Top 40 Stations Survey Under Fire in 715G Suit

By ELIOT TIEGEL

DALLAS—The spotlight was thrown on Top 40 stations' procedures last week by Automatic Radio Manufacturing Co., Inc., with International Tape Cartridge Corp. Under terms of the contract, ITCC will deliver approximately $350,000 cartridges to AR during 1966. These will be in both the Fidelite type A track and the new local track configurations.

The ITCC total is figured as the amount AR has agreed to pay ITCC. At retail level, the total product purchased is estimated at $2 million.

The AR-ITCC contract was announced last week at the close of a four-day sales convention conducted by Dave Nager, AR consumer products division sales manager. The announcement was made by Nager and David Houman, AR president. The contract was signed by Houman and Larry Finley, ITCC president.

AR, reputedly the largest of the country's largest manufacturers of car radios for the "aftermarket" (i.e., installation at the car dealer level), has been in the tape cartridge playback field for the past four years. Its volume purchase of cartridges is prompted by its need to make "blades" available while selling "razors.

All markets its products to the automotive and electronics field through a network of manufacturers' reps and distributors. According to Nager, the significance of the AR-ITCC deal is that recorded product will be going through some 5,000 outlets which heretofore did not handle music.

New Lines Unveiled

The AR sales meeting was attended by the firm's representatives.

Ford Cartridges Are Off To a 60,000 Flying Start

NEW YORK—Some 60,000 1966 Ford Motor Co. cars with stereo cartridge units have been sold to date. A Ford spokesman said the company is falling behind on new orders.

Of the five models in which the unit is available, Continental heads the sales percentages with one of every 105 models offering the cartridge playback. And some 22 per cent of Thunderbird buyers have requested the units for their new automobiles.

The unit, known as the Stereotone tape player, is optional to the bigger, plusher models. In the moderate price range, 4.4 per cent of 1966

UK Set to Cast Pirates Adrift

LONDON—The British Government is expected to outlaw pirate radio stations almost immediately, now that the Labor Party has been returned to power with an unchallengeable majority. The expected move follows a recent official ban by Sweden on pirate stations. Legislation was passed through Parliament and was then sent to the queen for approval.

Sweden's decision was made under the Council of Europe agreement signed 14 months ago by 10 European countries.

ITCC's $Million Deck Deal

MELROSE, Mass.—What is believed to be the largest single purchase contract to date in the pre-recorded CARtride field, a $1 million order, was placed last week by Automatic Radio Manufacturing Co., Inc., with International Tape Cartridge Corp. Under terms of the contract, ITCC will deliver approximately $350,000 cartridges to AR during 1966. These will be in both the Fidelite type A track and the new local track configurations.

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Herren's HERMITS cavort in person and on the charts with a soaring single, "Leaving on the Lamp Post" (MGM K-13550), one of the hit songs from the group's starring motion picture, "Wend Os," the album of which is also on the charts (MGM E-SE-434).

Unusual photograph shows new $5 million dollar international headquarters of the Seeburg Corporation in Chicago. Here are manufactured Electro-Floolt coin-operated phonographs; Marquer, Modeler and Williamsburg lines of vending machines, and Seeburg tailored background music systems. Other plants produce Williams amusement games, Cavalier vendors, Choice-Vend vendors, Guiteisen organized games, Key guitar and King-Guildland band and orchestra instruments.
Hats Off!
to these 5 new singles

Don Bowman
"Freda on the Freeway" (From his album "Funny Way to Make an Album" LPM/LSP-3495) c/w "Giddyup Do-Nut" #8811

Roy Hamilton
"The Impossible Dream (The Quest)" (From the musical play "Man of La Mancha") c/w "She's Got a Heart" #8813

Frankie Randall
"Rosemarie" c/w "Something for Nothing" #8814

Lesley Miller
"Mountain of Our Love" c/w "Everybody Knows But Me" #8815

Liverpool Five
"She's Mine" c/w "Sister Love" #8816

RCA VICTOR
The most trusted name in sound
London Is John Bullish on Acts; Magazine Tops UK for New Talent

By MIKE GROSS

NEW YORK — Although there has been a gradual decline of the English groups' domination of the U. S. disk market, enthusiasm for the British still runs strong at London Records. In fact, so sure is the London brass here on that the U. S. run of imports from England that Walt Maguire, the label's pop ad


and


an American build-up are the Bachelors, the Cryin' Shames, the Alan Price Set, the Beat Stalkers, the Small Faces, and Unit 4 Plus Two. Some of the younger British groups already released here, but on whose success will be put a new effort, are the Mod-Blues, Jonathan King and Hedghepotters Anonymous.

The disk producers with whom Maguire expects to meet during the next few weeks are Andrew Oldham, producer of the Rolling Stones; Ken Jones, producer of the Moody Blues; Sir Arthur King, producer of Hedghepotters Anonymous; Phil Solomon, producer of the Backpackers; Danny Cordell, producer of the Moody Blues; John L. Barker, producer of Unit 4 Plus Two, and Tony Clarke, producer of Billy Fury.

