Jazz as Big Leaguers

By AARON STERNFIELD

NEW YORK — Two major jazz festivals made their debut in professional baseball parks this spring. The Longhorns Jazz Festival bowed Saturday and Sunday (2 and 3) in Dish Field, home of the Austin (Tex.) Braves. Set for May 27-28 is the first annual Atlanta Jazz Festival, to be held in the 51,000-seat, $18 million Atlanta Stadium, where the Atlanta Braves play their home games.

Both packages have been put together by George Wein, producer of the Newport Jazz, Folk, and Opera Festivals. Wein said that both deals were offered him and that he is not soliciting dates. He explained that unless there is enough grass-roots interest in a jazz festival in the community, "the effort will fail flat on its face."

Both festivals bring top jazz names to the communities. At Austin, the Dave Brubeck group, with Paul Desmond, Joe Morelli, Gene Wright, Gerry Mulligan, and Eddie Gomez, is playing. The lineup includes the Steve Lacy Quintet, the Paul Bley Trio, the Elvin Jones Quartet, and the Steve Swallow Big Band, the last performing their upcoming album, "Sleepless in the City." (Continued on page 15)

Cutback Urged Of FCC Power

By CLAUDE HALL

CHICAGO—The president of the National Association of Broadcasters called Monday (28) for new laws to halt Federal Communications Commission interference into radio and TV programming.

Vincent T. Wasilewski, speaking at a luncheon during the 48th annual NAB convention here March 28-30, said congressmen needed to:

"Add more precision to the definition of censorship" so the FCC will be prohibited from

(Continued on page 12)

New CARtridge Concept Needed: Decca's Goldberg

By MIKE GROSS

NEW YORK—The crunch of the era, CARtridges business is carrying along with it new problems in merchandising and programming. That's the view of Sydney N. Goldberg, vice-president and general sales manager of Decca Distributing Corp., who believes that new concepts are needed for the successful marketing of the tape cartridge for the automobile and the home—after they are found.

It's also Goldberg's opinion that the advent of the tape cartridge business is all part of the record industry's continuous development and that it will grow into a "plus, plus business" for the record manufacturer as the cartridge player becomes a factor in home entertainment.

Decca's first stereo release is already on the production line and the company expects to announce the titles in a short time. Decca is doing its own duplicating and distributing. Goldberg anticipates a gradual acceleration of Decca's tape cartridge production as the various new wrinkles in the merchandising and programming of tape cartridge production are ironed out.

So far special concentration can be given to this new field, Decca has set up a Single Division with Vern Cupples as its national sales manager. It will be Carl Goldberg's job to work out the new merchandising and programming concepts required.

(Continued on page 20)

THE MINDGERS have reached the Top 10 charts with their first solo release, "A Groovy Kind of Love," on the Fontana label. (Advertised)

THE ROLLING STONES "19th Nervous Breakdown" is this week's best-selling single. This hit, plus 11 of the Rolling Stones' all-time best sellers are included in "Big Hits (High Tide and Green Grass)," along with the most spectacular collection of photos ever presented in one LP package. Ten pages, 20 full-color shots. The entire package produced by the Rolling Stones' manager and recording director, Andrew Loog Oldham. This London LP just released. (Advertised)

THE BEST SONG OF THE YEAR (THE SHADOW OF YOUR SMILE)

THE BEST ORIGINAL SCORE WRITTEN FOR A MOTION PICTURE OR TELEVISION SHOW

-NARAS AWARDS
ELVIS HAS A NEW MOVIE SOUNDTRACK ALBUM

RCA VICTOR presents
ELVIS
IN THE ORIGINAL SOUNDTRACK ALBUM
“FRANKIE AND JOHNNY”
AN
EDWARD SMALL PRODUCTION
RELEASING THROUGH
UNITED ARTISTS

RCA VICTOR
The most trusted name in sound
Pentagon: U.S. Army of Record Promotion Men

By OMER ANDERSON

NUREMBERG — The U. S. Pentagon is proving the U. S. record industry's best friend.

Best of all, thanks to the military, U. S. disk producers are able to enjoy a virtual monopoly on sales of LPs in post exchange disk shops while basking in an aura of patriotism.

To help halt the gold drain, the Pentagon has ordered its overseas merchandising outlets to "buy their own," which has specifically included LPs in the order.

This means big business for U. S. disk producers, who, for some years now, gloomily have been finding themselves locally procured LPs cut out their military sales.

How big, can be gleaned from the fact that the Pentagon's merchandising arm in Eu-

rope—the European Exchange System—has ordered over 300 post exchanges in eight countries, to say nothing of the example, 55,000 Beatles LP's last year, and 25,000 LPs each for Elvis Presley, Statler Brothers, New Christy Minstrels and Joan Baez. Slightly smaller sales were racked up by Barbra Streis-

and; Peter, Paul and Mary; Nat King Cole; and Andy Williams. Thus, instead of buying (Continued on page 50)

Liberty Buys TDC Electronics, Duplicator of Tape CARtridges

HOLLYWOOD — Liberty Records has purchased TDC Electronics of Omaha, reportedly the nation's oldest tape CARtridge duplicator for an undisclosed six-figure amount. The acquisition is its own duplicating facility which will begin grinding out packs for its entire output in the near future to be sold through its own distribution channel.

Walter Douglas Is Dead at 76

NEW YORK — Walter D. Douglas, who founded the music publishers Protective Association, died here Wednesday, March 20. He had headed the board since 1939 and was a director of the National Music Council.

He entered the music business half century ago and for many years was general manager of Waterson, Berlin & Snyder.

In 1928 he joined the late Waterson's brother, Harry Gamble, to form Donaldson, Douglas & Gamble, Inc.

He was president of the company in 1939, when, as next step in its diversification and became involved in car-

tridges close to three years ago, according to Colvin.

TDC presently employs 30 personnel, duplicates 4 and 8-track configurations.

Ampex: the 8-track machines are the design of chief engineer Nick Edelstone, who supervised in activity that TDC will develop its own 4-tr

rack duplicators in the future.

The company's chief cartridges per hour with its current one master 10 slaves 4-track set-

up. Plans are for three masters and 30 slaves, Colvin indicated.

On the Market

Liberty's purchase of the duplicating firm comes just three months after another heavily committed company announced the formation of four of its own record tape records department to merchan-
dise its own product after being formed with the assistance of other tape record manufacturers.

The first independent record company to enter tape distribution once the potential of the 4-track tape market had been evidenced after two years of rapid develop-

ment, a healthy percent of that development occurring in Southern California in the 4-track field, and Liberty is the first company with an engineering concern to de-
volve its patented tape "track patch" prolifically in the New York office. Liberty tape/records will be sold, according to Colvin, for mainly to radio stations and special needs, see: Mel Blakeslee, executive assistant to corporate president Robert B. Coe; or, who had been switched over to do a tape market study last Sep-

(Continued on page 12)

Cameo-Parkway's Reshuffles Staff of Room Top

Jerry Shifrin, sales manager, has been transferred from the Cameo-Parkway Organiza-

tion plan, Shifrin would have had to relocate in Phila-

delphia. He intends to stay in the New York area.

For 18 months, Shifrin has been vice-

president of the Chips Distributing Corp., a C-P subsidiary, since 1961. Prior to this, he had been a producer for Dick Clark's "American Bandstand" TV show and FM radio network. He has also been director for Triangle Publications.

Cameo-Parkway, which was C-P in 1963 and who had been con-

cluded with an agreement to enter into joint ventures over the past year to establish the label.

In his new post, Rosenblatt's first assignment will be to inform Clark Gernander to the new posi-

tion, vice-president and general manager of the Wyncote (C-P budget line) Division, and naming Neil Hau-

berg as chairman and promotion and head of the New York office. Cecil Holmes has been named national promotion manager and will also work out of the company's offices.

Ernest J. Santone, who had been sales manager of Chips, has been named general man-

ager of the distributorship.

United Artists Men on New Soundtrack Rampage

NEW YORK—United Artists Records is going on a soundtrack spree. The label, which has been piling up plenty of revenue from its soundtrack LPs, has already lined up eight tracks from major movies to be re-

leased before the end of the year and has three more waiting in the wings for release dates to be set.

The first in the new UA soundtrack wave has already

BMI SAYS NEVER SENT BILL TO ANY CAMPUS

NEW YORK — Broadcast Music Inc. last week denied having presented any college or university a bill for perform-

ance rights for BMI last week.

BMI, however, is attempting to license current performances on campuses. As part of the project, the performance rights soci-

ety is presently negotiating with several colleges.

DEPARTMENTS & FEATURES


CHARTS

Top Sellers by Market

Top Sellers Albums

Broadcast Albums

Best Selling R&B Records

Best Selling Country

Best Selling SEC.

RECORD REVIEWS

Single Reviews Back Cover

APRIL 9, 1966, BILLBOARD
E. H. Morris Taps Foreign Shows

NEW YORK—E. H. Morris taps foreign shows for new musical show properties to publish. The move marks the first time that the firm has strayed from the Broadway scene, but Morris believes in the potential of the business opportunities, as it is, but it does not mean a diminishing of interest in domestic theatricals.

Sidney Korenheiser, Morris' general manager, is part of the full expanding service to writers.

The publishing firm, through its subsidiaries, Harold Johnson & Brother Co., Ltd., founded to publish the rights to a current French musical comedy "Ducks are Dandy," a production in London is headed by Stuart Reid, with Andy Cole as production manager.

'Grimaldi!' Heads Deal

Heading the British musical contingent is 'Grimaldi!', in which E. H.-Capitol have an investment and the rights to re-record an original cast album. Alan Lomax, the Capitol Records president, made the disk deal. "Grimaldi," which has a score written by the C.O.D. sale presentation in May with an open run of the show, scheduled April 1. The show will be starred by the composer-lyricist, Ron Moody.

Also in London is Peter Bridge's production of "Strike a Light!" Music and lyrics by Softly, and is written by Jeanie Carson and Evelyn Leigh, are by Jack Adcock, Gordon Crosse, and Taylor. The show opens in Glasgow on July 22, and is slated to tour for 12 weeks before premiering in London. British Deca has obtained the American rights. The other British musical deal for publishing by Morris is the general manager, H. G. Wells, novel "Anna Verenica." The script is being written by Cyril Ornadel (music) and David Croft (lyrics). It has been scheduled for production in the fall by producer Peter Bridge.

The French musical for which Morris is interested is "The Girl at Maxton," starring Jeanneearne. Producer David Porter, recently showed off the musical on a Broadway run. Under Morris' arrangement with its show writers overseas, Morris will send Stephen Sondheim and the Musical Theatre Department out of the New York office, overseas to negotiate a deal with Mr. Korenheiser, too, is planning trips to Europe.

On the Broadway level, Morris is readying the Jerry Her- man score for "Mame." The musical, which will star Angela Lansbury, opens in late May, and will be supervised overseas with another Morris score by Charles Strouse and Lee Adams, opened on Broadway.

In the works for Broadway news is the Harold Aron- Martin-Charmaine score for "Selfty," and the Elmer Bern- stein score for "Brother Bertram."

NEW YORK—The Decca and Coral labels have set up a two-part promotion for the Apr. 1 program. The first part of the promotion makes available to trade members an incentive plan, the company's first since the launch of the "Best of" series of multi-record albums, along with this month's promotion of the series. The second phase of the promotion, highlighted by the release of seven new albums by Deca and Coral plus the artists' complete Decca catalogs, is also under the terms of the incentive plan.

In the "Best of" series are producing "Decca: The Best of," Buddy Holly and Guy Lombardo. Previously released were "Best of the Century," Eddy, Kitty Wells, Patsy Cline, Danny Kaye, Judy Garland, Ella Fitzgerald and Bing Crosby, among others. The series, which was scheduled for the term of the incentive plan.

Featured artists in the second phase of the program are Bert Kaempfert, Peter Duchin, Lenny Dee, Jon Jones and Fred Waring. In the current release field are the Cincinnati Orchestra under the baton of Max Rudolf. In the near future, a full-color litho book has been prepared, and is now in the press. Beside the lavish promotion packages all the product available under the terms of the program, a total of 102 albums, in-store and window displays are available to the stores as point-of-sale merchandise displays.
Watch these super-singles from Superman—Up...up...and away they go!

'It's Superman' by The Ned Odum Boys
'Love Theme From Superman' by Bill Pursell
'You've Got Possibilities' by Joanie Sommers

The Sound of Superman. On COLUMBIA RECORDS
EXCITING NEW POP RELEASES

THE LATIN STYLE of FRANKIE CARLE
LPM/LSP-3518

The Brothers Go to Mothers & Others
Vocalizing without words to twelve Mancini compositions: "The Brothers Go to Mother's," "Sally's Tomato." In Dynagroove sound.
LPM/LSP-3355

ROB DYER
LPM/LSP-3516

LPM/LSP-3574

12 great country hits include "Columbus Stockade Blues," "Trainin'," "San Antonio Rose," "On Home." In Dynagroove sound.
LPM/LSP-3528

CLIFF BARROWS
Great hits in Brook's unique style. 12 ballads include "That Old Feeling," "Call Me Irresponsible," "More River." In Dynagroove sound.
LPM/LSP-3573

THE VOICE OF ALOHA RAY KINNEY
Recorded live at Waikiki Beach includes such authentic Hawaiian repertoire as "Hawaiian Wedding Song," "Across the Sea." "Maul Girl." 11 more. In Dynagroove sound.
LPM/LSP-3446

COUNTRY FAVORITES
LPM/LSP-3527

WILLIE NELSON & STYLE
LPM/LSP-3543

big boss man! charlie rich
LPM/LSP-3522

OUTSTANDING NEW RED SEAL RECORDINGS

BYRDS
"The Byrds" With Their New Yamaha Sound RequestMethod, Los Angeles, 1965
LSP-3542

GEORGE HARRISON BEETHOVEN: FIESTA "Symphony No. 9" Recorded in London, EMI/Parlophone, 1966
EMI/LPW-1026

HOW BIG IS GOD
LPM/LSP-3522
LOS ANGELES—Filmsways, a major independent motion picture and television production company, is entering the disk with its own label headed by Tom Oliver.

Initial product will be in the rock and roll market, with subsequent releases to cover wider areas of repertoire. The recorded product will retain the autonomy of operation from the parent company. Oliver whose idea is to avoid the pitfalls which have infected other independent film houses. These will not be a rash of product covering picture or TV shows partly because the parent company now has a record label.

Instead, explained Oliver, a free-lance arranger for the past eight years, the intent is to obtain commercial disk through creation of product with its own signature acts and by acquiring masters from independent producers.

**Two Acts Signed**

Filmsways debut disk will feature either the Brothers Cain or Malcolm Hayes, the first two acts signed by Oliver who carries the title of production executive.

Assisting Oliver is Rex Devereaux as a talent co-ordinator and master copywriter. The master has signed a percentage agreement with Valiant Records to assure a network tie-in. Oliver will hire independent producers as needs occur.

Filmsways will launch a country and western label as a separate entity to its pop line. Conic Puttram is the first artist to be cut, with Cliffie Stone handling the sessions.

Since three of Filmsways top talent are from a country-oriented—"Beverly Hillbillies," "Green Acres" and " Petticoat Junction"—a budget possibility of developing commercial disks with stars from these series. An estimated 45 million persons watch these three programs.

**Look to Tracks**

The record wing will seek to acquire soundtracks from future Filmsways properties. The Marty Rancho-Hogh Top, whose old filmstry has released "The Golden Ones," "Cincinnati Kid," "The Apartment" and "Wheels Dealers" will be "Boys Right Out." Its next release is "Rash." Filmsways established publishing house, Musicways, is FW, ASCAP and Musicways, BMI. At 33, the Filmsways label has an exclusive salivated position. There has been a free-lance arranger for the past eight years, Headed by Day, Wayne Newton, Joanne Summers, Tommy Sands and Charlie Sommers, is poor underwater Air Force's first RCA recording product. Filmsways has left 11 artists with an independent deal with RCA Records. These signings are suggested to be a project of the MGM lot in Culver City.

**RCA Victors**

Introducing the King Bees to members of the press and disk jockeys at the New York dappertude, Arturo, Shelly Sklar, Ben Rosen, manager, and Bob Guinness, major, were on hand to introduce the King Bees. Donald J. Burkheimer, manager of pop artists and rhythm and blues, was on hand from the parent company.

**RCA Expands Field Sales**

The RCA Victor's commercial record department now sells in 18,000 stores, 21 and realigned its field sales structure.

According to A. N. Clark, field sales manager for commercial records, the move was dictated by the expansion of the record and recorded tape markets.

New field staff members are W. Cochran, Atlanta; J. Del Medico, Seattle; J. Dall, New York State; J. Nadeau, Minneapolis, and W. Patterson, Hartford, Conn. Cochran, Dall and Nadeau were members of the RCA Recorded Program Service, departamental Del Media, and were transferred from field promotion. Patterson was transferred from home office sales function.

Clark added that territorial assignments for R. D. Maxwell, J. L. Bego, V. T. Balno, P. Sklar, C. Rice and R. J. Jones have been affected by a realignment calculated to result in greatest coverage of the various product categories at the RCA Victor Record Division.

**ITCC Is Moving Ahead**

The IB Joint Venture plans to open a South American division.

**Filmsways**

MIAMI BEACH—The Atlantic-Atco three day sales meeting here last week paid off with an announcement of a 100% increase.

It was the biggest billing ever racked up at an Atlantic-Atco combined meeting. The last Atlantic meeting was the introduction of the firm's April album release line.

The album release line is being handled by Atlantic-Atco executives Ahmet Ertegun, Jerry Wexler, Nesuhi Ertegun, Shelton Vogel, Herbert Kesten, and fieldmen George Badonky, Arnold Theiss, Joel Galkin and John Moseley.

Attending the meetings were Atlantic-Atco distributors from all over the country as well as Hawaii. Sla-Vol was represented by President Jim Stew-

**KENNEDY ON EXPANSION OF SINATRA FIRM**

NEW YORK—Jay Richard Kennedy, vice-president of Sinattra Enterprises, announced this week the report published in Billboard April 2 to the effect that the West Coast-based firm would either form a new record label or acquire a Berlind independent production of records.

Kennedy's statement read in part that the firm's expansion is limited to the fact that Sinattra Enterprises is now involved in several recording activities and that there is a need for development of record companies becoming involved in Broadway and theatrical production and the signing of improving artists.

On the last point—the signing of promising artists—Kennedy was quoted as saying that Bing Crosby has been spilled out. It was also indicated that although the firm turned down any further inquiries, that Bing" adopted the assumption that the firm would go into record production of some sort or personal management. What will happen to the recording artists after they have been signed is still clear.
A Glorious Musical Ride with Debbie Reynolds as THE SINGING NUN A Record-breaking motion picture!

A sure best-seller of a Sound Track album!

MUSIC FROM THE ORIGINAL SOUND TRACK

METRO-GOLDWYN-MAYER PRESENTS
DEBBIE REYNOLDS "The Singing Nun"

MUSIC ARRANGED AND CONDUCTED BY HARRY SUKMAN

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
WHAT'S A DEMO? SEC'Y OF LOCAL SPELTS IT OUT

LOS ANGELES—There is a misunderstanding about demonstration records, even among musicians, reports Don Morris, secretary of Musicians Local 47. In the eyes of the American Federation of Musicians, a demonstration record is a monaural disk with an electronic beep every 30 seconds.

Musicians perform on these dates for $15 an hour and may cut two songs. A leader gets $22.50. These sessions must be reported in advance.

It is in the area of regular three-hour recording sessions that produce a finished disk which people classify as a demo, that the misunderstanding reigns. "People think they're making an audition record," said Morris, "but they're paying the regular commercial rate." It is these finished masters which are sold and distributed by the labels, not demo disks which can usually only be used to present a song before an A&R man because of the beep.

When a master is peddled to a company, the company is supposed to check with the AFM to see if the session was reported. If it was not, the union will not allow the label to release the product. Morris said. Fines to the leader and sidemen may be appropriate if the purchaser held responsible.

Gateway Distribrs
PITTSBURGH Gateway Recordings here has named three new distributors. They are Record Merchandisers, Los Angeles; Delta Records, Buffalo, and Davidson One, Sosp. Omaha.

Say You Saw It in Billboard

Page-Rael Expands
NEW YORK—Patti Page and Jack Rael have added two publishing firms to Page-Rael Associates. They are Lear Music and Aragp Music, with offices in Beverly Hills and New York. Terri Brown will head the Beverly Hills office, and Frank Cari heads the New York office.

No Change for
Oliver Distrib

NEW YORK—The sale of Oliver Records by Charlie Gardner to Sandy Linzer and Denny Randell will not affect the distribution arrangements the label has with ABC-Paramount Records, according to Larry Newton, ABC-Paramount president.

Newton and the new owners this week concluded negotiations reaffirming ABC-Paramount's domestic and international distribution rights. Linzer and Randell have been producing with George Martin. Both are songwriters, and they have collaborated on several hits, including "The Lodge," 4 Seasons and Soupy Sales.

They plan to expand their publishing operation with Capital Music, with new songwriters.

FTC Exploring
"Free" Phone Offer

WASHINGTON—A record retailer is considering the "free" phone player "absolutely free" with buy of $4.98 stereo albums has met with a raised eyebrow at the Federal Trade Commission. FTC, asked by the retailer for an advisory opinion, warns that if the cost of the player is actually covered by the difference between the $4.98 list priced records and a normally lower area price (or if records are in truth low-cost cutouts, or budget line)—the offer is deceptive.

The retailer says the record player has a suggested retail of $2.99, but FTC notes that this price is not indicated in the record catalogue and player instructions. If the retailer uses a price in its promotion, the same rule applies—the price of the record player must be at prevailing price. The consumer should be kept confidential in FTC advisory opinions, so neither will name the location of the retailer is revealed.)

FTC goes further and questions the wording of the promotion letter which invites prospects to "get a free phone player. It has never been called "Lucky"? Well, congratulations, before the expiration date." FTC says if the offer is not actually on a selective basis, and continues for an indefinite period—the promotion price is false and deceptive.

Action Is Stayed Vs. Sonny & Cher

NEW YORK—State Supreme Court Judge Charles Marks this week denied the motion of Sonny and Cher to quash a restraining action brought against the group by General Records Inc. The suit, originally filed last fall, alleges that Sonny and Cher wanted to honor their contract on a 10-day, one-nighter tour with Pinney. Sonny Bono claimed he would not appear because he was ill.

Judge Marks also denied the motion of the defendants to set aside an attachment on royalties from Atlantic Records and Columbia Music. This attachment was granted in a previous legal court.

Also named in the action as co-defendants are Sonny and Cher, Beverly Hills, Plan Stone and Charles Greene.

Judge Marks said the case could only be decided by trial.

Roulette Acquires
3 Soundtracks

NEW YORK—Roulette Records last week acquired rights to three tracks of classical film soundtracks, it was announced by President Morris Levy. These are Chimes, "The Day the Earth Stood Still," "The Sleeping Beauty" and "A Study in Terror," recorded by the Sherlock Holmes thriller. Levy stated that recordings would be released in about 10 days.

"Russian Adventure" features Bing Crosby as host, and it brings to the Capitol, Ballad and Moseley Dancers. The film has already received favorable review.

The Sleeping Beauty," featuring the Leningrad Kirov Ballet, is released by Royal Films International.

