring International Music Festival opened on Tuesday night with a performance of the first symphony by the orchestra of the Czech Philharmonic Orchestra under Charles Munch. The main event of the festival was a performance of the Smetana opera performance.

Several orchestras will take part: Prague Radio Symphony Orchestra under Alois Klimek, Czech Philharmonic Orchestra under Charles Munch, Sergiu Celibidache’s Berlin Philharmonic, Czech Philharmonic Orchestra under Cukurovsky Munch, Maxime Frémaux’s Philharmonia Orchestra, and Zdenek Chytil of the Smetana Opera. Friday night, the Smetana Hall, Vladislav Hall, St. Nicholas Church, St. George Catholic and Bethlehem Church.

In several opera performances famous guest singers will be presented. Among them will be Galina Vishnevskaya in Verdi’s “Aida,” Sthena Jurina in Janacek’s “Jenufa” and “Rosenkavalier” by Richard Strauss, Fritz Wunderlich in Mozart’s “Zauberflote.” Ivan Petrov and Nicolai Herda in Verdi’s “Don Carlos,” Cesare Siepi in Mozart’s “Don Giovanni,” Cangelico and Roscic in Massenet’s “Don Quixote” and W. MacApline in Puccini’s “Tosca.” The Sadler’s Wells Opera will perform three operas: “Peter Grimes” by Britten, “Bohemia” by Gershwin and “The Rake’s Progress” by Stravinsky.

Booking for tickets is extremely heavy and tourists are expected by the thousands from the whole country. The Supraphon label will make many recordings to commemorate the event.

Impressive List of Artists To Appear With Ormandy

PHILADELPHIA — When Eugene Ormandy hosts his baton to Sept. 23, the Philadelphia Orchestra will usher in its 66th season of music with some of the world’s greatest musical works and artists and to the stage of the Academy of Music. Plans for the first half of the season reveal one of the most impressive line-ups of attractions to mark Ormandy’s 30th anniversary as the orchestra’s music director and conductor.

In addition to 11 guest conductors, the roster includes the most celebrated names. Making their debut as soloists will be Norwegian soprano Ingrid Bjoner and Iowa-born mezzo-soprano Helen Venn, both of the Metropolitan Opera; and American mezzo Joanna Simon. The vocal guests will include Lili Chookasian, Donald Gramm, Richard Lewis, Marilyn Strader and Carolyn Stanford.

Performing with the Philadelphia Orchestra for the first time will be violinist Sidney Harth, tenor John McMullin, and pianist Jean Pollini, who will also perform with the Halle Orchestra. Other instrumentalists returning as soloists will be pianists John Vamos, Leon Van Cliburn, Rudolf Firkusny, Gary Graffman, and violinists Janos Starker, Gary Graffman and Anshel Briflor. Yehudi Menuhin, David Glaston and Isaac Stern.

Among the conductors, Hollywood conductor-composer Henry Mancini will make his orchestral debut with first pops concert on Sept. 17 in advance of the season opening, as the orchestra will do the “pop” honors the following night.

Highlighting the programs will be the world premiere of two works by contemporary American composers — David Diamond’s “Elegies for Flute, English Horn and Strings,” and Leslie Rastee’s “Variations for Orchestra.”
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Getz Au Go Go (V/V6-8600)

LALO SCHIFRIN
Best Original Jazz Composition:
THE CAT performed by Jimmy Smith on the album The Cat (V/V6-8587)

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Blame It On Sales And Air Play!
"BLAME IT ON THE MOONLIGHT"
Decca 31740
JOHNNY WRIGHT

KOOO, KSIR
Sponsor Major Promosh Plan

WICHITA, Kan. — Country music comes in for a major shot in the arm this week as Jimmy Dean invades the Midwest May 14-15 to participate in an extensive station promotion plan being arranged by KOOO, Omaha, and KSIR, Wichita, both owned by Mack Sanders.

The show for the two-day promotion will be produced and directed by Harry (Hap) Peckles, Country Music Association director and one of the nation's top country music promoters. In addition to Dean, the package will include Carl Smith, Faron Young and His Country Deputies, Roy Clark, Wanda Jackson, George Morgan, Jean Shepard, Mac Wisner and the Gates Sisters. Del Reeves, Moon Mullican, Jackie Phillips and Del McCullin.

Out of the whole promotion idea, says Peckles, is expected to evolve a 12-station country music radio station chain to be known as the Blue-Collar Network.

The Omaha event, May 14, will be an 8 p.m. affair in the 10,000-seat Civic Auditorium. The Wichita festivities will be held in two spots—at 7 p.m. in the 11,000-seat Wichita State University Field House, and at 8 p.m. in the spacious Lawrence Stadium ball park.

Mack Sanders will host KOOO and KSIR advertisers in both Omaha and Wichita, with the artists as guests at a noon luncheon. The spectacular coincides with the station's anniversary in both Wichita and Omaha.

Midwestern time buyers and New York advertising representatives will be on hand at both Omaha and Wichita, promote Peckles says, with some $1,500 being spent in promotion on each of the stands.

K-BER to Air 'Jim' Premiere

SAN ANTONIO — Station K-BER, San Antonio, will retransmit the broadcast festivities at the Texas State Theater Thursday (29) as part of the Southwestern premiere of Jim Reeves' "Kimbry Jim." On hand will be Mary Reeves, Jim's widow; Charlie Walker, Billy Edd and A. V. Barnard, K-BER's DJ, city dignitaries and several members of the "Kimbry Jim" cast.

Milt Dickey Has New Seg on KCMO

KANSAS CITY, Mo.—Milt Dickey, with about 25 years in the broadcasting business as a country singer, guitarist, disc jockey and staff announcer, is back in the country & western field with his new "Milt Dickey Show" on KCNO here. Milt has been with KCNO 17 years.

His new show features country music from midnight to 5 a.m. weekdays and midnight to 6 a.m. on Sundays, for a total of 31 hours a week. Dickey has recorded in the past for Coral Records and the Westport label of this city.

COUNTRY MUSIC

HOT COUNTRY SINGLES

This Week Last Week TITLE, Artist, Label & No. Made on Week
1 2 THIS IS IT, Gene Pitney, RCA Victor S 5059 (Promo, NM)
2 3 10 LITTLE BOTTLES, Glen Campbell, Columbia 74154 (Promo, NM)
3 2 KING OF THE ROAD, Merle Travis, RCA Victor S 5059 (Promo, NM)
4 7 KIMMY JIMMY DOO, Hank Snow, Capitol 2971 (Promo, NM)
5 5 I'VE GOT A TIGER BY THE TAIL, Del Reeves, United Artists 624 (Promo, NM)
6 6 GINNY ON THE BILLBOARD, Del Reeves, United Artists 624 (Promo, NM)
7 8 BETS, George Jones, RCA Victor 4909 (Promo, NM)
8 9 TELL ME IT'S OVER, Del Reeves, United Artists 649 (Promo, NM)
9 4 THEN AND ONLY THEN, Gene Pitney, RCA Victor S 5059 (Promo, NM)
10 3 WHAT'S HE DOING IN MY WORLD, Del Reeves, United Artists 624 (Promo, NM)
11 1 10 LITTLE BOTTLES, Glen Campbell, Columbia 74154 (Promo, NM)
26 30 JUST THOUGHT I'D LET YOU KNOW, Carl Butler, & Pat Scott, RPM 4120 (Promo, NM)
27 18 SWEET, SWEET JUDY, David Houston, Epic 3140 (Promo, NM)
28 44 FIFTY FIRST STREET, Roy Orbison, MGM 2722 (Promo, NM)
29 32 SATURDAY NIGHT, Billy Walker, RCA Victor S 5082 (Promo, NM)
30 40 RIBBON OF DARKNESS, Roy Orbison, MGM 2722 (Promo, NM)
31 28 LOVE OF YOUR LIFE, Del Reeves, United Artists 649 (Promo, NM)
32 32 TIMES ARE GETTING HARDER, Del Reeves, United Artists 624 (Promo, NM)
33 34 TIME BLUE TRANSPORTATION, Earl, RCA Victor S 5059 (Promo, NM)
34 41 MY OLD RODEO MALE, Johnny Cash, Phillips 4007 (Promo, NM)
35 29 SITTING IN AN ALL NITE CAFE, Hank Snow, Columbia 7495 (Promo, NM)
36 31 DO WHAT YOU DO WELL, Del Reeves, United Artists 649 (Promo, NM)
37 38 OTHER SHORE SHORE, Del Reeves, United Artists 624 (Promo, NM)
38 34 THAT'S WHERE MY MONKEY GOES, Del Reeves, United Artists 624 (Promo, NM)
39 43 HE STANDS REAL TALL, Del Reeves, United Artists 624 (Promo, NM)
40 35 I'M GONNA BE A WEAVER, Del Reeves, United Artists 624 (Promo, NM)
41 45 I'M GONNA BE A WEAVER, Del Reeves, United Artists 624 (Promo, NM)
42 46 WEDDING BAND, Del Reeves, United Artists 624 (Promo, NM)
43 47 TRUE TRUE LOVIN', Del Reeves, United Artists 624 (Promo, NM)
44 48 BACK IN CIRCULATION, Del Reeves, United Artists 624 (Promo, NM)
45 49 YOU'RE THE ONLY ONE I KNOW, Del Reeves, United Artists 624 (Promo, NM)
46 50 I'M GONNA FEED YOU NOW, Del Reeves, United Artists 624 (Promo, NM)

HOT COUNTRY ALBUMS

This Week Last Week TITLE, Artist, Label & No. Made on Week
1 2 I'VE GOT A TIGER BY THE TAIL, Gene Pitney, Capitol 2971 (Promo, NM)
2 3 THE JIM REEVES WAY, RCA Victor S 5059 (Promo, NM)
3 4 THE RETURN OF BOB MILNER, RCA Victor S 5059 (Promo, NM)
4 5 ORANGE BLOSSOM SPECIAL, Johnnie Cash, Columbia 2199 (Promo, NM)
5 6 YOU'RE THE ONLY WORLD I KNOW, Gene Pitney, Capitol 2971 (Promo, NM)
6 7 I DON'T CARE, Roy Clark, Columbia 2199 (Promo, NM)
7 8 YOUR CHEATIN' HEART, Roy Clark, Columbia 2199 (Promo, NM)
8 9 I'M NOT SURE, Jimmy Dean, Capitol 2199 (Promo, NM)
9 7 GERRY'S FURIOUS, Billy Walker, RCA Victor S 5059 (Promo, NM)
10 8 BURNING MEMORIES, Billy Walker, RCA Victor S 5059 (Promo, NM)
11 6 OUT OF THE LITTLE BROWN SACK, Carl Butler, RPM 4120 (Promo, NM)
12 13 LESS AND LESS AND I DON'T LOVE YOU ANYMORE, Carl Butler, RPM 4120 (Promo, NM)
13 9 TOGETHER AGAIN/BETTY SHIPS A BEAR, Carl Butler, RPM 4120 (Promo, NM)
14 15 FIVE DOLLARS AND A RAGEMALE, Carl Butler, RPM 4120 (Promo, NM)
15 11 CAROL, Carl Butler, RPM 4120 (Promo, NM)
16 16 SONGS FROM My HEART, Carl Butler, RPM 4120 (Promo, NM)
17 13 THE BEST OF JIM REEVES, Capitol 2199 (Promo, NM)
18 19 BURNIN' MEMORIES, Billy Walker, RCA Victor S 5059 (Promo, NM)
19 20 HITS FROM THE COUNTRY HALL OF FAME, Carl Butler, RPM 4120 (Promo, NM)
20 18 MURRER, & MURRER, Country Music, Capitol 2199 (Promo, NM)
"What can I say but Thanks"

Roger Miller
Investing tax money in oil and gas

Tax money saved is even better than profits. It’s tax free.