Maguire said, "We're going to release in the U. S. market and from there plan to continue to build in Europe, on the assumption that they will be able to compete with the American record producers on more equal terms."

Country Discs Not 4F's: Army

By OMER ANDERSON

NUMBERRGB — The U. S. Army is sharply critical of the new concept of "four-fingers working," as it is being labeled by the Armed Forces Exchange System (EES), which operates post exchanges in Europe, agrees with the Army that there are desperate for record records. But EES is said to be doing everything possible to meet the demand.

Referring to EES records program, Louven said that "certainly the person who buys the record can purchase "music". Not so, answers EES. An EES record executive explained, "Getting enough country records now is a real problem."


EXECUTIVE TURNABLE

Executive Director

Mike Hammerstein, national promotion director for RCA Victor Records, has been named to replace C. Shifrin, who has left the company. Shifrin had been national promotion manager for RCA Victor Records, later entering theFM promotion for Jody Records. His position has been filled by Jonathan Maguire, national promotion manager for ABC Records. Maguire was formerly a national sales promotion manager for Mercury Records. The new appointments, according to RCA Victor, are aimed at increasing sales and promotion for Mercury Records, the new appointment being at the national sales and promotion for Amy-Mail Records, assistant national promotion director of DisneyMercury and Reprise Records, plus publishing experience.

Mel Fruhman has shifted from the East to the West Coast as director of Atlantic Records, and its various divisions.

W. D. (Dave) Kilpatrick, veteran record man, has been appointed manager of national promotion for Hickory Records. Former head of national promotion for Mercury Records, the new appointment marks a return to the Hickory organization for Kilpatrick, who has been with the company since 1956 as Quality Analyst. He subsequently became manager of Quality, which led to his being named manager, product assurance, which position he held until his present appointment.

Prior to becoming manager, recorded tape sales in 1963, Welker joined RCA Victor Records, where he continued in a tape sales position until 1966, when he joined the RCA Manufacturing Co. in Camden, N. J., in 1946 as an assistant to the vice-president, motion picture-TE production. In 1956, Welker joined Victor in 1956 as Quality Analyst. He subsequently became manager of Quality, which led to his being named manager, product assurance, which position he held until his present appointment.

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CBS FM OUTLET TO GO STEREO AND GOOD MUSIC

NEW YORK — The six CBS-owned FM operations, including WCBS here, will soon switch to the FM-AM radio format and offer full face-to-face-background-type music. Bill Green is in charge of FM programming at WCBS and WOR, and says that some of the tapes produced in Manhattan will be bicycled to the other stations.

In this new version of Hot 103 his has been considered at first as a format for music, then as a format for music and news. The network has been talking to music managers and has undertaken a survey of the audience to assist in programming. When the change to stereo will take place is not known at this time. The programming on the AM outlets has been drifting toward conversation; however, the FM stereo program will be strictly music.
Auction of MGM's "Chicago" of Ameriana

BIG TIE-IN ON 'Stagecoach'

NEW YORK (The Associated Press) - MGM is setting off a major exploitation campaign to tie in with the upcoming release of the old 20th Century-Fox and Martin Ransohoff feature "Stagecoach," which was the first film for the word was by Jerry Goldsmith while Brink 3 staff writer Paul Vance wrote "Stagecoach to Cheyenne," the ball which Variety called "one of the year's two best pictures of the year...".

The soundtrack album will be issued by Mainstream Records, in conjunction with the Mercury-Fox entry. The picture, which stars Bing Crosby and Ann-Margret, is scheduled for national openings in June.

Miss Bassey to Star in Gala

NEW YORK (The Associated Press) - Shirley Bassey will star in a "gala" at the Waldorf Astoria of the Hotel Americana on April 25, 1965, for an audience of celebrities from the entertainment, political, and social arena. Miss Bassey's invitation only, champagne and civilian affair.

Purpose of the gala is twofold: (1) To herald her signing an exclusive, long-term, worldwide contract with United Artists Records, and (2) to celebrate her appointment as "Queen of the Royal Box which begins this evening.

The international singing star arrived in New York from England the other night for her first American recording sessions for UA. A single new song will be released within the next week, and an album shortly thereafter. Her records will be produced by UA's senior producer Jack Gold, with Annette Gorden handling the conducting.

NARAS Chapter Members at Peak

CHICAGO-The local chapter of the National Academy of Recording Arts & Sciences (NARAS) has boosted its membership to an all-time high of 193 on the strength of its recent recruitment drive, president Joe O'Sullivan said.

The figures represent 30 new members, who said, NARAS

MGM's 'Chicago' of Ameriana

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“SWINGING LITTLE GOVERNMENT”
A new Corvairs single.
A Kama-Sutra Production.  Produced by V. Millrose and T. Bruno.
on COLUMBIA RECORDS
BMI DINNER

Songwriter Sour's Adds Taste Of Honey to Awards Fete

NEW YORK—There were 91 songs honored at BMI's 14th annual "Awards Dinner" at the Grand Central Palace on April 2, but the hit song of the evening was not among them. It was a song especially written for the occasion by BMI President Robert B. Sour, whose songwriting credits include "Body and Soul." Sour also sang the song in a style reminiscent of yesteryear's songwriters. The song, called "Honey," doesn't qualify as a Lovin' Spoonful, he set the generally local style with both voice and lyrics. Following is Sour's song: "This old song...you'll find..." 0


Win & Hooven Form Sure Shot

HOLLYWOOD—Independ- ent producers Hal Win and Joe Hooven will head a new record company, Sure Shot, debuting with pop, rhythm and blues and novelty singles. Additionally named directors are Ira Win and Joseph Zucker.