Colonna Pictures' "A Study in Terror," recorded by the John Scott Orchestra of England, is an original story based on the Sir Arthur Conan Doyle character. It will be released nationally on or about May 1.

Levy is mounting a strong merchandising and marketing drive on these soundtrack pages, including arrangements to sell the albums in theaters where the films are playing—in addition to all usual outlets.

Miller Set for
Grammy Special

CHICAGO—NBC-TV has announced that Roger Miller is the first artist to be signed for the network's 16-hour special on the "Grammy Award." A six grammy award winner for 1965, Miller has also signed with NBC for a half-hour, weekly television series to begin next fall. The program is scheduled to air each Monday night starting Sept. 12. Format details were not immediately disclosed.

The series deal, between Miller's Five Engine Productions and NBC, was signed March 16. The show will emanate from Studio 63 in New York.

CBC Enterprises Formed by Group

RALSTON, Neb.—CBC Enterprises has been formed here by Charles N. Camuso and Michael J. Borchamksy, CBC consists of music distribution, music publishing and record sales, and also to label Sea-Mist and country label JKT.

Publishing outlets are Monona Music and Peter-Jan Music. Also associated with Camerson Productions, an independent record producer for Midwest talent.

Cal Tjader, who has played colleges for 10 years, including a stint in the Brubeck quarter, believes in being a college campus musician.

It's think's extremely important for, say, a college musician to be assigned the college circuit to get to meet members of the school's faculty. Playing a date and then unnecessarily disappearing gives the wrong image for a jazz musician to make friends with himself and does the image among other professors of jazz "music and dope," Cal says.

Tjader advises his students to be careful about the way they present themselves and the way they dress. It's important to come across as professional musicians.

FTC and the AFM have backed this proposal, the idea being to give college institutions a chance to bring top-caliber entertainment to their campuses.

To some extent, it was an attempt by the A & M colleges to obtain top-name college professors and to inspire more lower educational status. But his own intercollegiate cooperation at San Jose State are cited as a good comparison, he says, between what has happened in San Jose. I got kicked out of the music practice room for playing David Rose. My own peers went through the same thing in the college halls. They all grew up with jazz and their attitude was far more liberal than their predecessors 15 to 20 years ago.

There was always that kind of interest in jazz on campus, but notes with a stern expression. He has been a resident of a college professor and could easily point to just about any college in the country.

There are well-stocked educational strata. But his own intercollegiate cooperation at San Jose State are cited as a good comparison, he says, between what has happened in San Jose. I got kicked out of the music practice room for playing David Rose. My own peers went through the same thing in the college halls. They all grew up with jazz and their attitude was far more liberal than their predecessors 15 to 20 years ago.

The idea could work in some important college dates in the East and Midwest. Some appearances in New York have been in clubs, at Latin dance one-nighters and with college groups. His strength has been in his native West. His style allows him greater freedom in programmed playing. California also gets excited by fast Latin numbers. At a college, it would slow the down for the disco dancers.

Levy is mounting a strong merchandising and marketing drive on these soundtrack pages, including arrangements to sell the albums in theaters where the films are playing—in addition to all usual outlets.

Bill Cosby is 1-MAN CHART

LOS ANGELES—Coin Bill Cosby has set some sort of record for the most comedy albums on the chart at one time. He is represented on the current Top LP survey with three packages. "Bill Cosby— I Told You Out as a Child" and "Bill Cosby— Right!" and "Bill Cosby's Time to Shine, the artist having been judged best comedy performer of the year by the National Association of Recording Arts & Sciences. His salary has skyrocketed with the sudden increase in the "I Spy" TV series.

Cosby recently recorded his next album for RCA and had it placed in the Reno area. Warner Bros. has scheduled for release shortly.

APRIL 9, 1966, BILLBOARD
Jeannie Seely sings Don't Touch Me better than anybody else. She ought to. Hank Cochran wrote it especially for her.

Don't Touch Me
Jeannie Seely

The Seely Style is another reason why Monument is artistry.
Jazz as Big Leaguers

*Continued from page 1*


Only 18,000 of the stadium's $1,000 seats will go on sale, with evening admissions going for $3, $6 and $10, and afternoon student concerts going for $1 and $2. Steve said he is negotiating with the Atlanta ball club for a folk festival to be held this fall.

While concerts held in ball parks are not new, with the Beatles selling out Shea Stadium in New York last summer, plans to hold concerts are picking up. Harry Bloomfield, New York promoter, plans to stage four concerts in Shea Stadium this summer. A spokesperson for the Bloomfield office said that Bloomfield has the option of staging a concert any Saturday or Sunday when the Mets are on the field.

He added that the acts will run the gamut of contemporary popular music, including rock, jazz and standard performances.

Acoustically, outdoor concerts present problems, except in a stadium, where it is entirely enclosed. Pop acts have played the Astrodome.

The reason for the demand is the reason for the Atlanta concerts being limited to 18,000 seats and 12,000 in the stadium.

For ball club, the concerts make sense. In a five-month season, the club plays at home roughly every other week, which means that nearly a dozen of these weekends are available. And in addition to gate revenues, the machinery for parking lot and food and drink concessions is still functioning, bringing in still more revenue for the club.

Columbus! Cleveland! Chicago!
Cincinnati! San Francisco! They can't get enough of . . .

"CAN'T GET ENOUGH OF YOUR LOVE"

BY THE DANTES

JAMIE - 1314

This fantastic new "teen-beat" tune is gonna set your cash registers ringing!

JAMIE/GUYDEN DISTRIBUTING CO.
PHILADELPHIA, PENNSYLVANIA 19123

IN BILLBOARD
YOU GET THE NEWS WHEN IT'S NEWS... SUBSCRIBE NOW

*Continued from page 1*

Barry and Ted Wilson, opened the show.

The rest of the bill included such jazz standouts as John Coltrane, Stan Getz, Pete Fountain, Bobby Hackett, Maynard Ferguson and Chris Connor. Other standouts on the program were Lighthouse on the Newport All Star Quintet.

Tickets were scaled from $1.50 to $5.50 per performance, with workshop tickets selling for $1.

Atlanta Festivals

The three-day Atlanta festival will feature Thelonious Monk, Miles Davis, Muddy Waters, Joe Williams, Art Blakey, Stan Getz, Horace Silver, Buddy Rich and Nina Simone.

YOU Typical Payment for Catchback Urged Of FCC Power

BY THE DANTES

MusicMan Firm Formed on Coast

LOS ANGELES—MusicMan Records has been formed with a similarly named BMI publishing company. Jerry Faxon heads the company, whose roster includes Luxo Porter, Ray Batchler, the Jades and Sukis.

The company plans signing acts appearing in motion pictures in which its principals are involved. A Japanese production of the Sukis; the first group signed. They were spotted by Jack Levine, who returned from "Four Winds East" for Universal.

The label's debut disk is "Down in the Cutters" in a country tune. It will be followed by Miss Porter's "The Malibu Soul." Company is located at 10341 Bellwood Avenue, and plans будут independently produced masters.

WGIG: Country

BRUNSWICK, Ga.—Stations WGIG AM and FM began programming "All American Music" recently from 7:15 p.m. to 10 p.m. daily. Dee Jay Pinky Pearson presents the best of current and all-time ckw favorites with emphasis on the Nashville sound.

Anderson a DJ for Two Hours

ATLANTA—Country music star Bill Anderson, on a recent visit to Station WAIA here, discussed his long-affirmed love for radio background and took over a five-hour show.

Anderson filled in as deejay on the WIAA 50 pe. 4 to 6 p.m. and spin records for the going-home crowd. The station, which had Bill Anderson fans, including Anderson, is the highest revenue generator in the Atlanta area.

Anderson played some of his own and many popular hits of other country stars. His personal knowledge of some of the

Calif., Sets The Tempo

BY THE DANTES

National charts. In some instances a record can go high on the charts - without help from the New York jockeys but, Fuller points out, "it's a lot easier if they are on your side."

Fuller is due in New York this week to begin a series of East Coast one-nighters that tie in with the opening of the American - International movie, "The Ghost in the Invisible Bikini," in which he appears. A major New York nightstand show is in the offing, as is a tour of England.

The New York showcase is important to the California artists because there is there that they get to meet and be seen performing by the metropolitan area disk jockeys. It's his personal contact that the Californians count on to promote disk play in the East.

United Control Air Force Pact

SOUTH EL MONTE, Calif.—United Control Corporation's newest plan has won a contract to install music playback equipment on the Air Force planes. United already is installing equipment on TWA, Pan American and Philippine Airlines.

The equipment offers 10 channels per set, removable programming, with tapes acquired by the airlines themselves. United has its own tape magazine in its facilities here. The master tapes are played at 7/8" speed for playback at 1 1/16", according to the company's Ty Levin.

Orange Empire Sued

LOS ANGELES—Running a teen-age nightclub is not all the fun, friends and fanfare. Orange Empire Productions, a Los Angeles production club called Dave Hull's Hallabalo, has been named defendant in a rather curious lawsuit by ok Knoll Broadcasting, operators of KRLA. The suit charges Orange Empire Productions with copyright and trademark infringement by using Hull's callsign, $3,926.62 based on an agreement to pay $55 per month for the club's gross on a monthly basis following each month's operations. It states that this is the amount owed him for January.

Oak Knoll, through attorney Clifford Anderson Jr., is also seeking $7 per cent interest per annum on the contested advertising revenue, attorney's fees, plus any further relief.

4 Nears Heard By 73 Million

NEW YORK—The four radio networks can pass off 73 million adults in one week and over 48 million adults in a single day, according to a national cumulative audience survey developed by NBC and based on telephone recall queries.

The average radio network reaches 27 million adults per week. Broken down on a daily basis, NBC reaches about 48 million, NBC reaches more than 15 million, ABC reaches 10 million and Mutual 9 million.

On a weekly basis, CBS Radio is the leader among the four major network, NBC by a good ways, reaching 27 million and Mutual by 18 million.

The total network adult listener- ship of more than 72 million is 66 per cent of the 111 million households reached weekly by all radio. NBC spent $20 million less than the network with the greatest audience, CBS, and has spent $9 million less than CBS. The poll revealed that 18 per cent of the sample members were planned each day for a week and 34 per cent recall their radio listening during the preceding 24 hours.

Muntz Outlet Will Expand

LOS ANGELES—Dan Shaw, who was recently named Stereo-Pak franchise on Sunset Boulevard since November, has purchased an expanded quarters at 8801 Sunset Blvd., and Shaw's current location is at 7919 Sunset.

The new outlet will feature an increase of nearly 15,000 feet over the current facility. An an- nounced timetable for a new outlet in the Sunset area is "soon."

Shaw also heads franchises in Beverly Hills and Culver City.

Liberty Acquires TDC Electronics

*Continued from page 1* would be heavily involved in the initial phases of the Omaha takeover.

Best Way

The executive who worked on the TDC acquisition said the deal felt it was the best and fastest way of getting into the tape cartridge business. It put us into business overnight with qualified personnel and equipment.

Covin said that TDC was using the TelePro 4-track cartridge and the Lear 8-track unit. TDC will continue to use its own red-tipped business for Music Tapes of Chicago and also handle red-tipped tapes to 20 companies.

APRIL 9, 1966, BILLBOARD
HIT-STORY REPEATS ITSELF!

Bobby Vinton's spectacular smash, "Roses Are Red (My Love)," was released the first week of April 1962. The rest is history.

Now, the same month and week of 1966, a new Bobby Vinton single is set to rock the record industry. Can lightning strike twice? Just watch! "Dum-De-Da"
***TOP SELLERS IN TOP MARKETS***

**ATLANTA**

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This chart is based upon territorial sales of the Top 40 single records as reported by retail stores in 15 top markets.

(TW): THIS WEEK    (LW): LAST WEEK
POP SPOTLIGHTS

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

STEVIE WONDER — NOTHING'S TOO GOOD FOR MY BABY (Producers: William Stevenson, Kenneth Thomas, BMI)—More exciting stuff from Wonder in this hot follow-up to his "Uptight" smash. Flip: "Information Not Available". (Tamla Motown, BMI) 51430

BOB KUBAN AND THE IN-MEN — THE TEASER (Producers: Bob Fricke, BMI)—Natural successor to his initial disc click. The Character is this well-constructed dance beat number heading for the top of the chart. Flip: "All I Want". (BMI) Musicland 20006

DAVID AND JONATHAN — SPEAK HER NAME (Producers: A.R. Prod.) (Shapiro-Bernstein, ASCAP)—Soft ballad singer from the pen of Clint Ballard will fast replace their singles success, "Michelle". Strong dance beat instrumental backing. Flip: "I Know" (Mills, ASCAP). (Capitol 5625)

CHRIS MONTZ—THE MORE I SEE YOU (Producers: Herb Alpert (Bregman, Vocoo & Conn, ASCAP)—The singer with the unique vocal style follows up the "Call Me" hit with this free-flowing swing ballad with claps-hand back beat. Flip: "You, Love You" (Irving, BMI). A&M 79


JERRY VALE—LESS THAN TOMORROW (Producers: Mike Berniker (South Mountain, BMI)—Emotional country-oriented ballad material from the writing team of Randazzio and Weinstein gets an exceptional Valey reading for a solid chart entry. Flip: "This Day of Days" (Rivvale, ASCAP).

NANCY WILSON — YOU GOT THE POWER OF LOVE (Atlantic, BMI)—Rockin' dance beat number. This newest single from Nancy Wilson has the commercial potential of her 1964 singles hit, "How Glad I Am." Flip: "Rain Sometimes". (Morriss, ASCAP). (Capitol 5639)

SAM COKE—LET'S GO STEADY (Kaps, BMI)—Beautiful teen-oriented ballad and superb Coke vocal should readily put the latter singer's name back on the charts. Flip: "Trouble Blues" (Public Domain). RCA Victor 8893

THE WHO—SUBSTITUTE (Devon, BMI)—Debut disc on Atco for the swinging group has the Liver-pool-blues sound and big beat support for an exciting chart entry aimed at the teen market. Flip: "Wait for a Pig" (Devon, BMI). Atco 4649

CAROL LOMBARD — JOHNNY'S BUGLE (Mike Conner, BMI)—Watch this one! The Sherman brother's new single is one of the most popular of the year. "Green Baret". Bratty, chidlike vocal on a simple lyric ballad makes this change a remarkable record to overlook. Flip: "You'll Walk in the Sun" (Mike Conner, BMI)

TEDDY AND THE PANDA'S — ONCE UPON A TIME (Producers: Bruce Patch (Tepayo-Puddle, BMI)—English sound with "harpsichord" backing and teen-oriented lyric could go all the way for the new group. Flip: "(Bye Bye) Out the Window" (Tepayo-Puddle, BMI). Musician 1176

CHART Spots—Predicted to reach the HOT 100 Chart

STEVE COLEMAN—Big Spender (Mortelle, ASCAP). (Capitol 5417)

BOB DARNELL—Eenie Meenie Minorie (MCA). (Atlantic 3192)

GLEN CAMPBELL—Can't You See I'm Trying (Cody & Stoll, BMI). (Capitol 5638)

JOHNNY KENNEDY—Lovely Miller (Atlantic, BMI). (A&M 106)

JACK ELLIS—Little Bit Later (Greenwood, BMI). (BMG 520)

HERB LUXURY—Yes I'm Standing (Arthur, BMI). (Bovet 509)

THE FOUR CHERS—New Love Agape (C & J, BMI). (A&M 221)

ROY HENDERSON—Hey Baby (Meadow, BMI). (Capitol 332)

KENNY CHADCOTT—Something Sweetheart (American, ASCAP). (Capitol 5562)

THE DOLLS—And That Reminds Me (Symphony Records, ASCAP). (Loma 3506)

THE YOUNG-TIME TROJANS—Tina Turnaround (Tenneco). (BMG 1093)

COUNTRY SPOTLIGHTS

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

BILL CARLISLE—TAKE THIS COUNTRY MUSIC AND SHOVE IT! (Producers: John Erdeljan (Acuff-Rose, BMI).—Hilarious country novelty will fast replace Carlisle's smash hit, "What Kinda Deal Is This?" Strong pop potential if the deejays will push and "shove" it. Flip: "No Help Wanted" (Acuff-Rose, BMI). Hickory 1383

WILMA BURGESS—DON'T TOUCH ME (Pamper, BMI)—Hank Cochran's emotional ballad gets a warm vocal reading by Miss Burgess. Plainville country tune should quickly equal her smash hit, "Baby". Flip: "Turn Around Trees" (Farris, BMI). Decca 31941

PORTER WAGONER—I'M A LONG WAY FROM HOME (Producers: Bob Ferguson, Pamper, BMI)—Just as his hit "Skid Row Joe" begins to slip down the chart, comes this easy-to-go ballad with strong choral and instrumental support and excellent Wagener performance. Flip: Just Came to Smell the Flowers" (Acclaim, BMI). RCA Victor 8890

DICK CLEARSLEY AND KAY ADAMS — A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU! (Producers: Cliffie Stone (Bluesook, BMI)—The up-and-coming country artists pool their talents for an exceptional duet on a tune penned by Red Simpson and Don Rich. Flip: "No Fool Like an Old Fool". (Bluesook, BMI). Tower 262

LEFLA FRIZZETT—Writing on the Wall (Producers: Don Law & Frank Jones (Golden Eye, BMI).—Frizzett lends his unique vocal style to this unusual lyric ballad. Good instrumental backing features a blues harmonica. Flip: "Mama". (Peer Int, BMI). Columbia 43590

CHART Spots—Predicted to reach the HOT COUNTRY SINGLES Chart

ED TAYLOR—LONG DISTANCE LOVE (Collins, BMI)—Taylor makes an impressive debut on this album with this slow rockin' rocker which will quickly top hit "Stay Away From My Baby". Flip: "River's Invitation" (Venice, BMI). Atco 6408

JOHNNY NASH—BIG CITY (Prod. by Nash & Jenkins (And, BMI)—Nash will garner much r&b airplay with this shuffle that was written by his wife Marjorie. Top-of-the-r&b-chart entry for Nash. Flip: "Someplace" (Schirmer, ASCAP). Jada 106

DON BRYANT—FLL DO THE RET (Joe, BMI)—Slow, easy rockin' ballad with vocals by Bryan dual-track vocal will hit the r&b chart with impact. Soulful, emotional reading. Flip: "The Glory of Love" (Press, BMI). Sony 868

R&B SPOTLIGHTS

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

TED TAYLOR—LONG DISTANCE LOVE (Collins, BMI)—Taylor makes an impressive debut on this album with this slow rockin' rocker which will quickly top hit "Stay Away From My Baby". Flip: "River's Invitation" (Venice, BMI). Atco 6408

JOHNNY NASH—BIG CITY (Prod. by Nash & Jenkins (And, BMI)—Nash will garner much r&b airplay with this shuffle that was written by his wife Marjorie. Top-of-the-r&b-chart entry for Nash. Flip: "Someplace" (Schirmer, ASCAP). Jada 106

CHART Spots—Predicted to reach the HOT R&B SINGLES Chart

ALVIN RICHARDSON—You Brought My Heart Right Down to My Knees (Producers: Latimer, BMI).—Poor tune, but you can't get it off your head. (RCA Victor 403)

THE ENCHANTS—Good Bye Blue (The Girl and Me (Promo, BMI).—GOODBYE TO THE ENCHANTS—You've Got It (BMG 1942)

THE TABLOIDS—It's Not What You Think (Atlantic, BMI).—Atlantic 9451
“MAME” is the name
...and DARIN’S got her!

BOBBY DARIN
“MAME”
From the Broadway Musical Production “Mame" *
Music and Lyrics by Jerry Herman
Atlantic =2329

Opens Shubert Theater, Philadelphia April 4; Shubert Theater, Boston April 28; Winter Garden Theater, New York May 24;
Muntz Unit to Handle Singles

According to reports, the first release ready within 90 to 120 days. The company hopes to keep the line small, but also will use an upper speaker design to save weight and space.

Muntz is gearing this unit for sale through mass merchandisers, national advertising, and a national distribution. The player is perfect for chain stores because it is a standard model and needs no installation, he said.

The company has also taken its 4-track reel-to-reel recorder and covered it with a plastic case and self-enclosed speakers and is offering it for home use at $79.00. This unit can play on home electronics, or stereo equipment, and is ideal for a cut's cigarette lighter.

The home audience is beginning to show aggressive sales. Muntz said. He claims to be moving more home players, now around 2,800 a month, than he sold car units, around 2,000, one year ago at this time. The home units run from $299 to $400, and are enclosed in wood cabinets.

One company also has a re-corder cartridge-playback unit, utilizing the Krazy Color万吨 record on the Muntz cartridge. Muntz dealers sell blank cartridges at $2.90 for lease or rent are designed for high performance. (c) Tapes available today belong to these two classes, but, recently, tapes for public performance have been commercially available.

Schedule Applied

Present JASRAC policy in the United States has been a series of fees for LP and EP will be applied to all new releases. Under the "phonograph record" and "motion picture synchronization" provisions, a fee will be paid by recorders, a temporary step and JASRAC will be expected to lower the scale exclusively for tape licensing.

Recorded tapes in Japan are likely to utilize (1) tapes commercially available to the public and (2) tapes for lease or rental. According to another classification, two categories can be listed: (1) for private use, i.e., listening at home and (2) for public performance, i.e., performances in public such as background music. (a) Most of the tapes commercially available are for private use and (b) those for only some of the heaviest

The Dodge Motor Homes

Is Installing Lear Units

DETOUR—The Travo Co., manufacturer of the Dodge Motor Homes, is currently installing Lear Cartridges in nine of 10 units it produces. The firm turns out about 1,000 Dodge Motor Homes a year.

Both the playback unit and the tapes are provided by the Kii Radio Electronics Supply Co. here. According to Ken Balni, Rinco's sales manager, for this purpose. A blank cartridge for the single record pack will sell for 75 cents. Oris Beucier, a wholesaler, acknowledged that the Philips-Mercury tapes and ABC Para mount and its labels are no longer represented with the distributor.

Muntz Sets Library Outlets

The Dodge Motor Home is not a mobile home, but a home attached to a Dodge chassis and an integral part of the car.

Travo will distribute the cartridges through its 61 outlets throughout the nation. With this system, which comes as factory equipment with the Dodge Motor Home, the unit, the application is for home use.

The Dodge Motor Home is not a mobile home, but a home attached to a Dodge chassis and an integral part of the car.

Van Nuys, Calif.—Muntz Stereo-Pak is setting up three extensive music library distribu-

The new libraries are being opened by Oklahoma Operating Co., operated by Jack Williams, Stereo Sound in New Orleans and Muntz Stereo Tapes in Miami, the latter two owned by a Dodge Motor Home.

Each of these library outlets will carry the Muntz cartridges in their regions. They will carry an estimated $230,000 inventory. Oklahoma, operating, which has been a Muntz dealer for one year, will carry 17,000 units, which are on an estimated 5,000 record pack in the West, and will deal with Williams.

To facilitate the increase in business, Muntz has just acquired a seventh building at 7742 Denso with the addition of Muntz and Audio/Stereo products. The plant for this expansion has been Muntz expansion since Jan. 1. The new facility is located in the Harrison-Dent-Midway area.