If you are liable for more than 50% of your income in taxes, it is unnecessary. It’s possible to save taxable incomes through planned oil investments. Depletion, intangible drilling charge-offs, etc.

So many investors are taking advantage of this unique tax situation . . .

W. C. Daly—Oil & Gas Independent
20th Floor, Henry C. Beck Bldg.
Shreveport, La.
Phone 861-6709

YESTERYEAR’S COUNTRY HITS
Change-of-pace programming from your library'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 of that time.

COUNTRY SINGLES—5 Years Ago: May 2, 1960
1. He'll Have to Go—Jim Reeves, RCA Victor
2. Please Help Me—I'm Fishing—Hank Locklin, RCA Victor
3. Just One Time—Don Gibson, RCA Victor
4. Alimony—Roy Drusky, Decca
5. Big Iron—Marty Robbins, Columbia
6. Son of the Sun—Johnny Horton, Columbia
7. Home at Last—Beck Owens, Capitol
8. One More Time—Ray Price, Columbia
9. Why I'm Walking—Skivvy Jackman, Columbia
10. Wishing—to Wynn Stewart, Challenge

COUNTRY SINGLES—10 Years Ago: April 30, 1955
1. In the Jailhouse Now—Webb Pierce, Decca
2. Making Believes—Kitty Wells, Decca
3. I've Lost Love—Hard and Dull—Donna Fargo, Capitol
4. Ballad of the Cranky—Red Sovine, Mercury
5. I've Been Seeing—Eddy Arnold, RCA
6. Yellow Rose—Hank Snow, RCA Victor
7. Make Believe—Red Foley & Kitty Wells, Decca
8. Loose Talk—Carl Smith, Columbia
9. You Got a Horse—Lyle Nola, RCA Victor
10. I Don't Want to Be—Nel Yvonne, Capitol

CMA Walkway Project Grows
NASHVILLE—The Walkway of the Stars, a project of the Country Music Association in conjunction with its regular building program, continues to grow, with the list of recording artists to be honored with a permanent concrete and bronze block now totaling over 23. The artists already agreed to have their names imbedded in the Walkway, which will be constructed in front of the proposed Hall of Fame and Museum Building on Music Row, are Jimmy Davis, Hank Snow, Chet Atkins, Lefty Frizzell, Floyd Cramer, Webb Pierce, Merle Kilgore, Del Reeves, Johnny Cash, Eddy Arnold, Al Hibbler, Roy Drusky, Johnny Tillotson, Hank Williams Sr., Hank Williams Jr., Jimmy Dean, Kitty Wells, Johnnie Wright, Roy Acuff, Tex Ritter, Ernest Tubb, Mel Tillis, Hank Cochran and Willie Nelson.

Because the number of blocks which can be included in the Walkway are limited, artists who wish to be included in the Walkway listing are urged to get in touch with the CMA officers here as soon as possible. Deadline is June 1, 1965.

WGMM Whirls Country Music
MILLINGTON, Tenn.—Station WGMM, a daytimer, last week began a one-hour program of country music from 9 to 10 a.m., Monday through Friday.

Program director William Thomas said it was a departure from the format of Top 40 tunes and personality records, but the station had requests for country music and he felt they had the listeners.

Millington is 20 miles from Memphis. It is popular with a large segment of Memphis televi-

ERNEST TUBB was honored during an April 4 “Grand Ole Opry” show in San Antonio by station K-BER Radio for his 25th anniversary with the Decca recording label and his outstanding contribution to country music. Presenting the plaque were San Antonio Mayor W. W. McEl-}

FANS PROTEST CRITIC’S WORDS

SEATTLE, Wash.—Country music fan picketed the Seattle Times April 13 to protest a review by John Hinterberger on the Homer and Jethro and Flatt and Scruggs show April 10 at the local Opera House. Hinterberger Monday (12) was a bit critical of the show, the station KAYO, the sponsoring agent, and even some patrons of country music, it was reported. The gist of the pickets at the Times Building was: “Hinterberger must go.” Announcers of the radio station called on all country music lovers to rally round their banners of protest in front of the evening newspaper. The pickets marched in front of the building for two hours.

...
THANKS, NARAS, FOR AWARDING TREE PUBLISHING COMPANY AND ITS WRITERS ALL THE C&W GRAMMYS!!

ROGER MILLER
BEST NEW C&W ARTIST OF 1964
"DANG ME"
BEST C&W SINGLE/BEST C&W SONG
BEST C&W VOCAL PERFORMANCE (MALE)

"DANG ME / CHUG-A-LUG"
BEST C&W ALBUM

DOTTIE WEST
"HERE COMES MY BABY"—BEST C&W PERFORMANCE (FEMALE)

TREE Publishing Co.
905 16th Ave. So.
Nashville, Tennessee

JACK STAPP
President

BUDDY KILLEN
Executive Vice President
NEW YORK—This is the day of the modern convenience...electric can openers, auto aerials, curling irons, etc. The American public is used to getting products pitched to it, and what it wants, when it wants it.

WINC, Group W's 50,000-watt New York outlet, is gearing its all-news concept launched Monday (19) on this idea of immediate service. The millions of New York area residents who are usually tuned into radio for news no longer have to wait for it. WINC has all-news all-time. In a day when convenience is a necessity and immediate access to news is a must, WINC has, indeed, much to offer its listeners.

As for the expected technical bugs-a-boo, the WINC has been well prepared for it. It is being delivered well, but without holding pace without being frantic. It is obvious that all of what is being heard is being delivered by THE WINC: a style by the WINS news force. The effect is an announcement.

So far, the station has lived up to its promise to deliver.

WEEI Goes in For More News

BOSTON—WEEI, the CBS-owned radio station, is solidifying its image as a major information outlet with an additional 27 hours of talk programming each week.

New segments include "AM Report," which airs weekdays at 6-9 a.m., followed by "At Your Service" from 9-12 noon, and "On Call" weekdays from 1-3 p.m. The station will return to its 8 a.m. to 8 p.m. format, with a substantial programming schedule extended to noon on Saturdays.

"AM Report" is a daily, daily program produced by WEEI News. The "At Your Service" voice will be provided by on-the-air staff of WEEI.

RPI Releases 'Year in Review'

NEW YORK—Radio International has released its "1954 Year in Review" album which contains recordings of the significant personalities and events of 1954. Distributed and produced in conjunction with Gateway Records, Pittsburgh, the LP will sell nationally for $4.98.

RPI is a member of the Strass Broadcasting Group owners of WMCA, New York, and WALI, Middletown, N. Y. and is an affiliate of CBS Radio, Inc.

SPONSORS GET THEIR CHANCE

PORTLAND, Ore.—The men of Portland radio are fans of the Bon Ton's "KISI" observed April Fools' Day by taking off their microphone over to some of its top sponsors.

Glen Kelley intrigued KISI's studios peering as a representative of the Northwest Radio Assn. who informed them he had to get in one KGW plug before a KISI man recognized him. In a previous retreat, Kelley gave KISI manager Steve Shepard an "April fool idea", and got a scolding "very funny" in return.

Radio Review: WINS Serving Up Hot, Instant News

Radio Monthly Starts in May

WASHINGTON— "Radio—The Sound of Year-Round Business" relates the theme that the nation's broadcasters will use during the 1963 observance of National Radio Month, beginning May 1. Special jingles will be used on all stations, and a special promotion, "Radio—The Sound of Business Starts in May," will be held.

For WSPD

TOLEDO—The pioneer station in Ohio, WSPD—500, has marked its 44th broadcast year Thursday (15). Station was first broadcast with 5,000 watts in Northwestern Ohio and shortly after, WSPD (then WTVL) broadcasting with 10 watts in 1918 and changed call letters in 1928 shortly after being purchased by oil company executives Ernest J. and Harry Hardin and Ryan and partners. The call letters WTVL,留存 for a year, and a gasoline advertising on the station by Storer and Ryan. The station now utilizes 5,000 watts, full-time, and now same year affiliated with NBC. WTVL's association remains today.

WSPD's listeners have placed their loyalty to the station's air personalities, as exemplified by the tenure of many station staff Writers. Jim Uehlehr has been on the radio for 13 years, Bob Black 14 years, Dave Edward 20 years, and the same number of years the NBC News writing service Mark are Art Barrie and Paul Richard.

WFAA Adds Airing Time

DALLAS—WFAA has expanded its broadcast day to 24 hours with the introduction this month of a midnight to 5:30 a.m. segment, "Ben Laurie's American Dream." Laurie will be making phone calls throughout the night to various hotels, clubs and tourist attractions for conversation and information. He will be joined by morning show co-hosts, and the near-11-year service mark are Art Barrie and Paul Richard.

The new broadcast hours, the station's third, includes an 8:30 a.m. newsmaker feature and an "All Night" schedule. Since it begins operations 43 years ago, designed for the night owl, the WFAA program will be the first farm and ranch programming, and to provide better service during those early morning hours.

The move is expected to allow the 50,000-watt station to reach a broad audience for longer periods. WFAA has as a part of its arrangements with WBAJ-Radio in Fort Worth, with both stations alternating the day on both dailies.

Alex to WRFM

NEW YORK—A. L. Alexander, Boston, has resigned as national moderator of the "Court of Ho-Relations" on NBC Radio, and has joined WRFM, New York, Sunday (23) as host of "Treasure House," a program of inspirational poetry, prose and music, to be aired 9-30 to 10 p.m.

YESTERYEAR'S HITS

POP SINGLES—5 Years Ago, May 2, 1960
1. White Silver Sands, Biff Black's, Columbia
2. Money, Barrett Strong, Anna
3. Bigger Badder, Jackie Wilson, Brunswick
4. I Love the Way You Laugh, Mary Johnson, United Artists
5. Fanfare Ma, Baxter Brown, Fire
6. Just a Little Bit, Renee Gossoon, Yes J.
7. Madison Time, Roy Bryant, Columbia
8. Baby Brook, Buxton & Davis, Brunswick
9. Night, Jackie Wilson, Brunswick
10. Lazy Lover, Marle Fernans, Vee Jay

POP SINGLES—10 Years Ago, April 30, 1955
1. Cherry Pink and Apple Blossom, Frank Ifield, Columbia
2. Ballad of Davy Crockett, Biff Black's, Columbia
3. Dance With Me, Hanny, Georgia Gibbs, Mercury
4. How's Your Workee, Chron Maddy, Columbia
5. Unleashed Melody, Les Bader, Capital
6. Ballad of Davy Crockett, Biff Black's, Columbia
7. Little Girl How Sure Is Your Love, Billie Holiday, RCA Victor
8. Theme From A Summer Place, Perry Como, RCA Victor
9. Sweet Nothing, Brenda Lee, Decca
10. WINDS—5 Years Ago, May 2, 1960
1. White Silver Sands, Biff Black's, Columbia
2. Money, Barrett Strong, Anna
3. Bigger Badder, Jackie Wilson, Brunswick
4. I Love the Way You Laugh, Mary Johnson, United Artists
5. Fanfare Ma, Baxter Brown, Fire
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10. Lazy Lover, Marle Fernans, Vee Jay
Hurley Magnet

KSFV on Scene

SAN FERNANDO, Calif.—KSFV, the San Fernando Valley's only rock 'n' roll FM station, begins a three-hour remote show May 1 from a Studio City bowling alley. The station has been programming top 40 since last Thanksgiving.

