College Talent Buyers to Explore Booking Policies

By AARON STERNFIELD

NEW ORLEANS—Relationships between the buyers of talent for the college market and booking agencies will come into thorough examination at the annual convention of the Association of College Unions which is taking place at the Roosevelt Hotel here.

The Monday morning (21) session is entitled "Know Your Agent: Read Your Contract," Hans Hopf, of New York University and chairman of ACU's Relations With Artists Representatives, will moderate the session.

ACU maintains six regional houses which enable colleges to check up on the performance of booking agents. Each school turns in a full report on how the agencies have lived up to their commitments, and this information is passed on to member schools.

Some 725 delegates representing 315 schools are on hand for the meetings. ACU has 700 member institutions and represents most of the nation's 6,000,000 college population.

Agencies on hand during the convention are Ashley Famous Agency, Associated Booking General Artists Corp., Keedick

(Continued on page 10)

Indie Publishers Are Swinging To the Double-Duty Performer

By MIKE GROSS

NEW YORK—The independent music publisher is turning to the writer-artists as his link to recordings. In signing deals with writers who can also perform on disk, the publisher has an assured disk showcase for his copyright and can thus avoid the long waiting lines in front of an artist's and repertoire man's office and overcome the growing competition for a disk release coming from independent record producers who record their own songs with their own artists.

Speareheading this move to writer-artists deals are Artie Mogull, who recently set up his own operation after leaving Music Publishers Holding Co. In addition to running Bob Dylan's publishing company, Dwight Markie (ASCAP), Mogull has, on his own, formed Calise Music (ASCAP) and Albit Music (BMI).

For Califor, Mogull has already brought in six songs by Ervin Drake, writer of the Broadway musical, "What Makes Sammy Run?" and the pop song, "It Was a Very Good Year," which won a Grammy for Frank Sinatra in the "Best Vocal Performance by a Male" category.

Mogull, who concentrates on folk artists, feels that Drake is the only musical theater writer who can successfully bridge the

(Continued on page 10)

Color-Sonics to Be B’way Trailer

NEW YORK—Color-Sonics is now concluding deals with Broadway musicals and its stars as well as top recording acts for showcasing in its color-reproduced machines. Billboard first reported the advent of Color-Sonics in the Feb. 15 issue.

Color-Sonics is in production of the new machine and plans to begin shipping by May 15. The machines will be used in nightclubs, cocktail lounges, restaurants, bars and grills and bowling alleys throughout the world.

Stanley Green, president of Color-Sonics, is currently negotiating with the producers of "On a Clear Day You Can See Forever," to have the stars of the musical, Barbara Harris and John Cullum, record entire sequences from the show for Color-Sonics distribution.

Green points out that this would be a revolutionary promotion in pre-selling Broadway shows. "We will have Color-Sonics theaters throughout the country and we feel that new Broadway musicals would have an added promotional advantage in presenting a popular song from their show to many potential out-of-town show seekers. In other words, this is a variation of promoting a Broadway vehicle as first introduced on Ed Sullivan's TV show."

Negotiations On

Green also indicated that negotiations are currently going on to sign some of the top recording artists in the country by June of this year. He added, "This will enable us to provide juke box operators with the type of artist and exciting merchandising the viewer is seeking. Advantages in the technical areas have been accomplished. Due to the development of our new film cartridge, we have a sound that equals the finest in phonograph audio system while, at the same time, the cartridge provides the same simplicity for changing, as in a record."

H. Schwartz, executive vice-president of Color-Sonics, who headed the creation and

(Continued on page 10)

GATHERING A SALES STORM/THIS DRAMATICALLY DIFFERENT ALBUM (INCLUDING NATURE'S DYNAMIC SOUNDS)
AL's BIGGEST SINGLE YET!
#8774

Exclusive recording artist
RCA VICTOR

Personal Management
GERARD W. PURCELL
ASSOCIATES, LTD.
210 E. 53 Street, New York 22, N. Y.
(212) PL 3-7602
A Self-Improvement Drive Is Blueprinted by NARA

NEW YORK—The National Association of Record Merchandisers and National Association of Recording Executives launched a 30 record company and radio executives and advertising agencies.

One of the major announcements was the formation of a new album featuring the world's major pop songs by the national artists. The album will be similar to the album sponsored last year by the National Association of Book Publishers in Chicago; but not intended to solicit orders from retailers. The album is expected to be completed this summer. The artists are: Martin Gilbert, who has been the star of the album-sponsored concerts. The album, which has been popular with radio and television stations, will be available in limited quantities.

Those attending the meeting were informed of NARA's recently launched monthly newsletter, plans for group and annual meetings, plans for expanded conferences, plans for the coming year, and plans for the coming convention.

The meeting was held at the Hotel New York, in a large ballroom, and was attended by about 200 people.

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March 26, 1966, BILLBOARD

S-W's Grand Design for Overseas

NEW YORK—Scepter-Wand Records is making a king-sized bid for the overseas market. Since the first of the year, when the company announced that it would take over the management of four of its labels, including S-W, the company has been moving forward with its plans. The company has signed a number of new artists and is planning to release a number of new albums in the near future.

Dave Kapp Is Elected President of RIAA

NEW YORK—David Kapp, president of Kapp Records, Inc., was elected president of the Record Industry Association of America last week. Kapp, an industry veteran, has been associated with the company for more than 20 years. He succeeds Fred W. Johnson, president of Columbia Records, who has held the position since 1960.

Also elected by the RIAA, whose members produce more than $1 billion in sales annually, was a new president of ABC-Paramount Records; Penny Saltor of Decca Records, and Bob Summers of Monument Records.

Hollywood—The Metric-Travis-Mint Pitch on Blues Front

The publishing combine, which owns many vintage copyrights, is planning to release a series of seven demo discs along with sheet music to air on all over the world. The group has released an album in England, which has been well received.

The group has been active in past years with a blues-influenced movement as typified by the works of the Stones and Animals.

The seven 45s are packaged in a single album under the title, "The Best of the Blues" and "Famous Blues," "Black Night," "Trouble Blues" and "Everybody's Got Troubles," Joe Domino's "Blues Monday," "I'm In Love Again," "Let The Whole World Blow" and "Valley of Tears," and "All Is Well and Happiness Depends on You," "A Real Man," and "Hello My Love" and "Lightnin' Hopkins' ""Mississippi Annie."" The material demonstrates the company's concept of blues for the past 20 years. Metric's general manager Mike Gershman and his assistant, Mike Schwartz, have been involved in the planning of the album, which is designed to show today's adrr how the blues have been sung and that this material is very valid today. The group is also exploring new blues-influenced music.

One of the mothers of the blues, the Warner Bros. "Club of America" and the Warner Bros. "Club of America" will release a number of albums in the near future. Kapp produced the Andrews Sisters, Bing Crosby, and the Ventures, and he helped launch the careers of Mary Martin and Mel Torme.


Sandler Bows Firm

MINNEAPOLIS—Hy Sandler has resigned his post as an administrative vice-president of Liberty Records, Inc. to form his own company. Sandler, who is well known in the entertainment industry, is currently working on a number of projects.
Imperial Adds To R&B Set-Up

11 Albums Kicking Off London’s Intl. Drive

NEW YORK—London Records is embarking on a driving motion that will put its product on the charts in a way which will run through the end of the year. The list of albums kicked off with the release of 11 albums, one of the largest single releases in the firm’s history.

London has built up its sales of international albums in all of the more than 30 national and regional areas recently covered. According to Herb Goldfarb, London’s national sales and distribution manager, the sales upbeat is due to several key record factors, most important of which is the expansion of American tourism in overseas countries.

One of the most rapid expansions of traffic has occurred to travel to Hawaii, and, accordingly, London’s new release contains three new sets of Hawaiian music, which constitute the first Hawaiian entries in the firm’s catalog. These, like the rest of the new releases, plus the entire catalog of more than 200 albums, come under terms of the label’s SP-66 stocking contract, announced last December, which provides for a six-month tour release also includes albums of material from the San Remo Festival, Israel, Greece and Africa.

The company is putting a solid, long-range promotion and merchandising campaign behind the new international releases and the catalog, with store display material, empty album covers and stick, all part of the campaign. The firm also is receiving an 8% by 11-inch insert which will be sent out with the complete catalog, including the new releases, by country. The insert will be used in checking browser bins and is designed to be placed in a loose-leaf notebook. London is also planning a substantial radio distribution of the new product.

Herman’s Hermits of MGM Records received a gold disk two weeks ago in New York from the Record Industry Association of America—their fifth for singles and albums—for their “The Best of Herman’s Hermits” LP. From left, Charles Silverman, manager of the group, Mort Naskari, president of MGM Records; Karl Green, Herman, Barry Whitworth, Keith Hopwood, Derek Leckenby, and Harvey Lisberg, co-manager of the group. British customs officials impounded the gold disk when the group returned home. New MGM Records has to testify to its value before the group can get it back.

‘Color Me Barbra’ New TV Special

NEW YORK—Columbia Records is Peggying another LP on a TV special starring Barbra Streisand. The album, “Color Me Barbra,” will contain songs Miss Streisand will sing on her forthcoming CBS-TV special on March 30.

Included in the LP are songs by such artists as Mel Torme—“I Am Long Too Long at the Fair” and “Where or When.” In addition, Miss Streisand sings such songs as “Animal Crackers in My Soup,” “I’m a Woman,” “I’m Goin’ Yesteryear.”

Columbia has embarked on a major national campaign to promote the album. Beginning March 26 and continuing through March 30, special radio advertisements will be presented in 16 markets throughout the country and the March 26 issue of TV Guide magazine will carry a full-page advertisement for “Color Me Barbra.”

Distribution of a long-life lead acetate for use in this campaign includes a mirror-box flyer unit and related window streamers for retail use. In addition, four sheet—posters will be distributed on panel trucks will be distributed in 800 metropolitan market locations.

Named to Advise State in Investigation

NEW YORK—Thirteen music industry executives have been appointed to a special advisory committee by New York State Attorney General Louis J. Leffkowitz. Chief duty of the committee will be to assist the Leffkowitz office in its continuing investigation into fraud and bootlegging activities in the record industry.

Early call on the members of the committee for their recommendations in drafting evidence in the case, Leffkowitz said. He has introduced two new bills concerning the matter in the State Legislature.

On the committee are: Jerome H. Hiler, associate counsel, Federation of Musicians; Morton M. Drueben of Columbia Records; Fred de Groen of the American Federation of Musicians; Walter Gol DISH Ferris, president of RCA Victor Records; Sid Denim, president of Unit Artists Records; William M. Kaplan of ABC-Paramount Records; and Robert J. Copeland, counsel.

(Continued on page 56)

Anthony Music Sues Del-Fi

LOS ANGELES—Anthony Music has slapped Del-Fi Records with a $125,000 Superior Court suit, charging monies owed, fraud, breach of contract, and asking for an accounting and declaratory relief.

Anthony, through attorney Al Schlesinger, alleges that Del-Fi and Bob Keene received $300,000 for royalties on music in the spring or summer of 1962. The Anthony Music has not yet been paid the 6 per cent royalty on retail sales already received.

Anthony Hilder, principal stockholder in the music company, believes that the delinquent payments were by the Sentinels, Interstate, Imperial, Surf Tones, and the Centurians; also included was the LP, “Battle of the Boppers.”

Plaintiff is asking $60,000 in principal and $60,000 in punitive damages.

ITCC Will Test Vendor

NEW YORK—Larry Finley’s International Tape Cartridge Corp. will test a tape CARTRIDGE vending machine in a dozen locations for test in the States. The testing device will hold 120 cartridges (and can be equipped with a bin scanner to provide proper change for users. The machines will be tested in top traffic locations—clubs, stores, and other volume traffic locations. Finley said that if the test appears solid, his firm will make the venders available through ITCC’s distributors.

Hickory Signs Frank Ifield

NASHVILLE—Hickory Records has signed Frank Ifield, the EMI artist, for U.S. release. With the exception of certain European-based bookings, all new and some previously recorded material will be released in the U.S. under the Hickory label.

Negotiations for the contract were handled by Jim H. Firth, Acast-Rose Music manager on one side and Ron Ovens, Nashville-based EMI manager, and Peter Gormley, Ifield’s personal manager, on the other.

AGAC NAMES A 3d DISTAFFER

NEW YORK—The appointment of Gloria Shayne to the executive council of the American Guild of Authors & Composers gives the council its third female member. Members of AGAC’s policy-making body are Dorothy Iliffes and Kay Swift.

Miss Shayne, co-writer of "The Men in My Little Girl’s Life," is a member of the AGAC Policy Committee. She was born in London, England, and has studied music in London. She has written a number of successful songs and is noted as a writer and composer of a Broadway musical.

State Attorney General Louis J. Leffkowitz, chief duty of the committee will be to assist the Leffkowitz office in its continuing investigation into fraud and bootlegging activities in the record industry.

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(Continued on page 56)

&RC\C EBBETTS’ CHARTS WAY FOR RCA

NEW YORK—Sgt. Barry Sadler’s “Green Berets” have brought RCA Victor back to the top of the charts in a big way. The album, “The Ballads of the Green Berets” is No. 1 on Billboard’s "Top LPs,” and “Hot Country Albums” chart. The single, “The Ballad of the Green Berets” is in the No. 1 spot on the “Hot 100” and “Easy Listening” charts and in the No. 2 spot on the “Hot Country Singles” chart.

The single has sold over 2 million copies and the LP has passed the 1 million sales mark.

(Continued on page 56)
Come Alive with Joanie Sommers!

"You've Got Possibilities"
From "It's a Bird It's a Plane It's Superman"
c/w "Never Throw Your Dreams Away" 4-4367

The Warm Young Sound of Sommers.
On COLUMBIA RECORDS
Night of the Grammy a 14-Carat Gala

Sinatra, Alpert
Toasts of Coast

BEVERLY HILLS — It was indeed a gala night, for Frank Sinatra and Herb Alpert's Tijuana Brass in the eyes of NARASites. Single by single, the 1964 Grammy awards were announced.

The Warner Bros.-Reprise组合 won seven Grammys, with Sinatra's "My Way" and Herb Alpert's "Spanish Harlem" leading the 1964 Grammy awards. The pair also won for Best Performance in a Comedy category.

Mercury Records published four of the recording artists and the Grammy's "famous debutant" of the year, "Winners Will." The theme from "Winners Will" was awarded to the best performance in a comedy category.

Miller in Runaway, Captures 6 Awards

BY ELTON WHISENHEART

NEW YORK — The American Record Awards for 1964, or "The Grammies," were presented on Wednesday night at the New York Academy of Music in New York City. The awards were announced by the Recording Industry Association of America (RIAA).

Miller, who released his first album, "King of the Road," in 1964, won the awards for Best Country Performance, Best Country Recording, and Best Country Album. He also won for Best Country Singing and Best Country Song.

Miller's "King of the Road" album was released on Capitol Records and was nominated for the Grammy Award for Best Country Album of the Year. The album also won the Grammy Award for Best Country Performance by a Group or Duo.

In addition, Miller's "Takin' Care of Business" was nominated for the Grammy Award for Best Country Recording of the Year. The song also won the Grammy Award for Best Country Single of the Year.

These awards were presented to Miller for his outstanding contributions to the country music industry and his success in bringing country music to a broader audience.

TO EXPAIN LP CHARTS

NEW YORK — To expand chart coverage in the country and rock fields, Billboard has increased the numbers of LPs listed in the Country Charts. The number of records listed increased from 20 to 20, while the Top Selling R&B chart will now list 20 albums instead of 10.

In making the announcement, Billboard's Country Editor, J. Scott Schenker, stated that the change will better reflect the current上榜艺人和 their sales. The new charts will be designated in all categories in the country charts. The charts will be updated weekly, and the performers are records that register the greatest proportion of upward movement.

In addition, Billboard is now listing the performers of all records on the chart, and their Spotlight picks when that information is available.

NARAS CHAMPIONS OF 1965

RECORD OF THE YEAR
"A Song for You" by the recording artist and the producer.

ALBUM OF THE YEAR
"The Sound of Your Smile" by Frank Sinatra and the producer.

SONG OF THE YEAR
"My Name is Barbra" by Barbra Streisand and the producer.

MALE VOCAL PERFORMANCE
"It Was a Very Good Year" by Frank Sinatra and the producer.

FEMALE VOCAL PERFORMANCE
"A Taste of Honey" by Herb Alpert and the producer.

BEST PERFORMANCE BY A VOCAL GROUP
"Who's Sorry Now?" by Anita Kerr Singers (RCA Victor Records).
TWO GREAT RECORDS ON DUNWICH

Already over 65,000 in Chicago and breaking everywhere else!

GLORIA
Shadows Of Knight
Dunwich #116

NORWEGIAN WOOD
George Edwards
Dunwich #117

A powerful rendition of the haunting Lennon-McCartney tune!

DUNWICH
Distributed by

Management: Paul Sampson
TAPE CARTRIDGE

Music City Chooses 5,000 Titles in CARtridge Push

by Larry Finley

HOLLYWOOD—Music City has selected 5,000 titles to represent Gruss, the new motion picture tape vehicle, in a regional market test of tape CARtridges. The five-store chain hopes to have its in- tervention program up and running before the end of the year.

The chain developed its own merchandising method for selling cartridges and hopes to continue its sale of the cartridges behind the LP counter. The system involves a specially prepared 7 x 4-inch laminated cardboard box in which the chain will ship tape CARtridges with real-to-red cardboard cards in one over-all tape section.

Since the stores are famous for their audition disk-listening booth facilities, the customer will listen to a demo disk in a private booth before obtaining a fresh copy. Casson thinks customers will accept bringing the demo card to the counter to get the cartridge.

To further avoid stealing, each cartridge will be skin wrapped on a larger sized cardboard backing which cannot be slipped into a unit pocket. The one weak link in the store's operation which will not portend trouble, Casson admits, is that once the customer has picked up the cartridge he has to walk the checkout counter where the sale is transacted.

Bill Hanna, the store's album buyer, is handling cartridge purchases. Initial product will be from Munz Stereo-Pak, Auto- stereo, ITCC and RCA Stripes. The three distributors are regional distributors as they do not carry products for any other retailer.

Casson explained that the first cartridge order was based on a comparison of the distributor's catalogue and sales reports from pins, which normally lead to exhibition.

From the retailer's standpoint, there are several initial problems.

Cap. Forms Duplicating-Loading Division to Handle CARtridges

HOLLYWOOD—Capitol Records is forming a duplicating-loading division to handle tape CARtridges. The first release of over 50 cartridges will be timed with the debut of 1967 General Motors and Chrysler cars. Davis, President Adan Livington, Capitol's president last week.

George Jones, manufacturing and engineering vice-presi- dent, will head up the new division of the cartridge duplication and loading operation. Capitol recently signed an agreement with Ele- ltron, enabling it to eventually manufacture its own eight-cartridge duplication equipment. Capitol's marketing strategy is to use cartridges from other cartridge suppliers.

One of Livingston's driving goals has been to control his company's product through agreements with manufacturers enabling Capitol to avoid paying high royalty payments to per-cartridge, the company is working on tape duplicating agreements with Wollensak, high efficiency, a major competitor in the eight-track field. The company has already ex- plorily producing new tape in research and development into cartridge duplication over the past year, the company, Capitol will enter the cartridge field with an array of specially prepared equipment manufactured by Geolac Electrophysics of Hollywood.