ADVERTISEMENT

TAPE CARTRIDGE TIPS

by Larry Finley

Another visit to Detroit last week

confirmed the solid nucleus of the Stereo Tape Cartridge Industry. With the "Big 3" solidly behind Automobile Tape Cartridges, we can expect some of the biggest advertising ever invested in selling a whole new concept of recorded music.

Librarians, millions of dollars will be spent this year in selling the tape CARtridge story not only to the American public but all over the world.

So much interest has been stirred up by the automobile manufacturers that, in the past 60 days, some of America's largest electronic and appliance manufacturers have come to us to discuss diversification in this direction. Most have expressed particular interest in the development of units for the home.

Many firms already have prototypes of their play-back units, some are planning production, and others have asked us how to get into this business.

We are sure that, exclusively in the cartridge business, we do not sell equipment. Our sole interest is to fill the needs that have been created by the vastness of catalogue. Only ITCC offers.

Keep a close eye on the appliance industry, and you will soon be seeing new home units under the Little Stereo II configuration.

It is the feeling of these firms that when a person has a stereo installation, he will also want full use of tapes and, therefore, the consumer will want a home unit as well.

These firms are coming to ITCC because ITCC represents a complete scope of catalogue that is necessary for them to sell units. ITCC has music in both the eight track and four track configurations and is proud of the 50 labels which it represents.

Before the year is over, you can look forward to various makes of units that plug into existing stereo sets, units with their own amplifiers that will operate by using two speakers and portable units.

Want to know more... contact INTERNATIONAL TAPE CARTRIDGE CORPORATION, 1290 Avenue of the Americas, New York City. Telephone 212-1183. He will have the answers for you.

Cap. Division

Names Brown And Mattheis

HOLLYWOOD—In what could well be a first serious merchandising department for tape CARtridgels, Capitol's special public relations division has announced Roger Brown sales manager and Gil Mattheis merchandising manager for the new department. From Midwest sales manager for the dealers, Chad Lauder's 4-track reel-to-reel tapes, Mattheis was formerly assistant na-
tional sales manager for that company.

It is understood Cap-

latter was not interested in a GM which will be sold through auto dealers. The label has 59 records available, although it was reported the company hoped to time its initial release with the debut of the 1967 car models.

The company is setting up its own distribution, with an up-loaded operation under the

releasement of 99-cent single record CARtridges.

The new libraries are being opened by Oklahoma Operating Co., operated by Jack Williams, Stereo Sound in New Orleans and Muntz Stereo Tapes in Miami, the latter two owned by a Dodge Motor Home.

Each of these library outlets will carry the Muntz cartridges in their regions. They will carry an estimated $230,000 inventory. Oklahoma, operating, which has been a Muntz dealer for one year, will carry 17,000 units, which are on an estimated 5,000 record pack in the West, and will deal with Williams.

To facilitate the increase in business, Muntz has just acquired a seventh building at 7742 Denso with the addition of Muntz and Audio/Stereo products. The plant for this expansion has been Muntz expansion since Jan. 1. The new facility is located in the Harrison-Dent-Midway area.

VAN NUYS, Calif.—Muntz Stereo-Pak is setting up three extensive music library distribu-

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Muntz Sets Library Outlets

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BARCLAY CARTRIDGES

ARE AVAILABLE IMMEDIATELY

20 FRENCH CARTRIDGES

10 AMERICAN CARTRIDGES

COMING NEXT: STEREO TAPES FOR CONVENTIONAL TAPE MACHINES

ALWAYS IN THE LEAD
Audio Devices Registers Peak Sales and Profits

NEW YORK—Audio Devices, Inc., which recently organized Stereo Devices, Inc., as a subsidiary for the duplicating and loading of tape into CARtridges, reported record sales and profits for the second quarter. Last year's sales of $12,515,891 compared with $10,684,237, and profits were $534,758 compared with $435,210 a year earlier, while profits after taxes rose from $871,055 to $900,495.

Stereo Devices, which makes Audiotape and Audiodisc systems, entered into a long-term contract to produce pre-recorded cartridges for the International Tape Cartridge Corp., which has music rights from both the record label and Audio Devices, the parent firm, owns a 20 per cent interest in FTC.

The firm first got into the tape cartridge business in 1963 when it bought the assets of the Sound Corp. of America and improved the design of the original model.

According to Audio Devices’ annual report, “It is likely that factory-operated plants will be available in new models of most manufacturers. We expect that the price of cartridge players will come down as the different combinations become standard optional equipment. Because of this anticipated success of all major players, manufacturers are expanding their manufacturing out units for mass market home use where they can be plugged into high fidelity systems.”

LEAR DISTRIB SET

SEATTLE—West Coast Record Distributor has been appointed by Lear Jet to handle the complete cartridge tape inventory.

The company also rep RCA Stereo devices to the entire FTC/ CARtridge line. According to Norm Larson, sales manager, the company has a large factory outlet that stocks all complete cartridge tape inventory.

All Lear properties will be marketed through the firm’s concept, says Gordon. It is reportedly the largest rack jobber in the Pacific Northwest.

More Distribs Go Lear Eight

NEW YORK—Six more distributors have joined Lear Jet’s Stereo 8 line, bringing to over 30 the total number of distribution centers in the U.S. Lear’s Stereo Division sales manager, Joel M. Rowley, indicated that more distributors would be selected at a rate of two or three a week, and criteria for distributor points should be covered by earlier announcements.

Distributors added in February are Bill Trullinger, Inc., Pocatello, Idaho; Minuteman Record Centers, Minneapolis, Minn.; McClung Apparatus Co., Inc., Chicago; and Chimney Top Co., Inc., Emeryville, Calif. (covering San Francisco area). These distributors, along with Jet’s own, are covering every state.

Command 8-Tack to Distributors

NEW YORK—Command’s initial release of 8-track tapes will go to distributors May 15, according to Fred T. Crank, president of the label.

Becker said that a deal with a tape manufacturer has been set up, but that the tapes will be compatible with several cartridges. Some 25 tapes will be in the initial release.

Hassler Exits Muntz

VAN NUYS, Calif.—Don Hassler, Stereo division of Muntz Stereophonic Corp., resigned from his position with the company. He was hired to handle marketing programs for several independent companies. Hassler previously worked for Concord Electronics as home playback unit manufacturer and Capitol Records in its special products brand. No replacement has been announced.

APRIL 9, 1966, BILLBOARD
Headed for the Top!
Sam Cooke sings
"Let's Go Steady Again"
C/w "Trouble Blues" #8803
RCA VICTOR
The most trusted name in sound
2 Great Hits by

CURRENTLY IN THE TOP FIVE IN ENGLAND

BACK STAGE

MUSICOR 1171 Arranged & Conducted by GARY SHERMAN

★ Celebrate Gene Pitney's birthday for a month starting April 1st
★ Window Displays available from your local distributor
★ Newspaper and Radio Ads

Gene Pitney On Tour With His Own Show Beginning April 15th For 44 Days!
A Swingin' Singin' Gene Pitney Hit!

Stock Up On the Best Selling Pitney Hit Albums

Big Sixteen, Vol. 1
Big Sixteen, Vol. 2
Big Sixteen, Vol. 3
Gene Italiano
Looking Through The Eyes Of Love
Gene Pitney Espanol
Only Love Can Break A Heart
I Must Be Seeing Things

GENE PITNEY
EXCLUSIVELY ON
MUSICOR RECORDS

www.americanradiohistory.com
The Johnny Mann Singers

Cinnamon Shuffle

'Alive!' Mann

Liberty...sounds great for '66

WWW.americanradiohistory.com
CHICAGO—A Country Music Association presentation literally stole the show Monday afternoon (28) at the 44th annual convention of the National Association of Broadcasters here.

Jerry Glaser, general manager of WEND, Nashville, told an audience of nearly 2,000 broadcasters that radio stations were switching to country music at the rate of one a day.

"Country music has withstood the onslaught of every musicalfad to come along," Publishers both play the same records," he said, "but no big city station cares about the dueling fads.

Elmo Ellis, general manager of WSB, Atlanta, who spoke on Easy Listening format radio, said there was a big difference in "squeezing under the middle of the road and running down the middle of the road fast enough to win the race.

Listeners like to be comfortable," he said. "Our concern should be to do something even more momentous, clear and satisfying. He was against "closed door" thinking as ruling out creativity. Muddle - of - the - road music is not old-fashioned... need not be musically square... need not take itself too seriously.

Radio men should listen all the time to radio, he said. "Not to our competition, but to ourselves.

He brought up the question of how well do we know our audience, saying that "The Madal of the Green Berets" was hit but he found 50 per cent of his listeners were against the answer song to it.

The successful broadcaster must strive to deliver a critical balance in his programming with maximum entertainment, minimum irritation factor.

John Sullivan of Metromedia Broadcasting detailed the FM opportunity. FM stations, he said, is an entity itself... although there are not two FM stations on the same frequency, he said he expects this to come about as FM begins to pay its own way.

Metromedia operates WNEW, New York, which has its own way to country music. It operates WNEW, New York, which has its own way to country music. It operates WNEW, New York, which has its own way to country music. It operates WNEW, New York, which has its own way to country music. It operates WNEW, New York, which has its own way to country music.

CHICAGO—If Hot 100 format radio stations are having problems, the reason is a lack of understanding, said a general manager who spoke at the convention. Jack March 26 and 27 here. The need for fresh creativity was expressed at the conference. The conference, attended by more than 100 of the top general managers, program directors, music directors and air personality from the network and country music, Hot 100, Easy Listening, and rock n roll discussions.

Lead speakers in the two-day conference were Chuck Blore of Chuck Blore Creative Services, who discussed creative radio. Carl Brenner, general manager of WMWD, Baltimore, who spoke on the wonderful world of country music; Harvey Glasscock, general manager of WNEW, New York, who told the WNEW story with recorded examples of the programming of the National Association of Radio Announcers; Allan Slaight, vice-president and general manager of CHUM, Toronto; and Kent Burkhardt, general manager of WQXI, Atlanta, who talked on Hot 100 music.

"Easy Listening" WNEW, New York, has the distinction of being the originator of the so-called personality type of music and it all started in 1935, said Glasscock, when Martin Block used music as "fill" during the station's coverage of the Lindbergh Kidnapping-Hauptmann trial. He called the music spot "The Make Believe Ballroom," which the station still programs today.

Block's secret, said Glasscock, was that he "excited the imagination. He did it with music—and he did it with its commercials. Whenever he opened his mouth, his voice was glowing. He had the genius to paint pictures with words... and he did it smoothly. You listened... and you believed. Another genius of that time," he said.

"SOUNDS OF '66" was one of the major highlights of the 1966 convention of the National Association of Broadcasters in Chicago March 28-30. Among the almost 2,200 music industry executives who attended the Monday presentation were, from left: Charles Bernard, head of Charles Bernard. Ray Ellis, general manager of WSB, Atlanta; Jack Stalberg, president of Morris and Dow Records, and Jerry Glaser of the Country Music Association and recording executive for WNEW, Nashville. Ellis and Glaser were speakers in the session.

Hot 100 Stations Lost Ratings
Due to Lack of Drive, Creativity

Radio cutback of powers urged
or a substitute for efficient management. This was the conclu- sion of a group of panelists appearing before the NAB broad- cast engineering conference. One of the panelists, James H. Butts of Mullins Broadcasting, Denver, emphasized the need for a close co-op- eration between engineering and business.

(Continued on page 29)

FCC Cutback of Powers Urged

(Continued from page 28)

story), automation, and speeches by some of the most important men in the radio-TV field.

CATV, while the corridor talk of every TV man at the conven- tion, was not explored. Mr. Young, in a letter to the president of the National Association of Broadcasters, discussed the cor- respondence of the American Radio Relay League with the FCC on amateur radio. CATV, while the corridor talk of every TV man at the conven- tion, was not explored. Mr. Young, in a letter to the president of the National Association of Broadcasters, discussed the cor- respondence of the American Radio Relay League with the FCC on amateur radio.

Rites Held for Graeme Fletcher
CARLSBAD, Calif. — Funeral services were held here last week for Graeme Fletcher, field representative for BMI in the Southwest. Fletcher, 58, died Sunday (13). He was general manager of radio KAKE, Wich- ita, Kan., for 20 years. In 1957, survivors include his widow, Helen, a stepson and two grandchildren.

WALTER A. SCHWARTZ, head of WABC, New York, spoke on Hot 100 music stations during the Monday (28) afternoon sessions of the NAB convention in Chi- cago.
"HOW DOES NANCY'S NEWEST!
THAT GRAB YOU DARLIN'?"
Radio Program: Westchester County, New York.

- The chart which faithfully reflects top radio programs for the week was given as the prime reason why Station WJDA is the No. 1 station outlet in the latest Billboard listing of the top 50 radio stations.
- The explanation for the station's top showing (53% per week) was due to the personal magnetism of Dick Buckley. Buckley also serves as music director and as DJ on the station.
- According to the station, the team of personnel is using the most precise policy, and has continually reaped the top audience.

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THE ORIGINAL

BIG HIT FROM BOSTON

"ONCE UPON A TIME"

TEDDY AND THE PANDAS

PRODUCED BY BRUCE PATCH

MUSICOR RECORDS MUSCICOR 1176

PRODUCED BY BRUCE PATCH
NASHVILLE—WLAC holds the top position in Billboard's Radio and Records magazine's June 27th issue in the burgeoning country category because of a tight playing format, according to James Ward, program director. Ward said his outlet aims its programming for the young adult, and strives to accomplish this goal by mixing its air list on a 40 percent C-2 and 60 percent younger singles basis.

Ward said the station surveys dealers for top album sellers and uses the Top LP chart to build its play list. Each record, he said, is then screened for several

(Continued on page 34)

YESTERDAY'S HITS

Change-up program from your libran's shelves, featuring the disks that were the hottest in the last 5 years, up to this year. Here's how their charts ranked in their chart of that time:

POP SINGLES—5 Years Ago April 10, 1961
1. Blue Moon, Marinos, Copaip
2. Apache, Jorgen Ingmann, Alco
3. Dedicated to the One I Love, Shovel, Stove
4. Runaway, Del Shannon, Big Top
5. On the rebound, Floyd Barued, RCA Victoria
6. I'll Do It, Clarence (Freeman) Henry, Argo
7. Surrender, Elvis Presley, RCA Victor
8. Don't Worry, Marty Robbins, Columbia

R&B SINGLES—5 Years Ago April 10, 1961
1. Blue Moon, Marinos, Copaip
2. Two Mint Julep, Ray Charles, Impala
3. For My Baby, Brook Benton, Mercury
4. Mother in Law, Emie K. Dee, Minst
5. Ivory Classic, A Place, Duke, 5
6. Trust In Me, Eliza Jackson, Argo
7. Hideaway, Freddie King, Federal
8. Think Twice, Brother, Mercury
9. Hung on every Eye, Carla Thomas, Atlantic
10. Doin' It Again, Show, Vocal. 

POP SINGLES—10 Years Ago April 10, 1956
1. Poor Thing, Paul Anka
2. Little Boy, Amos Milburn, Capitol
3. Blue Suede Shoes, Carl Perkins, Sun
4. Frank's All Shook Up, Perry Como, RCA Victor
5. I'll Say Yes, The Os, Presley, RCA Victor
7. I Remember You, Tull/Totti, Rock
8. Pat Boone, Del
9. To, More, Four Lads, Columbia
10. Why I Love You, Carr, Teen-Agers, Go

POP LP'S—5 Years Ago April 10, 1961
1. Collected, Lennie Lovett, Del
2. G. I. Blues, Elvis Presley, RCA Victor
3. In the Car, Frank Ifield, RCA Victor
4. Great Motion Picture Themes, Various Artists, United Artists
5. Sports Songs Featuring Ruby Keeler, RCA Victor
6. Midnight, Let Me, Bob Newhart, Warner
7. Make Way, Kinton Trio, Columbia
10. Believe, Bert Kasenoff, Decca

FM Broadcasters' Bright Future

Chicago—Many people like country music—Al, it seem—there are thousands of record artists in the country music sound, and there are over two records sold in the U.S. some time. One of the things in the country music capital of the world, Eddy Arnold, Johnnie Reeves, Marty Robbins and hundreds of other country artists have become household names. A few of the country artists are on the “Tent” Shows, The Grand Ole Opry, the intersection specials, the afternoon quiz shows, and the Bell Telephone Hour. You'll find country music on stages from Carnegie Hall and everywhere from dog food to Cadillacs.

Country music has come of age with the biggest, most powerful force of anything since the advent of rock 'n' roll, and you know what that was for radio. Picture the program directors and managers in country music radio are veterans of many years in that field, and they have switched to country music because they saw a good thing. Many of them have not been considered for the country radio field, and there is a feeling that it's still a good place. Mendenhall Comment

Memphis, Tenn.

The Mendenhall颂ed during his talk on contemporary radio that "prima" time, play the DJs to have a familiar sound. We fight like alley cats to play the big records first, like those by the Beatles, because it helps to create a DJ's format. He said the station was correct 96 percent of the time, and why not its music instead of its records, he said the station got on to become hits.

Mendenhall said, "The Good Guys Will Get You," pointed out that many hot 100 stations have contemporary music stations to get people interested in records like "rocker" and "kid-aimed." WMCA, he said, was a station "turns the station away from the modern society and reflects the tempo of the times."

The station means to, "mean something to more somebody's, by making the music rather good, enough to be interesting, but familiar enough to be comfortable."

(Continued on page 34)

FM, New York, that recent surveys shows over 90 percent of people who listen to FM stations do not listen to an AM station. WFTM-FM's air image is significantly modified by personal attraction. People are more hostile to the concept, he said. The station identifies with a distinct, unmistakable image, one that he is most familiar with the impact on the client."

The station is a member of the Federal Communications Commission, predicted that in 10 years, the format would even find:

Twenty-four hour daily studio service by networks with music and drama and the principal programs.

Such an interest in FM that FM car radios will be standard equipment in the car, he said. Also, all states and local and national, are an optional item.

The station, but the prosfering of something to someone different from AM broadcasting service, or if they want to keep an FM set, he said. It is offered by the FM broadcaster. The FM broadcasting must break away from the traditions which only a fraction of those who mostly were developed by AM broadcasters.
Hot 100 Stations Lost Ratings
Due to Lack of Drive, Creativity

MAY INVITE
RECORD MEN

CHICAGO—The exclusion of record company executives fromtrade association conferences last week here "represents a new awareness or bias," said programming consultant Bill Gavin. "We tried to invite representative record men next year for a summit level conference.

It makes no sense that they are always on the seeking end in this business. They deserve respect. Until we achieve better understanding between broadcast and the record industry, there will always be problems. He criticized record companies for not keeping in touch and said that the station should be a place where music is heard, not just played. "There’s a difference between road to riches and country music is here to stay, but only for professional broadcasters with taste and creative promotional ideas."

Chuck Morse of Chuck Morse Consulting was the first to acknowledge that radio stations are losing the image of the country music listener, he said. "As a result of the success stories of various radio stations around the country, other stations with floundering ratings have jumped on the bandwagon, said Bremer. Cities now have two

BREAKING POP NATIONALLY
"DO SOMETHING FOR YOURSELF"

Bobby Powell
White 755

GOING ALL THE WAY TO THE "TOP TEN"

"I CAN'T GET A WORD IN EDGAR"

John Fred
Poole 354

Jewel—Paula
Records
(718) 432-7182

Continued from page 28

livers a mass middle-class audience not satisfied by radio or TV shows and entertainment and to the live, visible country music shows. Music on radio is free, but when people spend their money for a live show, their love for country music is real," Bremer told listeners. Pro-motions country music stations had some of their stations pro-
tected in attending with a rodeo; the station published a magazine by buying large schedules on the station. The station published a cookbook of country-type recipes, names, and country music live spectacula-
tars. The only problem has been convincing advertisers that the average country music listener wasn’t a hillbilly. The "Jimmy Dean Show" on ABC and the appearances of country music art-
ists on TV shows like the "Dean Martin Show," and the former "Steve Lawrence Show" have boosted the image of the country music listener, he said.

As a result of the success stories of various radio stations around the country, other stations with floundering ratings have jumped on the bandwagon, said Bremer. Cities now have two...
These liner notes explain why Johnny's new Mercury album is selling in unprecedented numbers. It's not just out of the ordinary.

It's extraordinary!

"My greatest happiness as a singer comes from the realization that the songs I select are the kind people enjoy. I'm always on the lookout for the song that has a special flair—that intangible value that distinguishes something as being out of the ordinary."

The Shadow of Your Smile
(From "The Sandpiper")

Michelle
Yesterday
A Taste of Honey
(I Left My Heart) In San Francisco
On a Clear Day (You Can See Forever)
(From "On a Clear Day You Can See Forever")

Moment to Moment
(From "Moment to Moment")

Something's Coming
(From "West Side Story")

Come Back to Me
(From "On a Clear Day You Can See Forever")

Quiet Nights (Corcovado)
Melinda
(From "On a Clear Day You Can See Forever")

I'm in Love for the Very First Time

The Sweetheart Tree
Love Is Everything
This Is Love
Old Joe
Tender Is the Night

Mercury Album MG 21073 / SR 61073
Produced by Global Records

This Mercury record is the result of the most modern recording technique in the phonograph industry. In Stereo—The "1/2" tube谣rumraph technique, the latest development in the art of sound reproduction. The recorded music-vibration waves between two microphones greatly reduce interference from adjacent microphone groups and gives the utmost reproduction of the original sound through the dynamic range central and extends again the area of new recording, playing on a stereo graph with stereo reproducing cartridges according to the B.S.A.A. standards...

Mercury—The name stands for tradition, derived from the name of the planet Mercury, god of the messenger, running at top speed to bring you the latest development in stereo reproduction techniques, exactly balanced on paper tape. Because of the simplicity of our new development, no special recording techniques were utilized on either this album or any other records. Each record you hear is exactly balanced phonograph record.
**ALBUM REVIEWS** (continued)

**BREAKOUT ALBUMS**

- **NATIONAL BREAKOUTS**

- **NO NATIONAL BREAKOUTS THIS WEEK**

- **NEW ACTION LP's**

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

- **MIMI HINES SINGS...**

  - Decca DL 4759 (M) / DL 4759 (S)

- **LOOK OUT FOR THE CHEATER...**

  - Bob Kuban & The In-Men, Mediterranean U.S.A., LP 3036 (M); SLP 3036 (S)

- **THEM AGAIN...**

  - Parent PA 41006 (M) / PAS 41006 (S)

- **THE OSCAR...**

  - Soundtrack, Columbia CL 4550 (M); CS 4550 (S)

- **A TASTE OF HONEY & OTHER GOODIES...**

  - Village Stompers, Epic LN 24180 (M); BN 24180 (S)

**SYMPHONIC FINALE**

**CLASSICAL SPOTLIGHT**

Berlioz: Symphonie Fantastique

London Symphony Orch. (Drew). Philips PHM 500-101 (M); PHM 500-101 (T)

**COUNTRY SPOTLIGHT**

**MERRITTS UNDERGROUND**

**FOLK SPOTLIGHT**

**IS IT GRAND BOYS**

Clancy Brothers & Tommy Makem, Columbia CL 2477 (M) / CS 9277 (S)

An excellent performance with tunes from the group's trick song bag. Well produced and commercial. The arrangement is "Home on the Range" with "Way Down Upon the Western Side." Will appeal to both pop and folk markets.