Owner-manager of the five-year-old station, Norm Allen, his staff includes Dan Daniels, news director; Bill Rau, promotion; Ferne Friedman, traffic manager, and deejays Andrew Ashton, Ronnie Shaw, Rodger Russell, Dus Evans, Dan Gray and John Wade.

KISN Float

PORTLAND, Ore.—KISN will sponsor the first float ever entered by any radio or TV station in Portland's Rose Festi-

HINT TO STAR ON TV SERIES

NEW YORK—Al Hirt, RCA Victor Records' big hitmaker, will appear in a musical variety series on CBS-TV for 13 weeks, beginning Saturday, June 19, while the Jackie Gleason show is on hiatus.

Elvis Honor

NEW YORK—The "Shindig" TV show will commemorate the 15th anniversary of the advent of Elvis Presley to fame with a program of songs he made popular. The show will be May 5. Performers on the show will include: Jerry Lee Lewis, Glen Campbell, the Blossoms, the Iley Brothers, and Linda Gail. Songs will include "Hound Dog" and "Don't Be Cruel."

HUNTINGTON—RCA Victor's John Gary failed to lose his shirt but he did lose a sweater on Billy Calder's late night show over KPVR-TV. The loss came as the result of a bet on a ping pong match on the show. Calder promptly gave the sweater to a fan in the audience. Other stars who've appeared on the local version of NBC's "Tonight Show" are Anita Bryant, Carmen McCrae, Jack Sheldon, Louie Nye, Buddy Green, Jerry Van Dyke, Rower and Martin, Barbara McIntire, and the Ram Runners. Calder also gives exposure to local musical and singing talent on his 90-minute live program aired three nights a week. Calder doubles as a disk jockey for KPVR Radio.

KSW-12

HOUSTON—"KSW-12" is a new variety show, is being produced by KHOW-TV. The show will use performers from all of the 142 colleges and universities in the State. The series will spotlight talented students as well as representative schools. The program will use selected music and dance and other variety acts. The current tour of colleges will record 25 acts. Selection of the performers was derived from 200 entries representing 22 campuses. The show will be televised as an hour special on various stations throughout the State. The first show is scheduled sometime in May. Joe Stallinbrook is director of the series and Col Jones is producer.

LP's Do Selling

Job for Stations

NEW YORK—Mutual Radio has sent 500 LP's with 12 spots using "radio to sell radio" to its 501 affiliates and some 1,000 other stations requesting them. Another 300 disks are available for additional spots without charge on a first-come, first-served basis. Accompanying the disks will be scripts for seven "live" copypromo announcements. None of the spots mentions Mutual Radio.

It's not that we're shy," commented Robert Hurleigh, Mutual president, "it's just that we set out to promote something that's bigger than both of us—namely, our medium, radio."

PROFITS! PROFITS! PROFITS! Do Test Records Sell? THIS ONE DOES! A MUST BUY Item for Every Owner of Stereo Equipment

Thousands of Mail Order Sales have hardly scratched the surface of the tremendous market for this "ONLY ONE OF ITS KIND" Stereo Test Record. Properly displayed on your counter in the FREE display rack it will generate a large and constant volume of money-making sales.

PRODUCED BY THE EDITORS of HIFI/STEREO REVIEW MAGAZINE (The authoritative name in the field) and backed by a heavy national advertising campaign...sales are skyrocketing. Get your share now!
Liberty's Vie Dana presents KFWB (Hollywood) record librarian Don Antil with a gold pressing of "Red Roses for a Blue Lady," KFWB was first West Coast station to play the Dana version. Left to right are Harvey Goldstein, Liberty national promotion; Dana, Clyde Bakkema, Liberty So. Calif. promotion man and Antil.

Comedianette Totie Fields was a guest of WJRZ's Bob Brown in the series of Comedy Corner Specials taped at Concord Hotel, Kiamesha Lake, N.Y. Comedian Phil Foster also appeared recently on the Newark station with Brown.

Sales should soar at KQV, the ABC owned station in Pittsburgh, now that my good friend Ed Labin is a sales account executive. Before joining KQV, Ed was a marketing executive for Ketchum, MacLeod & Grove, Pittsburgh-based national advertising agency. The host to Ed and his lovely wife JILL!

I hear that another good friend, W. J. (Buddy) Deane, president of KOTN (Pine Bluff, Ark.), is turning the area into an active record market. Buddy is well-remembered as Baltimore's top air personality when he was with WJZ-TV and WHTH.

Fred Everett is billing himself as the "Head Square" of WDAR-Radio by inviting Kansas City listeners to join "SSSH" (Secret Square Society of Signal Hill), which urges members to have their radios locked to 610 and hum square tunes when mingling with others to help spread the word. Each member gets a card and a SSSSH label button.

George Nelson, now at KSO (Des Moines), Gary Raymond, former program manager, WGRD (Grand Rapids), joins WTAC (Pitts) as deejay.

VIP APPOINTMENTS: Jim Gowan, assistant program manager, KYW (Cleveland), upped to program manager, Ron Jacobs, to KHJ (Hollywood) for newly created post of program supervisor from Trans-World Mediu in Hong Kong. Tom N. Tyler, KULI (Kansas City) named program director, WBEE (Chicago). Ron Rice, KBOX (Dallas) staff, promoted to production director.

Dave Neuhoff, formerly with WVAZ (New Haven), WPT (Albany), appointed station manager, WYTA (Brent- boro, Pa.).

OTHER SEGUES: Paul Berlin, KNZU (Houston) DJ and wife Inez, parents of Craig Sanders, their fifth boy. The Wally King's WNEW (New York) parents of first child, Thomas Ronald, born April 14. Another old colleague Arnold Kutinsky, WNEW promotion director, and wife Barbara, now have a third son, Matthew, born April 19. My best to Andy and Claudie Williams on the birth of their first son, April 15 in Burbank. The Williams have a Triumph-old daughter, Noelle... KFWB news director John Babesek married April 11 to KFWB traffic manager Barbara Gale. KFWB general manager J. J. Bernard was best man.

Paul Compton joins KMPC (Los Angeles) as relief man. He was dropped when KHJ decided to switch formats. Dan Sorkin, formerly with WECL and WJIT (Chicago) to KFRC (San Francisco) for 8-9 a.m. show. Michael Jackson, telephone airman for KHJ, moves to KNX.

The British Broadcasting Co. has chosen WABC radio and TV personality, Bruce Morrow, to be co-narrator on a segment of a new BBC series called "Ten Years of Pop." Bruce and Brian Epstein, will co-host the show which will cover the trend of popular music between 1955 and the present. The BBC will air the show May 2, 9 and 16 over its World Service.

The CBS station in Los Angeles. Red Blanchard joins KHJ on weekends from KNX. . . . KRHM-AM's Frank Evans, now morning man on KGBS (both Los Angeles). . . . Don Steele switch reported in earlier column should have read KHJ. In same column Bill Mercer assignment should have read 1-4 p.m. on KBLA (Los Angeles). . . . WMCX (New York) denies that WKBW deejay Joey Reyn olds will join the staff May 1. . . . Tom Denoume's rumored departure from KYA (San Francisco) to devote more time to his other enterprises, has been confirmed. Pogo Page, formerly with KJMN (Denver), is now heard on KGMB... Dick Williamson to WCFL (Chicago) from WIND same city. . . . Jerry Reynolds back at WIFE (Indianapolis). . . . Jim Bamurgh transfers himself from KMBC (Kansas City) to KLAC (Los Angeles).
FM Radio Sales Rising;
Boom Forecast for '66-'67

By DAVID LACHENBRUCH
Contributing Editor

Will FM be to radio what color is to TV?

Sales of FM radios have risen about 20 per cent each year in the last few years, while total radio sales have remained more or less static (except the expression). There is now substantial reason to believe that FM's sales curve will increase more sharply in coming years, and it's possible that by 1966 or 1967 we'll be talking about the "FM boom" the way we talk about the "color boom."

The FM radio production figures released by the Electronic Industries Association tell only about one-third of the story of FM's rise, since they include only domestic brand table models, portables and clock radios. For the past five years it has been my practice to try to establish a reasonably accurate estimate of the total sales of "FM receiving devices" in the United States. This includes, in addition to simple radios, the number of component tuners, automobile FM sets, TV and phonograph-radio combinations and imports.

May 1, 1965, BILLBOARD

Table, clock, portable 2,100,000 2,700,000
Phono-radio combinations 1,400,000 1,600,000
TV combinations (B&W) 200,000 100,000
TV combinations (color) 140,000 220,000
Component tuners* 200,000 250,000
Auto FM radio* 400,000 900,000
Imports, all types 1,500,000 1,800,000
TOTAL 6,000,000 7,570,000

* Including imports

These figures are estimates, but I believe they're the best available. The forecasts for 1965 are based on trends so far this year, along with some very solid indications of a further increase in FM's share of the radio market.

The increase in the number of FM stations, the FCC edict calling for separate programming by big-city FM-AM combinations (which, in effect, creates many new radio stations), the influence of FM stereo in the phonograph market, the increased effort by manufacturers and importers to merchandise FM radios because of higher profit margins—all this will have their effects. Taking up the various categories separately:

30 Per Cent Tube

I have indicated a 30 per cent increase in the domestic table-clock-portable category (which also includes imports sold under domestic manufacturer trade names). This means that more than 25 per cent of all such radios sold this year will include FM. The phono-radio combination field will see an increase of about 14 per cent in FM-equipped units. This is a continuation of the trend, spawned by the introduction of FM stereo, to include AM-FM-stereo tuners on at least FM-AM audio combinations in all but the low-end combinations. More than 30 per cent

(Continued on page 48)
The Jazz Beat

Engel Named By Col.-SG

NEW YORK—Columbia Pictures-Screen Gems Music Division, has named Lehman Engel to the post of executive director in charge of musical theater development. Engel was formerly associated with the major recording studios.

The appointment was made by Louis Kirchner, president of Columbia Pictures. Kirchner said the firm will participate in financing and production of properties at 31st Street Palace, with emphasis on the development of new songs, properties, writers, concepts and directions.

Engel will review Columbia Pictures and Screen Gems properties to determine which should be developed for the musical theater. He is currently musical director of the Broadway show, "Bajour." He will continue his activities as a musical theater conductor while holding his new post.