The label reportedly invested heavily in order for Capitol to develop its own equipment prototypes which are already being tested in the field. The new production equipment includes a master duplica- tor-recorder which transfers two channels directly to the eight- track master tape, a playback unit which feeds in an unmodified tape, a tape duplicator for production and a machine for finishing. Estimated cost of the system has been $5,000,000.

As part of Capitol's agreement with Wollensak, the record company has world-wide sales rights to the equipment and will offer it to any future manufacturer who signs a master-recorder or duplicating firm.

The system has a work force of over 50-60 persons to handle duplication and loading of cartridges and will be sold by manufacturers who wish to enter the field.

The duplication-loading proc- ess will be housed in a separate facility outside the headquarters building. The location is not yet set, but with three schools of thought applicable: a facility within five miles of the Tower, a facility near near cartridge manufacturer, or a facility near popular music industry center.

Capitol will purchase finished cartridges now but could develop its own cartridge in the future. Livingston thinks, however, that the company could not develop a new cartridge without violating some patents already established on existing cartridge systems. Capitol will set a competitive price for its product, the exec- utive noted and will try to refer to it either a tape or cartridge record.

The label's regular sales force will handle the car- tridges through company-owned branches. No separate tape car-tridge wing is being formed within the distribution corps.

Livingston candidly admits that eight-track does not offer.

Tape CARtridge Industry

A Spotlight of Photo Show

CLEVELAND — The tape CARtridge industry was well represented at the Master Photo Dealers and E倕otors Association con- vention which closed here March 10. The four-day show covered almost all 7 x 4-inch photo dealers, featured displays from over 100 manufacturers involved in the tape cartridge business.

The buck of the display was concerned with playback units for car and home. And 3 M's display of its Wolfsenak line featured the home tape car-tridge player - recorder unit. Craig-Panorama displayed its four-track store unit, while Sentry Industry show- cased a four-track auto player to 20 dealers for $129. The "Carry-Corder," a portable record player which the Philips cartridge was invented by Norcado Industry, and Auto- matic Industries, with a playback unit including a pull- out speaker, is available for home use with an AC adapter.

Dot Backs Non-Exclusivity

HOLLYWOOD—It's to Dot Record's advantage to match tape CARtridge duplicators on a non-exclusive basis, believes President Randy Wood. A record manufacturer makes more coverage today by using less duplication, Wood replied in answer to the query to the firm's president. Dot does not distribute its own products.

The situation could change, Wood continued, if the demand rose. Despite the record from record stores became so strong that the company, an agreement was called upon to play a significant part in moving the product.

At present this is not the case, Davis says, and the dap agreement with Wollensak-Capitol and Auto- stereo.

Wood says he was cautiously watching the way the industry was progressing in its dealings with cartridges. He called sales "excellent" for such artists as Bill Welk, Lawrence Welk, the Mills Brothers, Pat Boone and Eddie Fisher.

General Motors makes its models available, the busi- ness "will break," Wood thinks, and if the public accepts eight-track, that will be the testing grounds.

Duplicators have approached Dot, Wood said. "They sure should, because the record from record stores became so strong that the company, an agreement was called upon to play a significant part in moving the product.

Ultimately Dot's branches will handle cartridges. The dupli- cator manufacturer is the prerogative, Wood said.

Dot Tape CARtridge News on Page 18

SOMETHING TO SINK INTO

BEVERLY HILLS — Stereo CARtridge tape players are being sold in busy department stores and specialty shops in the entertainment heartland. The equipment is sunk in the furniture and out of sight.

Sonic Systems

In Job Cutback

VAN NUYS, Calif.—Sonic Systems, a supplier of Audio- tronic to manufacture private brand CARtrage has cut back its working force. John Beasley, general manager of the firm formed last December, said the cullout was a result of a customer not fulfilling its commitment which forced a re- duction in the production team.

Sonic Systems is currently supplying 13 accounts, Beasley said and has 27 persons on the production line. Approximately 50 persons were let go including engineering head Eric Seigle and production chief Russell.

Muntz Unit to Play 4, 8 Tracks

VAN NUYS, Calif.—A playback unit reportedly able to play four and eight-track CARtrage is under test in the Muntz Stereo-Pak. The unit will sell for around $199. Coincident with the release of the equip- ment, Earl Muntz said he would bring out an outback holding eight albums of repertoire in regular-album eight-track cartridges.

The price for this eight-track package has not yet been de- cided, but it will be set around $29.

Because of his acclaimed dis- aword for the current status of the eight-track system, Muntz said he would bring out more than one album in regular-eight-track cartridge to help solve problems with existing playback units.

Music Trends will take eight-track cartridge will be purchased from an out- sider and is designed to fit the Fidellac package the offers the best features for con- tinuous loop tapes.
This is the only album with the true story of how Batman & Robin came to be!

This Album is the ONLY Low-Priced Set With Dramatic Episodes AND The Sensational Theme Music! CH-1019

Leo The Lion Records is a division of Metro-Goldwyn-Mayer Inc.
Indie Publishers Are Swinging
* Continued from page 1

gap to the folk field. "It was a Very Good Year," for example, was originally commissioned by Mogull for the Kingston Trio. It was also recorded by the Brothers Four and the Chad Mitchell Trio before Sinatra picked it up last year.

It is for the Alpert firm, however, that Mogull is following the formula he established at MPRC of wrapping up deals with artist-writers. During his four and a half years at MPRC, Mogull signed 37 writers who also record, and their disk sales backlog comes to about 250 million copies.

Already lined up by Mogull for his Alpert firm are Dave Van Ronk, who records for Verve Folkways; Bill Hines, who records for Epic; Paul Arnold, who records for Kapp; Les Poulou, a Canadian group who records for MGM; and Eric Von Schmidt, who records for Elektra. Mogull also has signed Carl Watlande, a Japanese-American folk singer; Paul Clayton and Ellen Kingsley, although they do not yet have a recording deal. Mogull has cut masters with these three artists and plans to sell the masters to recording companies.

In addition to his music publishing activities, Mogull, in collaboration with Milli Onkan, has made a deal with the MacMillan Co., book publishers, to do a series of folk song collections. The first book, due Aug. 1, will be a "fancier" collection of folk songs submitted by 50 top folk singers.

Mogull also has a managerial deal with all the writer-artists he's signed to Alpert with the exception of Dylan, Van Ronk and Eric Von Schmidt.

Although his stress is on folk songs and folk artists, Mogull is open for other deals. Along this line, he recently acquired the rights to "Speak Softly, Love" from the British film "Sky West and Crooked," starring Hayley Mills. The score for the film was written by Malcolm Arnold. 

SALESMAN WANTED
Aggressive salesman presently calling on dealers, distributors and record buyers can earn big money with our best-selling recording line. Over 400 titles, including kid'da records, budget lines and regular LP selections. This is a newly established division to sell directly. Replies held in strict confidence.
DON GABOR
30 East 42nd St., N.Y.C.

Color-Sonic to Be 'B'way Trailer
* Continued from page 1

development of Color-Sonic's theater, disclosed that the company has a 15-year exclusive arrangement for the coin machine rights to the Kaufman Camera Equipment Corp. Mark IV, cartridge projection system. Schwartz said, "We are manufacturing our own continuous loop sound and film cartridge which along with the unique and field-proven Foxchild projector is the heart of our Color-Sonic theater."

Color-Sonic's is the first completely American designed and built equipment of this nature, utilizing projection mechanism and "off-the-shelf" components. These factors are primary considerations if a film becomes inoperable because the Color-Sonic theater does not require a service call, but merely automatically replaces the faulty cartridge and continues to function. Color-Sonic also maintained that because of the simplified cartridge and delivery system, it can offer a practical, low-cost package.

College Talent
* Continued from page 1

To Lecture Bureau, Perenchio Artists' Representatives and William Morris.

During the four-day meet, schools confer with booking agencies and line up dates for the upcoming academic year. They also have the opportunity to discuss the problems that crop up between contract and performance.

In the last few years the college concert stage has become one of the prime sources of income for recording artists, and booking agencies are paying increased attention to this medium.

Up for discussion will be the role of the paper agent.

Billboard will be represented by Hal B. Cook, publisher; Claude Hall, radio-TV editor; Leslie Hyland, sales manager, and Gerry Platt, promotion manager.
WON'T YOU BELIEVE...
I'M A SIZZLING HOT HIT FROM DOVER!

NEW ORLEANS - LOS ANGELES
CLEVELAND - DETROIT - BALTIMORE

BAREFOOTIN'
(ROBERT PARKER)
ROBERT PARKER

FRISCO
RECORDS, INC.

MEN OF WAR
(AL REED)
THE ROUZAN SISTERS

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Executive Records

publicity, promotion, and public relations for Mainstream and Time Records. Miss Lipman, who was last with the American National Theater & Academy (ANTA), will be in charge of communication with the press, radio and distributors.

Howard Alperin named national sales manager for Record Sales, national distributor for Somerset, Stereo Fidelity, Audio Spectrum, Alshire Presents and Tempo labels. Alperin has been with the Al Sherman organization as a salesman since last September. Named Eastern sales manager is Marvin Price.

Russ Vail named national credit manager of Capitol's distributing organization. Vail replaces Howard Dutcher who recently passed away. He will operate from the company's Scranton, Pa. plant. A replacement for Vail as Eastern credit manager.

Tommy Kaye recently joined the sales department of Scepter Records.

Turntable

Dick DaBols named field promotion man for ABC-Paramount Records, and Mike Ross named New York promotion man. Both report to Mike Reesor, national promotion director. DaBols had been road manager for the Mumbles and also had been a sideman in many recording sessions. Ross will headquarters at Jet Record Distributors, ABC-Paramount's New York outlet.

Mrs. Lucille M. Wirt was elected to the boards of directors of Edward B. Marks Music Corp. Mrs. Wirt is the daughter of the late Mitchell B. Marks, who was a vice-president of the music publishing company until his death a few years ago, and a sister of the late Robert B. Marks, who later held the same position. In another appointment at Marks, Robert Jewel has been named director of special projects, a newly created post. Jewel's work will include matters concerned with promotion, certain aspects of sales and various operations requiring special investigation. The order department, previously headed by Jewel, will be in charge of George Bickman under the general supervision of Jewel.

Kevin Knox Set Up
By Paul Kirk

NEW YORK—Paul Kirk has organized Kevin Knox Enterprises here. The firm consists of an r&b and pop label, a gospel label, a management firm and a publishing company.

First release on the r&b label is "No Explanation," with the Jetties (no connection with the Tartam-Motown publishing firm, Jobete Music).

The gospel line, Golden Beam, is handled by David Os- bia. The label has signed Sand- ra Citlimes and the Manhattan Special.

Kirk said he is in the market for masters.

The executive line-up at Kevin Knox also consists of Stanley Price, promotion; Don Kirkpatrick, production and management, and Nat Edmonds, ad.

The publishing firm, Nan Music, is ASCAP.

Picture Highlights

MORE THAN 900 artists, record men, songwriters, publishers, and fans attended the NARAS Grammy Awards ceremonies Tuesday night (15) in New York.

Mr. and Mrs. Nasatir, president of MGM Records, are shown with Astrud Gilberto, right, one of the label's leading artists.

HARRY BELAFONTE and MIRIAM MAKEBA were awarded Grammys for their RCA Victor album "An Evening With Belafonte/Makeba"—the best folk recording. At right is Clay Cole, TV personality, who served as a presenter.

Mr. and Mrs. Harry Jenkins of RCA Victor were among the attendees.

BARRY SADLER sang his hit "Ballad of the Green Be- rits" for the audience.

STATLER BROTHERS—they won two awards, ac- cepted this Grammy for Best New CW Artist. Pre- senter was Ray Stevens, producer for Monument Records.

BIG WINNER—Roger Miller (center) lined up his six Grammy awards and is congratulated by Eddy Arnold, president of the Nashville chapter of NARAS. Mrs. Miller is at right.

Sinatra, Alpert Toasts of Coast

song of the year and the full score was tagged best film origi- nal score.

The RCA album "Jazz Suite on the Mass Texts" won two Grammys, with California com- poser Lalo Schifrin accepting the original jazz composition award. Photographer Ken Whitmore accepted his award for photograph- ry in the LP cover category.

Choral singer Anita Kerr, who recently moved to Cali- fornia, went home with two awards for LP's cut in London and Nashville. The categories were best vocal group ("We Dig Mancini") and best religious re- cording ("Southland Favorites.")

George Beverly Shea with the Anita Kerr Singers.

This year's awards presenta- tion moved smoothly and of- fered light touches through the 12 albums by Jerry Lewis plus

NOWHERE MAN FOR CITATION

HOLLYWOOD—"Nowhere Man," the Beatles' current chart single, is being groomed for RIAA gold disk certification. Capitol claims the single sold nearly 750,000 copies in its first eight days of release and since Feb. 28, when it passed the mil- lion sales mark, it has averaged 72,000 copies per week. When the record is certified, it will be the group's ninth gold single.
of Grammy Fetes

**NASHVILLE WINNERS—**Three of the Anita Kerr Singers are in the front row. From left: Louis Murray, Dottie Dillard and Gil Wright. Miller is in back row, center, flanked by the Stacker Brothers.

**THE SANDPIPER.** Grammy Award-winning movie soundtrack released by Mercury Records, brought company vice-president, Kenneth Myers, into the spotlight to accept award from E. Rodney Jones in Chicago.

**THE SWINGLE SINGERS** received their fourth Grammy Award last week. Philips Records producer manager Les Simon (left) is seen accepting the award from Chicago NARAS Chapter president Joe Wells.

**MC JERRY LEWIS,** left, with A&M’s owner—four Grammy winners. Jerry Moss, center, and Herb Alpert.

**MRS. RAMSEY LEWIS** accepts Grammy Award on behalf of her husband and his trio in Chicago. Also pictured, master of ceremonies E. Rodney Jones (left), Chess Producing Corp. Vice-President Eamon Edwards and co-emcee John Sipple.

**ANITA KERR** heads to the stage to accept her two Grammys.

**A BEAMING JODY MILLER** after receiving the top female country award.

**LAINIE KAZAN** with a powerful interpretation of a nominated song.

**WARNER BROS.** music department chief Sonny Burke accepts one of four Grammys won for Frank Sinatra product.

**of Grammy Fetes**

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| #7 | THE BUS STOP (I'M LEAVING)-Jerry Lee Lewis, Sun 2152 |
| #8 | MAKE ME WALK IN YOUR SHOES-Elvis Presley, RCA Victor 3921 |
| #9 | MAKE ME WALK IN YOUR SHOES-Elvis Presley, RCA Victor 3921 |
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## MIAMI

| #1 | BAYOU TEQUE-Frankie Laine, RCA Victor 4626 |
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There's a BOONE DIST. in Your Area

Boone Record Company, Inc.
U.S. Route 42, Union, Kentucky
Phone Area Code 606 384-3384

In Canada—Sparton Records

Knows It! 1038

Sound Format Pick Hit

Arizona, Phoenix
3838
34252

Calif., Los Angeles
3838
5471

Calif., San Francisco
3838
7518

Colorado, Denver
3838
9521

Connecticut, Hartford
3838
8881

Florida, Miami
3838
1223

Illinois, Chicago
3838
9599

Kansas, Topeka
3838
6520

Louisiana, New Orleans
3838
5888

Louisiana, Shreveport
3838
2862

Maine, Portland
3838
6320

Massachusetts, Boston
3838
7030

Missouri, Kansas City
3838
3123

Missouri, St. Louis
3838
6901

Montana, Great Falls
3838
3724

Nebraska, Omaha
3838
8886

New York, NY
3838
8881

Ohio, Columbus
3838
5549

Oregon, Portland
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8881

Pennsylvania, Philadelphia
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8881

Virginia, Richmond
3838
8881

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In Canada—Sparton Records
### POP SPOTLIGHTS

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

- **BEACH BOYS—SLOOP JOHN B** (Prod. by Brian Wilson) — New musical, this rhythm revival of the Kingston Trio hit with exciting production will quickly equal their "Barbara Ann" smash. Flp: "You're So Good" single. BMI. 
  - **Curtis in Bete**, with VAUGHN-IMPRESSIONS — On big (MAJORITY—Truly by Peer on the Other side). 
  - **THE CINDY's** — Truly by Peer on the BMI. 
  - **THE CINDY's** — Tridon, SPOTLIGHTS Go By. 
  - **PEOPLE—NO ROOM IN MY HEART** (Prod. by Webb King) — March rhythm tune. BMI. 
  - **THE BACHELORS** — The BACHELORS—One Little Child. BMI. 
  - **CONNIE HAINES** — What's Easy For Two Is Hard For One (Prod. by William Robinson). 
  - **THE IMPRESSIONS** — Too Slow (Chow-Sound, BMI). 
  - **PAT BOONE** — A Well Remembered, HIGHLY THOUGHT OF LOVE AFFAIR (Prod. by Tony Hatch) (Northern, ASCAP) — A highly commercial side by Boone on this singing Tony Hatch tune with big dance beat aimed at the teen market. 
  - **LAUREN PRICE** — My Heart Breaks On Lonely Nights ( حقيقي الموسيقى ونوتينغهام, ASCAP). 

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

- **TRINI LOPEZ—I'M COMIN' HOME, CINDY** (Prod. by Don Costa) (Triton, BMI) — Existing Lopez performance on his own dance beat production number for a top-of-the-charts contender. Flp: "The 3rd of May" (Pentecost, ASCAP). 
  - **THE SEEKERS—SOME DAY, ONE DAY** (Prod. by Felix Pecora) — New rhythm based ballad from the pen of Paul Simon is given an exceptional vocal by the group. Could equal their "I'm Gonna Get You" hit. Flp: "No One Knows The Trouble I've Seen" (Chappell, ASCAP). 
  - **THE BACHELORS—LOVE ME WITH ALL YOUR HEART (Poor Earl), BMI** — Exciting up-beat revival of the Ray Charles Singers' hit by the swinging group is sure to equal their smash hit single. Flp: "There's No Room in My Heart" (Milane, ASCAP). 

**COUNTRY SPOTLIGHTS**

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

- **SONNY JAMES—TAKE GOOD CARE OF HER** (Prod. by Larry Hughes) (Passion-Rochel, BMI) — A strong Monument debut for the singer on this Cindy Walker ballad which will fast find its way up the country chart. Flp: "How Do You Know" (Mono, BMI). 
  - **BILLY WALKER—THE OLD FRENCH QUARTER** (Prod. by Fred Tidwell) (Marmora, BMI) — A strong Monument debut for the singer on this Cindy Walker ballad which will fast find its way up the country chart. Flp: "How Do You Know" (Mono, BMI). 
  - **RAY PRICE—A WAY TO SURVIVE** (Prod. by Don Law and Frank Jones) (Pamper, BMI) — Emotional pop vocal by the singer with a backing group that will fast replace his "Don't You Ever Get Tired Of Hurting Me" hit on the country chart. Flp: "You Ain't Crazy Yet" (Pamper, BMI). 
  - **HANK WILLIAMS—I'M SO LONESOME I COULD CRY** (Fred Rose, BMI) — Williams' classic is updated with strings, horns, and piano chord backing on a top-of-the-charts entry. Excellent production work on the "modern country" background. Flp: "You Win Again" (Fred Rose, BMI). 
  - **JEANIE SELBY—DON'T TOUCH ME** (Prod. by Fred Rose and Edward, BMI) — Excellent reading by the fine vocal stylist of an exceptional Hank Cochran ballad charted all the way on the coast this summer. Flp: "You Tied Me In Knots To My Heart" (Pamper, BMI). 
  - **VAN TRO-ap—BORN TO BE IN LOVE WITH YOU** (Prod. by Hank Hunter) (Stoneshow, BMI) — The country music composer since his hit ballad with up-beat lyric and excellent instrumental production backing for a top-of-the-country-chart contender. Flp: "I'm So Good To Be Loved" (Superhouse, BMI). 