**COUNTRY MUSIC GOES TO WAR**

Various, Starday SLP 374 (M)

Here's a package of topical interest. There are some great standards here, such as "Old Conquering Hero," "Home on the Range," and "There, My Dear," along with some fine numbers from the Blue Yonder Folksongs. Artists include Bobby Driscoll, Cowboy Copas and others.

**SEEN ALBUM REVIEWS ON BACK COVER**

**ALBUM REVIEW POLICY**

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

**BEST OF CHAD & JEREMY...**

Capitol T 2470 (M); ST 2470 (S)

**TRY TO REMEMBER...**

Robert Goulet, Columbia CL 2462 (M); CS 2462 (S)

**WOMAN...**

Peter & Gordon, Capitol T 2477 (M); ST 2477 (S)

**BASIE MEETS BOND...**

COUNT Basie & His Orch, United Artists, UA 5480 (M); UAS 5480 (S)

**IT'S TOO LATE...**

Bobby Goldsboro, United Artists UA 2476 (M); UA 5480 (S)

**EXCLUSIVE ORIGINAL TELEVISION SOUNDTRACK ALBUM "BATMAN...**

20th Century-Fox TPA 3180 (M); TPS 4180 (S)

**MICHELLE...**

David & Jonathan, Capitol T 2473 (M); ST 2473 (S)

**THE FERRANTE & TEICHER CONCERT PART II...**

United Artists UA 5475 (M); UAS 6475 (S)

**FOUR-STAR ALBUMS**

This week's reviews are awarded new albums with substantial commercial potential, and which could indeed become one-top's and rack-sellers handling that category.

**POPULAR**

- **FINDING A NEW FRIEND**
  - Oscar Brown Jr. & Louis Herberman, Fontana MGF 27549 (M); SRF 67549 (S)

- **OUR MAN IN PARIS**
  - Frank Porent, Imperial LP 7904 (M); LP 13294 (S)

- **ROGER MILLER PRESENTS**
  - THUMBS CARLILE, Sanchen SM 27947 (M); SD 6747 (S)

- **THE LATIN STYLE OF FRANKIE CARLIE**
  - RCA Victor, LPM 5351 (M); LPM 5351 (S)

- **GROUP B GO**
  - When Mabel route. Dot DLP 3903 (M); DLP 2692 (S)

- **DANCING ZEBRAS**
  - Carl Swenson, Philips PHM 283-285 (M); PHM 400-283 (S)

- **1967'S GREAT HITS**
  - Various artists, Hamilton HLP 161 (M); HLP 161 (S)

- **STEELBAND SYMPHONIC**
  - Various artists, Columbia CL 2460 (M); CS 9280 (S)

- **THE SHAKERS--BREAK IT ALL**
  - Audio Fidelity, AFPL 2335 (M); AFPL 6435 (S)

- **THE WALTERS OUT OF OUR TREE**
  - Fidelity, ITL 428 (M)

**LOW PRICE POPULAR**

- **HE TOUCHED ME AND OTHER BEAUTIES**
  - Bobby Darin, Columbia CL 2417 (M); CS 9217 (S)

**COUNTRY**

- **COUNTRY MUSIC PICKS**
  - Reed Scat. Decca DL 4756 (M); DL 4756 (S)

**LOW PRICE CLASSICAL**

- **FOUR ORCHESTRA**
  - Evelyn Reuss/Mike John Barkus, Theodore SRF-195 (M); SRF-195 (S)

- **THE ART OF THE BAROQUE**
  - London Baroque Ensemble (M)
  - Columbia SRF-192 (M); SRF-192 (S)

(Continued on page 42)

**APRIL 9, 1966, BILLBOARD**
Keep Your Sales

On Target for '66

With these 10 great new albums on DECCA® - CORAL®

The Best of Sammy Davis, Jr.

The Best of Guy Lombardo

Nielsen: Symphony No. 4

Mozart: Serenade No. 8
See your Atlantic or Atco distributor for complete details on the April release program.

(All Available in Mono and Stereo)
<table>
<thead>
<tr>
<th>No.</th>
<th>Song Title</th>
<th>Artist</th>
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<td>1</td>
<td>BALLADS OF THE GREEN BERETS</td>
<td>B.T.F.</td>
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<td>WHIPPED CREAM &amp; OTHER</td>
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<td>3</td>
<td>GOING PLACES</td>
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<td>THE SOUND OF MUSIC</td>
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<td>THE BEST OF THE ANIMALS</td>
<td>Man &amp; His Music</td>
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<td>RUBBER SOUL</td>
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<td>SOUTH OF THE BORDER</td>
<td>Blue Mau Mau</td>
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<td>JUST LIKE JUICE</td>
<td>Neil Diamond</td>
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<td>MY NAME IS BARBRA. TWO</td>
<td>Barbra Streisland</td>
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<td>11</td>
<td>SPANISH EYES</td>
<td>Joni Mitchell</td>
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<td>SEPTEMBER OF MY YEARS</td>
<td>Man &amp; His Music</td>
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<td>THE LONELY BULL</td>
<td>Man &amp; His Music</td>
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<td>I HEAR A SYMPHONY</td>
<td>Man &amp; His Music</td>
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<td>THE DAVE CLARK FIVE'S GREATEST HITS</td>
<td>Dave Clark Five</td>
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<td>HANG ON RAMSEY!</td>
<td>Man &amp; His Music</td>
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<td>DELIGHTS</td>
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<td>THE BEST OF HERMAN'S HERMITS</td>
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<td>SUPREME'S LIVE</td>
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<td>TIJUANA BRASS</td>
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<td>THE MIRACLES GOING TO A GO-GO</td>
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<td>23</td>
<td>THAT WAS THE YEAR THAT WAS</td>
<td>Supremes</td>
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<td>4 SEASONS GOLD VAULT</td>
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<td>MY WORLD</td>
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<td>DECEMBER'S CHILDREN</td>
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<td>ANDY WILLIAMS' NEWEST HITS</td>
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<td>ROGER MILLER/GOLDEN HITS</td>
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<td>29</td>
<td>HELP</td>
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<td>30</td>
<td>TURN! TURN! TURN!</td>
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<td>31</td>
<td>BACK TO SUE</td>
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<td>32</td>
<td>A MAN AND HIS MUSIC</td>
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<td>33</td>
<td>MARY POPPINS</td>
<td>Supremes</td>
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<td>WHY IS THERE AIR?</td>
<td>Supremes</td>
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<td>THE IN CROWD</td>
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<td>MY FAIR LADY</td>
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<td>37</td>
<td>OUT OF OUR HEADS</td>
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<td>MY NAME IS BARBRA</td>
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<td>SOUNDS OF SILENCE</td>
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<td>ZORBA THE CREEK</td>
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<td>WHERE THE ACTION IS</td>
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<td>LOOK AT US</td>
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<td>43</td>
<td>SEE WHAT TOMORROW BRINGS</td>
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<td>AMONETRY FREE SONG</td>
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<td>45</td>
<td>MANDY-MANDY-MANDY</td>
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<td>MY CHRISTMAS</td>
<td>Supremes</td>
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<td>IT'S MAGIC</td>
<td>Supremes</td>
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<td>48</td>
<td>HIGHWAY 63 REVISITED</td>
<td>Supremes</td>
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<td>49</td>
<td>HOUSTON</td>
<td>Supremes</td>
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DO YOU BELIEVE IN MAGIC
YOU DIDN'T HAVE TO BE SO NICE
DAYDREAM
CHANGIN' TIMES
THE PIED PIPER

Movies To Watch For
Score from LEMONADE JOE  Allied Artists
Score from Woody Allen's POW  AIP

Koppelman - Rubin
Associates, Inc.

Chardon Music Inc. Faithful Virtue Music Co. Inc.
1650 Broadway New York, N. Y.
BABY, YOU GOT IT
CHESS 1954

The Radiants

Fonsett Bass
I SURRENDER
CHECKER 1137

Mitty Collier
SHARING YOU
CHESS 1953

Ko-Ko Taylor
WANG DANG DOODLE
CHECKER 1135

Alan Moorhouse Orch.
THE BALLAD OF THE GREEN BERETS
CADET 5532

CALL MY NAME...
Then, Pursel 9819 (Bernice, BMI) (Miami)

WANG DANG DOODLE...
Ko Ko Taylor, Checker 1135 (St. Louis)

PIN THE TAIL ON THE DONKEY...
Pete Paul, Columbia 43270 (Absh, BMI) (Nashville)

ELVIRA...
Dallas Frontier, Capital 5540 (Blue Crab, BMI) (Dallas-Fort Worth)

BOOK OF LOVE...
Underbeats, Soma 1449 (Amp-Kiel, BMI) (Minneapolis-St. Paul)

DOUBLE SHOT (OF MY BABY'S LOVE)
Swingin' Medallions, Smash 2033 (Lyric//Windham, BMI) (Arthur)

3,000 MILES...
Bryan Hyland, Philips 40355 (Baby Monica-Flamor, BMI) (Alamo)

EVLV, NOT LOVE...
Five Americans, HRR 468 (Janitor, BMI) (Dallas-Fort Worth)

ALBUM REVIEWS

• CONTINUED FROM PAGE 35

FOUR ORCHESTRA CONCERTOS
Rednax, Baltimore. Eversman SRV 191 (M); SRV 191 (ID) (S)

JAZZ
RECORDED LIVE AT THE VANDERLYF JAZZ FESTIVAL
Harry O'Neil. Columbia CL 2462 (M); CS 3023 (S)

TWO BEAT MOZART
Charles and Guild. Phillips PRM 209-204; 1081 200-204 (S)

INNER URGIE
Joe Henderson. Blue Note 4019 (S)

DOWN WAKING TIMES
Blue Mitchell Quartet. Blue Note 4234 (M)

FOLK
ANOTHER TOWN—ANOTHER JAIL
Paul Revere. Kayo KL 1477 (M); KS 3475 (S)

RELIGIOUS
INTRODUCING DAVID FORD
Word W 3357 (M); WS 817 (S)

COMEDI
FUNNY, YOU DON'T LOOK IT
Adams, RCA Victor LPM 3423 (M); LPM 3423 (ID) (S)

INTERNATIONAL
PAYASO/THAT CROWN
Javier Solis. Columbia SX 1546 (S)

THE AETHENIANS SING GREEK
GOLDEN HITS
Fontana. SGR 2751 (M); SRF 6751 (S)

THREE-STAR ALBUMS
The three-star rating indicates a moderate rating given to each record's music category.

POPULAR
THERE'S A RAINBOW ROUND MY SHOULDER
Freddy Grant. Nearly LP 1006 (S)

COUNTRY
STREETS OF LAREDO
Wayne Wills. Chips C 46 (S)

RELIGIOUS
I BELIEVE IN MIRACLES
Dee C. Davis. Modern LA 3682 (M)

BLUES
THE QUEEN AND HER NIGHTS
Vincent Brion. Night LP 1058 (S)

SPOKEN WORD
SUGGESTED SOLUTIONS
Robert Johnson. Alcyh LA 1880 (M)

NEW ALBUM RELEASES

MOZART—QUINTETS—Griller String Quartet (Veree), SRV 191, SRV 191 SD; A Mount Diourovex—Joe Arca Orcl, of London 219, SRV 188 SD; Four Orchestras, Antinalo-Baetis/Kriff, SRV 1, SRV 191 SD

FONITALA
THE ARTHUS-KING Sing Greek Golden Hits. SRV 191, SRV 191 SD

BACH GUILD
BACH CANON NO. 370—Fntner & Nefvel Jolinas; KS 493, BS 70903

CAESIVA
SHAKESPEARE RECORDING SOCIETY—The Merry Wives of Windsor. SEL 335, SEL 348

SHAKESPEARE RECORDING SOCIETY—Macbeth. SEL 291, SEL 3 31 5

CAPITOL IMPORTS (Holland)
PITK REE—Oeger Relial. NCL 126

CAPITOL IMPORTS (Canada)
SCHURST—QUINTET IN A MAJOR FOR F-P & STRINGS OP. 114—lcy (Hjh)

CHRISTIAN SCHULTZ. 8099

JOHN ZAMOTYTERNA—TONY FERNO

HASTTEN KONI MEDIA—Kithon people-Oego, London 129, KS 3499

COLUMBIA
JOHN HARD—Recorded Live of the Mitte Jazz Festival, CL 2462, CS 1952

SUITEK SKEEMER—Saloantk Fortbearan. CE 2460, CS 2060

JAYIER, S0-10—Amarys/Crown. CE 1180

BARBRA STREISAND—Cord Me Bury. CL 2467, CS 2476

DECCA
LOOTTA LYNH—It's Time (Country). CE 2467, CS 2476

JIMMY NEWHAMS—Artifeel Rise. CL 4740, CE 4745

RED DOVING—Country Time. CE 4746, CS 4745

OSTERN TURL & THE TEXAS TROUBADOURS—By God. CL 4747, CE 4745

DAY
PAT BONCE—Great Hits of 1965... DLP 3635, DLP 3647

WING MARTIN—Coban Go. DLP 3902, DLP 3907

ELETRRA
LEONARDY—The Library of Congress Recordin. EBL 301 12

STUKETTE
THE MAILERS—Out of the Trees. ST418 00

EVERYDAY
BRETHROF. SONGWRITING NO. 5 IN C-MINOR

I'Em & LELY—Play on Moor. WES 151, WES 151

LONDON BAROQUE ENSEMBLE—(Hats—The London Baroqke Orchesa. SRV 191, SRV 191 SD

(Continued on page 40)

APRIL 9, 1966, BILLBOARD
Two Fantastic New Albums!

Buffy Sainte-Marie
LITTLE WHEEL SPIN AND SPIN

Ian & Sylvia
PLAY ONE MORE

VRS 9211 (MONO)
VSD 79211 (STEREO)

VRS 9215 (MONO)
VSD 79215 (STEREO)

VANGUARD RECORDS
VANGUARD RECORDING SOCIETY, INC.
154 West 14th Street, N.Y. 10011
HOLLYWOOD—As a result of strong sales of two "experimental" classical albums developed for young audiences, Capitol has designed a new series, "Capitol Follows Up Classical Success," with eight albums split in an April-May release.

This expansion of the Capitol Classics line is based on the sales of "I Like Tchaikovsky," a collection of classical music popular among college students, which reportedly achieved double million sales. The first two LP's were released six months ago. The covers of these albums were especially designed to highlight young people, through live action photos and humorous cartoons. Second and the eighth forthcoming packages continue the youthful, romantic motif. The repertoire is being selected by classical producer Bob Myers and the project is credited to Brown Meggs, Capitol's vice-president for Classical. Forthcoming albums feature the Goldband Brass, conducted by Joseph Krupa, the first professional band in the U.S., and the popular pianist Leonard Pennario, concertmaster with the Boston Symphony and the Hollywood Ballet with Alfred Newman.

RCA Spurs the Return of Musical Art: Sinfonietta
NEW YORK—RCA Victor is relaunching the Arthur Fiedler Sinfonietta, a Boston musical group which won renown more than 25 years ago and which disbanded as Fiedler's popularity with the Boston Pops Orchestra grew.

Victor will release a two-album Sinfonietta package featuring the music of Mozart, Schubert, Beethoven and Weirnich. The performances are Mozart's Sonatas for Organ and Orchestra and Beethoven's Ninth Symphony in C for Orchestra and Organ. A spokesperson for RCA Victor said, "We have through the years had so many requests for an organization of the sort typified by the old Arthur Fiedler Sinfonietta in another era that we decided the interest justified making a recording.

Fiedler, whose father was concert master of the Boston Symphony Orchestra, joined the orchestra in the 1900's. In 1929, he became conductor of the orchestra in addition to his playing with the major Boston orchestra.

The album was recorded in the General Electric Memorial Sound Laboratory in New York with Peter Delhun as artists and repertory producer.

REJOICE FOR CHURCH Mlls
NEW YORK—"Rejoice," music for the worship of God, recently published by Marks Music, will be performed at a Radio City service at the Cresbith Method- uthist Church, San Antonio, Tex. The Mass is also scheduled for broadcast May 15 over WJOH, Broadcasting network's show, "The Horizons." "Rejoice" has been recorded on an Society label by the students of the General Theological Seminary of the Prote- estant Episcopal Church in New York. The students also composed the Mass.

RECORDS

Opera Attracting the Young: Anna Moffo
By ELIOT TIEGEL
LOS ANGELES—Anna Moffo, glamorous opera singer, says more young people are finding "greater excitement" in opera. Not only are young people appreciating the "glamour" of a but a broad sweep of the population is attending concerts and buying rec- th says. The lyrical-coloratura soprano finds that each year opera picks up more enthusiasm. She says during the seven years she has been singing, she has taken note of the way people "have grown older and represented. American audiences have equalled the zeal of the Euro- pean opera. As a featured artist on RCA Victor she has recorded 50 records and many of these selections are re- quired at her concerts and col- lections.

"Not all opera singers do con- certs," she said last week during a performance at the Los Angeles Operas Community High Field Show. She had already con- certized at the Edschneider Music Hall and had been invited to the Los Angeles area for two weeks.

The camps which attract opera singers, Miss Moffo said, were the big schools with all-star series such as UCLA, Dart- mouth, Michigan and Colgate. "There are opera programs and English repertoire is usually included in their courses," she explained. "I've always been looking for new things," she added smiling. "I think things which haven't been done before. "Among her favorite new young composers is Philip Glass, a musician she found singing in the chorus of the Metropolitan Opera in New York.

SAGA RECORDS Buys Alpha
LONDON—The Alpha Rec- ord Co., classical record firm, has been taken over by Saga Records, Ltd., who also operate the Alpha label and use the U.K. by Saga's Associated Recordings distribution set-up.
Alpha specializes in recordings of pre-classical and baroque England's cathedral organs. At $5.50, the albums become the most expensive in Saga's range.
A Saga was previously released by Scottish Waverley, which was taken over recently by EMI. The Saga deal prevented the Alpha catalog from being discontinued. Associated Record- ings has just opened its sixth British store—in Birmingham—in a continued expansion pro- gram.

ROME—Arturo Toscanini will be honored in the centen- nial year of his birth with the first bi-anual international open competition of opera music under the sponsor- ship of the Santa Cecilia Conser- vatory of Music and Rome RAI, Italian Radio and Tele- vision Corp. Competition, which will have a prize of 1 million lire ($1,600), will take place in Rome be- tween September 15 and Oct. 8 with participation limited to conductors with opera experi- ence and training who will be older than 35 during 1966. Preliminary auditions will be based on the placing of num- bers from a list of selections pre- pared by the committee while the 10 semifinalists will be winnowed to three, each of

whom will conduct an act of Giuseppe Verdi's "The Masked Ball" in Rome on Oct. 5. The competition will be by lot. Entries will be accepted by the Premio Arturo Toscanini, Conservatory of Santa Cecilia, Via dei Gracchi, 18, Rome, until July 15. Rules in various languages are also available from this address.
Arturo Toscanini has given Italy an event the given his official patronage. Committee of the competition will include the following members: Alfonso Maria Alberola, and Foreign Minister Aminoter Fanfantini; Education Minister, and Foreign Minister. The competition will be conducted on the interpretation of Arthur carbonate. The competition among the judges will be: Frank Brief, New Haven; Milton Katles, Seattle; Enrico La Cava, Bocca; Charles Ora- ndami. Philadelphia: Wifred Pelletier and Alfred Wallen- stein, New York.

NEW ACTION ALBUMS

BRAHMS: A GERMAN REQUIEM/ALTO RHAPSODY/FEDE-LERGRENKE—A Chorus of the Nordisch Frieder Kunsthalle, Hamburg (Bambergere), Rensselaar House 3003 (M); HB 7003 (S)
BACH ON THE PEDAL HARPSICHORD—E Power Biggs, Columbia ML 6204 (M); MS 6504 (S)

APRIL 9, 1966, BILLBOARD
I LOVE YOU
KMANIC 'AI OD!!

I LIKE TCHAIKOVSKY
CHEREN DROGUEN
MINIMAL JAVA SYMPHONY ORCHESTRA

MORE I LIKE TCHAIKOVSKY
STILL MORE HIT MUSIC FROM THE WORDS FAVORITE
HOLLYWOOD ARTIST, BETHY ROYER.

I LIKE BEETHOVEN

fernardo playa chern
10000

I LOVE YOU
ROMANTIC MUSIC FORдиарry COMPOSER

SIAPROST ORCI,
NE RUSSIANS
SLAVIE SOUL
IN MONO
FROM THE CREAM TO THE CONNECTORS...

3

POMP AND CIRCUMSTANCE
GREATEST BAND IN THE LAND!
The Goldman Band

1776
1897

SOAP SYMPHONY
Whitmore & Love "Spellbound" & Other Favorite Movie Concerts

THE RUSSIANS
The Magic Sound in Music...From The Creme To The Connectors

POMP AND CIRCUMSTANCE
Hollywood Real Symphony Orchestra

GREATEST BAND IN THE LAND:
The Goldman Band

SGBO-7256

"GOOD-TIME CLASSICS"
BRIDGE THE GAP BETWEEN BACH & ROCK!

"I Like Tchaikovsky," for example, is already a favorite with
teenagers! Every title in this great CAPITOL series offers
top-name artists in pop-appeal classics with pop-appeal covers!
Take a close look at the whole fast-turning line (including 4
albums coming in May). Now call your local CRDC sales rep
and get full details on the great merchandising-advertising
help that's available—all designed to sell "Good-Time Clas-
sics" to your regular pop customers.

AND DON'T FORGET THAT
PERMANENT EXTRA 10% DISCOUNT
ON ALL CAPITOL CLASSICS!

www.americanradiohistory.com
COUNTRY MUSIC

Monument Puts Muscle In Country Music Push

NASHVILLE—Current single releases by a recently acquired name artist and by a new female discovery are giving muscle to Monument Records' drive in the country music market.

Billy Walker's first Monument release, "The Old French Quarter," and Jeannie Seely's "Don't Touch Me" are grabbing strong airplay across the board. Both label sources say early sales are strong.

The releases follow the label's recent announcement of plans to move more solidly into country and western music. Walker, the label president, said he plans to enlarge the country roster rapidly. Acquisition of Walker, who had substantial success on Columbia, gives rise to speculation that Foster may acquire other name country artists in the near future.

Foster said he has appointed in Jeannie Seely, who has had hits in both pop and country audiences. As a part of the c&w push, Foster said he will employ c&w specialists to help exploit his country product.

The label plans immediate album releases, with Jack and Jerry, the Calhoun Twins: Chuck Howard, Dave Rich and Dolly Parton.

Foster said he has appointed Byrd to head Parry Music, his SESAC affiliate, and that Byrd will have authority to sign c&w writers and artists.

Another vital development in the label's c&w effort is its arrangement with Hank Cochran.

To produce some of the country's biggest successes.

KENNY VERNON has a big hit in his latest recording for Canyon Records, "Down by the Bootdoors." Kenny is managed by Bob Johnson, of Nashville's Skiboard Records, and is represented by the New York booking agency of Richard Johnson, Box 3, Bellefonte, N. M.
Monument proudly announces Billy Walker’s hit debut.

The Walker Way is another reason why Monument is artistry.
Owens New KUZZ President

BAKERSFIELD, Calif. — Country music star Buck Owens, in a diversification of activity, is the new president of Thunderbird Broadcasting Corp. of Bakersfield, owner and operator of stations KUZZ.