Long Ago & Far Away...

HOLLYWOOD—Well, nobody's perfect... not even in those days of zip code numbers and ABC/FOX super-fast mail service. For example, KFWB-AM just received a letter addressed to Frank Bing, who now operates his own firm of Frank Bing Advertising. The letters were addressed romantically to Claudia, her older sister.

In the 15-year-old son Dino is a member of the trio Dino, Desi and Billy, which records for Reprise, a single will be released May 5.

Letters to the Editor

Dear Sir:

It seems to me that independent record records could be designed to suit the special needs of types of retailers, especially in the fields of co-operative buying and selling. When such ventures have been tried previously and have failed, it's not because they couldn't succeed, but because they didn't have enough advantages for everyone concerned.

If hardware, drug, grocery, and dozens of other types of stores have the opportunity to buy in such a way as to attract their customers to them, there's nothing to be said about that.

In the future, such ventures could be designed to appeal to the needs of each retailer, and to help the other independent stores to succeed.

Sincerely,

[Signature]

KWIZ Promotion Has Big Response

SANTA ANA, Calif.—KWIZ, 5,000 watt covering Orange County, has created a stir with a recent promotion in which listeners were invited to phone request promotion. Sus- pended for the next 30 minutes, it was recorded and released on July 18, according to Don Durkin, vice-president NBC-TV Network.

It was filled with the part of independent mer- chants, I believe it could be the "start of something big."

Jim Tippett,

The Los Angeles Times, Galesburg, Ill.

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The Los Angeles Times, Galesburg, Ill.
NEW ALBUM RELEASES

- Continued from page 32

CADE: SONATAS & INTERLINES FOR PRELUDE.
FRANZESCCHI: SYMPHONY FOR TRUMPET & STRINGS.
KAIN: PIANO MUSIC—Dedicated String Quartet of University of New South Wales.

DECCA
PETER DUCHINI—The Duchini Touch. LPS 5740, 7457. EXCELLENT performed by A Young Fifty.
GERARDI & HIS ORCHESTRA—The Magic of Far Away Places. LPS 4616, 4617.
RICK NELSON—Hello Again. LPS 4686, 01.
HERB STRAUS—The Stories of the Jukebox. LPS 4527, 4528.

MOMENTUM
RUSSIAN ORCHESTRAL CATHEDRAL CHORUS OF PARIS—Russian Easter Liturgy: MI 441, MI 451.

HITs OF THE WORLD
- Continued from page 22

5. KOMM WIEDER—Lettis; I'll Go Home. (Golden Age—Majestic Sound). LPS 3001, 3002.
10. SIE PEACO, SIE RITU—Booby (CBS). LPS 2394, 2395.

MALAYSIA

**Debut local original**

This Week

1. UNDER THE BOARDWALK—Rolling Stone (DEO).
3. FOLK FROM THE DANUBE (CBS). LPS 2394, 2395.
5. I COULD HAVE GONE ANY FURTHER. (CBS).
6. NO DOLLars BE MINDSCHROUD-BROOK (Philips).
7. LET'S FORGET ABOUT IT. (CBS). LPS 2394, 2395.
8. STRONGER THAN (CBS) 2394, 2395.

JERDEN PRODUCTIONS

And JERRY DENNIN Celebrating

A Smashing '65...with these hit productions

**JOLLY GREEN GIANT**

THE KINGSNAP Records

**“THIS SPORTING LIFE”**
IAN WHITCOMB
Tower Records

**“THE CLIMB”**

THE KINGSNAP

**“SOMETHING ON YOUR MIND”**

AND GOOD TIMESP

Wand 184

**“DESIREE”/“I LOVE YOU SO”**

DOUG ROBERTSON & GOOD GUYS
Tower Records

WANTED


PLUS

Record Promotions on 110 Radio Stations Nationwide Throughout Japan.

Contact: MUSIFON, INC.
6151 Solana Avenue
Hollywood, Calif. 90028
Hollywood 74711.

May 1, 1965, BILLBOARD
NAT KING COLE — THE BALLAD OF CAT BALLOU (Colgems, ASCAP)—Film title tune is a rhythmic number in which the late Nat is assisted by comic Studs B. Kaye. Good number for all types of programming. Flip: "They Can't Make Her Cry" (Colgems, ASCAP). Capitol 5412

BOBBY VINTON—LO-ON-E-LE (Feather, BMI)—Clever lyric, strong ballad written by Vinton and a perfect follow-up to his "Lonely Nights" hit. Flip: "Graduation Tears" (Acadia, ASCAP). Epic 9791

ROGER MILLER—ENGINE ENGINE NO. 9 (Tree, BMI)—The Grammy award winner has done it again! Another original, offbeat piece of material with a top performance. Happy rhythm sound. Flip: "The Last Word in Lonesome is Me" (Tree, BMI). Smash 1983


WAYNE NEWTON—APPLE BLOSSOM TIME (Broadway, ASCAP)—Right up the alley of "Red Roses for a Blue Lady" is this fine revivial of the evergreen. Top Newton performance backed by shuffle rhythm band featuring muted trumpet. Flips: "Laura Lee" (Quadrac, BMI). Capitol 5419

JERRY VALE—TEARS KEEP ON FALLING (Platinum ASCAP)—Another commercial winner recorded in the vein of Yale's "Have You Looked Into Your Heart." Good group, sing-a-long style for all forms of programming. Flip: "Now" (Rivalve, ASCAP). Columbia 32522

PETER, PAUL & MARY—WHEN THE SHIP COMES IN (Wormack, ASCAP)—Exciting rouser from the pen of Bob Dylan with an outstanding performance by the trio. Solid follow-up to "Fer Lovin' Me." Flip: "The Times They Are A-Changin'" (Wormack, ASCAP). Warner Bros. 5625

THE NEW CHRISTY MINSTRELS—SE PIANO, SE RIDI (IF YOU CRY, IF YOU LAUGH) (Wilmack, ASCAP)—The River (Le Colline Solite Fiore) (April, ASCAP)—First side is the beautiful San Remo award-winning ballad given a smooth Christy treatment backed by a commercial sounding back beat. Flip: "I'm Your Man"—flat, pleasing ballad and No. 1 record in Italy for the group. Two powerful sides. Columbia 43281

--- SPOTLIGHTS ---

SPOTLIGHTS

DAMITA JO—GOTTA TRAVEL ON (Sanga, BMI)—Powerful revival of the oldie. Starts off with an easy arrangement which Miss Jo whips into a rouser with full support of the Fred Norman band. Exciting performance. Flip: "Something You Got" (Tune-Kel, BMI). Epic 9797

STEVE ROSS—NOBODY BUT YOU (Tri, BMI)—Writers Jeff Barry and Ellie Greenwich have come up with a winning piece of material for the singing half of the comedy team of Allen and Ross. Commercial sound and vocal. "Go Away Little Girl" appeal. Smooth teen-voicing vocal performance by Ross and group. Flip: "Where's the Girl" (Tri, BMI). Red Bird 10-049

TEX WILLIAMS—TOO MANY TIGERS (Screen Gems-Columbia, BMI)—Should be another "Smoke Smoke Smoke" smash for the deep-voiced performer! Cleverly written pop rag with plenty of variety material with a strong rhythm beat in full support of the vocal. Flip: "Winter Snow" (Dartex, BMI). Boone 1038

DOC SEVERINSEN AND ORK—IT Ain'T NECESSARILY SO (Gershwin, ASCAP)—Driving, pop dance beat revival of the chesest of chesest. "On the Sunny Side of the Street" trumpet and group sound should put this one up the charts! Flip: "Theme From Black Orchids" (Ross-Jungnickel, ASCAP). Command 4665

COUNTRY

JOHNNY BOND—DIVORCE ME C.O.D. (American, BMI)—Building both the pop and country charts with "Ten Little Bottles," Bond comes up with another winner in the revival of the classic oldie by Merle Travis and Clinton Fox. Flip: "Three Sheets in the Wind" (Starday-Red River, BMI). Sunday 7027

SKEETS MCDONALD—ME AND MY HEART AND MY SHOES (Columbia, BMI)—From the Mcdonald pen comes a strong piece of rhythm material which has a pop potential as well. Well written and performed by Mcdonald and the group. "Mrs. Right's Divorcing Mr. Wrong" (Bettayean, BMI). Columbia 43275

R&B

WALTER JACKSON—WELCOME HOME (Blackwood, BMI)—Strong follow-up to his "Suddenly I'm All Alone" success. Heart-rending vocal performance on good ballad material which has much pop appeal as well. Flip: "Blowsin' in the Wind" (Wilmack, ASCAP). Okeh 7219
West Coast's Sherman Clay Moves Volume With Dignity

By GODFREY LEIMAN

SAN FRANCISCO — How does a conservative old music store broaden its carriage-trade appeal without going 'discount'? Or to put it another way — can quality be combined with volume?

This was the problem faced by the prestigious Sherman-Clay chain here when it was acquired several years ago by the Patch-ogue-Plymouth Corp., a large holding company.

The new ownership felt that Sherman-Clay was long on dignity but perhaps a bit short on the broad-and-buttery type of customer that had to be brought in for the store to broaden its horizons.

Three-State Operation
Sherman-Clay operates some 28 outlets in three Pacific Coast States. Subtle changes were instituted in all stores, but the biggest came in the San Francisco headquarters.

Here, management decided to perform major surgery and move to completely new quarters. The old store was located in a narrow 10-story building where floor space was limited. If a customer wanted to buy more than one type of musical item, he had to ride the elevators.

Sherman-Clay moved just one block away, but its new building was limited to just three floors. The main floor alone was four times the size of the old building's ground level.

Decor Updated
Decor was updated, though care was taken not to destroy the quality image.

An effort was also made to encourage customers to buy related musical items. For example, the record and phonograph departments were put next to each other, and a rack jobber

MYRON FLORIN'S appearance boosted both accordion sales and phonograph album sales.

was brought in so that prices became "competitive."

R. M. Sanford, Sherman-Clay vice-president, noted the store still wasn't interested in getting into the "discount rat race," though he did feel there was a "vast middle ground," upon which it could build effectively.

Sherman-Clay also became promotional minded. Record artists were brought in for personal appearances.

Peas on Flowers
Among those recently on hand were: Myron Florin, plugging both accordions and his Dot LP's; Eddie Layton, giving organ recitals and promoting his Mercury albums; and Joan Sutherland and Phyllis Diller, both plugging their album product.

Sherman-Clay imported factory representatives and equipment specialists to discuss features of the firm's phonograph lines.

While record prices have dropped to the "competitive" level, Sherman-Clay has maintained its big-ticket policy on stereo equipment. The firm handles such lines as Fisher, Clairtone and Sylvania and a sale for $700 is more of a rule than an exception.

Sanford notes that selling at this price requires considerable "creativity." Price is played down, quality and value emphasized. Salesmen are also given extensive training in both their product and the general sound and music field.

Tastes Vary
With 28 stores and two more opening later this year (one in Aberdeen, Wash., and one in San Jose, Calif.), Sherman-Clay receives an excellent sampling of tastes.