**R&B SPOTLIGHTS**

**TOP 10 Spotlights—Predicted to reach the top 10 of the HOT R&B SINGLES Chart**

- **JACKIE WILSON—BRAND NEW THINGS** (Prod. by Nat Turnog) (Merriemae, BMI) — Two brand-new killers for Wilson will quickly hit the R&B chart. Shouting vocals with solid instrumentation have strong pop possibilities. 
  - **SOLOMON BURKE—I FEEL A SIN COMING ON** (Prod. with instrumental arrangements) (Floyd Crumm piano style and choral backing of soulful Burke vocal for a top-of-the-r&b-chart winner. Strong potential for the pop market. Flp: "Mountain of Pride" (Pronto-Vielki, BMI). 
  - **SAM AND DAVE—HOLD ON! I'M COMIN'** (East-Prontom, BMI) — Soulful wallis-blues shouter with exceptional vocal performance by the duo will follow up bigger hit. "I Love You Like A Fool." Flp: "Everything I Need" (East-Prontom, BMI). 

**CHART**

**SPOTLIGHTS—Predicted to reach the HOT 100 Chart**

- **BOB BRAIN—My Heart Breaks On Lonely Nights** (高潮音乐, BMI). 
  - **LIPSY—Love Is Like A Fox** (MAMA, BMI). 
  - **THE BACHELORS—One Little Child** (高潮音乐, BMI). 
  - **CONNIE HAINES** — What's Easy For Two Is Hard For One (Prod. by William Robinson) — New ballad. 
  - **THE IMPRESSIONS** — Too Slow (Chow-Sound, BMI). 
  - **ROBERT MILLER—Lil' Shelf (Nashville, BMI). 

**CHART**

**SPOTLIGHTS—Predicted to reach the HOT 100 Chart**

- **LIEBROUD & WILSON—I've Gotta Be Me** (高潮音乐, BMI). 
  - **LIPSY—Love Is Like A Fox** (MAMA, BMI). 
  - **THE BACHELORS—One Little Child** (高潮音乐, BMI). 
  - **CONNIE HAINES** — What's Easy For Two Is Hard For One (Prod. by William Robinson) — New ballad. 
  - **THE IMPRESSIONS** — Too Slow (Chow-Sound, BMI).
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- 10 The Lonely Bull
- 11 South of the Border
- 14 Boots
- 19 Roger Miller/Golden Hits
- 20 The 4 Seasons Gold Vault of Hits
- 25 Back to Bach
- 26 Turanga Brass
- 27 A Man and His Music
- 30 That Was the Year That Was
- 32 Why Is There Air?
- 34 Houston
- 35 Crying Time
- 64 Michelle
- 99 Mom Always Likes You Best
- 71 Sinatra '58
- 79 Kinks Kindness
- 82 My Kind of Sound
- 87 Moon Over Naples
- 91 Boots Randolph's Yarrow Sax
- 94 Ormond Singer's Swing
- 96 Right Back
- 103 Lighthouse Strikes
- 104 Somewhere There's Someone
- 108 When the Boys Meet the Girls
- 110 Let My Mojo Working
- 115 The Sweetheart Tree
- 117 Shall We Again
- 118 If You Can Believe Your Eyes and Ears
- 120 The Rhythm Theme
- 121 Solid Gold Soul
- 122 My Kind of Sound
- 123 Big Sixteen, Vol. III
- 125 Get/Gilbert
- 130 Spanish Grease
- 133 Bill Cosby Is a Very Funny Fellow, Right?
- 134 Champagne Broadway
- 141 I Started Out as a Child
- 146 Arthur Prysock/Count Basie
- 147 An Evening with Tom Lehrer

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**Billboard**

**TAPE CARTRIDGE**

**Tip Top Joins ITCC**

LOS ANGELES — Tip Top Music, the Los Angeles operation of American Recordings and Privilege Distributors, a new firm, have joined the ITCC distribution network. Tip Top is a Larry Monroe, Monroe Goodman company; Privilege is a partner in the sale and distribution of compilation tape cartridges.

**ABC-Para to Go 8-Track**

NEW YORK — ABC-Para Mount Records will go into production of eight-track tapes, with the first release dated for February.

**Music City Chooses 5,000 Titles in Push**

envelope cartridges. There is much material available through different distributors, but there are few new deals available. One major deal is between A&R and the Beatles, enabling the Beatles to release 500 different albums available in tape cartridge form by May.

**Starday Deals**

NASHVILLE — As a result of the deal with the American Tape Cartridge Corp., General Recording and Tasman, Starday Records hopes to have some 100 of its country albums available in tape cartridge form with May.

**Tip Top Initial Order Covers 4- and 8-Track**

Tip Top's initial order covers four- and eight-track tapes, according to Johnson of Universal as soon as ITCC's tape plant is on the Coast. The plant will be the only open tape plant in the United States, according to Johnson.

**Cap. Dept. for CARtridges**

Continued from page 8

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FOR
BEST PERFORMANCE BY
A VOCAL GROUP
"YOU WERE ON MY MIND"
RISING BIG!

THE 5 AMERICANS
SMASH NEW LP
I SEE THE LIGHT

& The Explosive New Single
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“IN” BEAT - SANDY NELSON - LP-13203/EP-9306 - Uptight (Everything's Alright)
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"IN" BEAT - SANDY NELSON - LP-13203/EP-9306 - Uptight (Everything's Alright)
A Hard Day's Night, Dr. Beat, Just Like Me, Secret Agent Man, My Love, Up Tight (Everything's Alright), The Buck, Day Tripper, My World Is Empty Without You.

MY ANSWER - JIMMY McCracklin

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OUR MAN IN PARIS - FRANCK POURCEL


RADIO-TV programming

Self-Improvement Drive Blueprinted by NARA

- Continued from page 3

New York; Russ Sanjek of BMI; Tom Sims of McCann-Erickson Advertising Agency; Ken Knight, NARA chairman of the board and air personality at WXTV, Jacksonville, Fla.; Mike Berger of ABC; John Levy of John Levy Enterprises; William Reddick, Freedom National Bank; Clarence Avant of Avant Garde Enterprises and chairman of NARA fund raising; Tom Skinner of the Urban League and Larry Maxwell of Jay Records, and Paul Katz of Motown.

It was pointed out during the meeting that the 300 DJ members of NARA and the 200 allied members reached an estimated 10 million people daily and “this is the first time we’ve had a chance to address this caliber of a meeting,” Ken Knight said. “We came here not to criticize you for what you haven’t done, but to ask you for help. If advertisers want to take advantage of the Negro market, they’ve got to pitch in and help give young deejays a chance.”

Part of the topics were on better training of young R&B personalities—“If a man is not prepared, there’s no place for him,”-29...the fact that beginning deejays need experience and exposure and it’s up to radio broadcasters to contribute help in this respect.

The convention will be held in the Waldorf-Astoria Hotel and will include clinics, workshops, exhibits by national advertisers, a Woman’s Day, presentation of NARA awards for excellence in recordings and distinguished service awards for outstanding radio stations and personalities, and plans for the first NARA golf tournament.

Convention host is Jack Walker of WLIB, New York; Jack Holmes of WRAP, Norfolk, program convention host; Frank Merz, MGM Records, New York, chairman convention planning committee; Novella Smith of KBK-FM, Houston, chairman of hospitality and housing; Kay Williams, WDAS, Philadelphi, Herman Amis of WBNJ, Newark, and Larry McKinley of WYLD, New Orleans, golf tournament committee.

Motown Sets Up Promotion Arm

NEW YORK—Motown Records has established a separate promotion department, Gordon Prince, formerly head of sales of the firm’s VIP and Soul labels, was named national promotion director.

With the label’s expansion, John Coleman and Eddie Biscue have joined the record company to handle field promotion. Coleman, formerly an independent promotion man in Cleveland and Chicago, runs promotion activities in the South and the Midwest, operating out of Cleveland. Biscue, who worked previously with the Schwartz Brothers distributors, will handle promotion for the entire East Coast, working out of Baltimore.

Motown also announced that the label’s new promotion arm, which will be managed by Prince, will include a large force of area representatives who will handle promotion for the label’s acts. The new organization will include a sales staff. But Prince said the record company had a large force of area representatives who will handle promotion for the label’s acts. The new organization will include a sales staff. But Prince said the record company had grown so large this was no longer practical.

The separate promotion department was set up to “hold closer relations between radio stations and our labels,” he said. “We’ll be able to service radio stations never reached before by Tamla-Motown.”

The label’s national promotion staff is an important part of the new department. “Air personalities will now have somebody at Motown they can contact directly,” Prince said. “We decided that they would put more effort on album promotions; first drive will be to promote ‘Mr. Walker’s Soul Smoke’ on the Soul label. ‘Marvelettes’ Greatest Hits’ on Tamla, and ‘I Hear a Symphony’ featuring the Supremes on Motown. Last week, the label supplied Easy Listening stations in Billboard’s Radio Response Survey with copies of the Supreme’s album to commemorate the spread of populaity of the group. The same promotion will support a forthcoming album by Billy Eckstine titled ‘My Way.’ It will be serviced to Easy Listening outlets, as well as Hot and R&B radio stations.

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Contact WSM’s Bob Cooper For Information On GRAND OLE OPRY Delayed Radio Network

Conrad Hilton Hotel NAB Meeting

March 26, 1966, BILLBOARD

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Holliday Bats 1,000
At KYA as Influence

SAN FRANCISCO — So strong are the personalities at KYA, the leading Hot 100 station here, that Johnny Holliday centers out-pointed a baseball game in audience ratings. His real strength at being able to influence his teen-age listeners also chopped up in Billboard's latest Radio Response Rating survey of the market. He was leading air personality at influencing the votes of 100 record dealers, with 42 per cent of the votes of record dealers, distributors, one-man operators, and local and national record company executives. Billboard's comprehensive survey showed the station over-all leading the singles market with a hefty 63 per cent of the votes; last year, the station had only 49 per cent of the votes, though it still led the market, because of stronger competition from KFBW.

Gene Nelson of KYA was the second leading deejay influence for getting listeners to single records. Program director Larry Mitchell said the outlet was No. 1 overall in the latest Pulse audience ratings. He attributed a lot of the success of the station to its tight program playlist. "It's probably common knowledge on the entire West Coast that we have a tight playlist. But that's not what we call it. We don't have any set number of records...we try to play the record that's available that we truly think are hits. This may range from 35 to 50 songs a week. But on the average, the rotation is 20 records each week and anywhere from two to five may make the final cut."

Final judgment on records, however, rests with general manager Deejay Chappell. Mitchell said that the station's "Nite Time Night" quiz show "is the most successful show in its kind in the country."

KFBW, KYA Beat, a teen newspaper issued weekly by the station, Mitchell said, is doing a lot of selling for visual promotion that a radio station can't do. It gives our air promotions an extra kick." Radio stations sometimes play a larger role in the record industry than they realize.

A case in point concerns a new album by Hank Williams, Jr. which has been up to program director Deejay Chappell for 30 days. "We have, variously, used it at different times on KYA, in the lounge, and sometimes on the air, the last cut of the album. We also use the record in a contest, and we are using it variously in a promo." Combined with strong standard show programming, the Mystic Mood Orchestra, that's the new promotional side of '70."

Dick Wiggins has joined KABC, Los Angeles. Max Callahan, former program director and station manager at KEBP, Orange, Cal., has been named with KMBR, San Francisco, as music director. Jerry Graham, former news director of KFBW, has been added to program director of KFBW, replacing the late Paul Metromeda. His new affiliation with San Francisco is an acquisition.

Vinyl Sound, program director and public relations manager of KHJ, Los Angeles. Miss, and music director DJ of West Coast stations for two copies of Easy Listening, Country, Western and Top 40. Bill Benincasa, former news director of KXNO, Dallas, has been added to program director of KROX, Dallas. Red Webber, program director at KSMB, Santa Ana, Cal., replaces Joe Lyday, who has moved to KHAT, San Diego.

Herma Hopper's Hermes wants a WMAQ, New York. "Good Guy"-wrapper on his latest album cover; the MGM Records album features the soundtrack from the Hermes' film "Hold On!"

C. E. Little, general manager at Denver's KRIR, has been called to the big-stomping ground—WYMA, Hollywood—where he's been added to the staff of the good music 1,000 watt outlet serves more to enhance the station's image. The studios are located in the Hollywood Hills and they're in the sunshine on the ocean; sounds like a great life. Coverage includes Miami, of KRIR.

Steve Clark of WQAM, Miami Beach, has been named program director for KRIR, San Diego. "I'm going to be a vice-president and program operations supervisor for the Bonnie & Clyde Gay Broadcast Corporation. He was an associate program director for WCMB and WQAM-PM, Washington, D.C.

Joe Bulteel, a regional promotion manager for CBS, has been named program director and station manager of KFBW, San Francisco, for the station, which is a father for the third time—two sons and a daughter. The station, KFBW, KWDW, Minneapolis-St. Paul, has shifted to VP/WGE, the twin cities, a Buck-eye, featuring gay station. Ken Drew, publicity chief at WCMB, New York, ABC network as radio press representative.

Lloyd London, president of London Broadcasting Co., Salt Lake City, is to join KFBW, Los Angeles in May in an AM program director. His new company will head up Showcase Productions, a new division of Pepper Sound, Inc. He will be responsible for three monthly packages of contests and promotions; a 24-hour instant service; a national employment service for radio stations; a national conference call service; music records; and arrangements of top program directors.

WIBW Goes Modern Country

Topeka, Kan.—WIBW-FM has become the second modern country music format in the Topeka area. Program manager Jerry Holley, who heads the WIBW-FM-FM, said the country music format, there will be a "new look" to the station. He said the new look will include a new logo, a new slogan, and a new station identification. The new look will also include a new logo, a new slogan, and a new station identification. The new look will also include a new logo, a new slogan, and a new station identification. The new look will also include a new logo, a new slogan, and a new station identification.
another hit album...

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WJJD Celebrates 1st Yr of Country

By PAUL ZAKARAS

CHICAGO — Radio Station WJJD, the newest, smallest, and most successful radio outlet in the nation during the past year. The station has seen its ratings measured in many ways. The station's format, which has been gaining popularity in suburban Chicago, is the most modern facilities available, and has made the management George Dubine.

A recent spot check of distribution shows that the success of a country record in the Midwest depended mostly on the fact of what can they make a hit," he said. "We have an "editor" of Disc Distribution, he has practically doubled sales of all of this area during the past year.

The verdicts of the rating services cannot be understood in the usual measure: preparation of the audience. It is sponsored (exclusively through WJJD advertisement) by Miss Sue's in Chicago's McCormick Place.

The show was put out with a profit. During the show, questionnaires were handed to audience entering the Airie Crown Theater.

The results, tabulated by Data Processing Consultants, Inc., indicated that occupations, income levels, and personal tastes of WJJD listeners, placed them in a very favorable economic position. Several of the results were convinced. In the last six months WJJD has signed with some of the most important advertisers in the Chicago market. The last hurdle was overcome.

Lane is probably one of the most important people in the country field today. He is chiefly responsible for selecting the records that are played. He does not play a record just because it's on the belt. He listens to all the records we receive and selects them on the basis of quality and potential. He believes that the station's success is due to its policy of playing records by request, regularly distributed by WJJD to nearly all other stations in the U.S. Their influence on the selection of material by the other stations cannot be accurately measured but it is of considerable importance.

Dubinez recalls that he was approached last year by Harold Shanberg, President of Broadcast Company, which owns WJJD. "He had been conducting a search for the potential of a country force in the Chicago area. There was no precedent to go by and he had been very conscious of the situations from all angles. We discussed the problem and he began to see the possibilities. He said, 'I have to get the figures. I was soon entirely converted to the idea of the organization. All I can say now is that I'm very happy with the way things have turned out."

"About the coming year, Dubinez said, "I think we've established a successful format—many stations around the country have been imitating our plan—and I don't see any need for change. We will only be trying to refine and improve the product we have now.""

GOGO C&W

FARGO, N. D. Station KGJK, which has been programmed with Western swing music per day, last week converted to 90 per cent country music programmed each day.

Station Manager John Warner said his station was preparing to receive a license to program country music.

KGGO's previous owners are John Warner and David Hall, who had been granted a license to receive a FCC approval to program country music. The station will be phased out. KGNO will become KGGO and the owner will maintain the FCC approval to program country music.

"KGNO's previous owners are John Warner and David Hall, who had been granted a license to receive a FCC approval to program country music. The station will be phased out. KGNO will become KGGO and the owner will maintain the FCC approval to program country music."

YEAR-END REPORT

Change-of-ownership reporting from your library's selection, featuring the disks that were the hottest in the last 5 years and 10 years ago this week. Here's an overview of this year's best sellers:

POP SINGLE S—5 Years Ago

March 27, 1961
1. Surrender, Deke Presley, RCA Victor
2. Tony Paris, Chubby Checker, Parley
3. Dedicated to the One I Love, Jerry Lewis, RCA
4. Apache, Jesse Jennings, Alfono
5. Juke Box Jury, Buddy Holly, Capitol
6. Blue Moon, Marsha, Capitol
7. Juke Box Jury, Buddy Holly, Capitol
8. Blue Moon, Marsha, Capitol
9. Juke Box Jury, Buddy Holly, Capitol
10. Juke Box Jury, Buddy Holly, Capitol

POP SINGLES—10 Years Ago

March 24, 1956
1. The Star of the South, Los Lobos, Capitol
2. Follow the Leader, Jerry Lewis, RCA
3. Rock and Roll Blues, Kay Starr, Mercury
4. No, Not Much, Four Lads, Columbia
5. The Hound, Buddy Holly, Capitol
6. Danny's Song, Terri, Mercury
7. My Woman, My Woman, My Life, Frank Skiing
8. Over the Rainbow, Wink, Decca
9. See What (Look at His Eyes), Chita Ramos, Atlantic

R&B SINGLES—5 Years Ago

March 27, 1961
1. Pity the Fool, Bobby Boone, Dial
2. Dedicated to the One I Love, Jerry Lewis, RCA
3. All in My Mind, Maxine Brown, Northern
4. I'll Never Be the Same Again, Chubby Checker, Capitol
5. All in My Mind, Maxine Brown, Northern
6. See What (Look at His Eyes), Chita Ramos, Atlantic
7. This Time, Brook Benton, Mercury
8. Southside, James Brown, King
9. All in My Mind, Maxine Brown, Northern
10. Happy Days Sing Along With Mitch, Mitch Miller, Columbia

R&B SINGLES—10 Years Ago

March 24, 1951
1. Calcutta, Lawrence Welk, Dot
2. Boogie Woogie, Trixie, Capitol
3. Saturday Night Session, Frank Skiing, Capitol
4. East of the Sun, West of the Moon, Cameo
5. Gotta Have My Baby, Brook Benton, Mercury
6. Memories Are Made of This, Elton John, Motown
7. Johnny Horton's Greatest Hits, Mitch Miller, Columbia
8. What's the Story, Mitch Miller, Columbia
9. The Great Pretender, Mitch Miller, Columbia
10. Happy Days Sing Along With Mitch, Mitch Miller, Columbia

KSF Policy

"Continued from page 25

KSF Policy

"Continued from page 25

KSF Policy

"Continued from page 25
What? Another Batman LP?
YES! The fun one!
It's got BAT-TACULARS (holy mirth and merriment!)
It's got BAT-TUNES (zowie!)
It's got Jan and Dean...
CBS to Open Vienna Subsidy: Buys INDICA, Costa Rica Co.