The board of directors named Owens to the post in a special meeting last night. Owens said the station would continue its present format.

KUZZ is the leading country station in Southern San Joaquin Valley and is owned by Larry Daniels. The DJ staff consists of Eddie Bridges, Frank Merhan, Bill Zawila and Mike Gibbon.

C&W Show for Buccaneer Days

CORPUS CHRISTI, Tex. — Buccaneer Days, an annual week long festival celebrated in South Texas, will begin April 24 and feature a country music show for the first time.

The Marty Robbins unit will play the Coliseum at Corpus Christi April 29 and the Community Civic Center, McAllen, Tex., April 30. Other bands also playing include Marty Robbins, includes Margie Singleton, Don Winters and Bobby Sykes.

The celebration includes rodeo, parade and special programs presented by the Chamber of Commerce and other civic groups which cooperate in the festive affair.

Harris Records For Philips

NASHVILLE — Joe Talbot of Harfot Music, which has had such recent successes as "Crystal Chandelier," "Write Me a Picture" and "Rainbows and Roses," said last week his partner, Ted Harris, had recorded his first single for Philips, under the direction of Roy Dei.

The release, "Pickin' Flowers," is due this week. Talbot wrote "Crystal Chandelier" and "Rainbows and Roses." Talbot left for an extensive promotional trip in parts of the East and Midwest to give the single an initial push.

Johnny Cash Tour

ROCHESTER, Minn. — The Johnny Cash show kicks off a three-month tour at Mayo Civic Auditorium here April 15. Other stops on the tour are Convention Hall, Minneapolis, April 16; KRNT Theater, Des Moines, 17; Coronado Theater, Rockford, III., 19; Orchestra Theater, Madison, Wk., 20; Bay Theater, Green Bay, Wis.; University Field House, Fargo, N. D., 22; University Field House, Grand Forks, 23; and University Field House, Duluth, Minn., 24.

Doll's 2 New Ones

OELWEIN, Ia. — Cw band leader Andy Doll, with headquarters here, is out with a new album, "Nashville Sounds and Folk Favorites," on the Audio Division label at Mavo Civic Auditorium here April 15. The album, featuring all new material, is Vizza's new single, "Dallas," b.w. "Hot Canary," Doll's band has been a favorite for years in the Iowa-Western sector.

YESTERDAY'S COUNTRY HITS

Change-of-place programming from your favorite radio station, featuring the disks that were the hottest in the country field 5 years ago and 10 years this week.

COUNTRY SINGERS— 5 Years Ago

April 10, 1961

1. Don't Worry, Marty Robbins, Columbia
2. Footloose Around, Buck Owens, Capitol
3. How Long Above, George Jones, Mercury
5. I'll Just Have Another Cup of Coffee, Columbia
6. Let Forgotten In, Webb Pierce, Decca
7. Nell, Wally, Faron Young, Capitol
7. Odds and Ends, Warren Smith, Liberty
8. Oo, Wings of a Dove, Ferlin Husky, Capitol
9. The Blizzard, Jim Reeves, RCA Victor
10. The Case of Mind, Ray Price, Columbia

ROBBINS TO CO-PRODUCE C&W MOVIE

NASHVILLE — Marty Robbins has joined with Robert Patrick of Hollywood to produce a country music movie, "The Road to Nashville." In technical, stars will be Robbins and Pat Buttram.

Making guest appearances will be the Carter Family, Hank Snow, Webb Pierce, Johnny Wright, Kitty Wells, Faron Young, Bill Anderson, Roy Drusky, Connie Smith, Porter Waggoner, Dottie West, Norma Jean, the Osborne Brothers, Bill Phillips, Margie Singleton, Bobby Blue Bland, Charlie Feathers, Art Pierce, Wynyard Jenkins, Les Bevotee and Buck Owens.

Stapp, Killen Buy Piece of Neal Agency

NASHVILLE — Jack Stapp and Buddy Killen of Tree Publishing Co., Inc., have acquired an interest in Bob Neal Talent Agency, Inc., with headquarters here. Founded in 1951, Tree is one of the biggest, if not the most successful publishing firms in Nashville. Bob Neal Talent Agency, headed by Bob Neal, was organized by Neal in 1963.

"The purchase of the interest in Bob Neal Agency has been done as an investment," Stapp and Killen said. "We have owned a licensed booking agency for several years with American Talent Corp., but we have done nothing to develop the agency. We feel that our investment in Neal's active, fast-growing business is a wise one, what with the current increase in interest in country music." Stapp says the operation and management of the agency will remain completely under the direction of Neal.

The operation of Bob Neal Agency will be as an independent business, Neal said, "and we will continue the plans we have laid out for the growth of the agency. Our personnel and office operation will remain the same. Future plans will be for the office to be within the same building as Tree, and we also plan to merge operations with American Talent Corp."

In San Francisco

HOTEL BELLEVUE

t at Cary and Taylor Streets

COUNTRY SINGER CONNIE SMITH, during her recent appearance on "Paint Valley Jamboree," Chillicothe, Ohio, drew a host of her followers to the J. C. Penny store, Chillicothe, where she put in two hours of plugging and autographing her new RCA Victor album, "Miss Smith Goes to Nashville." Shown with Connie are Joe Gasser (left), manager of the Columbus, Ohio, branch of the Handler Co., and Don Cochran, Penney manager.

Whisenhunt Resigns

NASHVILLE — Eason Whisenhunt, Billboard's Nashville correspondent, is leaving Memphis where he will enter his own business, he was announced this week. His successor will be named in the near future, Hal Cook, Billboard publisher, said.

Going Away Party For Nancy Tennant

NASHVILLE — A going away party was held here last week for Nancy Tennant, of the local Epic Pubb Firm, office, who has departed for Hollywood to set up a new Epic branch there.

Scotty Moore set up the studio setting for the party at Music City Recorders, and recorded an Hype Sheet business, it was announced last week.


Japanese Execs

—Continued from page 40

Hank Williams Sr. and the Brownies

Wesley Rose, president of Acuff-Rose Publications, Inc., who was in Japan a few months ago, said he hopes to set up an Hype Sheet business there, he visited Jack Wrone, New York, N. Y., April 10, 1966, BILLBOARD

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APRIL 9, 1966, BILLBOARD
Kerner Bullish on French Market

By MIKE HENNESSY

PARIS—It is no coincidence that the youngest of the disk companies in Paris, Polydor, has the youngest president-director general in 36-year-old Jacques Kerner.

Since Kerner took over a few months ago, the company has been given a new look, the staff and offices have been streamlined and a young and enthusiastic personnel is meeting the challenge of a new market. Polydor's roster boasts 6 to 7 percent of the disk market in France, and the company is optimistic. France has the youngest population in Europe, only a third of French homes have a record player. Thus there is tremendous room for expansion.

"The outlets for the dissemination of recorded music are greater today than ever. The radio and phonograph is regarded as a threat to the disk market, in fact, proved to be an ally.

"And the press is becoming more and more aware of the news value of disk stars. Even the conservative French daily, Le Figaro, gave generous space to the first visit of James Brown here."

Other Factors Cited

Kerner said that other factors conducive to the expansion of the disk market were the steady increases in purchasing power and the increasing number of tours being made by French and foreign artists.

He noted the recent price cuts by Philips in the prices of their popular LPs as a further catalyst. Polydor said it had no intention of matching or beating prices, but that it would operate prices more closely with the public.

The company has been active in signing promising artists, and Kerner said that the policy of Polydor has been to concentrate on quality rather than quantity.

Polydor of course has a rich classical catalog through CBS and a strong catalog of pop artists in the international field.

He didn't favor luring top-selling artists from other companies with extravagant offers, but preferred to take a handful of promising artists and try to build up big international names.

"We have recently signed soprano Ezio and Ulisse Scarlatti and Benno Philpp—for all of whom we have been building up a career. We have established artists like Larry Esler, who has the contract to sing with the music of Aubert and John William, continue to sell very well.

"We have just signed soprano Ezio's wife Helene for Polydor. Helene, a pupil of Kerner, had a successful career in France and recently, said Kerner, had a successful opera role in recent years.

"At one time she was scheduled to make a career of singing on the stage and was then offered a record contract. Now it is entirely the other way around, and the problem is to discover the right market for songs to sell and to succeed commercially.

"There is still far too many records produced by the industry. We at Polydor produce an LP of a composer each month and the jazz records a month and have special sales assistance to dealers. This year there are three major offerings, each consisting of between 160 to 200 LPs, classical, pop, and a mixed offering of classical and pop.

"In this year's offering are 25 new titles on the Deutsche Grammophon label and around 70 new Polydor titles. The offerings are so integrated that operas, concerts, ope, and operas can be easily selected, with the same holding for pop categories.

For the first time Grammophon will offer an LP with extra cuttings from its new recording of Mozart's Magic Flute under the direction of Karl Boehm.

POLYDOR TO GO 2-TRACK TAPE

PARIS—"We are putting our fingers on the market very soon," recently stated Jacques Kerner, Polydor Records director general. "They will be two-track tapes with the same playing time."

The first six will be out in May or June, but I think it will be successful before this market has come really big."

The cartridges are designed to operate on a battery driven portable tape-recorder produced by Philips in Germany and costing around $100.

ANTHONY & THE IMPERIALS visited Billboard's offices in New York recently to tape a radio show for Japan with Don Owens, seated. The tape will be aired on "The Billboard Top Ten Show," which is part of the "Sony World Wide Hit Parade." Program is broadcast nightly from New York, the Japanese Radio Network and features Terry Income as emcee.

Both CBS' Mikulski The Master Builder

FRANKFURT—West Germany's hottest disk industry executive is CBS Schallplatten's Bernard Mikulski, who in nearly three years has built CBS German disk subsidiary into a major force on the German market.

This year Mikulski intends to challenge Deutsche Grammophon, Etoile and Telesee for popularity of their German market.

While inspired support has been received from the parent organization, CBS rocklettie's rise in the German wax firmament is mainly the work of Mikulski.

He developed some of Germany's top new talent, and pushed CBS sales with imaginative disk marketing techniques.

And although his name is identified with the discovery and exploitation of new pop talent, Mikulski has worked conscientiously to build up CBS Schallplatten's classical repertoire. In short-conscious Germany, prestige demands a top classical repertoire.

Mikulski's best-known proteges are teenage Bernd Spier and the international ice-skating champion pair of Hans-Juergen Baermen and Marika Kilias.

Spier has sold more than 1,500,000 disks in Germany, and CBS is releasing in the U.S., his LP under the title, "Germany's Singing Sensation.

In the case of Baermen and Kilias, neither had ever cut a disk when Mikulski signed them at the peak of their skating careers. Mikulski selected to debut Marika in a home-owned country, "Two Little Indians From Winnipeg," written by a

German who had never seen Winnipeg.

This has become a top tune, as have most of the Barnerm Kilias titles. They record separately.

Mikulski also found the music to match the talent, as is demonstrated by Marika Kilias and "Two Indians." Now, Mikulski has found the music to match the talent, as is demonstrated by Marika Kilias and "Two Indians." Now, Mikulski has made "Balla Balla" rights available in other countries.

Mikulski has tripled CBS Schallplatten's turnover in Germany, and is currently producing a $4 million gross last year. He expects 1966 to show further big gains.

Monte Carlo to Begin Beaming In Italian

MILAN—"Ciao Amici," a weekly magazine for Italian tourists, has started three weekly programs from Radio Monte Carlo.

It will go six weeks within a forerunning. These Italian programs will include broadcasting of pop hits, news releases and interviews with the singers. Radio Monte Carlo's programs were previously all made in French and were devoted to French territory. Now, with the acquisition of a new aerial, the old one will be turned towards Italy, where it will reach the northern part.

Radio Monte Carlo will thus be similar to Radio Europe No. 1, on the French-Belgian border. Italy could be an opportunity for the Italian record companies to break at last, at least the Italian RAFTV monopoly. CGD announced they have a program under the title, "Dochi a Gogo" (Records on the Clock). Similar announcements are soon expected by other record companies.

April 9, 1966, BILLBOARD

75 Classical and Pop Titles in DGG Drive

HAMBURG—Deutsche Grammophon has some 75 new classical and pop titles for its big annual drive this year.

At the top are three new recordings by the Berlin Philharmonic Orchestra conducted by Herbert von Karajan. There are symphonies from Mozart, a new recording of the Fourth Symphony by Jean Sibelius and the concerto by Bela Bartok. Anton Bruckner's Ninth Symphony and Te Deum under the direction of Eugen Jochum with the Berlin Philharmonic, and an example of the great music of Mozart, G. C. Casals.

New chamber music recordings include three quartets by Mozart played by artists of the Berlin Philharmonic, both violin sonatas by Schumann, played by Christian Ferras and Pierre Barbe.

Deutsche Fischer-Dieskau interprets Schuman's Lieder from poecer Meisterwerk, conducted by Fritz Wunderlich. Lieder from Beethoven, Schubert and Schumann.

Grammophon began its annual drive in 1965. It is the disk firm's major sales effort of the year, and the company, which has yielded better results from year to year, sold the disk firm's assembly special disk offers and provides...
Capitol to Handle Ember in U.S.

LONDON — A large portion of the popular British band Ember will be issued in the U.S. by Capitol, Emery managing director Jeffery K. Kruger said in Tokyo last week. "We have had the return from the U.S. The deal includes distribution in Canada and on both sides of the Atlantic. We have already issued it in the impressive British market, and I expect the U.S. to fit in quite comfortably.

Two albums and a selection of singles by Chad Stuart and Jeremy Clyde, former Ember and former Seals, are issued in the U.S. on Columbia—where the first to go will be "Break Up," the first of a triple album of orchestral albums by John Barry who became famous 20 years ago with the Bond films—will follow. An LP recorded live at Liverpool's Cavern Club, where the Beatles started, is another already announced.

Kruger said the agreement included full promotion, exploitation and selling campaigns such as "Why Not Try it Out?". He added: "I am confident of the success of this product. We expect with the help of Capitol's marketing department, we are certain they will be a hit. Our marketing efforts will be geared to the entire future product for consideration.

"There is very little likelihood that Capitol's record club facilities will handle this product. We will find the best way to lease the product far so which would ensure maximum exposure and income to Ember and to Capitol," he said.

Beginning July 1 Ember product will no longer be available in the U.K. and the U.S. Capitol's new distribution setup. As previously reported, from that date Britain's major companies will distribute their own product exclusively, thus ensuring that arrangements in certain territories will end. Capitol will continue to handle most of its product through Decca's Selecta distribution subsidiary.

Philips Barclay U.K. & Harbour

LONDON — Barclay Records of France at last has a British outlet. The company has signed an agreement with Philips to distribute its product here on the Fontana label. First release is a single by Mort Shuman, "Cry a Little." (7"

Pentagon Directs 'Operation Sell' • Continued from page 1

Beatle fanatics from their home country producer, Britain's EMI, to the star of the show and "bought American."—Capitol

Such gold-flamboyant writer while cheering to platter pro-

ducer, is to be sure, Changes from G.T. who grouse that, in the final analysis, they are pro-

ducers, Dollars by higher disk prices.

There was an outcry when EMI's $2.50 to $25.00 per disk, EMI ex-

hibited music publishers were procured locally and hence, were less expensive. But London-based, with the Pentagons' "Buy Ameri-

can," which America's\' own are not the same as the disk procuring records of the identical product through foreign subsidi-

aries. G.T.'s have proposed that the equitable answer would be to pay a percentage of the "buy American levels and subsidize the U.S. disk procurement from PX prices which are big and are used to support military welfare agencies.

Weiss in Milan

MILAN — During his European tour, Bob Weiss, Monot-

don, from where he will fly to New York, Nashville and Holly-

don, executive vice-president at Capitol, stopped over in Milan. Among the artists signed by Weiss were Decca's, the present Monot dahon, Executive Vice-President at Capitol, Storrs, in England and the East. A second wave of artists, signed by Weiss were Barry Crocker, the present Monot-
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General Mgr. DOTTI COCHELLO

MGM European representative, and Eric Sedano is MGM international division manager, met with Joe Glanzman, GTO's right-hand man, last week to discuss the ongoing negotiation. At the end of the meeting, Sedano was presented with a gold record for the Equipe 84, Ricordi, which hit the charts in Italy, and announced a new compilation classical album and announced an official release date for the end of the month. The first "Festival Dei Capelli" Special, of the "long haired" members of the beat generation, will be held in Milan at the end of the month. Durum Records announced a South African release of "Festival de I Capelli," which features the band's performance at the event. Durum Records also launched their monthly magazine, Club Durum, intended for teenagers. A big promotional operation was started by RCA Italiana for Sandi Shaw, who will soon appear on the TV show "Studio Uno."

GERMANO RUSCITTO

NEW YORK

Bob Jones, art director for RCA Victor, has been approved by the Advisory Council of the School of Art and Architecture at the Cooper Union for the Advancement of Science and Art. MGM recording artist and songwriter, Sergio Mendes, is continuing his negotiations with the Doubleday publishing firm, which is interested in the artist's "The Quiet American" novel, "El Farol." The group is known as "Bobby Goldsboro & Friends," and has released six albums, including "Vinyl," "Brazilian," "Flood," and "Carnival of the Animals." The group will appear in four college dates beginning April 24 at the University of Maryland, April 25 at St. Peter's College, April 26 at Montclair College, and April 27 at the M.I.T. The concerts will be presented by the colleges and universities of the Southeastern Association of University Concert Producers.

The Bobby Fuller Four will be featured in their first movie, "Ghost in the Invisible Bikini" (American International). Songwriters Barry and Cynthia Well have been presented with a gold record from Sveracan, the national therapy association for drug addicts, for "Kicks," an anti-drug song. Casady Hall, a pop band from Ohio, has been presented with a gold record for their album "Out to Get the Animals," which has been reviewed by The New York Times.

There will be a Baritone Har-
from the
music capitals of the world

continued from page 51

Three brothers bowed at the Olympia Theater March 24 and CBS artists Roy Armes and Jean-Pierre & Nathalie appear in the Musicorama show at the Theater April 19. Meanwhile, additional newcomers to the label include Dorina, Serge Franklin and Jacques Papin. Eva's new EP for Philips includes "Sans Toi," published by Exes and written by Dominique Grange. Michel Legrand wrote all four songs for Sophie Daumier's first EP for Polydor. Polydor is releasing the big Stateside hit of Leni Christi, "Lightnin' Strikes." Festival star Lee Chamberlain touring the French Riviera from April 29 to May 4. Michele Dend, whose new film "Gala" is doing great business in Paris, has recorded a new EP for Polydor which includes "Libertado" and "La Cavalière." Dick Rivers new disk for Pathe-Marconi includes "Mr. Peuf!". Bob Carey's "Writing on the Wall" published by Exe, has been recorded in French by the popular "Karnel" on Festival under the title, "Sur Tois Les Murs." "Tigresse" is proving the big hit of the new concert album for Polydor. Orietta Berti, whose Sam Remo song "Ti Dai Di Pris" is released here on Polydor, is due in Paris to do TV and radio promotion.

MIKE HENNESSY

RIO DE JANEIRO

Singer Ary Cordovil won Rio Carnival of 1966 with his recording of "Trinca" (Shaken), by late composer Harold Lobo. Tune was number most sung and played during this year's mardi gras. Rio Secretary of Tourism Ambassador Jean-Paul Rio Branco announced the first Rio International Song Festival will be held in October. Composer of winning song will receive $20,000. Composers and singers from 30 countries will be invited. Singers Elvio Regina and Nara Leaun were chosen from European and American tours. Paulo Rosco exited as ad man at RCA Victor. Rosco who is new with Disco Copacabana, was replaced by Geraldo Suzato. Brazilian record industry was shocked by the sudden death of the President of Brazilian Association of Record Manufacturers, Sartor Silva. He died at age 59. A grand pioneer of disk industry, Sartor was founder and first president of Discom Continental, in 1943.

STYVLO TULLIO CARDOSO

STOCKHOLM

Monument's Bobby Walls in town for talks with Electra. Twenty-four hours after waves arrived with a new boots Randolph recording, the disk was out in record time in the shops. Trulu Lopes will be here the end of the month on a promotion tour. The Hub, label show was a big success in Sweden and many record companies have hopes for American music after good exposure on TV. England's Dog Haggard & Sven Lindholm back behind the iron Cur- tain. They were very impressed with the music scene in Poland. Sohn's Jan Romke is touring Poland with a Go-Go Show and the Poles dig the sound... Sticken Anderson has hopes for his folk group, Northern Lights. United Artists is releasing "No" with the popular Swedish group and it looks like an international break through with the disk all over Europe. Karnell Records are raving about their new girl singer Cecilia Stamb. She can sing in several foreign languages and is the new manager for the international division at United Artists. Fatte Wickman has signed his first Swedish company, Oval. Marlan Mekka was a big hit at Bern's. Cliff Richard will be the next to make a long vacation at Bern's and they are negotiating his contract for the fall. Duke Ellington and his orchestra will be shown for the Swedish Broadcasting Co. When they were here last month for concerts, The Tommy Dorsey tour with Sam Don- hue and Frank Sinatra Jr. full throught and the Folkparks are now presenting a Hungarian big band as substitute. Swedish group, The Spotnicks, are No. 1 in Japan on the charts. The group is now on a world-wide tour that has taken them to South America, Honolulu and Japan. Harry Belafonte will be in for a charity show the end of this month, and his new concert is also scheduled at the same concert. The Swedish critics were not too impressed with the Swingin' Singers but the public at the two sold-out concerts last year would be interested. Swedish singing girl, Gals and Pals, are preparing an album with Bert Bacharch tunes for the American market. R. FREMER

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JERRY WEXLER, seated right, Atlantic Records vice-president, and George Keane, seated left, head of Quality Records of Canada, shake hands after signing agreement for Quality to handle Atlantic Records throughout Canada. Bill Bayes, standing left, Quality's president, is handling leasing of Atlantic products in Canada, including releases issued in the U.S. on Alco, Star, Volt, Dial and Focus labels.

APRIL 9, 1966, BILLBOARD
**INTERNATIONAL NEWS REPORTS**

**U.K. Artists Invade Poland**

LONDON—More and more British groups are undertaking tours of Poland, although tour companies are reluctant to discuss the matter. The British bands that have visited Poland recently are The Moody Blues, of Wigan, and The Rolling Stones, of suburban London, who were both received with great enthusiasm. The Moody Blues are currently on a European tour, and will be performing in Poland as part of their itinerary. The Rolling Stones are currently on a world tour, and will be performing in Poland as part of their itinerary.

Cliff Richard and The Shadows started the ball rolling at Radio Keeping Cavern Club in Liverpool, followed by the Kinks and The Dave Clark Five. Other British bands that have visited Poland recently are The Who, The Small Faces, and The Animals.

Radio Keeping Cavern Club

Name Sparking

LONDON—Liverpool's famous Cavern Club, original home of the Beatles and other British bands, has recently been the site of two Cavern Club directors, Peter Hopeworth and Nigel Greenberg, who have been busy reorganizing the club. The Cavern Club, which has been closed for three weeks, is being kept open by the aid of the American government. The club is now run by the newly formed "Cavern Club, Inc.", a group of local businesspeople.

The Cavern Club is located on Mathew Street, in the heart of Liverpool's"mod" scene. The club has been closed for three weeks due to financial difficulties. The club is now being run by the newly formed "Cavern Club, Inc.", a group of local businesspeople.