It has found, for example, that Colonial finishes sell better in small towns, that San Francisco people shun radios in kerosene lamps, that mahogany moves best in the cities and that walnut moves best in the suburbs.

Night shopping is an effective way of drawing customers in cities like Sacramento and (Continued on page 49)
FM Radio Sales Upswing

- Continued from page 43

FM radio sales are up 25 percent, according to the latest data from the National Association of Broadcasters. This increase is due to the popularity of FM and the growing number of FM listeners.

**Powerful Pocket**

A POWERFUL eight-transistor, battery-powered pocket radio for under $100. Craig's NTR-890 comes with leather carrying case, earphone, earphone carrying case and 9-volt battery. Price is $13.95.

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**West Coast's Sherman Clay**

- Continued from page 48

MERCH sherman clay fan / Florence, OR

In the west, the market will be open to two or three evenings per week. Sanford noted that big-ticket items—where a family decision is involved—are often sold in demand. Everybody can be on the market with a catch of 150 million last year. Although Sherman-Clay is still not appealing to the mass market, it has adopted some of the aggressive sales techniques that such an audience demands.

It courts the local conservatories and public schools regularly with music teachers, going so far as to set up practice rooms. It holds contests and gives prizes and the names gathered here are in turn used for the store's direct mail campaign.

Sanford sums up Sherman-Clay's objective as simply knowing the market it wants to reach and appealing to it in a realistic manner. He modified a catch of 150 million last year to have achieved its objective admirably.

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**ENGLAND**

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BULK VENDING NEWS

Paul A Price Expanding Plant, Diversifying Lines

ROSILYN, L. I., N. Y.—The Paul A. Price Co., which moved from New York to Roslyn, recently announced plans to enlarge its plant on newly acquired acreage.

Disclosures of the expansion plans followed closely by reports that the firm has acquired the assets of two candy manufacturers and is making an aggressive move as a supplier to tobacco, candy, drug and supermarket wholesalers.

According to company President Paul Price, the firm is also diversifying into the toy field with the manufacture of such plastic toys as the "TV Godunk" doll.

"We're turning out this item in tremendous quantities, 24 hours a day, six days a week," Price said.

For the bulk vending market, Price recently introduced a monster series and monster rings. Heading up the new comb division for Price is Gerry Katz, who also serves as assistant to the president as supervisor of plant operations.

New Outlet

"Establishing this new department broadens our merchandising activity," said Katz. "Comb customers and vendors do not carry the same merchandise. However, some vending operators have made good use of our carded clip comb as a premium to increase interest in bulk vended items."

Other principals in the Price organization are John Morones, a plastics industry veteran who has charge of the molding plant production; Wilson Vargas, supervisor of warehousing and shipping; Julia Lagano, production line supervisor; sales executive Walter Osterbach and head of the marketing department.

The company was founded 15 years ago by Price. The present plant, equipped with the latest high-speed injection molding machines, has the capacity of producing millions of rings, charms and capsules every week.

NEW PRODUCTS

"This form is designed for the convenience of bulk operators"

PENNY KING

TRICKS An all-trick-item assortment, including Monster Flickers, Detective Spy Glasses and Magnifying Glass (both in one capsule), trick moustaches, long-ash cigarette holders and similar items at 50 cents per bag of 250, with free display front.

EUROPEAN MIX, 8-cent item. Wide assortment of charms with fronts and mix changed frequently. Bag of 250, $2.25.

CRAWLERS AND DEMONS

16 new 5-cent items. Bags of 250 and $.75 display in front.

MONSTER FLICKER RINGS

Six horrid faces; 10 per bag with a free display of 100 rings. Bag of 250, 50 cents. Bag of 500, $1.00. Bag of 1,000, $2.00.

RINGS. Birthstone, boys, fllicer-action, animal shapes, etc. Bag of 250, 80 cents. Bag of 500, $1.50. Bag of 1,000, $3.00.

Six assorted rings in bags of 500, $4.00 a box. Bag of 1,000, $9.00.

CRAWLERS AND DEMONS, 6-assorted items, 100 per bag at each item. Free display of 1,000 rings. Bag of 1,000, $10.00.

LOW-PRICE CT. APEAN ITEMS

Baseball, Bible, Bug Man, Lucky Clover, Play Dice, Dots, Turtles, Fake Teeth, Finger Nails, Fortune Block, Hot Dog and Hamburger, Assorted Lockets, Metal Emblems, Midget Capsules with cards and dice, Pig-man, Paul Elephants, Roulette Wheel, Six Shooter, Soldiers, Cowboys and Indians, Typewriters, and Western Rings. All packed 500 per bag with free display for $5.00. Bag of 1,000, $10.00.

LOW-PRICE WRAPPED ITEMS: Baseball, Bible, Bug Man, Lucky Clover, Play Dice, Dots, Turtles, Fake Teeth, Finger Nails, Fortune Block, Hot Dog and Hamburger, Assorted Lockets, Metal Emblems, Midget Capsules with cards and dice, Pig-man, Paul Elephants, Roulette Wheel, Six Shooter, Soldiers, Cowboys and Indians, Typewriters, and Western Rings. All packed 500 per bag with free display for $5.00. Bag of 1,000, $10.00.

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NASHVILLE, TENNESSEE

More than 1,000 Dimes, Nickels, and Quarters (Distributor areas available throughout the world)

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Bulk Vending Machines
Built in all advanced designs for longer life and greater profits.

VENDOR

BUILDING, 3577 N. 14TH ST.

PENNY KING

Two Convicted, Pair Acquitted

in Nut Case

PHILADELPHIA—A Federal District Court jury convicted two persons and acquitted two others on charges of using the mails to defraud in connection with the sale of peanut-vending machines.

Convicted were Charles E. Brodrib, Pompano Beach, Fla.; and John Vargas, who is already serving 27 months in Lewisburg (Pa.) Federal Penitentiary for probation violation. Acquitted were Frank Lyness and Donald Demceas, both of Philadelphia.

The case was tried before Chief U. S. District Court Judge Thomas J. Clary, the government charged that nearly 100 machines were defrauded of $30,000 between March and August, 1962.

Coming Soon:

May 8—NAMA Illinois State Council meeting, LaSalle Hotel, 10 North LaSalle Street, Chicago.

June 3—North Carolina Vending Association convention, Ocean Forest Hotel, Myrtle Beach, N. C.

June 2—Western Vending Machine Operators Association, Lodge, see Location to be announced.

Oct. 16—National Automatic Merchandising Association Convention, Miami Beach, Fla.

Oct. 16—National Vendors Board of directors meeting, Miami Beach, Fla.

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Los Angeles, Calif.

BILBOBB, May 1, 1965
Variety to Vending: Story Of Maslan Enterprises

By BEVERLY BAUMER

WICHITA, Kan.—Joe Maslan
of Maslan Enterprises, was
contemplating closing his variety store
here a little over two years ago.

But a bulk vending oper-
ator entered the establish-
ment one day and asked to
put in some machines for
retarded children.

"I let him set up two," Maslan
recalled. "He suggested to
mention that I was getting ready
to quit the variety store and piece
goods business, and he urged me
to buy 500 machines. He

Later I found out that a place in
Wichita sold bulk vending
machines. So I bought a trinket
machine, ten and mix, the 100-
count, and a nickel and dime
capsule machine and put them in
my store.

Fascinated.

"I was so fascinated with all
the money that came out that I
bought four more machines and
put them in stores not too far
from my own. Then I took the
money from those machines and
placed machines in other busi-
ness houses.

"I've been growing by leaps
and bounds ever since."

The 40-year-old founder
eventually quit his store and
took his vending empire from Wichita to Kansas City, Mo.

They're in discount houses,
drugstores, clothing outlets,
filling stations, restaurants and
variety stores.

Until recently Maslan's bread
and butter items were the nickel
capsule machines, dime capsule
machines, the two-ten, and the
100-count.

Trading cards now lead.

Some four months ago he
became the Midwest distributor
for Exhibit Supply Company of
Chicago.

Trading card sales have dou-
bled my business," he said.

"They're one of those items
that just caught on, like the troll
doll."

39 Per Cent Commission

Operating from his home at
6604 East Murdock, Maslan's
ambition is to "grow as fast as I
can."

"I've sold a lot of those
card machines to people here, and I
pay 30 per cent commission even
if I am a distributor," he
commented. "A 30 per cent
profit on gross sales is the normal
commission in Wichita. We don't
have the problem of overpaying
that exists in some places.

"We're hurting ourselves
when we don't stick together on
commissions. You cannot compete
by giving higher commissions.

You must give better and faster
service. Give your locations
value for their money. You'll make
as much profit by providing superior
service as you will by
hiking commissions.

Back NVA.

"If everyone wanted Com-
mercial, the Midwest distribu-
tor would have no problem.

Maslan has found that
machines near schools don't do
so well as those near retail stores.

Two of his locations are less than
a half block from schools, yet
aren't used as those in busi-
ness houses.

"If you could train yourself
to put yourself in the customer's
shoes, you'd be wealthy," he
remarked. "Some items like
troll dolls are so hot but not
believable.

Some items that have really
gone over are ones I personally
wouldn't think would move at all.

Special Talent.

"The point is that you
cannot sell something that simply
appeals to you. You must put your
self in the customer's place and
figure out what he wants. And
that takes a special talent."

Maslan believes consistent
profit comes from sound operat-
ing policies. He puts good
machine upkeep, regular
maintenance, and current
merchandise at the top of the
list.

"Keep machines sparkling
clean," he urged. "Merchants
really appreciate it. Be prompt
on breakdowns. Operators
who don't service machines hurt
the whole industry.

"Give the customer his money.
Get good, current merchandise.
Operators who
line their globes with quality
items and put inferior
merchandise in the center simply
cut their own throats. They waste
precious advertising time and
alienate customers," Maslan
said.

Some of his 90 locations are
serviced twice a month, and
others once a month, has one
man working for him.

A former Marine combat
swimming instructor, Maslan has
a fighting desire to become a
full-time distributor and run a
total, legitimate operation.

"Whether I sink or swim," he
said.
MOA Picks Copyright Hearing Witnesses

Garden State Operators Flood Congress With Copyright Mail

By CLAUDE HALL

NEWARK, N. J.—The New Jersey Council of Coin Machine Operators Friday (16) called upon 336 State operators to write their congressmen to protest proposed legislation that would repeal the juke box exemption in the Copyright Act.

Dick M. Steinberg, secretary-treasurer, said the appeal went to members of the council as well as members of other associations.

Hearings on the copyright legislation are scheduled to begin in May. The request for assistance sent out by Steinberg asked operators to write their congressman, to please write to all congressmen from your State, protesting the proposed legislation.

The enclosure included a statement opposing repeal of the exemption, but asked operators to write in their own words as much as possible.

"If you can give us this assistance now," the request said, "it will be a significant follow-up to the national Music Operators of America campaign now in its final stages." The enclosure listed the names of New Jersey Senators and representatives.