LONDON—Peter de Rouge- mont, in charge of CBS European Operations, announced that CBS has leased a subsidiary, CBS Schallplatten gesellschaft m.b.H., in Vienna, on an annual franchise fee. He present license with Amadeo record subsidiary.

The new company will be managed by Hans van Grol- sel, head of CBS sales in Vienna, who has been in Vienna setting up the company, the will continue to service on behalf of Rouge- mont.

Decision to form its company was dictated by the need to have its own operation in such an important classical mu-

Published Booming in Japan

By J. FUKUNISHI

TOkyo—The publishing business is booming in Japan. Seven recording companies, including the three companies to the Japan Phonograph and Record Association, Victor, Columbia and Toshiba, each have now established publishing companies engaged in publishing, recording, and publishing companies, and are actively seeking tie-ins with overseas counterparts. On the other hand, TBS (Tokyo Broadcasting Station), a major radio and TV system set up a new publishing company last year, and concluded a deal with Musicad last year. This rookie firm, with financial backing by its parent company, is rapidly developing.

Business is continuing to expand in the categories of classical and popular music. On the business, Pacific Music Publishers Co. has recently launched a business as a wing of Radio Nip- pon (Nippon Broadcasting Sys- tem). Some of the publishers have been approached by the company that they are contemplating on forming new companies after the pattern set by TBS.

A Constant Debut

In addition to some 20 pub- lishers engaged in business, a new one is constantly topping the charts. Publishers are devoting unusual efforts to publish original Japanese composers. Western publishers are taking the role of an important factor in the publishing arrange- ments of Western hits. These arrangements have been caught on with thousands of high school and college students. (Continued on page 34)

Record Winners of Grand Prix Charles Cros

By MIKE HENNESSEY

PARIS—France’s most important disc awards—the Grand Prix Charles Cros—were announced this week during the Eighteenth International Symposium at the Palais des Congres. The symposium was sponsored by the Societe Usines Symphoniques.

Symphonics Music: Mozart’s Symphony No. 35 in D Minor (K. 385), “Haffner” and Symphony No. 39 in D Major by the Vienna Philharmonic Orchestra conducted by G. Selit (Epic, CBS).


Number after: Le Mandarin Merveilleux and Divertimento for Strings by the BBC Symphony Orchestra conducted by Antal Dorati (Mercury).

Chamber Concerto: G. F. Telemann’s “Trio Music” (six discs) by the Schola Cantorum Baseliniensis conducted by a group, Archieff (Archiv).

Marches and Dances by Mozart by the Vienna Mozart Ensemble conducted by W. Boskovsky (Decca).

Concerto: Britten’s “Concerto in G Minor” by the Concerto Musicus conducted by N. Hornauer (Telefunken).

Soliets and Orchestra: Brahms’ Concerto No. 1 in D Minor Opus 15 by Bruno Leonardu Gerber and the Stuttgart Symphony Orchestra conducted by F. P. Decker (Pathé-Marconi, Philips. Piano Concerto No. 2 in F Minor Opus 21 by Bach’s Concerto for Violin and Orchestra conducted by S. V. Ahlen (Swansone). The London Symphony Orchestra conducted by D. Zinneman (Decca).

Soliets—Piano: Chopin’s two sonatas for piano by Daniel Wayenberg (Ducet). Schumann’s Dances of the Companions of David Opus 6; Three Fantas- Dias Opus 2; No. 1 in C Major No. 2 in A Flat and No. 3 in C Major by Domiguez Merlet (Cynas).

Two pianos: Stravinsky: Three simple pieces, five simple pieces, Concerto for two pianos and Sonatas for two pianos by Alfonso and Alesko Kortaly (Harmonia Mundi). Duran Milhor, Scarasome, Schirrman, Schirrman, Schirrman, Schirrman and F. Poulsen Sonatas for two pianos by Genevieve Hugosson (Deutsche Grammophon).

Third Prize: Harpischord: Baroque Masterpieces for Harpischord by Piano Ruyana (Mouvement).

Third Prize: Recorder: The historic Trebel organ by Helmut Winter (Harmonia Mundi).

Chamber Music: Weber: Trio in G Minor for piano, flute and cello by the three musicians (Decca).

Sonatas for flute and piano: No. 3 in D Minor No. 6 in C Major by Christian Holdt (piano), Michel De- blois (flute) and Paul Bonfl (Cello) (Columbia).

Dvorak’s Dumky Trio by the Suk Trio: Brahms’ Quartet: Piano Quartet No. 2 in D Minor Opus 60 by the Dvorak Quartet of DGG.

Orchestra: Rossini: The Barber of Seville by Terence Ber- nard, N. G. Ghiel, M. Ajunis with the Rossini Orchestra and Choir of Naples conducted by Silvio Varviso (Decca).

Lyric Music: Monteverdi: Sixth Book of Madrigals by the Polyphonic Ensemble of Rome conducted by Inon (RCA). Schoenborg: Gare Leiter by J. Bork, H. Tupper, K. Egera, L. Ferdegni and the Bavarian Radio Orchestra conducted by F. Chausson (Decca).

Religious Music: Ockeghem: Requiem (Pilgrim 15) by the Conductors of Madonna of Praga conducted by Miro- slav Sramek (Casseta). Palestrina: Missa from a Convento (K. 339); Spattinord in C Major by Mario Glavina (Decca). Rossini, Mann, H. Arriola, M. Melsen, R. Soyer, the Choral school Choir Eccles and the Wiener Barock Chor conducted by D. Cochol (Erato).

Liturgical: Tenobas Faciae Sonne by the Monks of Lighezzo by the Rossini Orchestra (Laface).


Foreign Song: Judy Collins (Chant du Monde).

HISTORIC SONG: Chansons du Sang Passe by Simone Bartel with Michel Bouquet and the Andre Gratier Orchestra (Ades).

Reportage: International Wine Festivals and the Dijon Autumn (Unicorn).


Popular Music: Miss Criella by Los Frenteriñes and the Secorro Choir conducted by Ariel Ramirez (EMI).


NOW ON THE CHARTS
NOW ON COLPIX

"I can't grow peaches on a cherry tree"

by JUST US

COLPIX CP 803

Produced by Chip Taylor and Al Gorgoni

look to COLPIX in '66
**ANGELICUM**

**DECCA**

1) **BOB LINDE**. In Europe to promote "Elusive Butterfly," was hosted by Philips Records in London at a press party. With him is Philip Rosenberg, manager of the American music manager Leslie Gold. In addition to TV in Britain, he visited Amsterdam and France, stopping at the British Stone, Charlie Green and U. K. representative Larry Page.

2) **Lausi da Cabaret**, by Bruno Lauzi—CGD FG 5020 (Award for pop music)

3) **Louds and Screeches**, by Roberto Murola—MSA 77059/—72/73/101/104 (Award for a record on pop music)

4) **Leopardo—Cavali (3 volumes)**, by Cavali CTC 0828/29/30 (Award for poetry)

5) **POHORE**

6) **Schoenberg, Gurre Lieder—DOG 138.984/5 (Award for opera music)

7) **George Branss—Pells 098.777 (Award for pop music)

8) **Nino Cialdini—Philip 682.763 (Award for folk music)

9) **POLIFONICA AMBROSIANA**

10) **Vespro della Beata Vergine, Musica Antiquo Stereo—PAB 1306/7 (Award for sacred music)

11) **RCA**

12) **Carmen, Von Karajan, conductor—RCA Victor LDS 6164 (Award for opera music)

13) **La Musica Nueva, Bruno Maderna, conductor—RCA SLD 61005 (Award for classical music)

**RICORDI**

1) **40 Anni di Jazz in Italia (40 Years of Jazz in Italy)—Ricordi MR 8007/8 (Award for jazz music)

2) **Amstrang, V.S.O.P.—CBS (Award for jazz music)

**RIP**

1) **Arie Mozartiane, Recital by Teresa Stich Randall—RCA Victor MECP-60030 (Award for classical music)

2) **Iva Zenicchi—RiP LP 14014 (Award for pop music)

**SAAR**

1) **Songs of the Spanish Civil War—Folksongs FR 5437 (Award for classical music)

**VOCE DEL PADRONE**

1) **Verdi: Quattro Pezzi Sacri, conducted by Giulini—SAXQ 73700 (Award for classical music)

2) **Usa Amore (A Love), by Gosnili—VDP Qelp 8141 (Award for movie soundtrack)

3) **A Love Supreme, by Coltrane—Impulse A77/AS77 (Award for Jazz Award, in memory of late Giancarlo Testoni.)

**Einstein Artists To Philippines**

**LONDON** — A number of British recording stars will play dates in the Philippines this year under a deal tied up with Vic Lewis for Brian Epstein's NEMS Enterprises with Cavalcade Productions of Manila and Harry O'Dell Enterprises of Hong Kong.

The act booking in Shirley Bassey, set to star at the Nile Night Club in Manila on April 1 and 2. Three days later she will play a concert at Hong Kong City Center.

Other artists who will visit these areas include Peter and Gordon, Sancroup and his group, the Pachemakers and the Morgan-James Duo (in May), Herman's Hermits and his brother, the Freddies and the Dreamers (August), Sounds Incorporated (September), Cilla Black (October) and Paddy, Klaus and Gibson (November).

Matt Monroe will return there in December, along with ten of the artists handled by Vic Lewis who joined NEMS stable when Epstein bought Lewis' business in January.

**San Remo Giving Pitney Bonanza**

**MILAN**—Gea Pitney, Music- cord-CGID, topped the post-San Remo sales. His "Nessuna Mi Puo Giudicare" passed the 373,000 mark, according to a CGD announcement, and is still hot. Pitney's co-performer, Caterina Caselli, CGID, sold 313,000 records, again according to CGD, and at present her version of "A Grande Stella," is on top of the Italian charts. Caselli's record is regarded as the outstanding newcomer of the festival.

Adriano Celentano, Clan, who did not make the finals mainly because he shocked the audience with a puerile narcissistic surffin' on the green wave, has held down second on the charts for four consecutive weeks with "Ti Decidero di Non Piangere," which was composed and penned by himself. Though no longer a "real" winner, as the official Rec- ords, unofficial information states that Celentano's record sur- passes all previous "San Remo" records.

Also, Domenico Modugno, who was the best selling artist immediately after the festival with his winning song, "Dio, Come Ti Amo," now slowing down, should be close to the 250,000 copy mark, according to unsolicited reports. Within the group, San Remo top 10, which means the top 10 of the Italian charts, are Wilma Goich, Ricordi, and Le Sarts, Festival-catalog, who are sharing honors with "Ti Decidero di Non Piangere," each claiming about 200,000 records. Melina Cigone- quetta, CGID, with "Dio, Come Ti Amo," sold 188,000 copies, Pat Bacchini with "Mai, Mai, Mai (Valentina)," credited with some 186,000 records (it will remain a popular hero); the Ministris, CBS-factory, and "Una Rosa Da Vienna" and Ornella Vanoni, Ricordi, with "Ti Ti Ti Ti Di Plu," both credited within some 100,000 copies.

Remo Celentan is a good runner-up with "Cosi Come Vieno" and scored some 95,000 copies. A fact to be noted is that Mina (Rif), who did not take part in the Festival, is climbing the charts with a sin- (Continued on page 54)

**San Remo Giving Pitney Bonanza**

**LONDON** — After pressing 50,000 copies of a disk by one of Britain's hottest new groups, the Who, Polydor Records was served with an interim injunction preventing any more being sold or distributed until a court has heard a complaint from independent recording manager Shel Talmy.

Talmy is claiming that his exclusive contract with the group is still valid and that the Who had no right to record for Reaction, a new label started by their agent Robert Stigwood and distributed by Polydor.

But the group is not the subject of the injunction. The initial Who-Reaction re- lease was "Substitute," coupled with a song called "Instant Party"—both tracks specially produced for Reaction. But Talmy had already waxed the group singing "Instant Party" and he claimed that the other recording by which the group was written by a member of the group.

The day after the interim in- junction was granted to Talmy (R), Polydor took the case to court.

(Continued on page 54)

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(Continued on page 54)
A chart maker
by THE SUNRAYS
“I Live For The Sun”

Another chart maker
by THE SUNRAYS
“Andrea”

Now—STILL another
chart maker by
THE SUNRAYS
STILL
B/W
When You’re Not Here #224

NEW!
The SUNRAYS’ smash album ANDREA
(S/T 5017)

www.americanradiohistory.com
Polydor Will Roll on April 1 With Atl. Product in U. K.

NEW YORK—The new long-term licensing agreement between Atlantic Records and Polydor, English subsidiary of DGG, goes into effect April 1. On that date Polydor will begin distributing Atlantic Records' product in the United Kingdom. Under the terms of the agreement, which was signed early this year in Hamburg, Germany, Polydor will distribute Atlantic product in Great Britain including releases issued in the U. S. on the Atlantic, Atco, Stax, Volt, Dial and Focus labels. Atlantic's LP's and singles will be issued in Great Britain under the Atlantic banner, just as they had been issued by Atlantic's former licensee, Decca Records, Ltd. The agreement gives Atlantic the right to release records in the U. S. produced under the auspices of Polydor Records, Ltd. in London.

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

During 1965, Atlantic Records had managed a dozen artists riding the British best-seller charts. Among them were Sonny & Cher, Wilson Pickett, Otis Redding, Joe Tex, Patti and Her Boyfriend, and E. King, the Drifters, Solomon Burke and Barbara Lewis.

Singles Sales Dip, LP's Up In U.K. in 1965

LONDON — The crash in British singles sales turned out not to be quite so heavy as expected when the Board of Trade announced final figures for 1965 last week. Singles were 15 per cent down — it looked like being worse at some stages, but albums were 13 per cent.

Home sales for year were 2 per cent down overall whereas exports rose by 16 per cent.

Sales for the final month of the year were worth $11,132,000, an increase per cent up over December 1964. Home sales increased by 6 per cent and exports by 20 per cent. Production of singles was 14 per cent down but more than half of all new albums again were bought as in December 1964.

Pirate Heading For the U.S.

LONDON—Inspired by the apparent success of British pirate radio ships—broadcasting commercial music from offshore ships—Charlie Green and Brian Stone (former managers of Stedman's Herbata and currently handling Bob Lind) were leaving here for Holland last weekend to negotiate the purchase of a ship.

They plan to use it three miles off the American Atlantic coastline, broadcasting on New York. Green explained: "We would like to have a radio station and this seems to be the way of getting out of the licensing restrictions. We couldn't get a license anyway. "I also feel our station will attract more listeners out of novelty appeal," he added.

ITALIAN EMI'S SPECIAL SERIES

MILAN—Italian EMI marketed a special set of five albums, as the "Liverpool Sound," on Herman's Hermits, Manfred Man, the Seekers, the Dave Clark Five and Peter and Gordon recorded one album each. Each album is being sold at the retail price of $2.95, with three albums now sold in a package of 2,200 lire ($3.54), all taxes included (the net price of 1,800 lire — U. S. $2.20), instead of the usual price of 3,300 lire ($5.35). The specially made sleeves bear the wording "Liverpool Sound—special series—price Lire 2,200" very prominently, to avoid abuse by retailers.

Say You Saw it in Billboard

March 26, 1966, BILLBOARD
IT'S HAPPENING AGAIN

YES!

SARAH VAUGHAN

SINGING

A LOVER'S CONCERTO

IS MAKING IT A HIT

ALL OVER AGAIN

IT POPPED OUT OF THIS ALBUM

MG 21069/SR 61069
From the Music Capitals of the World

New York

Barry Korwin, for the past two years senior account executive of the Merrick Co., a public relations firm with offices in New York and Los Angeles, has been named vice-president of the company. James E. Myers, composer of "Rock Around the Clock" and head of Myers Music until its sale last year, has written a book about his war years (1942-1946), "Hell in a Football," published by Van- tage.


A jazz concert for the benefit of the family of Mark Damino, clarinetist who died recently, was given at Town Hall on March 20. Singer Phil Bates has opened a management firm and will concentrate on handling singers. Comedian George Kirby, currently at the Sands, Las Vegas, is celebrating his 25th year in show business. Jimmy Dean will headline at the Melodyland Theatre, Anaheim, Calif., May 3-8 and the Circle Star Theatre, San Car- lina, Calif., May 10-12. . . . An- thony and the Imperials will ap- pear in Murray the K's Easter show at the Brooklyn Fox, April 9-17. The boys are on the college concert trail during the rest of March in Connecticut, Maine and North Carolina. . . . The Trio's college concerts this month in- cluded the University of North Carolina (March 12) and Westmin- ster College in N. C. (March 13).

Quincy Jones has retained jazz- men Benny Golson, J. J. Johnson, Roger Kellaway, Frank Foster and Bob Hamman as writers for T.V. Sound, Inc., a music production firm of which he is vice-president. Marvin Gaye is set for a series of spring engagements which include a 10-day engagement in Vancouver, B.C.'s Civic Opera Club from April 20-30, two weeks at Bimbo's in San Francisco from May 11-24, two weeks at the Whisky A-Go-Go in Los Angeles from May 26-June 6, and two weeks at the Copacabana here from June 23-July 6 . . . Bobby Vinton, currently recording at Nashville, headlines at El San Juan, San Juan, Puerto Rico, March 27-April 4. Andrew Oldham and Tony Calder were in town last week negotiating with independent record companies for English release of the American product on their Immediate label. Also in from England was Mickie Most to pick up a flock of gold disks at MGM Records and some New York publishers.

FB Productions does not have a signed agreement for independ- ent disk production with Motown Records, as reported here last week. Billy Smith, publicist for the Young Rascals, has signed rock 'n' roll star Joey Dalle . . . . Johnny Nash, singer and president of Jada Records, to Detroit for a recording session with his pro- ducer, the Righteous Brothers, and Johnny Terry. . . . The Righteous Brothers, who will record with Jack Benny and the Hallmarks, will have a three week beginning April 7 . . . . Martin Friedman, Barbara Stread- man's personal manager, married actress Gillian Lee last week. Bobby Goldsboro guests on NICK, April 4 . . . . Jimmy Dean set for one-night stand May 21 in Denver, Omaha, Wichita and Kansas City. . . . Comedian George Kirby will headline at the Embers, Indianapolis, April 4-10 . . . Eddie Kramer, producer of The Beatles new album, "Revolver," also for Fidelity Records, became a father last week. . . . Shell Records back in the South, announced their new chairman, Bill Hawkins release . . . . Bobby Bare's new album may be put on hold while he appears in a television series. The Young Rascals are in London working on a new album.