Kerner Bullish on French Market

The president of France's largest record company, Universal, is bullish on the French market. "The French market is huge," said the president. "We have a lot of potential there. We are looking forward to expanding our operations in France." The company is currently planning to open a new office in Paris, and is in talks with several French artists about recording contracts.

Over 3,800 radio stations have taken advantage of the unique and varied services of RSI—either as regular subscribers automatically receiving the new releases on a weekly or monthly basis—or through individual selections made from the RSI catalog and monthly service.
CHECK IT!

Your Competition Does - Every Week
New York — There would seem to be a potential for comic abandonment, musical gaiety and wild invention in a musical based on the "Superman" comic strip but it hasn't been tapped in the comic strip world.

The book by David Newman and Robert Benton, virtually lifts the dialogue from the comic strip. There are difficulties in getting the camp vogue to fill the hum with such a tentative, uncertain start. It's a Bird... It's a Plane... It's Superman, which opened at the Alvin Theater here last week, at least, not enough of it. There are some occasional passages in which one gets a sense that the show runs out of steam often too much to make this a completely comfortable evening into the comic strip world.

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Owens, 'Bucks' Stampede
N.Y. With Load of Talent

NEW YORK—Headlining Buck Owens and His Buckaroos, one of the most entertaining and polished country concerts came to Carnegie Hall (25). Presented through the auspices of WRJ Radio and Gerard Purcell Associates, the Capitol recording stars were given a lengthy ovation by an audience of nearly 2,700. Owens and His Buckaroos, Doyle, Don, Willie and Tom, put on a diversified show that ran the gamut of country ballads to happy rhythms to comedy as demonstrated in their laughing take-off of the Beatle

Owens scored heavily, performing his hit records such as "Together Again," "Tiger by the Tail," and "Buckaroo" among his 10 consecutive No. 1 hits. This was climax by his top-of-the-chart winner, "Waltin' in Your Welfare Line." The Owens patter between numbers and his introductions were bright and humorous, and he kept the happy pace throughout his performance.

The first half of the bill was well balanced. The fringe packin' and singing of the combos and westerners kicked things off. Next came the Columbia Records star Marion Worth who scored, singing her first hit record, "Shake Me I Rustle." The warm and clever comedy of Archie Campbell was next. He closed with a tender interpretation of his RCA Victor hit, "The Men in My Little Girl's Life." Hilltop star Johnny Paycheck came on dynamically, both in stage presence and in performance. He ran through his hits, "A-11," and "Heartbreak Tennessee."

The other acts in the Buck Owens portion included the Tower Records songstress Kay Adams, who came off well with "Roll Out the Red Carpet." Then it was Red Simpson, the newcomer who has taken the country field by storm with his hit Capitol song, "Roll Truck Roll," and his chart album of the same title. Another newcomer who has been consistently hitting the charts, Tower Records' Dick Curless, won an ovation from the crowd who yelled for encore after encore. The proceedings were in the capable hands of popular Milt Reiner's orchestra. The show moved across the street to Symphony Hall in Newark for two shows (26) with an attendance of more than 4,000 and then to the Brooklyn Academy of Music to an attendance of nearly 2,000.

DON OLVES

Nero Plays, Concert Earns

NEW YORK—Pianist Peter Nero's popularity was reaffirmed Saturday night (26) as a sell-out crowd jampacked Lincoln Center's Philharmonic Hall for his one-night concert. Nero, backed by his trio, and a 34-piece orchestra under the direction of Nick Perico, played show tunes from the Cole Porter-George Gershwin era in his unique pop-jazz style.

Nero's trio consists of Joseph Cusatis on (drums) and Barre Phillips (bass). An integrated unit that has been pleasing audiences for the past five years, the group has developed a solid sound around Nero's jazz arrangements of popular tunes. The trio opened with two tunes from "My Fair Lady," an up-tempo version of "Show Me" and an unusual waltz-tempo introduction to "I Could Have Danced All Night."

The highlight of the concert which was generally fast-paced and pleasant, was Nero's interpretation of the Gershwin classic, "Rhapsody in Blue." The RCA Victor recording artist also performed his "Variations on I Got Rhythm," a cleverly arranged piece built around classical lines from the works of Rachmaninoff, Beecham, Schubert, etc.

Nero concluded with a medley of Gershwin tunes from "Folly and Beats," which were loosely tailed a medley. A master technician on the piano, Nero falls short in his comedy routines, which are slightly shop-worn and in need of updating, though his "ending" to Schubert's "Unfinished Symphony" still draws chuckles.

The concert, another in the series from producer Sid Bernstein, grossed approximately $12,000.

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REPRISE 0461
## RHYTHM & BLUES

### NEW ALBUM RELEASES

- **CHADWICK, DICK**
  - Out Of Touch (Capitol-EMI, 1967)

- **WILLIAM JAMES & LOZADA MOJAVE**
  - Salsifly (Salsifly, 1967)

- **JAMES BURTON**
  - Breakdown (Columbia, 1967)

- **JIMMY DURANTE**
  - Remember Me (Columbia, 1967)

- **VARIOUS ARTISTS**
  - Wind Instruments of the Baroque Period (MPS, 1967)

- **VARIOUS ARTISTS**
  - Sacred Music of the Masters (MPS, 1967)

### MAINSTREAM

- **JIMMY RUSSELL**
  - Stakeout (Square Root of Zero, 1967)

- **BARRY WHITE**
  - Man (Tropicana, 1967)

- **ANNA**
  - Love Is Here and Now I'm Here (Voyager, 1967)

### TROPICAL

- **VARIOUS ARTISTS**
  - There's a Rainbow Bound (Sonny Boy, 1967)

### TUNE-TIME

- **DONNIE & CLEM**
  - I Want It, You (LP 3001)

### UNITED ARTISTS

- **VARIOUS ARTISTS**
  - Final Frontier

### VANISH

- **JAN & PHYLLIS**
  - Play One More, VSP 79125

### WARD BROS.

- **PETE CLARK**
  - Let Me, VSP 7229

### THE WICKER SINGERS

- **HARRY S. SMITH**
  - Wicked (Eugene, 1967)

### RHYTHM & BLUES

#### TOP SELLING R&B SINGLES

<table>
<thead>
<tr>
<th>No.</th>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>22</td>
<td>&quot;I've Got a Woman&quot; (L. Gordon)</td>
<td>Ray Charles</td>
<td>ABC-344</td>
</tr>
<tr>
<td>2</td>
<td>23</td>
<td>&quot;I'm Gonna Change My Way&quot; (L. Gordon)</td>
<td>Ray Charles</td>
<td>ABC-344</td>
</tr>
<tr>
<td>3</td>
<td>24</td>
<td>&quot;I'm Gonna Change My Way&quot; (L. Gordon)</td>
<td>Ray Charles</td>
<td>ABC-344</td>
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<td>4</td>
<td>25</td>
<td>&quot;Let Me Be Your Magic Love&quot; (L. Gordon)</td>
<td>Ray Charles</td>
<td>ABC-344</td>
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<td>5</td>
<td>26</td>
<td>&quot;Don't Let Me Be Lonesome&quot; (L. Gordon)</td>
<td>Ray Charles</td>
<td>ABC-344</td>
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### RHYTHM & BLUES

#### TOP SELLING R&B LP'S

<table>
<thead>
<tr>
<th>No.</th>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
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<tr>
<td>1</td>
<td>19</td>
<td>&quot;Temptin' Temptations&quot;</td>
<td>Ray Charles</td>
<td>ABC-344</td>
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<td>2</td>
<td>20</td>
<td>&quot;Crying Time&quot;</td>
<td>Ray Charles</td>
<td>ABC-344</td>
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<td>21</td>
<td>&quot;Got My Wood Working&quot;</td>
<td>Ray Charles</td>
<td>ABC-344</td>
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<td>22</td>
<td>&quot;Havemann's Greatest Hits&quot;</td>
<td>Ray Charles</td>
<td>ABC-344</td>
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<td>5</td>
<td>23</td>
<td>&quot;Hang on, Hang on&quot;</td>
<td>Ray Charles</td>
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<td>6</td>
<td>24</td>
<td>&quot;Ridin' High&quot;</td>
<td>Ray Charles</td>
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<td>25</td>
<td>&quot;Miracles Going to Go Go Go&quot;</td>
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<td>&quot;New Look&quot;</td>
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<td>9</td>
<td>27</td>
<td>&quot;I Got You (I Feel Good)&quot;</td>
<td>Ray Charles</td>
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<td>10</td>
<td>28</td>
<td>&quot;Soul Session&quot;</td>
<td>Ray Charles</td>
<td>ABC-344</td>
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### NEW R&B LP'S THIS WEEK

- **No New Action**

### Billboard SPECIAL SURVEY for Week Ending 4/9/65

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<tr>
<th>Week</th>
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### Now is the Time for Your FREE LISTING


### Say You Saw It in Billboard

April 9, 1966, BILLBOARD
By PAUL ZAKARAS

CHICAGO — At the recent NARM convention, Mercury Records vice-president Irwin Steinberg said it was time to drop the ten- 

den of “price pressure.” He said that record manufacturers know that “further cuts in price are impractical.” The record manufacturer, he said, has “become the true, a victim of the family in-fighting among the record merchan-

disers.” He explained that “pres-

ure has been placed upon the manufacturers for a lower price.”

Talk of the price depression pervades all levels of the industries. Retailers charge manufacturers with price discrimination and dual distribution. Rack job-

bers claim they have to compete with new and used discount houses which use records as “loss leaders.” Distributors say that unreasonable manufacturer quotations force them to engage in wholesaling. Wholesalers with financial difficulties are said to be running the price structure of the industry, and to be making cuts in the manufacture of merchandise onto the market.

There is talk about some dis-

tribution being involved in retail operations and forcing com-

peting jobbers to lower their price. Some jobbers, they say, are still siphoning off close to $100 million annually from their operations. It is said that the level of the industry, and are con-

tributing to the price pressure by cutting down on services and attempting to compete on a price basis, which, they say, has been affecting the industry in a spiral. And, surprisingly, dis-

count houses deny that they are selling records on such a large scale.

To find out what the various members of the record merchan-

dising system feel about the price depression in general and how they feel that the whole situation is affecting their sales, Steinberg’s comments on it, Billboard asked a number of retailers and wholesalers.

Chicago Rack Jobber. Howard

Rosen, president of the Mid-

America Specialty Distributors Inc., which is considered as “Chicago’s Largest Record Rack Distributor,” agreed that a price depression had been a basic issue in this industry in the period of progressive transition that has taken place since 1956.” The resulting profit squeeze, he said, “has led to a direct and very direct to the merchandising poli-

cies of the manufacturer.”

As a result, he said, “there have been recent ads in Chicago print media in products in stores offering the newest Bar-

bra Streisand album at $174. This price was up to the major distributor, pay for this album which is a quality product that would sell at a higher price anyway. Besides this fantasti-

cally low price that Korvette is advertising, they have the fur-

ther advantage of reducing their inventory, and Columbia is paying for all these supplies.korvette, Sears, and several others.”

Korvette

Korvettes Morton Grove, Ill., branch, a representative of the record de-


distribution center. He is quoted as saying that Korvette is not selling these albums at a loss but will not sell at a loss; in one case or another we will make a profit on it. He also volun-

tered the information that “this price of $1.74 is below dealer’s price.” It is said that Korvette is paying for the remaining sales. When asked about the advertising, he is quoted as saying: “We are not a record manufacturer and re-


tailer, he said, “We are the larg-


er outlet of Columbia products in the United States and they are dealing with us on a few things.”

Don Van Gorp, Midwest re-


distributor for Columbia, said that “Billboard” that July 16, 1966, when we

Instituted the ‘Age of Reason’ we have offered only two prices. One for the dealer and one for the consumer. Columbia doesn’t care whether a buyer gives us $5. million worth of business in a year or whether he gives us $1,000—we treat everybody the same.”

When asked about Korvette’s prices of $1.74, Van Gorp said: “We don’t really like to see rec-


cords sold at extremely low prices. We are spending all our time doing anything about it. We can-


We are competing with other to-


ners—not in the State of Illi-


no anyway.”

He feels that Columbia is do-


ing a great deal of national tie-


in advertising with the Streisand show. “The beginning and end of this program,” he said, “shows the cover of the new album, Color Me Barbra,” and added that the program should be a boost to the upcoming albums.

50-50 Basis

“We are running spot ads about the new Streisand album in Midw-

esto radio stations,” said Van Gorp. Columbia is also sending news releases to department and retail stores on newspaper ads, Van Gorp said that the newspaper ad was financed on approximately a 50-50 basis between Columbia and wholesaler.

Rosen said that “retailers tend to blame rack jobbers for the price squeeze but I know that most jobbers would welcome cutthroat advertising. But we would be very happy if no al-


toth is still better than just losing $3.79 or some other.

These Korvette ads mentioned, not in meng-


assisting position with my cus-


omers and we have no incentive to compete with those prices just to save face.

The reason that retailers tend to put blame for price de-


ilation on jobbers is because they are financially more sound that job-


bers are retailers. We are not re-


tailers, I am a wholesaler, and the record manufacturer practically all record rack operations of today are wholesaling operations and I am able to buy them, at 10 per cent more than the retail price, because I include a serv-


ies, they appear as the distri-


butor. The locations, I order it and I stock it.”

Wurlitzer Buys Retailing Chain

DE KALB, III. — The Wurli-


ter Co., which has announced that it has obtained control of six retail music stores in Ohio through the purchase of record stock of Summers & Son, Inc.

The purchase was made from Mrs. Carl Summers, surviving widow of the president and prin-


cipal shareholder of the chain.

The Summers stores, established in 1876, are located in Columbus, Ohio, Kauf-


naw, Newark, Chillicothe, Jack-


ton, Portsmouth and Washing-


ton. These stores are also con-


trolled by Mrs. Summers.

The purchase includes 25


stores, sheet music and several types of home entertainment products.

The new addition of six stores makes Wurlitzer Co.’s retail music stores wholly owned and oper-


dated by the company. Wurlitzer is the leading chain of retail music stores in the Midwest and suburban areas, of New York, Chicago, Detroit, Cincinnati, Chicago, Ind-


iana and Kansas City.

We are going to build a world firm, manufactures and markets a variety of products under the Wurlitzer name in the U. S. and overseas.” (O) March 16, 1966, Wurlitzer com-


pany, located in the New York Stock Exchange.

Grenier-demans’ Expands Tape Capabilities

COSTA MESA, Calif. — Greneteco Electronics Co., which has recently expanded its plant fa-


cilities here to provide additional space for its pre-recorded reel-to-reel tape business. The new quarter-inch recording plant, managed by Sidney Brandt, will also house the sales, advertising, promotion and order processing de-


partments.

Grenier-demans manufactures the American brand of blank tape and in a Stereo tape division man-


ufactures, sells and distributes pre-recorded boxes for Reprise, Capitol and other record companies.

Scanning the News

E. J. Korvettes, one of the na-


tion’s more successful discount chains, showed a 12.7 per cent decline in the last two quar-


ters. The company, which operates in 17 states, lost 12.7 per cent decline in earnings compared with a 29.6 per cent gain a year ago.

The National Association of Mu-


sic Merchants has had to add more exhibitor area to its 1966 trade show, where the number of attending distributors. NAMM exhibitors are expected to total 1,600 at the 1966 trade show, which is said to be the largest in the history of the association.

Gordy Electronics Corp. of Los Angeles has recently introduced an AEC-DC 5-track recorder, the company said. It is the first playback capability in both di-


rection. The sales record shows 97.5 per cent of all sales are made to record companies.

Craig Corp. of Los Angeles has been appointed to distribute Con-


cert Records of the Seeburg Corp.

western Coast, Concerts, a division of the company, will carry out the job. Craig, which is one of the leading record companies, will retain its existing factory sales rep-


resentative in four key cities in or-


merit to serve the San Francisco, Los Angeles, Chicago and New York City area.

Noelco Heavy Products, a department of North American Philips has announced Gerald Citron as product manager. Citron will serve as liaison between the department and its sales representa-


tive throughout the country.

Fountain Musical Instruments, Chicago, will carry a line of articles of incorpo-


ration to operate music stores, distributors include Donald D. Fisher, Lynne M. Fisher and Den-


nis R. McCague.

Seeburg Musical Promotes Pair

CHICAGO — Seeburg Musical Instruments of Elk Grove Vil-


lage, Chicago suburb, has an-


ounced the appointment of Richard H. Eisenacht as finan-


cial vice-president. Eisenacht will continue to serve as controller at Kor-


vettel Corp., a subsidiary and independent of Sheldon Chorney.

[Continued on page 62]
FOR BIG CLASSIFIEDS... 

think small!

Classified ads may be small in size and small in price, but they get BIG RESULTS! For the BIGGEST return on your advertising dollars, sell, buy, hire, hunt for a job through the Classified Mart.

Classified Ad Dept., Billboard Magazine 188 W. Randolph St., Chicago, Ill. 60601

SALES UP 307%

The Dave Treadway Company has purchased another station. We are expanding and now handling all national networks and Far East east mailers, and we are providing newspaper and magazine throughout the United States. For complete information, contact the proper sales representative. We are in the process of expanding and improving the Bowladrome and Super Bowladrome. Contact us at W. W. Treadway Co., 1224 W. 66th St., Chicago, Ill. 60601. (917) 388-5099.


FOR SALE... 

RECORDS

For Sale Below Cost!

Because we are discontinuing many items, we have decided to sell our last remaining inventory at below cost prices. We have a large selection of 45 rpm records, including many rare and hard-to-find titles. Included in this inventory are many of the classic hits from the 50s and 60s, as well as some of the lesser-known gems from the era. All records are in excellent condition, and we offer a 30-day money-back guarantee on all purchases. For more information, please call (312) 523-4567, or visit our store at 123 Main Street, Chicago, Illinois 60601. Prices start at $5 each, and we offer bulk discounts for larger purchases.

SPECIAL OFFER:

For a limited time, we are offering a special deal on our last remaining inventory. All records are being sold for just $1 each, but only while supplies last. This is a fantastic opportunity to add some classic hits to your collection at an unbeatable price. So don't wait, call us today to take advantage of this special offer.

All records are in excellent condition, and we offer a 30-day money-back guarantee on all purchases. For more information, please call (312) 523-4567, or visit our store at 123 Main Street, Chicago, Illinois 60601. Prices start at $5 each, and we offer bulk discounts for larger purchases.

For more information, please call (312) 523-4567, or visit our store at 123 Main Street, Chicago, Illinois 60601. Prices start at $5 each, and we offer bulk discounts for larger purchases.

INTL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS HURRY - British, Irish, Scottish, Welsh. New, Used, Import. All types: Country, Folk, Pop, Easy Listening, Classical, Jazz, Blues, etc. For sale at low wholesale prices. Contact us for more information. (312) 523-4567.

CLASSIFIED ADS

CLASSIFIED AD

Company Name: John Doe
Address: 123 Main St., Chicago, IL 60601
City: Chicago
State: IL
Zip Code: 60601
Please include payment, as we do not offer classified ads without payment. We offer a discount for payments in advance. Contact us at (312) 523-4567 for more information.

BUSINESS OPPORTUNITIES

Say You Saw It in Billboard

Say You Saw It in Billboard

APRIL 9, 1966, BILLBOARD

NEW PRODUCTS

The following new products are listed by Billboard because of the special interest they have generated. Further information about any product can be obtained by writing to the appropriate contact person. Contact information is listed at the end of this section. For details, contact the appropriate person.

1. Zenith Portable

2. Seltz-stem Zenith AM/FM portable radio. Adventurer model has 13 transistors, dual-motion rotating dial. Freestyle design, turntable. Tuning frequency control. Operates on eight D batteries up to 300 hours. AC converter available as an option.

Who Blames Whom?

- Continued from page 61.

he added, "I would have no complaints." Pereto said that 'prices shouldn't be raised, they should only be eliminated. Stabilization of prices can be accomplished only by the manufacturers and is the only thing that will clear up the messy situation we are in today. Unification in pricing, manufacturers selling directly to consumers through the record clubs, selling to the 'profit' wholesalers who are owned by the same companies who run retail operations and similar practices seem to me to be destroying competition in this industry.

The "consumer," he added, "are too conscious of price. In many of my dealings I am guilty as anyone else for stressing price too much. A few years ago people who wanted to buy a record would come in, ask for it, and buy it. Now everyone's price is no longer product-shopping, but price-shopping. If the industry paid attention to product, less to price, then everyone's net profit would increase and we would be making more money again."

New York One-Stop, Ben Katz, who operates a One-Stop in Manhattan, said price cutting is a constant reality but that "the situation has stabilized in the past couple of years. I think certain changes have taken place, now everything is set up and people are set up and the decisions are made."

I think the manufacturer's complaint that he is caught in a profit profit system. On records that are good hits, a manufacturer may get a profit of 25 cents to 30 cents on a narrow profit margin. Rather than lower prices, the manufacturers seem to concentrate on putting out top-quality items. It is only when he figures in all the 'bombs' and other things that the profit margin becomes minimal. I think that if all the 'bombs' and other items are eliminated, the profit margin becomes more realistic, and the manufacturers will have to do a little more serious thinking about what they want to do to make a profit. Unless there is a really big hit, he said, "I believe the present situation will soon become even more and more the norm for everyone."
Folz Brothers Establish A Product Research Firm

By HERB WOOD

NEW YORK—Roger and Harold Folz, owners of Folz Vending Co., have formed a new corporation for the research and development of bulk vending products. The firm, Lawson Novelty Co., will subcontrack the manufacturing of their new product to major bulk vending manufacturers.

Launching the new corporation in fine style, the brothers have secured rights to produce official Batman flicker rings, sticker cone, strip panels and collapsible vinyl rings from National Periodical Publications through Licensing Corp. of America. Saul Harrison, art director of National Periodicals, has given the comic strip panels the official seal and is doing the five-color artwork himself.

The flicker rings or animated action rings as the Folz brothers call them, are four-color action scenes from the Batman comic book and TV adventures being manufactured by Penny King and Griffinbaum and are being distributed through Northwestern Corp. and other distributors.

Think Factory

The vinyl collapsible rings produced by Lawson Novelty and Original Vending of Yonkers, N.Y., will also be made in color and sold in capsules.

Warren Raphael, production manager for Lawson, said the company will primarily be "a think factory." We want to develop and design new products by which the whole bulk industry will profit," he said.

Raphael, who conceived the idea of the comic strip peel-off panels, has other items on his drawing board which he hopes will soon be in production.

Roger Folz, president of Folz Vending, the largest bulk vending operation in the United States, said that the new Batman items are already in post of the company's 55,000 machines and that the initial sale reaction has been "phenomenal." Folz added that three million capsules containing the new products have been shipped already, according to Folz, and the orders have been pouring in. "These items will far exceed the trolls and scarren products that were our best sellers," Folz said.

"Think Factory." Folz stated, "will not be a manufacturer of vending products. We will strive to come up with new ideas and new products for the industry in portrait form that will be distributed through existing manufacturers.

Oak Will Host Distributors

CHICAGO — Oak Manufacturing Co. will again entertain its distributors at a luncheon Wednesday, April 20, in the Lakeview Room of the Chicago-Sharaton Hotel in connection with the National Vendors Association convention.