Operators' Argument

The operator's statement to be used as a pattern says in part: "As one of the many thousands of small businessmen throughout the United States who operates automatic phonographs, I wish to urge you to oppose H.R. 18, a bill introduced by Congressman Celler January 4, 1965, 'to amend the Copyright Act by repealing the juke box exemption, and for other purposes,' and also to oppose similar provisions in Section 114 of the bills for 'general revision of the copyright law,' H.R. 4347 and S. 1006 which are identical and were introduced in the present Congress February 5, 1965.

One of the reasons listed for opposing the bill is that it would subject operators to license fees in unlimited amounts without any statutory protection. Another reason is that the counsel claims the 'special interest' legislation would benefit ASCAP and BMI rather than the actual creators of the music.

The operator's statement argues that 'if Congress should determine, through its appropriate committees, that additional royalties should be paid for records played on automatic phonographs, this should be done by an increase in the mechanical fee, the method which is already established in the Copyright Act, rather than by authorizing performance fees to be imposed in addition to the mechanical fees which are now being paid.'

What Do Copyright Hearings Mean?

The coin machine industry faces attacks on a variety of fronts as it prepares to wage its annual fight against payment of performance royalty fees. No less than four individual bills incorporating a repeal of the juke box exemption have been introduced in Congress.

Two of these—H.R. 4347 and S. 1006—are identical measures aimed at a general or "omnibus" revision of the entire Copyright Act. Two other bills—H.R. 18 and H.R. 2793—are identical measures calling only for the elimination of the juke box exemption.

To one not familiar with the ways of Congress, the situation of the coin opera lies as the Congressional hearings are due to begin in two weeks, so Billboard has asked Mildred Hall, head of this publication's Washington bureau, to prepare a comprehensive analysis of the issues.

Miss Hall is a veteran Washington observer and has followed the copyright fight for 10 years. Her report is must reading for anyone with an interest in the juke box business.

By MILDRED HALL

WASHINGTON — Hearings by the House Copyright Subcommittee tentatively scheduled to start May 12, will be on the 1965 over-all revision of the copyright statute. The legislation was introduced at the request of the Copyright Office by Rep. Emanuel Celler in the House, as H.R. 4347, and in the Senate by Senator Copyright Subcommittee chairman John L. McCollan, as S. 1006. The revision bill would end the exemption for juke box performance royalty in the 1909 Copyright Act. The wording of the anti-exemption Section 114 in the proposed revision is identical with the wording of the bill introduced separately this session as H.R. 18 by House Judiciary Chairman Emanuel Celler.

There has been some confusion in the industry about which bill is to be considered during the forthcoming hearings. The big revision bill is the only copyright legislation under consideration at this time. (See Billboard issues April 24, 23, March 23, 1965.) The hearing have been scheduled for the separate Celler bill, or its identical twin by Rep. James R. Corman (D., Calif.), H.R. 2793.

In the revision bill, the word... (Continued on page 52)
Profit is pre-programmed into each Seeburg Discothèque Rec-O-Dance record.

Music for real Discothèque dancing must be continuous. But it also must keep shifting excitingly to ever-new rhythms, and in proper sequence. When this happens, the crowd on the dance floor shifts, too. One group flocks to dance the Frug or the Hully-Gully. Another group that likes fox trots or waltzes sits it out eating and drinking—and that's how the location makes money!

In a Seeburg Discothèque, continuity and contrast in the music start in the Rec-O-Dance records themselves! Seeburg put them there because Seeburg makes the only 3-phase stereo dance records in the world purposely designed for profitable Discothèque play!

The music? Seeburg hands you on a platter what you'll never get from singles! Rec-O-Dance records and only Rec-O-Dance records include the great dance-band standards plus the newest of new hits—specifically recorded for Discothèque.
German Coin Manufacturers Mature; Eye Export Markets

COLOGNE—West German coin machine manufacturers expect 1965 to be their best year yet in terms of the world markets. It will be difficult for domestic producers to set new sales records on the now-mature home market, but export sales should rocket. Shipments in the first quarter of 1965 have been the best on record for the German industry. The shakeout in the German industry appears to have ended, leaving five strongly fortified manufacturers, three of whom are U. S. backed. The independent German manufacturers are N.S.M. of Besen and Bergmann of Hamburg, Wurtzler and Automatic Canteen manufacturers in Germany and Rock-Ola supplies mechanisms for assembly in German-built cabinets.

German Independents

The two German independent—N.S.M. and Bergmann—are conducting the German campaign with aggressive sales campaigns. Both firms are widely admired in Europe for the enterprise of their management and the quality of their products.

N.S.M. and Bergmann are selling around the globe, and the companies control nearly all foreign market positions in the Middle East, Asia and Latin America.

Interestingly, it is in England that N.S.M. and Bergmann are waging their strongest sales battles against U. S. competition. The German firms are confident that they can sew up the British market without Britain inside the European Economic Community (Common Market).

Diversified Manufacturers

While N.S.M. and Bergmann are diversified manufacturers—photographs, games and outlets—to their impact in export markets is concentrated on photographs. This is true generally and it is especially the case in Britain.

The German firms are assisting national images in Britain of the "imaginative hard sell." Their executives are delighted by the results of the two years of spade-work in the British market.

The magnitude of German sales in the British market is suggested by N.S.M.'s deliveries to the George Coughtry organization. Coughtry imported 1,000 N.S.M. photographs last year and achieved such satisfactory sales that he will import at least the same number in 1965.

Ship Around World

N.S.M. is now exporting to nearly every major country in the world, and the Bingam firm's export business has expanded to the point where the firm is wanting gold medals to its export sales figures and special trophies within individual countries.


Bergmann distributes in the United Kingdom through Syndrall Limited, which has gained a strong sales position in Britain for the Bergmann phonographs Symphonie. Symphonie has attracted widespread attention with its mobile showroom, which beats the booth-socks for customers and which in the process is making Symphonie a well-known trademark in Britain.

Both N.S.M. and N.S.M. have been aggressively promoting air shipment of equipment and parts, an important element in their United Kingdom sales, since operators can depend on virtual instant delivery of parts as well as new machines.

French Ops Breathe Easy as Game Tax Hike Is Rejected

PARIS—French coin machine distributors heaved a collective sigh of relief last week when they learned that plans to increase the tax on coin machines have been rejected by the government.

Advocate of heavier taxation is Max Vignon, president of the Youth Information Center. Vignon's idea was to increase revenue to build youth centers.

Billiards electrifies is an immensely popular pastime in France and the government already collects on annual 53 million francs in revenue from France's estimated 50,000 machines.

About one-third of the male population between the ages of 15 and 60 are made up of regular players — or frivolvadores as they call them in France. Between 1,000 and 1,500 games are played under 173 million games annually.

Italian Plans Juke Box Poll

ROME—Italian juke box operators will participate in the second annual Festival Bar competition for best phonograph recordings.

The operators will be asked to select a piece of 10 records on which they wish to be heard. The best piece will be chosen on April 15 to 17.

Total plays per record will be tabulated and announced at a press conference on March 17. Prizes will be awarded the winners.

N. Mexico Okays Game Device Manufacturing

SANTA FE, N.M.—The State Senate last week passed a bill to permit the manufacture of gambling devices in the State for foreign export.

The bill amends existing gambling statutes to read: "The provision of this section shall not apply to any manufacturer of gambling devices who exports his product in foreign commerce, and who is under $10,000 bond to assure export.

The measure was then sent to the House, where approval was also expected.

French Heart Unit Stirrs Controversy

A PARISIEN CUSTOMER has her heartbeat taken by the controversial new French machine Cardiostat. Note the reading slip being delivered at the bottom.

By MIKE HENNESSEY

PARIS—A controversial new coin machine—invented by a French juke box distributor—went into action here for the first time last week and created a good deal of interest.

It is the Cardiostat—a machine which in return for two francs (40 cents) gives a 30-second heartbeat reading.

The customer inserts his coins, places the stethoscope over his heart and, after half a minute, receives a card complete with instructions on how it should be interpreted.

Success in Riviera

The machine was invented by M. Jean Rameil of Amiens and has taken two and a half years to perfect. It operated with great success on the Riviera recently but this is its first appearance in Paris, where it is located in a large department store.

M. Rameil is in partnership with Parisian Jacques Messia to produce 150 Cardiostats a month and plans widespread foreign distribution. The machines will sell in America for $600.

M. Rameil told Billboard: "We underline that the machine has no therapeutic properties and neither does it diagnose. It simply reveals the regularity of the heartbeat. If there are any irregularities, then the person using the machine should consult his or her doctor.

Doctors Approve

"A number of doctors have supplied written testimonials approving the machine. We see great possibilities for it in the world of sport, in beauty parlors, hairdressing salons, health clinics, big hotels, and so on." But there has been criticism in the French Press that the machine dubbed "robot docteur"—could be dangerous because people might misinterpret its function.

NEWS BRIEFS

Spanish Fair

MADRID—The Spanish coin machine industry will hold its annual exhibition in Madrid from May 11 to 17. It is expected that the showing will attract 32 firms from Europe, Scandinavia and the U.S.

The exhibition is scheduled to coincide with a religious festival which will bring coin machine operators to the capital from throughout Spain's provinces.

Spain now has one of Europe's fastest growing coin machine trades, and foreign manufacturers are showing increasing interest in the Spanish market.

The exhibition is expected to provide the occasion for negotiations between several large foreign manufacturers to establish Spanish subsidiaries.

Rock-Ola Starlet

HAMBURG—Novel Apparate is sounding a crash of sales promotion drums for the Rock-Ola Starlet, the new compact just introduced on the German market.

Rock-Ola's Starlet is competing with Automatic Canteen's Electrophone, Wurtzler's Lyric, and N.S.M.'s Serenade for the German compact market.

Rock-Ola's sales strategy is based on the Starlet with "small economy size" elegance of the standard Rock-Ola model.

BILBOARD, May 1, 1965.

http://www.americanradiohistory.com
British Mull Annual Vending Show; Popularity Snowballs

By FRED CHANDLER

LONDON — Forty firms exhibited at the 15th biannual International Vending Exhibition held here March 29 to April 2. Unusually high attendance figures were recorded, with some 5,000 more attending than ever before. The first day's business this year was better than the whole week's business of last year. Reportedly over £1.10 million worth of orders were taken during the five-day run.

Before the show closed, talk among exhibitors indicated that future shows will be held annually in view of the great success of this year's ventures.

Held in part of London's mammoth hall at Earls Court, the show provided many examples of American thoughts on vending. Last January a working committee representing 14 members of the United Kingdom vending industry formed a group called Vending Research and Information. Behind this is a serious intent to go all out to inform, promote and sell vending in factories and similar public places.

VRI reports that in the past year the public's attitude has changed from resistance to ready acceptance. This was due largely to better vending equipment and ingredients. Certainly the tea served by some of the mechanical tea-brewers on the spot from line leaf—was a major achievement.

VRI feels that vending in the U.K. may come to be regarded as essential to lighting, heating and other basic facilities. The market potential is considerable. In 1963 the U.K. working population was nearly 25 million, and of this over 8½ million were engaged in manufacturing. It is currently estimated that there are 7,500 hot beverage vending machines on the market. Estimated vending growth rate given by VRI is anything from 100 per cent to a ten-fold increase by 1969. The hot chocolate drink is catching on in a big way. Penetration of industry by vending in the U.K. has been assessed by two different experts as 5 per cent of the total potential as against 50 per cent in the U.S.A.