Hollywood

Protest singer Barry McGuire had the curtain run down on him when he started singing his hit, "Eve of Destruction," at a benefit for the Southern California Widows and Orphans Association. Police officials claim the curtain was pulled down because the show was running late.

Criteron Music is not allowing any alteration of the Lee Hazle- wood lyric of "Theme from Made for Walking" after three labels submitted the background score for the Thun- derbirds International flick, "Rain of Death." The Remains return to Tinds Hall's in Green- wich Village on March 30.

Mike Gross

London

Nancy Sinatra may visit Britain to tour in the first of six London Palladium TV shows which are being filmed in color for screening in the U.S. by NBC this summer. The shows were taped on April 24. British viewers will see the shows later next month. . . . Eddie Bond and his wife with his visit to the small independent circuit last week, will be in Indianapolis. . . . James Brown's "Night Train" orig- inally released here seven months ago . . . Dusty Springfield's new Philips release this week is "You Don't Have To Say You Love Me." —An Italian entry in last year's San Remo Song Festival with the producers of the popular Italian TV show "Making Your Mark." —Billboard

Buy a Hohner harmonica. Learn to play Jingle Bells. And 3 billion people just might look up to you.

On December 16, 1965, the Hohner harmonica became the first musical instrument to be played in outer space.

March 26, 1966, BILLBOARD
Closeup of TV star Mike Douglas. Dissolve from one big hit single to another.

"Here's to My Jenny"

And his album is selling better than ever!

THE MEN IN MY LITTLE GIRLS LIFE
MIKE DOUGLAS

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www.americanradiohistory.com
winners all!
Congratulations on your “Grammys” — all 12 of them! RCA Victor

BEST PERFORMANCE BY A VOCAL GROUP
WE DIG MANCINI—Anita Kerr Singers

BEST SCORE FROM AN ORIGINAL CAST SHOW ALBUM
(Composer’s Award)
ON A CLEAR DAY YOU CAN SEE FOREVER—Alan Lerner, Burton Lane

BEST RECORDING FOR CHILDREN
DR. SEUSS PRESENTS “FOX IN SOX”—“GREEN EGGS AND HAM”—Dr. Seuss

BEST ORIGINAL JAZZ COMPOSITION
(Awarded to the composer)
JAZZ SUITE ON THE MASS TEXTS—Lalo Schifrin

BEST FOLK RECORDING
AN EVENING WITH BELAFONTE / MAKEBA
—Harry Belafonte and Miriam Makeba

BEST GOSPEL OR OTHER RELIGIOUS RECORDING (MUSICAL)
SOUTHLAND FAVORITES—George Beverly Shea
with the Anita Kerr Singers

BEST ALBUM COVER—PHOTOGRAPHY
(Awarded to the art director and the photographer)
JAZZ SUITE ON THE MASS TEXTS (Paul Horn)—
Bob Jones, art director—Ken Whitmore, photographer

BEST ALBUM COVER—GRAPHIC ARTS
(Awarded to the art director and the graphic artist)
BARTOK: CONCERTO NO. 2 FOR VIOLIN / STRAVINSKY:
CONCERTO FOR VIOLIN (Joseph Silverstein)—George Estes,
art director—James Alexander, graphic artist

BEST PERFORMANCE—INSTRUMENTAL SOLOIST
(WITH ORCHESTRA)
BEETHOVEN: CONCERTO NO. 4 in G MAJOR FOR PIANO AND ORCHESTRA—Artur Rubinstein
(Erich Leinsdorf conducting the Boston Symphony)

BEST CHORAL PERFORMANCE (OTHER THAN OPERA)
(Awards to both choral and orchestra director)
STRAVINSKY: SYMPHONY OF PSALMS; POULENÇ: GLORIA
—Robert Shaw conducting the Robert Shaw Chorale and RCA Victor Symphony Orchestra

BEST VOCAL SOLOIST PERFORMANCE
STRAUSS: SALOME (DANCE OF THE SEVEN VEILS, INTERLUDE, FINAL SCENE) / THE EGYPTIAN HELEN
(AWAKENING SCENE)—Leontyne Price

MOST PROMISING NEW RECORDING ARTIST
PETER SERKIN, Pianist
Take this chicken out of their ninth album and you have the Smothers Brothers "Play it Straight." Until now, Tom and Dick's efforts were essentially in the comedy vein. However, each of their first eight albums included two or three examples of their singing talents. People often asked them if they would like to do more singing. One day they asked each other the same question. This album is their answer, almost.
ALBUM REVIEWS

INTERNATIONAL SPOTLIGHT

SWEDEN IN MUSIC
Various Artists, RCA Victor FP50 100 (M)

Any review of Sweden's rich musical heritage would be incomplete without a mention of the country's beautiful national anthem, "Sverigeons." The album features a variety of Swedish classical and folk music, performed by well-known artists. The color photography is outstanding.

INTERNATIONAL SPOTLIGHT

THE PENNYWHISTLERS
Homestuck H 2007 (M); H 72007 (S)

Swedish girl duo do a delightful job in presenting the folk music of Scandinavia. Their harmonies are sweet and their melodies are pleasant. A delightful introduction to Swedish music.

SPECIAL MERIT PICKS

SPECIAL MERIT PICKS

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

POF SPECIAL MERIT

WOMAN TALK
Carmen McRae, Mainstream 50065 (M); 84965 (S)

Carmen McRae's latest album is one of the first of its kind to be released in Sweden. McRae's talent is evident in every note she sings. The album is a must for all lovers of jazz music.

POP SPECIAL MERIT

THE DANCE-EUROPEAN PLAN
New Manhattan Philharmonic, Mainstream (No Mono) 15325 (M); 84965 (S)

The New Manhattan Philharmonic, led by a local conductor, ranges from the familiar "Fanfare for the Common Man" to the less familiar "The Light of the Moon." The album is beautifully performed and is a must for all jazz lovers.

COUNTRY SPECIAL MERIT

A NIGHT AT THE GRAND OLE OPRY
Various Artists, Harmony HL 72669 (M); HS 11109 (S)

This product has more than just a few choice cuts from the Opry. It is an authentic representation of the Opry's rich history. The performance is top-notch, and theOUNTRY music lovers should enjoy it.

COUNTRY SPECIAL MERIT

SOME ONE I LOVE
Nils Jackson and Big Brass, Riverside 479 (M)

The King of the vibes with a sound that is big and bold and then full and beautiful on his particular music. It all works! A wonderful beginning to an interesting jazz career.

JAZZ SPECIAL MERIT

PORTRAIT OF WES
Wes Montgomery Trio, Riverside 492 (M)

Wes Montgomery is one of the best jazz guitarists in the business. The album features Wes in the company of his Trio. The music is rich and compelling. Wes is at his best.

POPULAR

FRANK SINATRA'S GREATEST HITS THE EARLY YEARS
Colombia CL 2747 (M); CL 2748 (S)

Frank Sinatra is one of the most popular artists of all time. His music is timeless and his vocals are superb. This album is a must for all Sinatra fans.

GIRLS WITH BRASS
Vic Schoen and His Orchestral Trumpet Section, Mainstream (No Mono) M026 765 (M)

SPEAKERS

ALBUM REVIEWS ON BACK COVER

BREAKOUT ALBUMS

NO NATIONAL BREAKOUTS THIS WEEK

NEW ACTION LP'S

These new albums, not yet on Billboard's Top LP's Chart, have received critical acclaim from critics and are expected to be hits. The albums are:

ONLY THE BIG ONES
Fred A. Clarke, RCA Victor LPM 3533 (M); LSP 3533 (S)

THE BOBBY FULLER FOUR
Mustang A 901 (M); A 901 (S)

GOIN' OUT OF MY HEAD
Wea Montgomery, Verve V 6442 (M); V 6-6442 (S)

THE BUCK OWENS SONGBOOK
Buck Owens, Capitol T 4266 (M); ST 4266 (S)

SPANISH ONIONS
Lue McNeely, World Records 1007 (M); WPS 20009 (S)

DEDICATED TO YOU
Manhattan, Carnival CALPH 201 (M); No Mono

SPOKEN WORD

PARADE COLON BEADING FROM BIBLICAL TALES AND POEMS
Pathways F 9727 (M)

VIEN NAUY-THRICKS OF POLICY AND PROTEST
Various Artists, Reedwood RU 100 (M)

CHAIM WEIZMANN, ISRAEL AND THE JEWISH PEOPLE
Abe Bach, Profile

SPEAKERS

THREE-STAR ALBUMS

The three-star rating indicates that the album is one of the best within each major's music category.

SOUNDTRACK

THE NAKED PREY
Soundtrack, Pathways 5088 (M)

POPULAR

EVERYBODY LOVES ME
Various Artists, Pathways 5084 (M)

CLASSICAL

EARLY BAROQUE MUSIC IN ITALY
Pathways 5091 (M)

JAZZ

DREAMS AND EQUATIONS
Terry Friedman Quartet, Riverside 492 (M)

FOLK

THE ARCH RECORDS/1952-1957
Various Artists, 7-0870, 8-GREED, and SFM 7-0870, 8-GREED.

JAZZ

BUTTERCUP LADY
Art Blakey and the Jazz Messengers, Pathways 5092 (S)

SILLY JAZZ
Roland Kirk, Limelight, LSP 508 (M)

ON THE TRAIL
Jimmy Rushing, Riverside 466 (M)

OPEN HOUSE
John Coltrane's (Hammont) Smith, Riverside 482 (M)

INTERNATIONAL

THE BEST OF BOBBIE ROBERTSON
RCA Victor LPM 1471 (M); KS 3471 (S)

TARAS
Frye Patron, Nina 1-04 (M)

TANGOS
Lucia Abaril and Grupo Turias, Montilla, FMD 2901 (M)

SPEAKERS

SPOKEN WORD

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

BONNIE GUITAR

AND A GREAT NEW HIT SINGLE - NOW BREAKING NATIONALLY!

I'M LIVING IN TWO WORLDS
B/W GOODTIME CHARLIE
16811

THE GREATEST TALENT ON RECORD
Thank you NARAS for awarding me your GRAMMY as "BEST NEW ARTIST"

Tom Jones

parrot®
A DIVISION OF LONDON RECORDS, INC.
The property above is a nose belonging to our agent and partner Fred De Francesco. We are considering it for our trademark. It has a unique, distinctive, honest quality about it and over the years has tracked down some wonderful opportunities for our clients. It reminds us of Pinnochio and that should help you remember Perenchio... that's the name of our company.
Evelyn Lear Heads List of MGM
Accent on Attractive Attractions

EVELYN LEAR

building a reputation in modern opera repertoire like "Wozzeck" and "La Dieu," and Stewart fast establishing himself as a top Wagner performer.

Miss Lear, in recent years, did a guest shot on the American Airlines-sponsored "Music Thomas Stewart, who made his Metropolitan Opera debut Tues-
day (5) in "Faust." It debuts rare notes from daily newspaper critics.

Miss Lear and Stewart are a new breed of opera singers.

New Hickory Outlets

NEW YORK—Isidor Saalav, 28-year-old American violinist, will be new concertmaster of the Metropolitan Symphony Orchestra starting in September. Saalav was selected by music di-
rector Stanislav Skrowaczew-
ski, who auditioned some 20
candidates.

Norman Carol, concertmaster of the Metropolitan Symphony since 1961, will fill that posi-
tion with the Philadelphia Och-
Orchestra beginning next season. Saalav is currently concertmas-
ter of the Buffalo Philharmonic Orchestra.

They're aware of the importance of record sales, and they don't 
on the Air," a top nighttime net-
work. Each week each selection is in Los Angeles' Discount 
Records in Beverly Hills. She was 
appointed to discover that lack-
ing display material, the 
electric made magic, and she found original artwork to 
herb her appearance in the shop.

This fall Miss Lear has some 15 major concert engagements 
be announced in the next few months. She has been 
ng, which DGG will re-

miss and Stewart, who have been performing al-
most exclusively since 1957, intend to devote more time in the U. S.

To date, their U. S. appear-
dances have drawn a heavy and favorable response. Their last American tour 
been quick to recognize their popular appeal potential.

New Hickory Outlets

NEW YORK—Hickory Records has announced a number of 
changes. The Philadel-
phia Orchestra will be shifted 
on Chippa Distributing, and the Metropolitan Opera will go to Delta. It has formerly been 
handled by McDonnell Brothers.

Souvenir Album

NEW YORK—RCA Custom Records has made a souvenir album of the Metropolitan Sym-
phony Orchestra's Carnegie Hall 
concert on November 11, with all proceeds 
the National Foundation for 
ional Pension Fund. The record is 
purchased at $4.95, mono or stereo.

FROM THE MUSIC CAPITALS OF THE WORLD

Continued from page 16

new lyrics... EMI decided to release "Listen People"—Her-
mans' Hermit's current U.S. smash hit— to the "B side of his new 
release here and use "You Won't Be Leaving" a song by 
new composer Tony Haza published by another American 
inqer Karl Mays's new record, "You Don't Love Me, You Love Is." Originally reco-
ded a year ago by Comma France, the record is a current 
American hit and her version a bargain. Hatch has 
produced a cover by her 
friend Jackie Wilson on Pye and Deco has introduced 
newcomers Buddy Smith with a 
 third version... Sue Records has issued an 
EP by Chris Farlowe titled "Baby
Monday." The singer, now with 
Oldham's immediate label, 
ved to the unclassifiable under 
the pseudonym Little Joe to 
the was then con-
cted to EMI.

Tambino- whose famous hit was recorded by British public 
Darrin Cardwell to 
handle its artists in Britain fol-
lowing his work with Stevie Wonder 
last year. The label has enjoyed 
comparatively small success, but 
its artists toured Britain in a 
domestic tour. Free has 
British small but 
highly successful 
acquaintance: Decca Records will switch to EMI 
distribution from April 1. De 
lyse has a special contract with the company and was 
responsible for the highly success-
ful "20th Century Fox" Vossian 
"20th Century Fox" Vossian 
"Vossian" and "Love's Songs" by 
Floyd Batey, and "Love's Songs" 
by Floyd Batey, and "Love's Songs" 
by Floyd Batey, and "Love's Songs" 
by Floyd Batey, and "Love's Songs"

LASTING 

Ron Chism has joined Wurlitzer in the sales department... John 
Morris, also of Wurlitzer, traveling to Barstow and the San Ber-

mexico is a business 
trip to Mexico... Howard Han-

March 26, 1966, BILLBOARD
1966 GRAMMY AWARDS

BEST RECORD OF THE YEAR
A TASTE OF HONEY

BEST INSTRUMENTAL PERFORMANCE (NON-JAZZ)
A TASTE OF HONEY

BEST INSTRUMENTAL ARRANGEMENT (TO THE ARRANGER)
A TASTE OF HONEY . . . HERB ALPERT

BEST ENGINEERED RECORDING (NON-CLASSICAL)
A TASTE OF HONEY . . . LARRY LEVINE

Thanks
COUNTRY MUSIC

'Vagabond' Singer Creates Excitement

NASHVILLE — A young, dark-haired musical vagabond with a restless spirit and an inventive mind who sings about things he feels and sings them to guitar accompaniment has created a stir in the music world in Music City.

He is Jim Bouie, 26, who hitchhiked to Nashville recently from his Duluth, Minn., home after stints of world travel in the Navy.

He is now working as a disk jockey in a local recording studio. He is certain that his first recording contract will be with an independent record company, although he is not sure which one it will be.

Bouie seems interested in signing with a major record company, and he is interested in signing with a major recording company. Bouie said of himself, "I don’t know what you would call my music. Not country, rock and roll or in any other category — just singing with a guitar, I guess.

"I started writing poetry as a child and gradually began putting it to music. Music is my way of expressing myself. I’m not a talker, either. If a writer, I would have been a poet, too. When I have something to say, I write a song about it."

Bouie admits to being a lover of nature with a "restless spirit." He is fascinated by the sounds of a bird, the sound of a locomotive. He said he has heard songs played by the music of Jimmie Rodgers, Hank Williams and Hank Snow, but also by Brahms, Beethoven, Stephen Foster.

Bouie believes that new situations in life bring out the pioneer spirit, leadership qualities and creative capacities in man, such as in the late President Kennedy, whom he deeply admired.

Bouie’s talent lies in his sincerity and originality, which do not fit neatly into conventional musical sound of today.

MGM Updates Hank Williams

NASHVILLE — MGM Records released an updated single by the late Hank Williams last week as the beginning of a campaign of regular single and album releases of Hank Williams recordings.

The single, "I'm So Lonesome I Could Cry," and "You Win Again," both penned by Williams, is a reissue of a disc made 15 years ago.

The original track has been augmented with modern background, including strings, piano and vocals. The sessions for that of MGM’s Nashville director, Jim Vienneau, who also supervised the new production.

MGM has plans to make regular releases of Williams recordings, all with modern musical background, including strings, piano and vocals. The sessions for that of MGM’s Nashville director, Jim Vienneau, who also supervised the new production.

The new product, MGM feels, can create a host of new fans from this, since many fans liked the original, since the discs were repressed.

Snow Special In World-Wide TV Competition

TORONTO — The Canadian Broadcasting Corp. will enter the Hank Snow Special, Edition No. 2, in this year’s Montreux Festival. The Festival began yesterday, a leading international competition of TV variety shows. More than 25 countries will compete for the top honor, the Golden Rose of Montreux. The festival this year will be held in late April. CBC won second place last year with its "Wayne and Shuster Hour.

Snow, a native Canadian who hit the national music scene and moved to Nashville some years ago, taped the show for CBC several weeks ago.

L. J. Sturmer, one of CBC's TV newsmen, said: "This festival is fast becoming one of the most recognized international TV festivals. We will be well represented with the Snow TV special!"

Benefit for Bill Strength

MINNEAPOLIS — A benefit show will be held at Medina Ballroom, Hamel, Minn., March 27, for Texas Bill Strength, veteran country artist who was stricken ill Feb. 7, and since has been a patient in two hospitals and is now recuperating at the home of friends.

Doctors at Mayo Clinic, Rochester, Minn., detected a spot of cancer on Strength's left lung and a case of cirrhosis of the liver. Strength, who has in recent years been featured on several local radio stations with his own country platinum platter show, will be forced out of action for some six weeks.

More than 17 area bands, as well as local discos and radio and television personalities have donated their services for the benefit show. Metra Travis has been busy booking all the acts.

Mail will reach Strength in care of Mr. and Mrs. Ralph Runci, 1646 Avenue N.E., Minneapolis.

'Opry' Will Have Two Shows To Accommodate Summer Crowds

NASHVILLE — The "Grand Ole Opry" will be extended to two days, beginning June 4 and ending Sept. 3, to accommodate the huge crowds expected this summer. The "Opry" experienced serious personnel problems last summer.

Bill Williams, WSM’s public relations director, said the first Saturday night show, June 4, would begin at 6:30 and end at 9. A half-hour intermission will permit the house to be emptied for the waiting crowd outside.

The second show will run from 9:30 to midnight. Tickets prices will remain the same: reserved seats $2.50, and general admission $1.50.