The distributors will be given a preview of new Oak items to be introduced at the show in booths, 111-114, and will be briefed on production expansion plans. In addition to the luncheon, Oak will have an open house in its hospitality suite.

Oak will be represented by Sara Weintraub, Oak president and chairman of the board; Norman Weintraub, vice-president, and Herbert Goldstein, vice-president in charge of national sales, and Marvin Rein, design engineer. Also attending will be Mezzane Sam Weintraub, Norman Weintraub and Herbert Goldstein. They will be hostesses at the Oak booths and the hospitality suite.

Goldstein Named

LOS ANGELES—Herbert S. (Herb) Goldstein was named vice-president in charge of sales for Oak Manufacturing Company here. The promotion was jointly announced by Sam and Norman Weintraub, president and vice-president of Oak last week.

Goldstein, a vending machine industry veteran, joined Oak 14 years ago. Prior to that, he operated his own vending route in California and has worked in all phases of the industry. His first post at Oak was that of sales manager for the Western United States. He was appointed national sales manager three years ago.

STANDS

For Bulk Vendors

60 has the most foolproof coin mechanisms in its field. Extra-wide chutes and height adjustable rubber wheel allow you to dispense any type of product. Model 60's attractive, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

NORTHWESTERN

CORPORATION

69 Clifton Plaza, Mysl, Ill.
Phone: W'lliker, 1-1500

HERB GOLDSTEIN: Named vice-president and national sales manager, Oak Manufacturing Co.

Mandel Distributors

CHICAGO—One of the featured speakers at the April 21-24 convention of the National Vendors Association here will be Carl Dahlke, nationally known president of the Chicago Better Business Bureau. All events at the convention and trade show, the 16th annual such event sponsored by the NVA, will be held at the Sheraton-Chicago Hotel. General chairman of the convention is Rolf Lobell.

READ OPERATORS IN THIS EDITORIAL PACKED ISSUE WHICH WILL CONTAIN A COMPREHENSIVE REPORT OF CONVENTION ACTIVITIES.

ONLY IN BILLBOARD IS WEEKLY BULK VENDING NEWS REPORTED.

Only in Billboard can advertisers reach (at low cost) the operators in attendance as well as those operators unable to attend the convention.

SEND ADVERTISING COPY ON OR BEFORE WEDNESDAY, APRIL 13.
Takes Chance on Bulk Vending, Learns by Doing, Shows a Profit

By EARL PAIGE

MEXICO, Mo.—G. E. Kirtlink is one bulk operator who hasn't regretted his decision of some five years ago to plunge into bulk operating on a full-time basis even though it meant going into a completely new field.

"It's true," Kirtlink said, "that I was completely new in the bulk vending business. But I had been in the coin-operated and accessory business with a mobile sales van and was used to dealing with people on the road and traveling away from home. I guess my biggest mistake was in my thinking there would be less competition in bulk vending."

Kirtlink, who operates 122 bulk machines in 17 cities, said that he "knew of a city I go into where there aren't several other bulk operators, but has established himself."

Camper

Kirtlink averages around 700 miles a week, calling on a truck-up with a camper and his routes out of this central Missouri city and into North Missouri and Western Illinois. "I'm working out away from home over two nights running," he said, explaining that extended trips involve too large an expenditure in gasoline and oil, motel rooms and meals. I'll work short runs on Monday and Tuesday," he explained, and then he'll be home again on Wednesday night and possibly on Thursday, but I like to get back home and work another short route on Friday and in some cases, Saturday."

Kirtlink operates 15 machines at each location once every month and won't vary his regular circuit more than one or two days.

Fresh Product

Kirtlink, who has ventured into nearly every phase of bulk vending including nutmeats of all types, every variety of gum and candy, has found that the most important ingredient in successful operating is having fresh merchandise. "I've tried re-roasting cashews," he noted in discussing the importance of having fresh nuts in machines. "But it hasn't ever worked out. And having fresh gum is just as important," he explained, "Gum, such as Chiclets, can bloom and look dull in the machines if the globe doesn't empty fast enough. About the only way you can keep gum looking fresh and interesting is to learn the right fill for each location," he said, noting that often he fills machines in a store an hour before they stop to only half capacity, feeling that it is better to chance empty machines then stale or unattractive product.

Commissions

Kirtlink has long discovered that the best locations normally command the largest commission percentage. He employs a straightforward approach in negotiating with new dealers. He tries to show store managers and owners that he's only got 50 per cent to work on at the most to begin with, so if he gives them 20 per cent and figure only 10 per cent as my operating costs, I can still sell the commission for myself," he said, "but when I'm holding my costs to 10 per cent it is pretty rough."

Kirtlink explained that a seemingly small item such as sales tax mosest when he must assume state sales tax on his total gross even though in theory there would be no sales tax on items vending at 10 cents and below. "In Missouri this is 3.6 percent," Kirtlink said, "and in Illinois it's 3.5 cents on every dollar I gross. Then there's license fee in most cities, and the whole cost of operating is going up. You have to convey locations that you give them fresh merchandise and good service and hope this is even more important than whatever commissions are paid."

He also stresses the importance of treating his locations fairly. He explained that while he always uses coins scales and pays his commission right on the location, he still invites the manager or owner to be present if he so desires and to even manually count the money if they want to. "They never do," Kirtlink said, "but I've seen that I'm been in this long enough."

Bank On Banks

While not concentrating also on volume-traffic locations such as discount houses, Kirtlink, nevertheless, feels that this type of store is generally the best location. "And if they want a big commission," he stated, "but if you can install a bank or a store with a lot of traffic in your merchandise you can sometimes overcome commissions 30 and 40 percent. You have to remember that a bank of 12 machines in a big discount house might gross you as much in one stop as you would make in driving a hundred miles, and that difference in time spent on your vehicle amounts to something." And Kirtlink also noted that the volume-traffic locations are generally fewer and far between. "You still have to hit the road every day to make a living in this business."

You Say It In

Billboard

NEW VICTOR 77
GUM & CAPSULE VENDORS
Contents

REAL SALES STIMULATOR IN ANY LOCATION

BEAUTIFUL eye-appealing design. Makes all merchandising

剧目式. Makes all merchandising

- 'no extra charge

JEWELRY REPLICA. A capsule mix for nickel vending. Includes rings, charms, bracelets, Item, and other novelties.

NEW PRODUCTS

This form is designed for for

Penny King

JEWELRY REPLICA. A capsule mix for nickel vending. Includes rings, charms, bracelets, Item, and other novelties. Make your machine have a distinctive "something different", a distinctive that actually opens. Mix No. 55. Bags of 250 with free nickel. Extra chalks, 50 cents each.

RATMAN RINGS. These are the best selling rings on the market. Printed by National Periodical Publications, Inc., with rights granted to Lawson Novelty Co. available through Northwestern Corp. distributers. Twelve rings available, showing Batman and Robin, thousand different designs, or a regular design, Penguine, etc. For done vending.

HARRY INDUSTRIES

270 North Main Street, Burbank, California

Please check complete information and prices on Northwestern SUPER SIXTY Ball Gumb-Charm vending machines as well as other Western machines.
Northwestern Hosts Distributor Meeting

EDWARD FLANAGAN, Northwestern Sales and Service, Boston (right), receives an award from Northwestern president Waldo E. Bolen for “years of outstanding service and loyalty.”

COMING EVENTS

April 22—National Bulk Vending Machine Distributors meeting, Sheraton-Chicago Hotel, Chicago, 10 a.m.


Oct. 29-Nov. 1—National Automatic Merchandising Association annual convention and Trade Show, McCormick Place, Chicago.

NEW EQUIPMENT

Selectra-Mechanical Stamp Vender

Selectra, Inc., of Chicago has developed this mechanical, multi-denominational stamp vending machine. The product emerged under a Post-Office Dept. program encouraging solicitation of government contracts by small businesses. The machine is said to have unusually high stamp capacity in six channels, its price is said to be half that of electrical machines. In picture, Selectra president Robert Fitzgerald (right) presents keys of machine donated to Wheaton, Md., self-service Postal Unit to Tyler Abell, assistant postmaster general, bureau of facilities.

SCHOENBACH CO.

Manufacturers Representative
Acorn-Anchor Distributor

MACHINES

Great Money Maker

ACME ELECTRIC MACHINE

Sample...$5.00

4 each up...$5.00

Battery...$1.00

HOT...HOT

10...VEND ITEMS

Co-Op Ring...$1.00

Screw Punch...$1.00

Key Chain Bottle...$1.00

Gifts...$1.00

SOLD OUT

HOT...VEND ITEMS

Crazy Labels...15¢ per bag

SPECIAL!...5¢ per item

SELECTRA

Selectra-Mechanical Stamp Vender

Selectra, Inc., of Chicago has developed this mechanical, multi-denominational stamp vending machine. The product emerged under a Post-Office Dept. program encouraging solicitation of government contracts by small businesses. The machine is said to have unusually high stamp capacity in six channels, its price is said to be half that of electrical machines. In picture, Selectra president Robert Fitzgerald (right) presents keys of machine donated to Wheaton, Md., self-service Postal Unit to Tyler Abell, assistant postmaster general, bureau of facilities.

SCHOENBACH CO.

Manufacturers Representative
Acorn-Anchor Distributor

MACHINES

Great Money Maker

ACME ELECTRIC MACHINE

Sample...$5.00

4 each up...$5.00

Battery...$1.00

HOT...HOT

10...VEND ITEMS

Co-Op Ring...$1.00

Screw Punch...$1.00

Key Chain Bottle...$1.00

Gifts...$1.00

SOLD OUT

HOT...VEND ITEMS

Crazy Labels...15¢ per bag

SPECIAL!...5¢ per item

SELECTRA

Selectra-Mechanical Stamp Vender

Selectra, Inc., of Chicago has developed this mechanical, multi-denominational stamp vending machine. The product emerged under a Post-Office Dept. program encouraging solicitation of government contracts by small businesses. The machine is said to have unusually high stamp capacity in six channels, its price is said to be half that of electrical machines. In picture, Selectra president Robert Fitzgerald (right) presents keys of machine donated to Wheaton, Md., self-service Postal Unit to Tyler Abell, assistant postmaster general, bureau of facilities.

SCHOENBACH CO.

Manufacturers Representative
Acorn-Anchor Distributor

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**New Virginia Tax Law Delights the Industry**

By RAY BRACK

RICHMOND, Va.—The new sales tax law passed by the Virginia Legislature has met with the unqualified approval of the state's two major coin machine industry trade associations.

The new measure, which Democratic Gov. Mills Godwin had said was expected to sign without a second glance, clearly exempts jukeboxes, amusement games machines, and receipts from the tax provision and specifically identifies coin-operated machines under merchandise vending exemption.

The bill empowers the State to collect a 2% per cent sales tax and grants the right to cities and counties to assess a 1% per cent tax. It is expected that most municipalities will vote to get that 1% per cent tax by the time the tax goes into effect, Sept. 1.

Significantly, particularly from the coin machine trade standpoint, the new tax law voids all the present sales taxes collected by cities and counties, eliminating a confusing and confusing tax pattern for many operators. The local taxes will be void as of Aug. 1, 1966.

Clear

Unlike sales tax articles passed by other states—New York is a notable example—the Virginia measure clearly defines juke box and amusement entertainment as untaxable "machines." The new tax, for the most part, is levied on tangible personal property.

"By no stretch is the imagination this can tax anything to musical amusement game machines," remarked a ranking state tax official.

"This is a good, clear, favorable law for our industry and for the residents," declared Jack Bess, chairman of the Coin Operator Association of America, the industry's national organization.

Bess and numerous other well-known leaders in the Virginia coin machine industry worked with both the Music Operators of America (juke box and game association) and the Automatic Vending Association of Virginia, Inc. (an affiliate of the National Automatic Merchandising Association) for the favorable law.

Tribute

Representing the MOV view to the Legislature was Joseph J. Williams, state director, and the board of Roanoke Vending Exchange, France, here said the mover of the Music Operators of America, the industry's national organization.

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SATISFIED READER SAYS:

RICHMOND, Calif.—"It's marvelous. We now know where everything is, who has what, and how to program. And more than that. The locations are getting more plays because the programming is adapted to the requirements of each location."

The speaker is Mrs. Mary Morales, programmer for the Prentis Coin Co., and speaking about the new location record keeping system the company adopted after reading about it in Billboard. If you would like to apply for the same machine, send 25 cents to Reprints, Coin Machine Editor, Billboard, Chicago, Ill. 60601.

**MOA Member Drive Rolls Merrily On**

By PAUL ZAKARAS

CHICAGO—The Music Operators of America membership drive reached a total of 90 new members last week. This figure puts the drive well ahead of the six members - per-week pace needed to meet MOA's goal of 250 new members by the end of the year.

Leading district chairman was Robert Norton of District Five, with 30 new members signed, and the highest percentage of his quota, achieved (60 per cent). Ted Nichols had the second highest percentage (42 per cent), and

MOA MEMBERSHIP DRIVE progress in the first three months, as indicated on the chart, has reached about 40 per cent of the 250 new members goal set by new mem-

bears interviewed.

Nims' achievement is particularly significant because it comes in an area that had only 32 MOA members before the drive started. The district includes all of the States of Texas, Oklahoma, Louisiana, Mississippi, Arkansas and Alabama.

Fred Granger, MOA executive vice-president, said that President John Wallace had been counting on 75 new members from the May-June MOA board meeting in Washington, D.C., and had been counting on 30 new members from the MOA drive in August. With only 80 that had reached by that time, Granger said "10 more membership cards were waiting for me when I returned from the board meeting, bringing the total to 90. I am very pleased with the drive, in all my experience, that really does drive your membership drive has never been so successful a driving force than this one."

A great deal of credit must go to the board member who brought in the most new members, and the district chairman who has done so, as well as the person who brings in the most new members. In this case, a job well done.

Chairman of the District Three, by new members reported to Billboard by MOA headquarters in the last week of March.

**Legislators Anxious by Billboard Watts Article**

LOS ANGELES — Several California lawmakers are concerned with the plight of the businesspeople in the Watts area of Los Angeles after reading a report in Billboard (March 26) which told of a potential business "powder keg" brewing in that area.

The article, filed several days prior to the second uprising in the Watts district, commented on the views of David J. Solish, executive vice-president of Coin-A-Tune and Coin Machine Service Co.

A spokesman closely associated with Jesse M. Urush (D-Long Beach), Speaker of the State Assembly, said the Billboard article was alarming because it outlined several valid reasons why, if the business community is left without proper safeguards, a third riot could reoccur.

The spokesman said Urush is concerned with the plight of the businesspeople in Watts, whether he be a tavern owner, a grocery clerk, or, in this case, the coin machine industry.

**EXPORT SPOTLIGHT**

**Japanese Shipments Follow International 9-Month Trend**

WASHINGTON — Following the pattern observed in coin machine exports to key world markets, Japan showed a drop in coin machine shipments during the first nine months of 1965 compared to the same period in 1964.

According to figures released by the U.S. Department of Commerce, Japan exports to this key Far East market is comparable to the 9-month, 1965 picture in imports of European and Latin American market.

New coin machine shipments to seven key European countries during the first nine months of 1965 totaled $20,438,184 in value compared to $21,847,642 in the same period of 1964. The countries charted were the United King-

dom, France, Sweden, Italy and Switzerland.

A slight sag during the nine-month span was indicated in the Latin American countries among the most coin machine imports from the United States, Mexico, Panama, Brazil, Venezuela, Peru, and Colombia.

Shipments of new equipment by these six countries were $902,847 during the first nine months of 1965 compared to 1964's $1,402,457.

In the case of new equipment from Europe, shipments to the United States were $132,279 for the first nine months of 1965 compared to $107,473 in the comparable 1964 period.

A significant drop in coin machine shipments to Japan in the first nine months of 1965 compared to the same period in 1964 was reported by the Department of Commerce report of three months, as indicated on the chart, has reached about 40 per cent of the 250 new members goal set by new mem-

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WHY DOES AN OPERATOR IN WACO* HAVE A ROCK-OLA IN WAXAHACHIE?

...because the farther you are from the guy who can fix it, the more important it is to have a phonograph that doesn't need fixin'! That's why!

Rock-Ola phonographs are downright ornery when it comes to resisting attention. That's why operators put them out in the boondocks. Keeps travel down and profit up. Rock-Ola phonographs are engineered to be on their own with simple mechanisms that seldom need attention...components like our famous Mech-O-Matic Intermix and the Rock-Ola Revolving Record Magazine. That's why we encourage operators to put them in Waxahachie or Anchorage or Slippery Rock...they know how to take care of themselves. Smart operators keep a lot of Rock-Ola phonographs close by, too, for even more profit.

...why don't you?

*That's in TEXAS, Podner...
New Operation

DENVER, Colo. — A new coin machine operation has been formed here by Frank L. Hayes, John F. Thompson and James G. Johnston. Called D & J Music Co., Inc, the company lists board members Clarence P. Decola, John T. Neguchi, Rupert Arii, Edward Ciancio and Johnston.

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
illuminated rooms—
PERFECT STAND of the picture through precision
play mechanism of the films—28 colored films can be preselected.
Coin and quick change of films
15 Watt HI-PHI AMPLIFIER
BAXANDALL sound control—SCANNER
guarantees 1000 hours operation—PROJECTION
LAMP does not change colors for 10 12 months—Two shade de
LUXE CASE unchangeable inox—Kodachrome stills of the colored films
permanently illuminated
—16-color films with magnetic sound track—
NATIONAL COIN
REJECTORS guarantee perfect working with all coins—

ROWE MANUFACTURING CO. recently held a two-day seminar for its regional sales managers to introduce a new coin-operated machine. General Sales Manager Joe Barton is shown presenting the vender at the company's Whippnay, N. J. plant.

How Minors Ban Can Hurt Billiard Take

LOS ANGELES—Operators in San Diego are worried that a local law retained by the Board of Supervisors will curb their profits in the relatively new "family billiard" field.

The law-makers decided to retain a San Diego county law that prohibits teen-agers under 16 from playing pool in a pool room without adult supervision. The law also exists in Los Angeles County.

Coin and vending machine operators and billiard-room operators in San Diego voiced opposition to the law, saying "billiard halls are safe for teen-agers and a major coin-renting machine operator in San Diego said enforcement of the county law could cast a "bad image" on all pool halls.

"Kids spend a large amount of money while playing in pool halls," an operator said. "It's bound to hurt business, especially in regard to coin or vending machines in the establishment.

A group of residents in the San Diego county area had asked the Board of Supervisors to change the law. They said younger teen-agers could play unsupervised in billiard halls.

Won't Appeal
Sheriff Joseph O'Connor had urged the board to retain the law. He said he was taking the stand out of his concern for the good of juveniles. Operators in the area, however, said they will not appeal the Board's vote.

"We'll just lose the additional revenue brought in by the teen-agers," an operator said. "We can't fight city hall. Vending machine operators will have to readjust their thinking to do without the teen-agers. It shouldn't hurt them too badly, however, it'll hurt the business a lot.

Two supervisors, although voting to curb teen-agers in pool halls, did say that changing the law might be a good idea. Supervisor C. R. Dent said, "many people haven't been in a pool hall in some time and have the wrong impression.

"Things have changed and many youngsters play there now," he said. "We must realize that family billiard halls or plain old pool halls are no longer dens of iniquity any more. Many of them are well-lighted and well-run places."

 Supervisor Henry A. Boney agreed with Supervisor Dent that the general attitude toward pool and billiard rooms should undergo some change.

Several vending machine operators attending the Board of Supervisors meeting said they "will try again, maybe next year, to change the law.

'Do You Know?'

The Question for Nebraska Trade

OMAHA—"Do you know that there are States in our Union which have a state liquor license fee of $10 per jube box and $2.50 per announcement game?" asked Coin Operated Industries of Nebraska secretary-treasurer Howard Ellis in a recent notice to members last week.

"Who would represent you in Lincoln if this should happen here? That, my fellow operators, is what your State association could do if you would attend meetings and support it. Each of us alone is pretty weak, but in numbers we have strength."

COIN aimed for strength in numbers at its quarterly meeting in Grand Island, Neb., April 1-3.

The group heard Ellis and Fremont operator Ted Nichols represent the interests of the Music Operators of America board in Washington, D.C., and discussed some problems facing the industry in this State. Watch for a full report next week.

Dime Exemption In Virginia Tax

RICHMOND, Va.—The New State sales tax to take effect Sept. 1, 1966, provides for a time-and-under exemption for vendible tangible personal property.

The tax was recently passed by the State Legislature and is expected to receive the signature of the Governor without "hesitation.

The measure empowers the State to levy a 2 per cent tax and grants municipalities the right to collect an additional 1 per cent. Most cities and counties are expected to grasp their share.

All local sales taxeslevied now will in effect become void as of Aug. 31.

The Virginia Legislature also repealed the law on kiddy rides, reducing the fee to $2. (See additional details in story on page 66.)
Industry Likes New Virginia Tax Ruling

Concentration in K.C.

OPERATORS AND ROUTEMEN are held in rapt attention by Rowe Manufacturing field engineer John Panciatici during a phonograph service school at W. B. Music, Kansas City, Mo., March 24. According to W. B. Music spokespersons, the operator turnout was the largest in recent years.

Vending News Digest

Warning Doesn't Hit Cigarette Sales

WASHINGTON — During January, 1968, the first month in which to host chairmen were required to print a health warning on cigarette labels, more cigarettes were shipped than during the same 1965 month.

As reported, 39,956,000,000 cigarettes were shipped during January this year compared to 39,086,000,000 the year before.

The Tobacco Tax Council meanwhile reports that during January, 1968, taxes were paid on 1,922,529,000 packs, a one-and-one-half percent increase over the average for January of last year.

Coca-Cola Is Named in Suit

COLUMBUS, Ohio — The Coca-Cola Bottling Co. of Ohio has been named co-defendant with 13 insurance companies in a $213,643 suit resulting from a fire which caused $3,857,782 to $4,450,848.

ABC Reports Record Sales

PHILADELPHIA — ABC Consolidated Corp. reported record sales and earnings for the year ended Dec. 26, 1965.

According to board chairman Benjamin Sherman, sales were up to $339,824,000 from $161,077,000 the year before and net income rose from $3,857,782 to $4,450,848.

The Nedic's Stores, Inc., purchased subsidiary of American Stores Co., had sales of $275,700,000 for the 52-week period ended Dec. 26, 1965, compared with $253,000,000 during the preceding year.

The Nedic's Stores, which operates 189 stores in Pennsylvania, Philadelphia and Montgomery County, reported a profit of $1,700,000 for the year ended Dec. 26, 1965, compared with $1,400,000 during the preceding year.

Cigarette Sales Up in Canada

OTTAWA — The Bureau of Statistics reports that cigarette consumption in Canada is continuing to rise at an up-trend.

February figures showed cigarette movement up 14.8 per cent over the same month last year.

An increase in the use of plug tobaccos was reported for the month also, but snuff consumption dropped off.

19 Companies Signed for Show

CHICAGO — Some 19 companies have grabbed 14,100 square feet of exhibit space to date for the National Automatic Merchandising Association trade show Oct. 29-Nov. 1.

The show will be held at McCormick Place here and, according to NAMA trade show chairman Robert Thomson, the available 60,000 square feet will undoubtedly be sold out by late summer.

You can help too!

"The Magazine of Automatic Vending"

published TWICE a month

For EVERYONE whose
Time, Talent or Money
is invested in Vending Business.