A number of innovations were seen at the recent show. America's well-known Northwestern peanut and ball gum vender was shown for the first time here. Demonstrated by A. B.C.

Milan Fair Draws Well

MILAN — Coin machines of various kinds, including juke boxes but few games, were found in six different pavilions of the 1965 Milan Fair. In all, the exhibitors in this sector numbered 90, a new high for the event despite the fact that over-all exhibitors this year were slightly less than in 1964.

Food vending machines were represented by 22 exhibitors, topping the juke box category which had 19 for the first time. Next in order were automatic laundering devices with a total of 17 followed by 12 game exhibits, although only three of these were electric since now does not exclude manually operated nonelectric g.m.e.s. There were eight drink vending machine booths and five were devoted to automatic sales of ice cream.

Their new model offered four soups and chocolate. On the first day an order for 700 units for South Africa was taken from Auto Vendi (Ply. Ltd.), of Johannesburg. Another newcomer was the four-flavor cold drink vender by Rock-Ola, shown by U.K. Agents British Automatic Co.
**Move to Ease Vt. Drink Law**

MONTPELIER, Vt.—A bill which could increase juke box operations in Vermont has taken another step toward final passage in the Legislature here.

The Senate Finance Committee voted 4-1 in favor of a House-approved measure that would liberalize the State’s Sunday drinking laws. The bill had previously won a 5-0 vote of endorsement from the Senate Committee on Public Health.

Under the measure, retail stores would be permitted to sell beer and wine from noon to 9 p.m. on Sundays and two hours would be added to restaurant drinking hours.

**DISCOTHEQUE RECORDS**

Selected for Operator Programming

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discottheque programming.

**HOT 100**

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**Little LP’s Major Juketheque Disk**

*Continued from page 1*

age of 10 little LP’s in the discottheque field featuring such artists as Les Elgart, Major Lance, Ray Conniff, Andre Kostelanetz, the Vibrations, Don Costa, the Dave Clark Five, Lester Lanin, Eydie Gorme and Rock Corte. A. D. Palmer, advertising and sales promotion manager at Wurlitzer, said the package will retail for $20. Parts of the package is 10 little strips for each record, the strip contains the name of the song and the type of dance, but not the name of the artist. Palmer said Wurlitzer is now preparing a complete discottheque display kit for locations, Programming was by the Arthur Murray Dance Studio. There are seven-and-a-half minutes of continuous music in a side and the accent is upon a dance style change from one number to the next.

RCA Victor reported that it had much material and many requests from the jukebox trade for little LP releases, but that no decision had been made yet.

Seeburg has a series of discottheque records which it leases only. The company claims that its records are presently in use in more than 3,000 discottheque locations. The records provide continuous, ever-shifting dance rhythms.

Both Columbia Records and Epic Records are in the little LP field and, while the records are aimed for the jukebox industry, they’re not specifically geared to discottheque locations they do not feature continuous music, Gene Weiss of Colonna said that the firm was investigating the situation.

Columbia has presently has about 30 little LP’s out and is planning to release six more soon. Epic has 12 LP’s featuring such artists as Bobby Vinton, Major Lance, and, for the country field, Jimmy and Jesse and the Staple Singers.

**Epic Issues Glenn Miller Juke Box Wax**

NEW YORK—Epic Records has just made available two middle-of-the-road singles strictly for the juke box trade—both pulled from a top album, "Glenn Miller Time—1965." The singles feature trumpeter Bobby Hackett backed by the Glenn Miller Orchestra with "Canadian Sunset" c/w "Blue Velvet" and "Girl From Ipanema" c/w "More."
IT'S NO SECRET!
Every Music Operator Knows
the Juke Set pays to hear records they want to hear...

Cash Box-Billboard TOP 100

Big-name artists...hot singing groups who sell records by the carload...top pop music heard daily over the airwaves...instantly recognized names and tunes that have always kept your popularity meters spinning. The JUKE SET won't buy the imitation, they won't play the imitation! And...it's the real thing—not imitation you get from ROWE distributors...records of big-name artists...hot singing groups...pop music...names and tunes...the choice is yours!

Program your DISCOTHEQUE for the JUKE SET...give your customers what they want—records hot off the charts...music for sale to everyone—everywhere...let 'em hear it (and dance to it) on equipment tailor-made for the finest DISCOTHEQUE—available at ROWE AC DISTRIBUTORS everywhere!

Write to your Rowe Distributor about the tremendous promotional package...89 exciting pieces to transform your place into authentic Discothèque.

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AC MANUFACTURING
Troy Hills Road, Whippany, New Jersey

FOR FULL DETAILS, NO OBLIGATION, CALL YOUR ROWE DISTRIBUTOR

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Progressive Light-Up Feature
On Latest Bally Four-Player

CHICAGO — The newest game in the Bally Manufacturing Co. line is Band Wagon, a four-player, flipper - type pinball machine.

Placed on the market last week, the new product features what Bally President O'Donnell described as a "new style progressive light-up feature on a dynamically off-center play-field." This design, he said, assures "come-along-try-again" repeat play appeal.

Play particulars include the one, two and three before each ball is shot, bottom free-ball gate opening and lighting of target four when the first three targets are in play and opening of the top free-ball gate and lighting of target five by hitting the lighted target four. In turn, contact with illuminated target five lights up the lower left "Special Bally." "All this progressive lighting," O'Donnell explained, is tabulated on banners which hang on the side of a circus band wagon on the playfield. And the fact that the playfield resets to first coin condition as each ball enters the out-hole ensures 'over-ball' play appeal.

"Band Wagon is the brightest, most brilliant appearing game we've ever produced outside of the bingo field," O'Donnell commented.

**Seeberg Bows 'Central-Studio' Background Unit**

Seeburg defines three different types for the background music center: (1) FM Multiplexing — The operator arranges with a local FM station to lease a subchannel, usually at a percentage or flat fee per account. The station engineer installs the equipment at the station. A special receiver at the location is required for this service. Seeburg notes the FM multiplex arrangement will generally be best for locations in the outer circumference of an operator's territory.

(2) Phone Lines — The operator transmits his service via leased phone lines. This service does not require the specialized receiver as an FM multiplexing and as the charges are on a per-minute basis, this arrangement will probably be best for the nucleus of an operator's territory.

(3) On-premise — Large companies can purchase or lease the entire automatic background music center for their own specific plants.

**BALLY BAND WAGON**
COMING SOON
THE ONLY INTERNATIONAL GUIDE FOR COIN BUYERS AND SELLERS

Billboard
1965 INTERNATIONAL COIN MACHINE DIRECTORY

FEATURING:
WHO'S WHO
IN THE
COIN MACHINE WORLD
ANNUAL MUSIC MACHINE SURVEY

Used throughout the year by:
Manufacturers
Distributors
Importers
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Operators
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1965 EDITION
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Date of Issue:
MAY 22, 1965

Advertising Deadline:
APRIL 27, 1965

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A Separate Publication
To Be Published May 22, 1965, by Billboard
An International Directory of Countries, Companies, People and Places including:
Manufacturers • Distributors • Exporters
Importers • Trade Organizations

The Ultimate Buying Guide and Reference for the Coin Machine Industry—Internationally
Handy 8½" x 11" Size
Designed for Easy Reference
Printed on Quality Paper
Solon Admits Vagueness In N. Y. Tax; Ops Agree

By CLAUDE HALL

NEW YORK—New York State Senator Tom Laverne of Rochester admitted there was a "big vagueness" surrounding the juice box application of the Statewide sales tax that won final approval in the Legislature last week. Key officials of Machine Operators of New York, Inc., feel the same way.

The sales tax bill, which goes into effect Aug. 1, doesn't do the juice box industry, Sen. La- verne said. "They're definitely not excluded." He said the bill outlined areas of taxation with broad definitions and that all sales tax bills were written this way. It will now be up to State Tax Commissioner Joe Murphy to do the interpreting, the Sena- tor said.

He predicted, however, that the coin machine business will "be a tough one to do business with because operators don't have uniform accounting pro- cedures." Purchasers will end up paying a sales tax for equipment. As for tax upon receipts of juice boxes there's a question about what the extent of the tax will be and how it will be worked out. Rules of thumb will have to be devised, he said.

Confusion Exists

There is a vast amount of con- fusion created by the bill because of existing sales taxes in New York City and many up-State communities. In New York City, the bill will increase the present 4 per cent sales tax to 5 per cent. In suburbs and up-State areas where there is no sales tax, the measure will put a 2 per cent tax. Local governments will be given the power to in- crease the tax to 5 per cent and, feasi- bly, the State can collect a total of 5 per cent, keep 2 per cent, and return 3 per cent to the localities.

Theodore Blatt, attorney for MO NY, said that nobody seems to know the complete story about the 130-page-plus tax bill. "All we can say is that it is a sales tax and what it says will have to be determined by the tax bureau or the courts."

At Denver, president of MO NY, said he felt the bill was ambiguous ". . . it was written so even the congressmen can't

California Shuffle Tourney Scheduled

By GODFREY LEHMAN

OAKLAND, Calif.—The first combined coin-operated shuffleboard tournament, sched- uled for May 15 and 16 in Oak- land, is expected to draw up- wards of 40 teams as far away as Redding on the north to Fresno on the South. The 10-man team will com- pete for northern and central California championships at the Eagles Hall, 1228 6th Avenue, Oakland, during the twoday period, under the general spon- sorship of the American Shuffle- board League, Inc. Two classes of teams will compete: an "A" group consisting of profession- als, and a "B" group composed of non-professionals.

The tournament is being organized by the American Shuffleboard Sales Co., Inc. of California, local distributor of shuffleboard and related coin operated equipment. Stan Ly- solid, president of American, is supplying all of the coin operated equipment to be used, consisting of eight or 10 shuffleboards, and $200 to be awarded in prizes.

Entry Fees

If successful, the event will become an annual. Some 70 or 80 teams are reported to have participated in a similar tour- nament held during April in the Oregon State Fairgrounds. Teams in the shuffleboard league are usually organized by the taverns or the machine op- erators themselves, among tavern customers. Intramural competition is conducted on an irregular basis between customers, using the coin operated equip- ment in their respective taverns. From the best team in each the re- spective teams are formed bear- ing the names of the sponsoring taverns: i.e., Joe's Bar customers might be known as Joe's Team, The Joe's, etc.

Captains Named

Team captains are named by tavern owners. For the May tournament, individual taverns are being permitted to send teams, although in some in- stances the winning team amongst intramural contests might be the only one to repres- ent a defined district.

During the May 15 and 16 contest, the machines supplied by American are of the coin operated type, but contestants can play without further charge after paying the entry fee. Winning teams will be declared the northern California State Shuffleboard Champions, which leads in turn to the possibility of inter-State competition.

Van Middleworth Coin Acceptors Manufacturing V-P

ST. LOUIS—The appointment of Joseph F. Van Middleworth as vice-president of manufactur- ing for Coin Acceptors, Inc., was announced last week by company president, Claude Trammell.

Van Middleworth, who joined the company in 1959, vacates the position of plant manager.