In addition to the two Saturday night shows, WSM sponsors a "Friday Night Opry," from 8 to 10:30, at the Grand Ole Opry House. Admission is $1.

A half-hour "Grand Ole Opry" TV show is taped live during this show, which usually includes five acts from the "Opry."

Kansas Fair To Spotlight Country Music

HUTCHINSON, Kan. — The Kansas State Fair this year will feature country music for the first time — for two nights, Sept. 21-22. Veteran促进er Harry P. Peckels, Wichita, Kan., has signed to produce the shows.

Talent line-up will include Porter Wagoner, Tex Ritter, Minnie Pearl, George Hamilton IV, the Taylor Sisters Trio, the Cantrells, Pee Wee King and the Golden West Cowboys, Redd Stewart, Jack Leonard, the Collins Sisters and Jeannie Seely.

March 26, 1966, BILLBOARD
THANKS, D.J.'S AND RADIO TV PROGRAMMERS, FOR YOUR HELP IN MAKING BUCK OWENS A TOP C&W ARTIST OF 1965

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Area Code: (805) FA 7-7201 or FA 7-1000
Blue Echo Music is a young publishing company headed by writer-artist Ray Griff. Vice-president is his brother, Ken Griff. One of Blue Echo's songs, by Willamina Berge on Deca, climbed pretty high on the country chart recently. Now they've got a new one out by Shasta Warden titled "I'll Leave the Singing to the Bluebirds," penned by Ray.

Husband and wife team Johnny Wright and Kitty Wells each have an album coming out this week. In fact, Kitty was also in again recently, his second single titled "Samantha's Daughter." KCKN-Radio, Kansas City, Kan., is putting together a ten-week series of the hit songs. It's one of the most significant contributions to country music. It is the second such show bestowed on Anderson within a month. The first was a erection of "Hall of Fame" display about him recently at his alma mater, the University of Georgia.

NASHVILLE SCENE
ELTON WILSHUN

Contrary to reports, Nashville's popular country music radio station, WWVA, which had been the setting for the "Sunday Night Jamboree" show on the air for years, is now plugging country at KCBN, Sparks, Nev., needs releases. Teddy Hart, Nashville radio talent, was on the Don McNeill network, "Breakfast Club" show last week. He pluged his first single, "Shaping My Feet." Nancy Teenn, Epic Records' secretary, relayed here was given a farewell party by the friends of the other night. She has been transferred to Hollywood.

Ricky Barnes will record for MGM Records during his Nashville week. He's one of the many airtight country men and Wanda Dynley, Judy Lynn, will also come in to record a duet with Barnes, whose last, released last week, is "Diesel Smoke." Guests lined up for the Bill Clarks' "Clater of the Week" show include Georgia Hamilton IV, Warren King, String & Loop, Moe Mulligan and Leffy Frizzle. Roy Drusky made a special appearance before a group of former WPLF radio men. Atlanta, which showed both of the city's new in country music and its success. Forlin Husky and Melba Montgomery are on a tour of the Pacific Northwest. Del Reeves and Marion Brown will be in a country music film, titled "Gold Guitar," scheduled to start Monday in Nashville this week. Georgia Jones won a popularity contest Saturday night at the "WWVA Jamboree." Wheeling, W. Va., recently, the station conducted the contest to determine the best artist fans wanted most to attend. Bill Clarks' "Clater of the Week" show included the Jamboree as a regular.

Hart Signed
NASHVILLE—Wilderness Music has signed Freddie Hart as an exclusive writer. Guitarist and Manager Don Clarks announced last week. Hart is composer of "Lovin' In Vain," "The Happy Talk" and "Hank Williams" Guitar. Hart records for Kapp Records.

Tims Gayle to Promote New Ormond Film
HOLLYWOOD—Tim Gayle, veteran record producer, promoter and P.M. man, huddled with movie producer Ron Ormond last week to map promotional work on songs to be used in a forthcoming 13-movie film.

Ormond, veteran producer, moved to Nashville last year and has this country music county on his credit, "Fifty-Year-Fand." His next film, "Girl From Tahiti," is being shot and cameras soon in Nashville. Star will be a newcomer, Snake Rich-

Johnny Russell Sings Sire-Mgr.
NASHVILLE—Writer-singer JD "Johnny" Russell has been named the general manager of Sire-Sire Music Co., Vice-President Leslie Wilburn announced last week. Russell has been an exclusive writer for Sire-Mgr. since Nov. 9, 1964.

Russell's biggest hit was "Act Naturally," recorded last year by Buck Owens and The Beletts. He co-wrote it with J. J. "Tommy" Scott and was performed by Patti Page, Loretta Lynn, Hank Locklin, Bobby Bare, Earl Thomas Conley and Billy Ray Lewis. The song has been a favorite with most of the managers and has been the "WWVA Jamboree" director Jean Sheppard.

Wilburn said Russell is in the process of finding exclusive new writers for Sire-Mgr.

Barbara Allen Seg on WWVA
RICHMOND, Va.—A radio show featuring country music artist Barbara Allen will appear on WWVA, Wheeling, W. Va., the first time in a while, beginning Monday (21).

Jim Gemmill, local promoter and manager of Miss Allen, said negotiations had been completed with "WWVA Jamboree" director Lee Stancl for the Allen unit to make personal appearances on "Jamboree" for three to six weeks, beginning immediately.

The radio show will also be heard on KSBE, Kansas City, KAM9, New York, and KWWK, Warren, Va. Featured will be Barbara Allen, her band, The Cheneault and his band. Enock will be Steve Richmond Jr.

CASAER, Wyo.—Station KVOC, a country music station for a year, removed from KVC radio in No. 1 in its market. Vern Young, doing duty for five days daily, asks for singles and albums and phone calls from artists. He cannot accept collect calls.

DURWARD ERVIN & THE MILETONEs have a hit, CA.-SING 6544 "ANGEL EYES" c/w "TRIAL OF LOVE" (Instrumental) Distributors: Contact CANYON Record Operations. 13X86, REDWOOD CITY, CALIP. (Advertisement)

YESTERDAY'S COUNTRY HITS
Change-at-pace programming from your library's shelves, featuring the disks that factward to Nashville 3 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

COUNTRY SINGLES—The Stars Ages 29 and 34
March 27, 1961
1. Don't Gerry (Like All the Others) Time, Martha Robbin, Columbia
2. Foulin' Around, Buck Owens, Capitol
3. Windin' Up Above, George Jones, Mercury
4. On the Wings of a Dove, Fats Hurst, RCA Victor
5. I'll Feel Good Again, Willie Nelson, Decca
6. That's The Way, Mario, Capitol
7. Lover Man, Jimmy Dean, Webb Pierce, Decca
8. Ours and Ends, Warren Smith, Liberty
10. Your Old Love Letters, Bill Clarks, "Clater of the Week" show included the Jamboree as a regular.

YESTERDAY'S COUNTRY HITS—The Stars Ages 10 and 8
March 24, 1956
1. Heartbreak Hotel/I Was the One, Elvis Presley, RCA Victor
2. Forlorn, Rock Me Baby, Bill Clarks, "Clater of the Week" show included the Jamboree as a regular.
3. Blue Suede Shoes, Carl Perkins, Sun
7. You've Got To Go/Feel Like Cryin', Roy厄, Capitol
8. I Don't Believe You've Met My Baby, Louisiana Hayride, Red Stone & Webb Pierce, Decca
9. You and Me, Kitty Wells & J D Miller, Redstone & Webb Pierce, Decca
10. Eat, Drink and Be Merry, Porter Wagner, RCA Victor

Bobby Willy III
MORINE, Ala.—Monument record artist Bobby Willy was hospitalized here last week with bronchial pneumonia. He is expected to make a complete recovery after playing an engagement at Municipal Auditorium.

BILLBOARD SPECIAL SURVEY for the Week Ending 3/31/66
As you can see, I'm making it big on UNITED ARTISTS RECORDS singin' a Hank Mills tune "ONE BUM TOWN"

By Del Reeves

"ONE BUM TOWN"

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United Artists Records

Thanks for the NARAS Nomination
TALENT

Loverly 'Lady' Orbiting the Globe As Biggest Selling LP in History

NEW YORK — "My Fair Lady," the Alan Jay Lerner-Frederick Loewe musical which is 10 years old this month, is the biggest selling LP in history. The original Broadway cast album on Columbia Records has sold in excess of 6 million copies throughout the world. The soundtrack album of the film version, also on Columbia, has sold more than 1,500,000 copies since its release in 1964.

The musical, which opened on Broadway on March 15, 1956, holds the record as the longest-running musical in Broadway history. It ran for six years and raked up a total of 2,717 performances. Columbia's original cast album remained on the best-selling charts for 479 weeks.

Eight Award Winner

The Warner Bros. film version won eight Academy Awards including that of "Best Picture of the Year. 1964." The soundtrack album is currently on the best-sellers list for the 80th consecutive week.

"My Fair Lady" has toured in 66 different countries around the world and has been performed in many languages, including Russian. It is the first Hebrew cast album of "My Fair Lady" is the largest selling LP ever released in Israel.

Direct from its premiere showings, the Warner Bros. film will shortly embark on a saturation run in 26 different cities around the country. Columbia has already designed a die-cut display- piece to be used in an extensive nationwide campaign to continue promotion of the soundtrack album.

Columbia has also released the Irish and Spanish original cast album of "My Fair Lady." In addition, Columbia has released an instrumental arrangement of the score by Percy Faith and has Orchestra and an LP by singer Andy Williams which features several songs from the show. Available on Columbia's Harmony is an instrumental LP by Sammy Kaye's orchestra.

The original Broadway cast album of "My Fair Lady" was recorded under the supervision of Columbia Records' President Goddard Lieberson.

Joe Csida Moving Into The Management Field

NEW YORK—Joseph Csida Enterprises, which currently maintains offices in New York and Los Angeles, is expanding its activities in the management field. Joe Csida, a veteran music business executive, has recently purchased the firm for Rising Stars, Inc., to handle the expanded management operations.

In addition to Gary and Larry, Rising Stars will present concerts by such stars as Tony Orlando, the John Price Trio and teen-ager CIG Wilcicott. Rising Stars will have offices in New York and Hollywood.

Rawls Going Pop Road

HOLLYWOOD—It pays to sing the blues... but it doesn't pay to sing the blues when you're as talented as Lou Rawls, who can make a winsome young man with a powerful voice trying to get out of the world of blues and into the pop market.

Rawls' seventh album for Capitol, "All of Me," in which he shows an increasing affinity for rhythm and blues, places the Chicago-born singer in a commercial groove. While not a major drawing artist, Rawls has nonetheless attained some degree of significance in the jazz field through his blues interpretations of "Three O'Clock in the Morning," "Stormy Monday Blues," "Muddy Water" and "Tobacco Road.

Capitol recently reissued Rawls to a five-year pact and plans are to attempt a pop build-up away from the jazz identification of his previous albums to expose the singer to broader audiences. Rawls' records have mainly been exposed on jazz radio stations with the exception of "Three O'Clock," which gained national airplay of the road-station-type acceptance.

Rawls moved into the jazz-blue field after singing gospel music in the South with various groups, including the late Sam Cooke.

His most recent album has been selected on several national TV shows, and, according to manager Lee Magid, Rawls will be speaking on the topic of religion in the course of singing the blues on college campuses.

Orbison's TV Stint to Cap British Tour

NEW YORK — Roy Orbison will cap his five-week British tour with a performance at the London Palladium TV mid-April to join Orbison's orchestra, managed by acoustic rhythm. Orchestral Eyettes Artists Corp., through its British agent, has set the singer for a virtual daily TV and radio schedule.

Orbison left for England after a press reception and luncheon at the Washington Dulles Airport in New York on March 17. His radio-TV schedule in England includes "Tops of Pop" (March 24); "Ready Steady Go" (March 25); "Late Night Pop Show" (March 27); "Radio Scotland" (March 29); "Saturday Club" (April 4); Gracie Fields Show (April 6); "The Five O'Clock Club" (April 12); BBC TV (April 12); Bristol TV (April 13); BBC Radio, Cardiff (April 15); "Paradise of Pop," BBC Radio (April 20); Radio Dublin (April 21); "Pop's Paradise," BBC Radio (April 21); "Easy Beat," BBC Radio (April 23).

Accompanying Orbison at the outset of the tour will be Bob McClatchey, assistant to Wesley Korff, president of American Road. Rose is due to fly to England in mid-April. More about Orbison's tour when McClatchey returns to Nashville headquarters.

Dynamic Lopez Turns The Tempo at Nitery Stint

NEW YORK—Reprise recording star Trini Lopez electrified the Basin Street East last week.

Loaded with boundless, dynamic energy, Lopez opened strong with "Graciosa" and kept up the pace with a fresh, up-tempo approach to "Fly Me to the Moon."

A change was noted in theinstantaneous blues stylings of the last Lopez visit. More jazz replaced the guitar section. The rhythm was more exciting than previously, as the 14-piece band swung through the show under the top conducting of guitarist David Schrifer and the swinging teams of Gino Magico. Lopez was short on talk and long on music. His stage authority and command of music was in full force as he won a band symphony of what "Melanchooly Baby," "Side by Side," and "Put Your Arms Around Me."

"You Are My Sunshine." He built "Kansas City" into a pulsating climax. New is the act's well-done rendition of "I Will Wait for You" from "Umbrellas of Cherbourg" with a single record, "Cindy," which rocked the place.

Winding up encore after encore, he closed with his standby, "If I Had a Hammer," "La Bamba" and the wildest number in his act, "What's New Pussycat?"

Sammy Kaye Set For 13 Dates

NEW YORK—Sammy Kaye and his orchestra have been signed to play 13 dates in seven States during April and May. Kaye, whose next Decca album, "Shall We Dance," will be released in April, will begin his tour at the George Washington Hotel, Washington, D.C., on April 13 and conclude it at the Lusher Country Club, Manas, Pa., on May 21.

Other dates include: Blue Moon Inn, New Britain, Conn. (April 17); U.S. Naval Training Station, Great Lakes, Ill. (April 19); St. catharines, Ont. (April 20); Supa- raios, Ind. (April 21); Armory, Champaign, Ill. (April 23); Turner Hall, Watertown, Wis. (April 24); Eagle's Club (Ke- nosis, Wis. (April 27); Bear Mountain Inn, Bear Mountain, N. Y. (April 26); Cleveland-Sheraton Hotel, Cleveland (May 6); Hudson Hall Hotel, Atlantic City (May 20).

Full-Steel Tour for Pitney

NEW YORK — Gene Pitney will embark in mid-April on the most extensive tour of his career. With the exception of a few weeks hiatus between segments, the musician artist will be on the road until early November.

Pitney, who recently returned from a two-week junket in Great Britain, leaves in mid-April on a five-week American tour. The package is being set up by the William Morris Agency under Larry Ginsburg and will be titled, as in the past, "The Gene Pitney Show." In addition to Pitney, the troupe will include Lon Barry, the McCos, Chad & Jeremy, and B. J. Thomas and the Triumphs. Then, in mid-June, Pitney leaves for an extended trip to South America through June, and when he flies to England. In England, he's expected to take part in a three-country music festival, being organized by one of that country's fan organizations. There is a strong chance that George Jones and Melba Montgomery, also members of the Musicor roster and among the top country artists in the business, will take part in the festival.

From Britain, Pitney moves on to dates in Holland, Scan- dinavia, Italy, Australia and New Zealand, returning to Britain for a tour next October. Thus, he'll be out of the U.S. for much of the time between mid-June and November.

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March 26, 1966, BILLBOARD
Grammy Award Nominee
Best Gospel Album/1965

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**RHYTHM & BLUES**

**TOP SELLING R&B & BLUES SINGLES**

<table>
<thead>
<tr>
<th>Title / Artist</th>
<th>Label &amp; No.</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>&quot;Temptin' Temptations,&quot; Gordy G 6154</td>
<td>(S)</td>
<td>17</td>
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<tr>
<td>&quot;Crying Time,&quot; Roy Charles, ABC-Paramount ABC 544</td>
<td>(M)</td>
<td>4</td>
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<tr>
<td>&quot;Got My Mojo Working,&quot; Jimmy Smith, Verve Y 8461</td>
<td>(S)</td>
<td>3</td>
</tr>
<tr>
<td>&quot;Impressions,&quot; ABC-Paramount ABC 545</td>
<td>(M)</td>
<td>4</td>
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<tr>
<td>&quot;I Hear A Symphony,&quot; Ray Charles, ABC-Paramount ABC 545</td>
<td>(M)</td>
<td>5</td>
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<tr>
<td>&quot;Miracles Going To Be Go-Go,&quot; Tanya T. 267</td>
<td>(M)</td>
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<tr>
<td>&quot;Hang On Ramsey!&quot; Ramsey Lewis Trio, Cetco CLP 785</td>
<td>(M)</td>
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<td>&quot;I Got You (I Feel Good),&quot; James Brown, King 946</td>
<td>(S)</td>
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<td>&quot;Some Cook At The Copa,&quot; RCA Victor LPM 2790</td>
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<tr>
<td>&quot;Supremes Live At The Copa,&quot; Motown 636</td>
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<td>&quot;The Four Tops Second Album,&quot; Motown 634</td>
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<td>&quot;&quot;New&quot; Look,&quot; Fontella Bass, Ceto LP 2997</td>
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<td>&quot;The Marylettes Greatest Hits,&quot; Tanya TLP 253</td>
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<td>23</td>
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<td>&quot;Comfort Me, Carl Thomas, Stax LP 706</td>
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<td>706</td>
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<tr>
<td>&quot;The Prime Of My Life,&quot; Billy Eckstine, Motown 632</td>
<td>(M)</td>
<td>632</td>
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<tr>
<td>&quot;Gendle Chandler Live On Stage In '65,&quot; Capitol 1426</td>
<td>(S)</td>
<td>14</td>
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<tr>
<td>&quot;Goin' Down,&quot; Stax ST 2056</td>
<td>(M)</td>
<td>1</td>
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<tr>
<td>&quot;Unbelievable,&quot; Billy Stewart, Chess LP 1499</td>
<td>(M)</td>
<td>19</td>
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<tr>
<td>&quot;Dedicated To You,&quot; Manhattan, Carnival CMLP 201</td>
<td>(S)</td>
<td>22</td>
</tr>
<tr>
<td>&quot;Arthur Prysock/Sound Basis,&quot; Vee Vee 6846</td>
<td>(M)</td>
<td>1</td>
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</tbody>
</table>

**NEW ACTION R&B LP's**

Other albums releasing valid sales in certain markets and appearing for a week away from meeting a chart listing on the national R&B LP chart above. All records on the chart are not eligible for a listing here.

**HITS OF THE WORLD**

- Continued from page 38

**Japanese Boom**

- Continued from page 30

**Dutch Industry**

- Continued from page 30

- The extra task of record merchandising and that record retailers were craftsmen whose sole function was to sell records to the public and therefore could not be replaced.

- "When asking ads..." Say You Saw It In Billboard March 26, 1966, BILLBOARD

- **SOUTH AFRICA**

- "I'm satisfied..." THE SUPREMES

- "Things get better..." Eddie Floyd, Star 167

- "When she touches me (Nothing Else Matters)..." Rodge Morgan, Bragg 227

- **SYDNEY**

- Radio Station ZU1, Sydney, this week presented its 1965 awards, for records by Australian artists. The winners were Little Patate (EMI), Best Female Vocal Record; The Easbeats (EMI), Best Group; Gary Stewart (CBS), Best Male Vocal; The Ventures (CBS), Best Recording; John Robertson (RCA), Best Instrumental Record; Narrella Rare (Beehive/Festival), Best Male Vocal. All the records were submitted by record companies.