"FISCHER'S" new, truly balanced, smallest, precision weight

That Extra Touch of Quality and ORIGINALITY

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Only 10 Times the Low Vend Price"

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RENEWAL NOTICE: Vend for 3 YEAR'S $7 OR NEW 5 YEAR'S $15


Overseas rates on request.

Company: 

Home: 

Address: 

City: 

State & Zip: 

Type of Business: 

Title: 

APRIL 9, 1966, BILLBOARD
Dollar volume exports to other Far East countries as reported by the U. S. Department of Commerce are as follows.

For the first nine months of 1965, $11,564 worth of new junk boxes were reportedly shipped "down under." This compares to $16,012 reported by the Department for 1964, same period. Amusement game shipments during the first nine months of 1965 were reported at $122,793 in value, compared to $165,104 for the preceding year.

New Zealand

Figures for 1964 are grossly incomplete in this segment of the export market. During the first nine months of 1965, no shipments of new junk boxes from the U. S. were reported to the Department of Commerce. Amusement games valued at $5,221 were reported shipped during the first nine months of 1965, however.

Thailand

Riding the crest of the U. S. war effort in the Far East, this country during the first nine months of 1965 imported $46,881 worth of junk boxes and $66,245 worth of amusement games. Reports of imports from the U. S. for 1964 are incomplete.

Hong Kong

For figures for 1964 imports of new U. S. equipment are available from the U. S. Department of Commerce. The department statistics for the first nine months of 1965 show imports of $4,900 worth of new junk boxes and no significant amount of amusement games.

South Korea

Here again, figures for 1964 are not available. New junk boxes exported in January-September of 1965 totaled $6,870. The amusement game figure was $8,683.

Malaysia

No figures regarding imports of new junk boxes are available, and new junk box equipment imported from the U. S. during January-September of 1965 was valued at $23,564. The amusement game figure was $8,683.

Phillippines

During the first nine months of 1965, this Republic imported $22,915 worth of new junk boxes manufactured in the U. S. The figure for the same period the previous year was $63,597.

Junk Records?

This bitter complaint came from a Midwest junk box operator. Sales of junk records are being pushed off the junk box marquees.

Is this a widespread problem? Was it the music operator's biggest problem during 1965? Read the Billboard next week.

Don't miss: "Major Music Operating Problems of 1965"

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The amusement game import picture: $51,283 worth of U. S. coin machines during the first nine month of 1965; $33,910 for the same period the preceding year.

Taiwan

The Department of Commerce figures quite sketchy for 1964, showed $6,361 worth of U. S.-made junk boxes imported by this bastion of Nationalist China during the first nine months of 1965. The new game equipment figure for the same period was $13,584.

Shipment of U. S.-made junk boxes presumably during the first nine months of 1965, though figures for the preceding year are not available. The 1965 January-September figure for junk boxes was $33,975. Importation of games during the same period from the U. S. hit $31,881 in value.

In terms of total import of new coin machine equipment of U. S. manufacture, the top 10 machines in the Far East during the first nine months of 1965 were as follows:

Japan

$1,868,391

Australia

13,357

Thailand

103,826

Victoria

85,856

Philippines

74,198

Malaysia

23,564

Taiwan

19,955

South Korea

5,555

New Zealand

5,221

Hong Kong

4,900

These figures for 1965 also represent total import figures for the Far East.

U.S. Trade

The U.S. Department of Commerce [fig. 2] has published a new and more complete report on the U.S. trade of games in 1965. The report was completed last week and is believed by the Footy company to be a good source of information for the industry.

The report covers all types of games, but primarily it focuses on coin-operated games and amusement machines.

The report includes data on imports and exports of games and parts, as well as information on the value of sales, the number of units sold, and the sources of supply.

The report also provides data on the market share of various manufacturers and the distribution of games by region.

The report is available for purchase from the U.S. Department of Commerce for $20 per copy.

For more information, contact the U.S. Department of Commerce at (202) 267-8800.
Coin Business Blossoms In Bustling Thai Capital

BANGKOK—American military personnel stationed in Thailand are giving the coin machine industry there a substantial "shot-in-the-arm," according to Smith Smithson, owner of the Coin Machine Trading Co.

Smithson, who travels to the United States at least three times a year to purchase new and used coin equipment, told Coin Machines that business in Thailand is excellent, and the outlook for the future of coin machine trade there is optimistic.

Future profits in Thailand, with or without the American soldiers, will be staggering. Of course, having servicemen in the country leads much more of a business to blossoming coin machine business, he said.

Smithson, 35, has been in the coin machine business in Thailand for 10 years and is both an operator and a distributor. In Los Angeles for two weeks, Smithson purchased new and used phonographs and pin games from Struve Distributing Co. before leaving for Hawaii, Wake Island and Japan.

It's difficult to point out any one circumstance responsible for the upward trend of the coin business in Thailand. Smithson said, but "you can be sure having American servicemen in Thailand has something to do with the increased profits."

Smithson said he may expand his company to include drive-in theaters and miniature golf courses, both potential moneymakers in Bangkok, which is Thailand's largest city. Of course, he said, coin machines would coincide very well with both projects.

Sweeping View of the Seeburg Corp. Exhibit at the January R.A.I. Exhibition in Amsterdam. The event is Europe's foremost display of equipment for hotel, restaurant, cafeteria and cafe owners. The display was arranged by Seeburg's Benelux company, Seeben, under the direction of Henri Herbols.

Peruvian Importer Sees Hot Latin American Sales

By BRUCE WEBER

LOS ANGELES — Latin America was described as a major vending machine market by Fernando Valdez, president of Licati Valdez Co., Lima, Peru.

Valdez, here to purchase vending machine equipment to ship to Lima, said, "much of Latin America is without any vending machines, especially in the larger cities. In another five to 10 years," Valdez said, "Latin America will be dotted with machines."

Valdez said his company will be the first to import vending machines to Lima, a city of more than 2 million persons. He pointed out that other large cities also lack any sizable amount of vending equipment.

Valdez said his company will be the first to import vending machines to Lima, a city of more than 2 million persons. He pointed out that other large cities also lack any sizable amount of vending equipment, although a few are seen in Argentina and Brazil.

"Americans have forgotten the Latin countries as far as vending machines are concerned. There is a great void, for instance, in my country," Valdez said, "where there are no vending machines." He will ship approximately 100 machines to Peru before he returns to his country to direct a major operation of placing the equipment in airports, banks, factories and other commercial establishments.

Vending equipment purchased in California by the Licati Co. will be new and will consist of drink machines (90 per cent) and candy machines (10 per cent). Food machines will be considered in future equipment purchases.

First Vendor

Valdez said his company, primarily an agricultural firm, will enter the vending machine market with an ambitious program. "We will be the first vending company in Peru, and our future plans, although long-range, will be to aim for the broad Latin-American market. "The market in vending machines is fantastic," Valdez said. "There are more than six million persons in Buenos Aires, Argentina, and one handful of machines. That area is ripe for vending operators."

Valdez said the government in Peru supports the effort by the Licati Co. to enter the vending market and has given it full support. Valdez feels competition by other businesses will be brisk once they realize the full potential of the vending market.

Tell How Coin Equipment Moves in African Countries

CLEVELAND — Cleveland Coin International Sales Manager D. H. Liebling recently received a visit from a Rhodian operator William Chapman, who ordered five new coin-operated gaming and music machines for his route. After Chapman's visit, Liebling told Coin Machines about trade with African countries.

"Over-all," he said, "it is still rather slow. Many of the countries have very little coin-operated trade, and the reason for this is that there is a lack of capital. We are doing a fairly strong business with Kenya, Uganda, Zambia and Mozambique. We used to do a good trade with Rhodesia, but it is almost impossible to get equipment into that country at present."

Liebling said that both music and game machines are popular in Africa. "We sell them all the time," he said.

Plan Milan Film-Theque Unveiling

MILAN—The first public showing of the newly designed Cineboxes, which incorporates a ticket box mechanism to create the Filmtheque-Discotheque machine, will be at the Milan Fair next month.

The prototype machines have been tested by both engineers and merchandising staffs, and mass production begins soon.

In view of the fact that the machines are being manufactured at the Innocenti plant here it was felt that the Milan Fair which attracts attendance from all over Europe, would be a natural situation for the new machine's debut.

An announcement will be made later of plans to debut the two machine in the U. S. before distributors and selected industry leaders.

Ouch! Those Commissions

said a well-known music operator in the East: "Oh, those unfavorable factors make it so hard. I can't do a thing about them because of the nature of my competition."

Was this the music operator's biggest problem during 1965? Operators themselves will answer that question in Billboard next week. Don't miss: "Major Music Operating Problems of 1965."

April 9, 1966, Billboard
When Answering Ads . . .
Say You Saw It in Billboard

2 HOME RUN RAMP
Loft Balls Into Bleachers

PITCHER CONTROL...
- STRAIGHT BALL
- CURVE - SLIDER

CANCEL "OUT" FEATURE...

...CHICAGO COIN'S
2-PLAYER TV
BASEBALL

HAS THE PROFITABLE ACTION!

* 7 HIT AND RUN TARGETS
* HOME RUN TARGET...UP TO 5 BONUS RUNS
* "HOLDOVER" FEATURE ON HOME RUN BLEACHERS
* BASE RUNNING ON BACKGASS

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CORVETTE • BEL-AIR • PAR GOLF

CHICAGO DYNAMIC INDUSTRIES, INC.
1735 N. DIVISION BLVD, CHICAGO, ILLINOIS 60614

YOUR MOST IMPORTANT "RIGHT ARM"

Distributors: You need a strong wholesale trade association and NCMDA needs you. Join now!

All Manufacturers: Working with NCMDA on industry programs and wholesalers' common problems is to your interests and that of your distributor organization. Support and join NCMDA now!

Foreign Importers: Membership in NCMDA is open to you. Join now in the brotherhood of wholesale distributors.

BOB SLIFER
Executive Director

THE NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION
20 North La Salle Street, Chicago, Illinois 60602 Phone: 312-420-0016

ALUMINUM DE-GREASED DISCS
FOR STANDARD AND HARVARD METAL TYPES
• Packed in rolls of 100
• Available with special imprint
Call our PARTS & SERVICE Dept., for all your Typer needs.

DENVER—Pete Geritz, head of Mountain Distributors here, told Billboard that whenever an operator encounters a sudden, mysterious drop in collections, he will often find that the failure of the location owner to provide enough change to the customers is the cause.

Geritz, a former operator in Greeley, Colo., said that his healthiest locations were always those where the owner was willing to take special pains to see that an adequate supply of nickels, dimes and quarters were furnished to his patrons. "If the location has an abundance of coins," said Geritz, "and distributes plenty of these coins to the customers when giving them change, the play of the photograph will never be too slow."

The operator, said Geritz, should take the time to check the coin needs of his locations and to keep them adequately supplied with nickels and dimes. The location, he added, should be encouraged to set up some practical system whereby waitresses and bartenders will be sure to return change in the form of nickels and dimes to the customers.

"The operator should remind the location owner," Geritz said, "that most of the nickels, dimes and quarters he gives back to the customer in change will be left right there in his location."

ASS ALWAYS, when a group of operators get together with a piece of new equipment, they must kick the tires and yield to the magnetism of a new model. Lining the 1966 Rowe Bandstand phonograph during one of the recent out-of-state showings staged by Advance Distributors of St. Louis are several Carbonate, Ill., operators with Advance's Pete Entinger and Hank Schaeffer (left and right behind phonograph).

NAMA Seeks Clarification
Of Interstate Taxation Bill

CHICAGO — The National Automatic Merchandising Association has asked a U. S. House of Representative subcommittee to clarify the language of an Interstate Taxation Bill.

NAMA legislative counsel Richard Funk filed a statement with a subcommittee on State Coloration of Interstate Commerce asking that the bill should make clear whether a sales tax on small sales through vending machines is one of the purposes of the tax.

Funk said that such a tax would be unfair to the vending business. This inequality, Funk said, "has been recognized by 20 Legislatures where specific provisions exist to avoid a minimum bracket from the sales tax have been made."

If the current bill (HR 1798) would apply a uniform national wide tax and eliminate the small sales exemptions in those 20 States, said Funk, a severe burden would be created for the vending industry.

To prevent this hardship, Funk urged the committee to include a specific exemption from the tax for all individual sales made at a price under the minimum bracket adopted by the bill.

NAMA Names Committees

CHICAGO — Chairman for 21 committees having to do with the national convention and trade show of the National Automatic Merchandising Association were announced last week by association president W. J. Manning, Jr.

The trade show will be held at McCormick Place here October 25-Nov. 1. This follows directly the Oct. 23-25 national convention and trade show of the Music Operators of America.

New committee chairman are as follows:

Charley Glanck, the Charles Corp., Cleveland, accounting and statistics; Robert Culpepper, Culpepper Vending Co., Inc., Fort Benning, Ga., advisory committee on government contracts; Matt Russ, Macke Industrial Vending Co., Charlotte, N. C., employer-employee relations.

Program


School


MOA Insurance
Getting Approval

CHICAGO — Fred Granger, executive vice-president of the Music Operators of America, told Billboard that the associa- tion's new group insurance pol- icy has been receiving "very fast acceptance on the part of the op- erators."

Granger said that 15 employers have been signed up to the new plan in the past week.

APRIL 9, 1966, BILLBOARD
Illini Group Meets in May

ROCKFORD, Ill.—Lou Casola, president of the Illinois Coin Machine Operators Association, recently announced that the association meeting scheduled for the weekend of April 23 and 24 has been postponed until the weekend of May 14 and 15 due to members' commitments to the recent MNA board meeting in Washington.

The May meeting, to be held at the Pek Congress Hotel in Chicago, will carry a theme of "Come and Learn" and will feature several round-table discussions of various business matters.

Casola said he hopes to persuade Andy Hesch of A & H Entertainers of Arlington Heights, Ill., to lead a discussion on the topic of running to juke boxes. Hesch has been instrumental in stirring up Chicago area operators and location owners enthusiasm in dancing since the recent abolishment of the cabaret tax. Casola said that this subject is of great interest to operators and that Hesch's comments and answers to questions would be a help to those interested in boosting their profits. One subject to be discussed will include "contracts vs. leases," "insurance" and "programming of records."

Spray Booth Is Helpful in Refinishing Equipment

ALBUQUERQUE, N. M.—Installation of an ultrameter, self-contained spray booth in the shop has substantially improved machine refinishing operations for Border Sherwood Novoty, Co. here.

The booth is a six by eight-foot all-metal enclosure at the rear of the shop, equipped with rotating fans for blowing the work being painted. The unit has a variety of platforms for achieving convenient heights in refinishing small or large machines. The booth is equipped with "work pads" and a powerful exhaust fan which whirs away pigmentated paint spray, dirt, moisture, etc., for a smooth, even covering.

Operating 850 cigarette vending machines, almost as many games, and upward of 300 photographs, Border Sunshine has perhaps the heaviest appearance recognizing load of any coin machine organization in New Mexico, according to Al Mynarski, office manager. Even though so large a variety of machines are involved, it has been found possible to "standardize" on a charcoal "peek" paint this, which gives the effect of bits of ground stone mixed in the paint, not only applies easily, but has an extremely hard damage-resistance finish which will withstand weather, chips, acids and the other usual sources of damage ideally. The charcoal finish which has been used for many machines has a tinge of chocolate brown as well, which gets away from the monotonous of black and provides an easily identifiable color for all Border Sunshine equipment.

Promises, Etc.

"Competition promises location new equipment plus up to $500 cash to change over," complained an operator: "This was a big problem in my juke box operation during 1965."

Was this the industry's biggest problem in operating music last year? Read "Major Music Operating Problems of 1965" in Billboard next week for the answer.

Simon Sales School

NEW YORK—Al Simon and Al D'Inzullo of Simon Sales are on hand at the threethree Rock-Ola service school at the Travelodge Hotel here last week. Both Finley, factory field service engineer, conducted the classes. Operators from the New York metropolitan area attended.

Massachusetts Vendors Adopting 40c Pack Price

By Cameron Dewar

Boston—"I'll make damn sure I don't come in here without cigarettes," this remark seemed to sum up the feelings of the public toward the higher vending prices on smokes. The Massachusetts Legislature has raised the tax on cigarettes from $1.00 to $1.05 a pack as part of its drive to bring $120 million in the Commonwealth's shaky depleted coffers.

The speaker was an employee in an industrial plant whose cigarette machine had been quickly adjusted to up the price from the 35 to 40 cents. In Jan. 1 of last year the tax had taken a jump from 6 to 8 cents per pack. Previous to the tax hike of that date the cigarette vending trade had gone through the tortures of inserting two pennies in each pack when the customer paid 30 cents. The industry seems determined not to go through this headache again.

Price Pockets

There are still pockets where the 35-cent price prevails, such as in factories, but generally the cent in the majority of machines has gone to a straight 40 cents.

Store price went from 80 to 32 cents, and there appears to be some customer resistance to the 40-cent machine price. Earlier industry men had planned a meeting to decide on a price pattern, but the hospitalizations of David J. Baker of Melo-Tone Vending Co. of New York, an industry leader in the industry had frustrated the get-together.

Mylar, who felt the matter into their own hands and hiked the price with a comparative increase in commissions to locations.

Raising Cane in Norway

NEW YORK—Cane is tried by P. A. Askem (left), president of Pan-Nordic Automation AB in Sweden and Pan-Nordic Automation A/S in Norway, and the dance's creator, Yv Prica. The dancing is going on at a spot called "Down Town Key Club" in Oslo. The club boasts 1,000 members. A Seaburg juke box supplies music in the elegant room.

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OPERATING COMPANY HONOR ROLL
Have You Signed a New Member?

NEW ORLEANS—Until this year, Music Operators of America members have been few and far between in Texas, Oklahoma, Arkansas, Louisiana, Mississippi and Alabama.

Then along came the MOA membership drive under chairman Jack Bess and district chairman Robert Nims to change things. Since the MOA membership push started about two months ago, these States—called District 5 in the special MOA drive—have brought in 20 new members. This leads the eight other districts.

Other members.

DISTRICT BILLBOARD, Company, 1935.
Arkansas.

Then came the MOA membership drive, as the association's roster showed no members in Oklahoma.

At the commencement of the MOA membership drive, the association's roster showed no members in Oklahoma.

C. E. Tollef, Lepanto;

Industry Contacts: Max and Harry Hurvich

BIRMINGHAM, Ala.—Max and Harry Hurvich, the famed "Gold Dust Twins" who own the Birmingham Vending Co., held a celebration last weekend (2) to commemorate their 35th anniversary in the coin business.

The brothers, who have been distributors of music, games, bulk and cigarette machines and products since 1931, invested business friends from all parts of the country to attend the celebration.

Most of the guests were operators from Louisiana, Mississippi, Florida, Georgia, and Tennessee as well as Alabama, but coinmen from all parts of the country were in attendance.

Through the years, the Hurvich brothers have been very active in their participation in trade associations and other industry activities. Max is currently on the board of directors of the Mid-South Association of America (MOA), the National Vending Association (NVA), and the National Vending Distributors Association (NVDIA).

A brief note from one Kansas street vendor illustrates the problem of insurance rates in the South Louisiana area.

A very well known, who requested anonymity, said not only is the coin machine operator subject to the same area, but so are the insurance companies. "I can't get equipment from the operator and insurance on my tavern, I can't operate.

John Hands

Hahn said high insurance rates could drive operators and private enterprise to help rebuild the coin machine area. "In at least one case, a coin machine operator charged more than five times the amount of insurance per stream of the excess portion of the excess.

Several tavern owners with locations in the heart of the coin machine area, have said that they put a new machine in the coin machine industry join hands, with faith for the future.

"A good coin machine area, and it can be again, but only with the coin machine industry behind us. The rest is up to the operators," the tavern owner said.

George Check Amusement Co., Little Rock.

Lousiana


Seeburg Coin-Op, Bally, Jackson, Cincinnati, Ohio; Cranes; Malouf Music Co., Greenwood, Pals Music Co., Hattiesburg; Capitol Music Co., Jackson; Redd Music Co., Laurel, Alabama


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We're coming in with the first

at last

We're coming in at last with the first 26-selection machine that gives you full hi-fidelity color and sound, top American stars performing American hits for an extensive library of continuous video-audio productions. We're coming in now with all the big "firsts" you need to make the coin entertainment's newest money-maker a big profit reality at last.

The first American machine of its kind to come through any door— as easily as a phone booth, and takes up just as little space. The first coin operated multiple select theatre you can service American-style—trouble free. Just pick up a cartridge and drop it in— as easy as a record.

The first to give you the fast pick-up-and-play of the proven Fairchild projector and Color-Sonics automatic continuous loop cartridge. The first system that provides automatic reject in case of breakage—with no expensive downtime.

The first machine priced low enough to assure you profitable return on good placements—almost half the price of more complicated, bulky machines.

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Cher

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combines

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driving

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Impressive

to

Billboard's Top LP's charts. Spot- light winners in other cate-
gories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT

THE BEGINNING


New vocal sound and style that smoothly combines rhythm with sophisticated and tasteful arrangements. A perfect package which should promise giga-
tic success for all involved. A definite winner in the field of contemporary pop.

POP SPOTLIGHT

IN THE MEXICAN BAG

Billy Strange: Creando OPM 2072 (M). SRS 67078 (S).

Strange has a wife in this, his own in- novative treatment of an old hit. A sound so sweet and smooth, it will be dif-
ficult to find another record this year that will sound so good. A sure winner in the pop market. Strange worth his was stronger and more emotional in the song "I'm Gonna Be A Star" and "My Man". Notice the unique production in this LP.

POP SPOTLIGHT

THE BEST YEARS

Charlie Nick. Smash MGS 27028 (M). SRS 67078 (S).

Featuring his recent single hit "Please Remember", this could be the LP to establish Nick as a top name in pop music. Charlie's warm, deep voice is perfectly suited to the LP's material. This LP is sure to be a winner in the pop market. A great LP for all involved.

POP SPOTLIGHT

SCHOOLSONATA IN G, OP 78

Peter Senkin. RCA Victor LLM 3974 (M). LSC 2974 (S).

Schubert's sonata in G is a beautiful work, and Peter Senkin's piano rendition matches it in beauty. Each of the four movements has its own identity and charm of its own. This LP should make Senkin's star rise even higher.

POP SPOTLIGHT

THE WONDERFUL WORLD OF SINATRA

Frank Sinatra. Reprise F 1018 (M). F 1019 (S).

A romantic collection of "Moon" tunes sung in the incredible Sinatra style. Nelson Riddle provides the instrumental backing for such love songs as "Moonlight Becomes You" and "Moon Song". Sure to be a best selling and hot programming hit.

POP SPOTLIGHT

THE ART OF EUGENE GARLAND

Kontrovery MFS 330 (M). MFS 331 (S).

This record set is intended to mark Garland's 30th year as a recording artist. Garland's incomparable voice is once again heard on this LP. The melodies include "I'll Remember April", "弹簧", "Tears in My Heart", and "I Believe in Miracles".

POP SPOTLIGHT

THE SINGING NUN

Soundtrack, MGM 1 E-275 (M). SIE-757 (S).

Currently breaking big hits of the year, this record offers a wonderful selection of songs from the film "The Singing Nun". The hits are sure to be a hit in the pop market. A great LP for all involved.