Recognized for his production and management achievements, Middleworth recently com- pleted a two-month technical advisory tour in Japan.

NO CALORIES IN MUSIC SAYS MAINE

AUGUSTA, Me.—Patrons of Maine hotels and motels who want to drink and listen to juke boxes will continue to find it necessary to have food on hand in front of them.

The Maine House of Repre- sentatives has voted 100-43 against a measure which would have permitted these establish- ments to have liquor licenses without the requirement of a pub- lic.

One opponent of the bill, Rep. Summer T. Pike of Lubec, charged that prior to national prohibition years ago there was State prohibition in Maine and places serving liquor without food were "nothing but dumps and joints."
Wurlitzer Holds Seminars On Canadian West Coast

NORTH TONAWANDA, N.Y. — W. Peter and E. W. Baker of the Wurlitzer Co., recently spent two weeks holding informal showings of the new Wurlitzer 2900 Phonograph in Canada's West Coast.

The Dale Distributing Co., Vancouver, B.C., recently hosted operators Dale Johnson, Bert Jacobs, Ray Defreesne, George Curtis, Martin McIntyre, Marty Garrycick, Gordon Westwood, Patt Whitney, and Al Waterhouse. The House of Coin, Edmonton, Alta., recently hosted Harvey Van Duyn, Harry Tremby, Ollie Van Duyn and Mickey Adams.

On March 10-11, Southern Music Co., Calgary, Alta., was the site of a school for Dick Johnson, Wally Robertson, Ethel Erickson, Lorraine Bethel, and Alee Sinclair. Monarch Coin Machine Co. Winnipeg, Man., hosted March 12 operators Ted Savage, Leo Nichelson, Owen Pistor, Al Verenault, George Campbell, John Gass, Andy Petrakos, Maurice Basset, and Maurice Francine.

Canteen Hikes Stock Dividend

CHICAGO — Automatic Canteen Co. of America directors voted to increase the regular quarterly cash dividend from 15 to 20 cents per share. The increase takes effect with the next regular dividend, payable on July 1, 1965, to stockholders of record June 15, 1965.

Patrick L. O'Malley, president, said the increase, the fourth in the last 11 months, reflects the continued strong growth and earnings pattern of the past two years and cited the fact that the company has bank balances in excess of $25,000,000, only 40 per cent being required in operations. In addition, the company has retired bank loans of $17,000,000 with no short-term loans outstanding.

This dividend represents a 30 per cent increase since the company resumed quarterly dividend payments in May, 1964, when it adopted a 5 cent quarterly cash dividend payment.

Solon Admits

Continued from page 60

understand it?" He said he'd tried to get information about the bill from several congressmen and they asked him to write them a letter and they'd check it out.

However, Denver believes that the intention of the bill was to "include everybody and we don't have an angel hovering over us that will exclude us."

Musical distributor Harold Kauffman said he also felt the full depth of the new tax bill hadn't been reached.

The bill was passed by the State Legislature by a vote of 82-67 on April 14. Budget Bill #7216-811672, Article 28, enacts a State sales tax at the rate of 2 per cent of gross sales. The tax is collected from the consumer at the time of sales by the seller.

Food and beverages are exempt from the tax except candy and confections, soft drinks and fruit juices containing less than 70 per cent of natural juices.

Article 29 of the bill enables cities, counties and school districts to adopt two types of local taxes, including pre-machine vending taxes on all kinds of coin-operated machines. A blanket $25-per-unit sales tax was dropped from the original bill, according to Senator Laverne.

Mull Annual Show

Continued from page 55

From Italy, Faema S.p.A. of Milan introduced its new coffee vendor, Model E 61, which brewed aromatic coffee on the spot.

Also seen was the range of stockdial equipment on the stand of Stockdials Industrial Vendors, Ltd.

But undoubtedly the high spot of the show was the two tea-making machines using leaf tea. These were shown by the Delco-Vending Machines, Ltd., and Gloster Equipment, Ltd. Both units provided choice of black or white, sweetened or unsweetened tea with additional facilities for coffee, chocolate and soup. The Gloster VMS unit will serve 700 customers in 12-second adjustable cycles, while the Delco-Vending Tempus machine serves 800 and features an 0.25 second variable timer for variations of leaf grade and strength of brew required.

PHILADELPHIA — Jack Beresin, president of ABC Consolidated Corp., formerly ABC Vending Corp., was named general chairman for the annual Old Newboys’ Day fund raising campaign sponsored by the Philadelphia Variety Club, Tent No. 13, in cooperation with The Philadelphia Inquirer.

May 1, 1965, BILLBOARD
**What Do Copyright Hearings Mean?**

The first really new and practical Score Rack design in coin machine history...a boon to servicemen...a powerful new sales point for operators! Lazy Susan Score Rack swivel...turns in either direction for Score Rack servicing from either side of the game! Thoroughly tested and proved effective in actual location operation, Lazy Susan end service fuss and bother...no need to disturb location by moving game. Servicing is faster and easier.

**Los Angeles**

Bob Hoffman, a veteran of 15 years in vending and music, has been named manager of the Los Angeles branch of M. J. Stanley Company. He succeeds Marshall Allan, who has been named sales manager for the company and will call on offices located in Seattle, and Honolulu. Hoffman was with Vendo in Kansas City, where he was the manager, and the Los Angeles branch of Automatic Vending Sales.

Joe Bertelli, recently appointed Los Angeles sales manager of Bear and Big Bear, is in New York for his daughter's wedding. Jack Simon of Simon Distributing Company, spent a couple of days in Las Vegas, Nev., on business. Dick Schaffer is getting his line-up for the summer for Sing-A-Rite at Big Bear. Bill and Dorothy Worthy of Star Service were in Simon Distributing for the West Coast.

Maxine Shaffer, who was music programming director for Associated Coin Amusements, Inc., Los Angeles, has joined the local branch of the Wurlitzer Company. Darrell Clark is the new parts man at Wurlitzer, replacing his brother, Johnny Morris, who has been moved into the sales department. The Western factory representative, was in town to visit Clayton Ballard, manager of the Los Angeles branch.

Chuck Kluck, manager of the Los Angeles branch of R. F. Jones Company, spent a week in Honolulu. He was accompanied by his wife, Wanda, and during his stay at the coconut trees of Coffee Caterers is passing out cigars upon the arrival of his former secretary, Bill Schaefer of Bakersfield on the death of his father. The vending field was saddened by the death of Earl Schaeffer, a native of Coffee Time, who was killed in a Los Angeles freeway accident.

Tab Simon and Fred Allen of Bakersfield Music & Service Company, were recent visitors in Los Angeles. Pete Gallagher, a former record man, of Pacific Coast Amusements, has recently arrived from Cleveland. He is associated with Allentown.

**statistics**

The exclusive new Swivel Score Rack

The new Super Scooter design in coin machine history...a boon to servicemen...a powerful new sales point for operators! Lazy Susan Score Rack swivel...turns in either direction for Score Rack servicing from either side of the game! Thoroughly tested and proved effective in actual location operation, Lazy Susan end service fuss and bother...no need to disturb location by moving game. Servicing is faster and easier.

**Super Sonic**

**with**

**a Revolutionary First!**

The exclusive NEW SWIVEL SCORE RACK

**Los Angeles**

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**What Do Copyright Hearings Mean?**

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**See—try lazy susan servicing for yourself. Visit your Chicago coin distributor now!**
This new Wurlitzer Remote Speaker Wall Box works like a beaver in booths, bars and on counters to make more money for you. Any coin creates music, from a single selection for ten cents to a preselected program for a half-dollar at the press of the GOLDEN BAR. The sound is sensational. The design is beautiful. The extra returns are almost unbelievable. Talk to your Wurlitzer Distributor for details on the 200 and 100 selection versions with private listening speakers. The Wurlitzer Company, 109 Years of Musical Experience, North Tonawanda, New York.
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to become top sellers in their respective areas.

**WE REMEMBER SAM Cooke**
Mike Tyson. Motion/529 (M)

Add another one to this well-assembled program of hits associated with the artistry of the late Sam Cooke. The late Cooke's voice and musical style are evocative in the best sense of the word. The program, which includes the hits "Two Hearts," "The Harder They Fall," and "First Time Ever I Saw Your Face," is a well-rounded selection of great hits.

**GERRY AND THE PACEMAKERS GREATEST HITS**
Ladies Who Spin/3031 (M); SLP/3031 (S)

This British group is making it real big on these shores, and their current single, "I'm Sorry," is among the top sellers in the country. The group's every fan will be delighted in this gathering of their past hits, plus a few new ones.

**I LOVED YOU**
Johnny Mann Singers, Liberty LRD 4411 (M); LST 4411 (S)

The saxophone work of the Johnny Mann Singers has been so popular that their current release of past hits with their version of "Stars Are Born" and "I'll Remember," is a classic feature. The recording is a standard.

**SOUPY SALES SEZ DO THE MOOSE**
ABC-Paramount ABC 517 (M); ABC 517 (S)

If Soupy's fame spread nationally, he will be the biggest thing in the industry since the Beatles. If you use these Soupy disco hits, you are sure to please. His recording of the single chart hit, "Soupy's Theme," is a heart-stopper, and "Soupy's Theme," is a true winner. For Soupy's package, it's a winner.

**THE RONETTES**
Colpix CP 486 (M); SCP 486 (S)

With Veronica in the lead, the talent of the group shines through in a manner that is already legendary. The group's repertoire is primarily rearranged, but the sound is reorganized with young vocals and in the r&b market.

**SILVER ANNIVERSARY**
Liberty, Dot DLP 5959 (M); DLP 2902 (S)

Liberty's 25 years in these business is shown on effective talent in a dynamic package that contains some of his best works. It's a huge record a great deal that includes "I'm for You" and a cast of great performers. Theprogram is a well-rounded package.

**THE BELIEVED MELODIES**
Stephen Foster Eric Rogers Chorus & Orch. London SF 4830 (S)

The old Fosteready-made by Eric Rogers Chorus and Orchestra, captures the excitement of such Foster favorites as "Camptown Races" and "Oh! Susanna." The program also includes "Dixie" and "Jubilee." The music is well done and the program is a well-rounded package.

**THE THRILL IS GONE**
Maureen Tomson Carol CRL 7148 (M); CRL 7148 (S)

New voice in the world of female pop singers. Her voice is well suited for the music of "Camptown Races" and "Oh! Susanna." The program also includes "Dixie" and "Jubilee." The music is well done and the program is a well-rounded package.

**MUSIC FOR POLKA LOVERS**
New Yorkers, Pant MBL 2101 (M); Pant MBL 2101 (S)

A well-rounded selection of great polka favorites and hits of the past are sure to please. The program is well suited for the music of "Camptown Races" and "Oh! Susanna." The music is well done and the program is a well-rounded package.

**RHYTHM & BLUES SPOTLIGHT**
Soul Time Jackie Wilson, Brunswick BL 794118 (S)

When it comes to putting your best foot forward, Jackie has few equals. He packs in big, tonal shots, moving like a hurricane. Among his hits are "My Girl," "Don't Leave Me," and his deep version of "His Best," "Star Dust."