- "A live concert feature of the English pop singer of World War II, passed through here this week bound for a 5-week concert tour of New Zealand. The Modern Jazz Quartet will visit Australia this month. The quartet arrived on March 17 and played its first set at the Sydney Town Hall the same evening. They will fly to Adelaide to appear in "The Festival of Arts" before returning through Melbourne and Canberra for a final concert here March 28..." Stuart, Hamborn, U.S. composer and wife are vacating here. They are expected to be guests on the Bob Crosby "Tonight" show. Sydney is being invaded by U.S. entertainers. Features from the Coast, including Richard Hayman and the Los Angeles Symphony, are performing at the Chevron Hotel and also made a special appearance on Don Dunstan's "Tonight Show." From TCN1, Shirley Bassey follows Earl Grant, Shades of Night, and the Nat King Cole Trio. The Easbeats take off for America in June. Their first disk in the States will be "Too's So Fine." The Seekers did two sold-out concerts in Melbourne last week.

- **SOUL BALORE**

- Jackie Wilson, Brunswick BL 54120 (M); BL 754120 (S)
SOLID-STATE STEREO phono-
graph by Arvin. Two stereo
speakers in separate enclosures,
four-speed changers feature
turntable, audio and
microwave watts. Nine-inch rubber-mat-
table. Wood-covered pyroxy-
lin cabinet. No price.
(Continued on page 50)

March 26, 1966, BILLBOARD
Retailers View Future as Uncertain

- Continued from page 95

by diversifying they will actually become specialists. The racks and displays that are not real specialists. Their records are often sold in places that have nothing to do with music and it too expensive to keep the dealers at all. This kind of lack of con- 
ers, whether they are going to stay on the board and not help the dealers

Volpe Tape Companies

Split Association

LOS ANGELES—TelePro Industries, Inc., and Autostereo, Inc., two important companies in the tape music field, may be about to break up their recent merger.

TelePro, Cherry Hill, N. J., firm that has produced four-track single loop tape cartridge, Autostereo, in suburban Los Angeles, that makes an indicator of four-track tapes and a producer of automotive playback systems.

Officials of both firms were not available for comment, but the companies first became associated in the fall of 1965.

Imperial R&B

- Continued from page 4

tion director, Musso will work on a division that will encompass all parts and will undoubtedly not get inolved in any music projects.

According to Skaff, Riker could swing into handling r&B projects for other Liberty divisions, although the initial emphasis will be placed on Imperial.

McCready has been a leading r&B artist for Imperial, Skaff stated.

Imperial’s focusing on the r&B market is indicative of a feeling that the major labels feel to cultivate this ethnic market.

Capers, one of the few Negro promotion men to spark its drive for a greater share of the market, recently handled the sale of Mace Gordon, former Motown Holly-

wood chief, has just opened his own office to handle r&B songwriters and ad music.

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wood chief, has just opened his own office to handle r&B songwriters and ad music.
Stage Set for NVA Convention; 
16 Exhibitors to Participate

By RAY BRACK

CHICAGO—With 16 exhibitors in the fold and advance registrations already starting to roll in, officials of the National Vendors Association predict all-time peak industry participation in the organization’s 16th annual convention here April 21-24.

“The show should be one of the largest and most profitable in the history of the association,” declared NVA counsel Donald Mitchell.

Measured NVA president Paul Crisman, who rounds out his second consecutive term in the post, “There will be a terrific turnout at this year’s show, if what I have learned from long experience means anything. A lot of new merchandise and new exhibitors will draw many new operators.”

Third Term?

Crisman, under present NVA rules, cannot succeed himself after his second term. There has been some talk about the trade, however, about drafting the Chicago distributor executive for a third term because of the tremendous effort he has expended in the job. Prior to the Crisman election, the job of NVA president was more or less titular. In terms of new merchandise, the trade will be flocking to Chicago to view what’s new in Batman items. The Caped Crusader is sure to be the hit of the show.

Open Show

In contrast with last year’s trade show, the 1966 industry showcase will be of the “open show” variety. That is to say, the exhibitors of merchandise and machines will set up display booths in one large hall rather than in individual suites.

NVA officials reported last week that this exhibit hall space is nearly all booked.

A resolution regarding the “open show” was urged by operators at last year’s convention and was approved by the NVA board of directors at its meeting in Miami Beach last Oct. 18.

Two New Firms

At the same meeting, the NVA directors approved the exhibited applications of two new supply houses, Heri Novelties of Brooklyn, N. Y., and MacMan Enterprises, Oceanaside, N. Y. The first-time fee for an exhibitor at the NVA show, following some pro and con debate on the subject over the past year, remains at $1,500. NVA directors agreed that a relatively high fee for new entrants would ensure that fly-by-night firms do not profit unjustly from trade show participation.

Co-chairmen for the 1966 convention, the NVA show are Rolfe Lobell of Leaf Brands, and George Eppy of Hershey Charms. Moe Mandell, New York distributor, is exhibit chairman. Chicago operator Bob Kantor is publicity chairman. My Fischer is reservations chairman and Eppy is entertainment chairman.

Exemptions

Sure to reign through the meeting as top topic will be the ramifications of the recent bulk vending exemption victories in New York and Pennsylvania on the industry as a whole. The dine-and-exemptions from recently passed sales taxes in these major States carry great significance in judging industry officials believe.

To be staged at the Skaraton-Chicago Hotel here, the 1966 convention opens on Thursday, April 21, at 10:30 a.m. NVA officials are urging, however, that members and guests attempt to arrive early enough for registration “and to avoid old acquaintances.” (Complete convention program is printed adjacent.)

NVA Convention Program

THURSDAY, April 21
10:30 a.m.-12 noon: Exhibits open
12-1:30 p.m.: Exhibits open
8:30 p.m.: NVA board meeting
FRIDAY, April 22
10 a.m.-12 noon: Exhibits open
10:00-3:00 p.m.: NVA general meeting
3:00-6:00 p.m.: Exhibits open
7:00-9:00 p.m.: NVA Board of Directors Hospitality Night
SATURDAY, April 23
10:30 a.m.-12 noon: Exhibits open
1:00-3:00 p.m.: NVA meeting
3:00-6:00 p.m.: Exhibits open
7:30 p.m.: NVA banquet
SUNDAY, April 24
10:00 a.m.-12:00 noon: Exhibits open

(ArrayList functions will be held in the Skaraton-Chicago Hotel, Chicago.)

NVA Show Exhibitors

As of last week, the following firms had signed to exhibit at the 16th Annual Convention and Trade Show of the National Vendors Association. Other firms are expected to sign before the show opens April 21.

Karl Guggenheim, Inc. Eppy Promotions
Paul A. Price Co. Frank H. Flier Corp.
Cranston Co. Leaf Brands, Inc.
Zetafin Corp. Northwestern Sales & Service Co.
Oak Manufacturing Co. MC Mandle Co.
Creative House Promotions Russel Industries
Penny King Co. Knight & Novelties Co.
Joseph A. Zoloom Co. Heri Novelties & Premiums
Harby Industries MacMan Enterprises Corp.
Billboard Magazine Vend Magazine

YOU COUNT MORE WITH OAK

HOT NUT VENDOR

Oak's hot nut cabinet is red hot for profit. It makes nut vending easier and more efficient. You can carry a supply of clean glass panels and simply switch while on route. Wash the others later. All gaskets are made of Oak's exclusive Zalafin which is impervious to oil. This machine is a sure-fire location getter. It stands 17" high, is 6" deep and 8" wide.

Time payments available on Oak Machines through all distributors on approval. 

HARRY INDUSTRIES

790 North Maryland Street
Berkeley, California 94705
The Smith, Thompson Team Reports Its Biggest Year

CHARLOTTE, N. C.—The many-sided enterprise of J. L. (Lee) Smith and J. W. (Jack) Thompson had a record year during 1965 and isですが, by the partners call for more of the same in 1966. Smith and Thompson, bud-
sies since their high school days, ow their basic vending distributor-
ship—Southern Acorn Sales—and a vast bulk vending opera-
tion—Smith-Regal of Carolina. The company is involved in both operations and other enterprises of the partnership such as aircraft sales and equipment rent-
als, Smith said, showed nearly three quarters of a million dollars in volume during 1965. Volume from all phases of the business had doubled in the past four years and by 1967 Smith and Thompson expect to be doing $1 million annually.

Plans announced by the partners call for an increase in 7,500 locations and 15,000 machines during 1966.

**Product Deal**

Last year Southern Acorn Sales signed a $2 million order with Oak Manufacturing Co., Los Angeles, for bulk vending machines that included a promise to supply over the next eight years. The deal is reportedly the largest of its type on record.

Southern Acorn Sales is managed by Lee Thompson and his wife, Joyce. The firm handles Oak products in North Carolina, South Carolina, Georgia, West Virginia and part of South Carolina. A complete line of Oak machines has been an Oak distributorship for 16 years.

Southern Acorn distributes the confection products of Leaf Gum of Chicago; Cracker Gum, Boston, Frank H. Fieger Corp., Philadelphia, and U. S. Chew-
ing, Oakland, Cali.

Charm merchandise handled by southern Acorn Sales is marketed by Penny King, Pittsburgh; Karl Guggenheim, New York; Paul A. Price, Birmingham, Ala.; and A. K. Toy and Novelty Co., New York.

**New Warehouse**

During 1965 some 36,000 square feet of new warehouse space was added for the wholesaling operation and 3,600 square feet of additional space is to be constructed this year.

During the past year more machines, machines, products and parts, Southern Acorn is involved in an extensive leasing operation.

The bulk vending operation, Smith Regal of Carolina, is the oldest division of the company. It is managed by Lee Smith and Blanche Smith, Lee Smith's wife.

Eight routes are employed in this division and are, with office and clerical staff, under the supervision of Mrs. Smith. This efficient lady has an uncanny ability to keep tab on her routes despite the fact that Smith-Regal's machines are scattered over North Carolina, South Carolina, Georgia, Ten-
nessee, Kentucky and Virginia. Referring to a chart, she has been known to pick up the tele-
phone and direct a route employee in a remote hamlet off in the mountains a hundred miles dis-
tance.

"It was time for him to be there," Smith added.

Each route man has three au-

tomobiles at his disposal—one in use, one he can have for his next trip and one being serviced at the company's own automobile shop. (The company owns Carpenter Airport just outside Charlotte. All companies own a second airport located on the property.)

The thinking of the company's expansion currently is into Ken-
tucky and central Tennessee.

The theory of the company's expansion currently is that Smith-Regal's machines—slightly more than 11,000 vendors—are located under a sponsorship program for the North Carolina, South Carolina and Tennessee Associa-
tions for Retarded Children. Since the program was begun, more than $78,000 has been turned over to the State offices for their use.

"All three associations are ac-
tive in securing locations in in-
dustrial plants that would not other wise be available for gum machine placement," Smith said.

Lee and Blanche Smith have great interest in advancing re-
sear h into mental and physical retardation, for their own, now 7, was born seriously re-
tarded.

**Twenty Per Cent**

Smith-Regal, which has an agreement with the State associations for re-
tarded children, will place machines in the States for 10 years.

"It is right to franchise and lease out equipment is included in the communica-
tions," Smith said, "and this is the method that is being perpetuated in the pro-
gr am.

Plans call for increasing the number of sponsoring ma-

pines by 3,000 units during 1966.

Twenty per cent of the gross receipts from all sponsoring associations will go to the associations.

"This firm is very concerned with public relations and with the activities of the association among the segments of the bus-

ines with which we affiliate," Smith said, "as well as the business practices by the individu-
als and firms in the industry."

The company maintains mem-

bership in the National Vendors Association and encourages op-

erators to affiliate in order like-

wise. Smith is on the NVA board of directors.

South Carolina Smith and Thompson founded an organiza-

tion in 1926, the Carolina Bulk Vendors Association, which affiliated with the NVA. The name and organization was changed to Southeastern Bulk Vendors Association when its membership base began expanding without the Carolinas.

This association gave the asso-
ciation regional status with the NVA and legislative bodies.

"For the first time," said Smith, "we are able to speak as repre-
sentatives of the bulk vending business, and it has had excellent results in legislative efforts.

Smith is president of the Southeastern Bulk Vendors Asso-
ciation and Thompson is secretary-treasurer.

During a recent meeting the association adopted a code of ethics for the industry. It safeguarded members against flagrant location jumping and ensures that issues between members will be heard by a board of arbitration.

"Our firm plans to continue its active role in leading the entire section of the country in building the regional and na-
tional associations," Smith de-

dared, "and considers this an important factor in its own success.

Groat is Back

On the Job

March 26, 1966, BILLBOARD

BLOOMSBURG, Pa. — Vend
call President Earl Groat, who underwent an operation in Jan-
uary that removed a third of his liver at the company’s offices here after six
weeks’ vacation and recuperation in sunny Florida.

Local trademans report Earl is as heale and hearty as ever.
MOA Board Meets In Washington; Sets Course on Copyright

By PAUL ZAKARAS

WASHINGTON—Music Operators of America directors assembled here last weekend for one of the most important meetings in the association's history.

Before the meeting, MOA Executive Vice-President Fred Granger told Billboard that the group "will set the course of the industry on the copyright situation. On Monday afternoon, attorney, Nick Allen, will review our copyright proposal to Congress and then will lead a question and answer session on the matter. On Monday and Tuesday morning, directors will visit with our own Congressmen to discuss the situation, and a group of directors will visit members of the appropriate congressional committees."

The meeting was held at the Statler Hilton Hotel, started Sunday, 120, with a directors luncheon at 12:30 p.m. The lunch was followed by John Wallace's presentation of new membership plaques to officers and directors present. The plaques were inscribed with the title of each director and photos of the presentations sent to the home town newspapers of each. The rest of the afternoon was to be taken up by Allen's discussion of the copyright situation.

Convention

On Monday and Tuesday afternoon, the board members were to discuss the following matters:

- The 1966 MOA convention.
- Independent conventions.
- MOA policy on importation.
- Expanded membership.
- The 1967 Board of Directors.

The resignation was effective March 17. A replacement was not immediately announced by NMAM.

Insalata quits NAMA Post

CHICAGO—S. John Insalata has resigned his post as director of affiliated State council activities for the National Aurora Merchandising Association.

The resignation was effective March 17. A replacement was not immediately announced by NMAM.

Insalata, who compiled an outstanding record as an associate legislative council and State council director with NAMA, could not be reached immediately for comment on his future plans.

While serving as NAMA associate legislative council, Insalata was admitted to practice before the U.S. Supreme Court. In addition to his law degree, Insalata holds a masters degree in engineering.

As State council director, Insalata assisted regional trade association officials throughout the country with his knowledge about and insight into the coin machine industry's economic and legislative problems.

Insalata serves on three committees of the American Bar Association and is active in the Illinois Bar Association.

Making Money With Games—Bowlers

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FOUR CONTINENTS

The Making of Rock-Ola Phonos
Is a Globe-Girdling Operation

EDITOR’S NOTE: Manufacture and marketing of music
cartridges is a complex, global operation. The accompanying
photographs, featuring the Rock-Ola Manufacturing Corp. assembly
and sales affiliate in Mexico, serve to illustrate this point. Rock-Ola com-
petes aggressively in world markets by maintaining phonograph
assembly affiliates on four continents.

GROWTH IN EXPORTS
To globe predicted

LOS ANGELES — Coin ma-
chine trade with Japan, both in
new and used equipment, will
continue to show a steady gain
for American exporters for many
years to come, according to
Hiro Miyama, chairman of a
28-man economic mission sent
by Japan to tour the West Coast.
Trade with Japan, primarily in
new and used phonograph and
flipper games, will show a steady
growth, Miyama said during his
stopover in Los Angeles. Over-
all trade between West Coast
States and Japan annually amounts
to “almost $1.8 billion or
more than one-third of all trade
between the United States
and Japan.”

While Miyama urged local
coin distributors and operators
to have faith in the Japanese
coin machine market, he also
reminded the coin machine in-
dustry here of certain future
tariff fears that possibly may
hinder future trade relationships
between the two countries.

Although some distributors
believe the West Coast export
market for coin machines to
Japan is tightening, Joseph S.
Duarte, president of Duoate In-
ternational Sales Co., Los An-
geles, and secretary-treasurer of
Badger Sales & Vending Co.,
Los Angeles, feels the export
market to the Orient is still lu-
crative.

Duarte agrees with Miyama
about steady growth in trade
between the two countries, es-
specially pinball machines. He
does feel, however, that trade
there will be slower in used
photographs and other coin ma-
chine games simply because of
the stockpiling and availability
of used coin equipment now in
Japan.

Export Potential

Miyama, traveling with sev-
eral major Japanese executives
and with Toshio Shimanouchi,
Japanese consul general, said
he realizes much of Japan’s trade
in the coin machine industry is
for new equipment (manufactur-
ed in Chicago). But he also
pointed out that the West Coast
export business continues to ex-
ist, although now it grows not
quite as rapidly, or the business
not quite as lucrative as in for-
mer years.

“But profits can be made in ex-
ploiting opportunities in the
West Coast,” Miyama said, “and I
urge all local distributors to rec-
ognize the export potential to
my country for used equipment.”

He said Japan’s burgeoning
economy is in recession now, and

(Continued on page 66)

DOWNTOWN SALES OFFICE FOR
INSEA bears the Rock-Ola logo-
type prominently on its facades.
INSEA has its own retail store
outlets throughout Mexico. Sales
manager for the Rock-Ola di-
vision is Rodolfo Perezco. Sales
manager of the Rock-Ola division,
Mexico, D. F., is Angel Arencio.

Bulk Vender
On ‘Batman”

LOS ANGELES—Oak Manu-
facturing Co. was instrumental
in giving the nation a look at
vending when Acorn machines
were featured on two episodes
of “Batman,” the top-rated
ABC-TV series. The machines
were an integral part of the
Joker’s wild collection of
machines.

Instead of “open sesame,” it
was the turn of an Acorn hand-
le that opened the door to the
Joker’s secret hideout.

Norman Weitzman, Oak vice-
president, commenting on the
incident, said that it was one of
Oak’s policies to watch for op-
opportunities to work vending
into regular advertising and pro-
gramming formats. He added that
it not only helped the company’s
distributors but was a gain for
the entire industry.

A few months ago Polanoid
cameras spotlighted an Acorn
machine in a full-color two-
page spread in Life as well as
20 other nationally distributed
periodicals.

COMPLETELY RECONDITIONED
Ready for Location

Oak Manor Distributing Co.

411 N. Guadalcanal

Indio, California

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Indio, California

March 26, 1966, BILLBOARD
Wurtlitzer Listed
On N.Y. Exchange

NEW YORK—The Wurtlitzer Co., became the third major coin-operated phonograph manufacturer to be listed on the New York Stock Exchange in a ceremony held Wednesday (16) at the Exchange. Wurtlitzer joined Seeburg and Automatic Canteen on the Exchange's listing.

R. C. Rolfling, Wurtlitzer president, was welcomed to the floor by Keith Funston, president of the Exchange, and purchased the first 100 shares of Wurtlitzer stock in a listing ceremony which marked the start of trading.

The ticker symbol WUR has been assigned to the 1,331,654 shares of Wurtlitzer Common Stock covered by the listing. The stock formerly was traded over the counter, with the company having more than 2,800 shareholders.

"We are proud and pleased that the Wurtlitzer Co. is now listed on the New York Stock Exchange," Rolfling said. "For many years the name Wurtlitzer has been synonymous with music in the minds of millions. Today, because of this significant milestone, our present and future shareholders will have the benefit in their investment decisions of the facilities of this institution."

The Wurtlitzer Co. reported net earnings of $1.9 million on sales of $44.2 million for the year ended March 31, 1965. Sales for the first nine months of the current fiscal year (April to December 1965) were $1,204,160, equal to $1.08 per share on 1,208,540 shares (adjusted) of Common Stock, compared with net earnings of $632,054, or 60 cents per share (adjusted) for the same period last year.

Wurtlitzer Company President R. C. Rolfling, right, who bought the first 100 shares at 23\(^\frac{1}{2}\)\, was welcomed to the floor by Exchange President Keith Funston.

Cinematic
HIGH QUALITY PICTURES
UNEQUALLED SOUND
ELEGANT SHAPE

OUTSTANDING FEATURES

of Cinematic

PANORAMICVISION with large 65 cm (approx. 25½") screen
LUMINOUS POWER guaranteeing high quality projection even in illuminated rooms
PERFECT STAND of the picture through precision play mechanism of the films—28 colored films can be preselected—quick change of films
15 Watt HI-FI AMPLIFIER
BAXANDALL sound control—SCANNER guarantees 1000 hours operation—PROJECTION LAMP does not change colors for 10 to 12 months—Two-shade de LUXE CASE unchangeable inox—Kodachrome stills of the colored films permanently illuminated—16mm films with magnetic sound track—NATIONAL COIN REJECTORS guarantee perfect working with all coins—

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Tel. 326.99.90

Wisconsin Operators Depart for Bermuda

Mr. and Mrs. Robert Ostlad, Edgerton, Wis.; Mr. and Mrs. G. S. Pierce, Brodhead, Wis.; Pierce is president of the Wisconsin trade association and a Music Operators of America vice-president.

WORLD'S COUPLES FAVORITE the more you GIVE

HEART FUND

March 26, 1966, BILLBOARD
All-Tech Reports
Record Earnings

HIALEAH, Fla. — The All-Tech Industries annual report indicated that the firm had earned a profit of $95,190 in 1965, a strong gain over 1964. In addition, the company reported sales of $415,851 in the first quarter of fiscal 1966, at 12 per cent increase in sales over the first quarter of fiscal 1965.

All-Tech, a manufacturer and distributor of coin-operated machines, has been in business for 30 years. The company's principal products are Kiddie Park, Findlay, and the Roll-O-Matic machines.

Albert Simon
Holds School

NEW YORK—Albert Simon, Inc., here is holding a training school on the Rock-Ola phonograph line March 28 through April 2.

The distributor said that the school will be conducted at the Rock-Ola field office in the music division. The distributor's salesmen, where the school will be conducted, are located at 587-9 10th Avenue here.

Hosting the classes will be company president Albert Simon and his assistant, Al D'In- gillo.

Simon had increased only 12 per cent over the previous year. In 1965 stockholders were paid 34 cents per share as compared to a 19 cents per share loss in 1964.

Anniversary for Distributor

ROCK-Ola PHONOGRAPh distributor, the Le Stouurgeon Distributing Co. of Charlotte, N. C., celebrated its 20th anniversary by moving recently into the new quarters pictured above.

Globe Hold's
Annual Meeting

PHILADELPHIA — Globe Consumer Discount Corp., financial society which has strong roots in the amusement machine industry, marked its 45th annual meeting recently. One of the first financial institutions to extend a line of credit to coin machine operators here, Globe is still favored by the local industry for major financing. Moreover, many industry members have financial interest in Globe.

Morris Schuchman, who has been the industry spokeshead in Globe, was re-elected secretary and member of the board for another three-year term. He pointed out that in its 45-year history, Globe has never missed paying a dividend to its members.

David Rosen, president of the distributing firm bearing his name, was also re-elected to the board of directors for another three-year term. He was also named chairman of the committee to plan a 70th birthday celebration for Schuchman in conjunction with next year’s annual meeting. The 45th annual also marked the dedication of a grove of trees in Israel in memory of the late William K. Ravitz, who was counsel for Globe for many years.

March 26, 1966, BILLBOARD
of pack bowlers for locations around the world.

Today major manufacturers of pack and ball bowlers are Bally Manufacturing Co., Williams-United and the Chicago Coin Machine division of Chicago Dynamic Industries, all located in Chicago, Ill.

Midway Manufacturing Co. of Franklin Park, Ill., will begin shipping its first pack bowler on April 1. Midway calls its new product the Premier Shuffle Alley.

During 1965 and to date in 1966, Chicago Coin introduced customers a choice," said one seven pack and ball bowlers.

Bally—Six-Player Flipper

Bally Manufacturing Co., Chicago, is shipping a six-player flipper game called Six Sticks. With a hockey motif, the game features a new automatic "Kickback Gate" at the lower left exit area. This feature is in addition to the usual free-ball gate in the lower right area, which may score a "special." When not open. Both gates may be open at the same time, narrowing the possibility of losing the ball to the space guarded by the flipper. A ball entering the "Kickback Gate" is automatically propelled back to the top of the playfield. The game also features a new "Bonus" target system, and four "slingshot" kickers.

Williams—Pitch & Bat Baseball

New from Williams Electronic Manufacturing Corp., Chicago, is this baseball game called Pitch & Bat. It has a "beat the score" feature which works thus: the player attempts to beat the score indicated on the backglass in order to score a special. The player is awarded an extra inning for lighting all the targets on the playfield. A "ball's-eye" home run with the bases loaded also scores a special, as do high scores. It also features an animated, three-dimensional base-running unit. A variety of pitches—fast, slow, curve and knuckler—are at the player's disposal.

Cigaret Prices

Continued from page 59

customers a choice," said one operator. "They can either leave it at 35 cents and take a smaller commission, or raise it to 40 cents and get a larger commis-

sion. I expect, eventually, they will take the latter course." Places selling them for 40 cents already, he added, will probably not raise the price to 45.

Other major cigarette firms said they were studying moves of the three price-raising com-
promies but had made no decision on whether to follow suit.

Williams-United, during the same period, marketed nine pack and ball bowlers. Bally intro-
duced a new model of its ball bowler in 1966 and will soon market its 1966 models.
Sandler Enters Vending; Will Open Iowa Branch

MINNEAPOLIS — Sandler Distributing Co. has added vending lines, personnel and will soon open a branch in Davenport, Iowa.

The company is adopting the name "Sandler Vending Co." effective April 1 and Warren Sandler assumes the post of president.

Irving Sandler will be chairman of the board and treasurer.

The reorganization and expansion, according to Warren Sandler, comes "in recognition of the important role that vending machines will play in the future of the coin machine business."

The company will now handle the products of Wurlitzer, Valley, Midway, Smokeshop and Candyshop in Minnesota, North and South Dakota, Iowa and Western Wisconsin.

A specific opening date for the Iowa branch office was not announced.

Recent personnel additions include Elwood (Patt) Anderson, controller and credit manager; Jean Geninan, secretary; and S. B. (Abie) Sweeney, sales, Gerard Shearer, formerly of Automatic Products, head of vending sales.

New Operator In Santa Rosa

SANTA ROSA, Calif.—The A.E.Z. Co. has recently started operation in the Santa Rosa area.

The firm, owned by Gerald Zolla, Susan Clay and Osardo Antonini, will sell and lease coin-operated phonographs and other types of amusement and vending machines.

By RAY BRACK

CHICAGO—Keeping up with developments at World Wide Distributing Co. here amounts to a short course in modern distribution philosophy.

Today, adhering to the concept of total service, World Wide is one of the country's most progressive coin equipment outfits. Like other top distributorships, World Wide is a far cry from the old "jobber" distribution concept.

As articulated by company President Nathan Feinstein, the general formula for modern distribution is, "to offer total service in order to best meet the needs of operators."

In terms of specific services to operators, World Wide has recently innovated as follows:

**Youth Movement**

- Launched a "youth movement," hiring four young representatives in music and vending to perform, in addition to the sales function, a variety of consultant services to operators.
- Initiated a program of day-long servicemen training classes for operating firm employees.
- Formalized a four-week training course for operating personnel at the distributorship's own shop which will turn out 12 trained men per week.
- Opened a branch office in Springfield, Ill., to provide better service for downstate operators.

These developments during recent weeks follow a pattern at World Wide that has seen "total service" innovations in expansion of merchandise lines, parts and service attention, credit modernization and streamlining and expansion of physical plant during recent years.

**Rapor**

The evolution in service has been shepherded by Feinstein and partners Harold Schwartz and Irv Orzoff. Each has made contributions. It was Schwartz, for example, who advanced the concept of bargaining coin equipment with the six major types of service problems during classes.

World Wide researched thousands of service calls to determine which problems are most common.

Commenting on the World Wide youth movement, Feinstein said, "We need young men.

We must perform new services, and young men are able to establish rapport with many young people.

GIOCONDA entering the business.

"We believe in the business and we're bringing young men in to demonstrate this. Their prime qualifications are that they like the business."

Recently hired as music representatives were John Neville and Roy Gioconda. Neville, 28, is a native of Chicago, a graduate of Loyola University and an ex-Marine. He was with the Seeburg Corp. two years before joining World Wide.

Gioconda, a native of Brooklyn, N. Y., attended the Fullillard School of Music and the Julliard. He won an all-Navy Talent contest in 1945 and was later manager of the Atlantic Opera Co. He appeared on Broadway in "The Wild Is Ninety," which starred J. Kirby Douglas and Wendell Corey.

Youthful vending representatives recently hired by World Wide are Frank Gumma and Jules Millman.

Functions outside equipment sales that these men perform, Feinstein said, include assisting the operator in obtaining location contracts, obtaining front money, obtaining minimum guarantees, renting operating contracts, installing phonograph models, where hideaway models had been designed, finding new phonograph locations and surveying locations for phonograph and phonograph installation.

**On-the-Job**

The new World Wide office in the State capital will be managed by 36-year-old veteran Art Wood. The branch will handle phonographs, games, cigarette and vending equipment components. The office is located at 417 North 6th Street.

The new on-the-job training program just begun at World Wide is the company's way of helping alleviate the shortage of fully trained mechanics in the industry.

This training program is not meant to replace any other school program, Feinstein said. "It merely supplements the Seeburg plant training program and the schools planned by trade associations."

The World Wide on-the-job training program will see the operator's employee work in the World Wide shop four days a week with instruction by a Seeburg field engineer on the fifth day. Term of the training is four weeks. The first man to pass through the course was Bob Grogan, employed by Bud Stout, of Jacksonville, Ill.

The day-long servicemen training classes are a separate program designed for up-dating the knowledge of operating firm personnel on new equipment. The classes are scheduled every two weeks with Seeburg field engineers on hand for instruction.

The first class was held on Feb. 2, with 11 men present.

Employing is placed on trouble-shooting.

March 26, 1966, BILLBOARD

Enticing Light-Box Animation

Gottlieb's 4th 4-player "MASQUERADE"

SCORING MOVES LACE FAN REVEALING THE FACE OF THE "HELE OF THE BALL"

COMPLETING ONE WORD MULTIPLIES TARGET VALUES BY 10

COMPLETING BOTH WORDS MULTIPLIES TARGET VALUES BY 100.

ROTO-LIGHTS INDICATE VALUES OF 5 TARGETS.

SHOOT AGAIN" FEATURE INDICATED BY ROTO-STAR

6 ROLLERS SPOT LETTERS IN WORD "MASKED"

AVAILABLE WITH TWO WIND CHUTES AND 3 OR 4 BALL PLAYS.

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March 26, 1966, BILLBOARD
the MOA will provide all possible help in setting up a good school system around the county.

New services. "We will bring up our plans for surveys to provide industry statistics to members," said Casola. "I believe the association can help its members considerably by giving them good business data on a regular basis." Granger added that "we will report on the progress of the new group insurance plan and will talk about the various kinds of additional services the members of MOA would like to receive from the association."

• Reports of officers. Treasurer William H. Cannon, Wallace and Granger will report on the status of the association. Both Granger and Casola told Billboard that the reports will be good. "We're making fine progress," said Casola. "I believe the association has been moving in the right direction and is well on its way in becoming a most important factor to operators around the country."

• Dancing. Wallace told Billboard that he might bring up the subject of promoting more dancing to juke boxes. "Many local and State associations have been discussing this subject since the recent termination of the cabaret tax. There are some problems that could be fruitfully investigated by the board and might lead to some helpful guidelines for operators who have questions about the promotion of dancing. I believe this is a great opportunity for increasing revenues and operators should be fully aware of all the possibilities."

"In general it is an important meeting," said Casola. "Our discussions with the legislators should prove to be of great value. We got two years last year and were well received. We believe they are very much interested in our problems and are happy to hear our point of view."

Events

March 26—NAMM Spring meeting and workshop, Marriott Motor Hotel, Dallas.

April 2—NAMM Spring meeting and workshop, Ramada Inn, Madison, Wis.

April 5—Missouri Coin Machine Convention, Ramada Inn, Missouri, Mo.

April 14-17—South Carolina Coin Machine Operators Association (quarterly meeting), Florence, S.C.

April 23-24—Illinois Coin Machine Operators Association (quarterly meeting), Pick-Congress Hotel, Chicago.

April 30-May 1—General Trades Fair, Hanover, West Germany.

May 14-15—Tobacco-Candy Distributors & Vendors of Kansas convention, Broadview Hotel, Wichita.


June 12-13—Quarterly meeting of Music & Vending Association of South Dakota, Plateau Motel, Watertown, S.D.


Oct. 28-30—16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel, Chicago.

Oct. 29-Nov. 1—National Automatic Merchandising Association annual convention and trade show, Merchandise Mart, Chicago.

Nov. 2-11—Second International Congress of Coin Machine Engineers, Amstettenhaus, Vienna, Austria.

MOA Board Sets Course On Royalty

Tahoe Music Co. Begins Operation

SAN FRANCISCO—The Tahoe Music Co. has recently been incorporated in nearby El Dorado County, California, to sell and lease coin-operated music systems and other types of amusement and vending machines.

Principal owners of the firm, located in Bijou, are Dennis A. Hillyard, Eleanor M. Hillyard and James P. Marley.

March 26, 1966, BILLBOARD
Operating Company Honor Roll—

Do You Believe in the Business?

RALEIGH, N. C.—The following operating companies have demonstrated their belief in the profitable coin machine business future by investing in membership in the industry's major trade association—the Music Operators of America.

Most of the same firms are members of their local and regional trade groups as well. And most join their local Chambers of Commerce and get active in community affairs. Such involvement is characteristic of MOA member firms. They are responsible.

If my competitor is an MOA member, well-known operator said recently, "I know he is a reasonable man and I can talk to him about any problems we might have."

MOA is currently in the midst of a big drive for new members, and C. C. Bishop, of Bishop Music Co. at 1216 South Saunders Street here, is chairman of the drive in the interest of the national effort. District four takes in North Carolina, South Carolina, Georgia, and Florida. Bishop is aiming for enrollment of 40 new member firms in MOA before the association's big convention in Chicago this November.

The following firms located in the district are now members of MOA:

North Carolina


South Carolina
Rouse Distributing Co., Columbia: Andrews; Connell Amusement Co., Bebee Island; Bill's Amuse-
ment Co., Dorchester County: Service Co., Inc., Columbia; Tower Distributing Co., Charleston; W. W. Ruff, Woodruff; Oak Music Co., Florence; J. M. H. Music Co., Forest City: Amuse-

Exports to Japan Growing

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that the slight recession is bound to hurt the export trade. Hiyama explained that the recession is "merely a temporary situation in trade, probably favorable rate of growth," which is expected to show a 7½ per cent increase in the gross national product this year.

An optimistic note for local exporters was sounded by Duarte, who said:

Top Mark

"There always will be a market in Japan for good used coin machine equipment. Although we have a large number of used equipment here, we haven't had a lot of demand in the past," Duarte said, "we have new avenues to explore in new equipment sales to Japan."

Duarte's company now shows 25 per cent from coming from exporting equip-

ments, which is above average in this market. Hiyama expanded on the export to Japan as long as he felt there was a market there. Duarte said, "We have new avenues and the immediate future. I see a profitable market. So I'll continue to ex-

port to Japan."

"California ranks as No. 1 State in the nation in trade with Japan, with the United States accounting for over a quarter of Japan's imported coin machine equipment," Hiyama said. "Japan absorbs a quarter of California's exports, and that includes the coin machine market. I assure you," he said, "there is, and there will continue to be, the market in Japan for used and new coin machine equipment."

March 26, 1966, BILLBOARD
Ideas... Simply The Price Of Progress At Rock-Ola!

At Rock-Ola, we believe in ideas. Simple ideas. Good ideas. The kind that build operator profit. We've built a business with this kind of thinking. Some result in new mechanisms. Others add refinements to existing components. Through the years, all have contributed to better performance and less trouble for the people who operate our phonographs. That was the whole idea!

Upon entering the coin operated music field in 1935, Rock-Ola introduced a host of sparkling new ideas. A silent, all-mechanical 12-selection changer mechanism. Single cam V-belt drive. A 2-ounce crystal pick-up. Operators quickly got the idea that our ideas were sound.

Since the introduction of David C. Rockola's simple penny weighing mechanism way back when, many good ideas have come from Rock-Ola. Profitable innovations that have produced better pin games, amusement games, counter games, vending machines, furniture, radio cabinets, parking meters, remote music systems and coin operated phonographs.

David C. Rockola's simple concept that all ideas ought to be simple brought about the 685 output tube, pioneered by Rock-Ola for the amplifier of the 1936 Multi-Selector. It reduced the number of tubes and gave distortion-free response. Floating baffles followed, then dual motors, visible coin chutes and electric slug rejectors. And who'll ever forget Rock-Ola's light-up fronts and remote speakers that came later, along with resonating tone columns, slug rejectors, Dial-A-Tune, Mystic Music and full front accessibility.

In 1945, a constant speed turntable motor was introduced. This cut down on the number of clutches and simplified service. A new anti-wear pick-up reduced record pressure to less than an ounce greatly lessening record damage.

Ideas followed ideas. A revolutionary revolving record magazine was a 1953 innovation that produced a 120-selection phonograph. An all-mechanical selector system and the now famous Mech-O-Matic 33⅓/45 rpm Internix arrived in 1961. So perfect was the design, so simple the concept, they are still used virtually unchanged today.

The challenge for improvement continues at Rock-Ola. We are always looking for better ways of doing things. Some are new. Others are improvements. All of the good ideas are represented in today's high performance Grand Prix II, Princess Royal and Starlet phonographs. You can rest assured that others will inevitably follow, because at Rock-Ola, ideas are simply the price of progress.

Rock-Ola Manufacturing Corporation 800 North Rosel Avenue - Chicago, Ill. 60651