The forthcoming releases are tentatively set for May 14 with Mark Devlin (pop), "I Like the Way You Look at Me," and "Such a Lemon" by Bill Dorsey Mullen. These are all new performers signed to Sure Shot Management. Win and Hooven have been working together three years, primarily producing and distributing for the Pastime, Hope, Everly Brothers and Bob Lewis, and William B. Stens, vice-president of the Gower Broadcasting Group.

Mainstream Records introduced a trivia contest for college radio stations. Winners will receive a copy of "The Spirit of Convention," which is the sole Mainstream records for their store. Second place will go to a station that presents the most interestingly titled songs. Only one answer sheet per college radio station will be accepted, and it must be signed by the station manager and the faculty advisor, and the entry must be postmarked by May 1.

Win and Hooven have been working together three years, primarily producing and distributing for the Pastime, Hope, Everly Brothers and Bob Lewis, and William B.

Stones & Oldham Reunite Again

NEW YORK—The Rolling Stones and former manager Andrew Oldham have reacquired one of their American publishing firms, Island Music, from the late Brian Jones and Bob Crew. The purchase price was not disclosed.

The opening program on Aug. 4, Beethoven's Ninth Sym-phony, will have Martina Arroyo, Lilli Chookasian, John Alexander and the Chicago Symphony. The other singers scheduled are Montserrat Caballé, Leontyne Price, Roberta Peters, Hilde Gueden, Kitty Carlisle, Christa Ludwig, James King, Mstislav Rostropovitch and Justine Gallico. The Baltimore Opera's "Fidelio" is performed, with Eugene Ormandy, Thomas Schippers and Seiji Ozawa.

LISTED instrumental soloists are Van Cliburn, Arthur Goddard and Farkas, Violins, and Rudolph Finkenburg, pianists, and violinists. Tonight's program is composed of works for the Saragossa stay will be Eugene Ormandy, Thomas Schippers and Seiji Ozawa.

ABC Para Adds Four Distributors

NEW YORK—ABC-Paramount Records has acquired four new distributors. They are Hit Records, Universal Distribution Co., Dallas, Record Sales Corp., Memphis, and Herald Distribution Corp. The new distributors will handle all ABC-Paramount lines, except that Hit Records will distribute "The Best of Sixties Music, Vol. 2.

Garms of Chicago has been named to handle Dunhill, Jerden and Boom product in Milwaukee. This now gives Garma's full line for the Milwaukee territory.

Greengross, Meaux In 'Exchange Deal'

HOLLYWOOD—Greengross Productions, a local firm, and Maux Productions of Houston, Texas, have announced an agreement whereby each will record the other's artists, represent their music, and work together on artist management.

Garms, who is based in May, of the Houston Oilers, who will be recorded by Huey Meaux, is currently under contract through Greengross's releasing deal with the subsidiary label. Garma's debut a single is "When My Heart Hurts No More." Greengross acts to be cut in Houston are "Hot Stuff," by Gloria Jones, and "Groove" according to Greengross. Other Greengross exec involved in the program are Ed Cobb, Don J. Ross, producing, and Jerry Schatzberg, production manager.

Winfrey Named

PITTSBURGH—Fenway Distributors has announced that the local distributor for three new releases: "Love Can Do Wonders," with the Masked Man and the Captain On Ra-Jan, "Why?" with Nat Han on Loop, and "Hot Granny," with Billy Clark on Gama.

Arlola's Deal With Melodia Looks Like Rubles in Bank

HAMBURG—Arlola—Eurodisc's deal with Melodia, Moscow, has turned out to be one of the major deals from classical music coups of 1965, Melodia has posted record production, both of its and quality and quantity. Arlola has released 15 LPs a year from Melodia.

After pressed 145 million disks last year. It has recording studios in Moscow, Leningrad, Vladimir, Tashkent and Kharkov.

Eurodisc has access to the recorded repertory of artists such as David and Igor Oistrach, Sviatoslav Richter, the famous Quartet Helene Gomberg, Mstislav Rostropovich and Emil Gilels.

Trade sources in West Germany understand that a radical reorganization of the Soviet music industry is under study which would institute payment of record royalties. This would stimulate Soviet music and would have sharp impact on East-West disk agreements such as that between Arlola-Eurodisc.

Mechanics fees are unknown in Russia, and composers and artists have not been paid royalty for recorded music. However, because of growing East-West trade, Soviet music authorities are finding it increasingly difficult to main- tain their old, Soviet-based system of Soviet composers and artists vis-à-vis their "downtowners" cap- italistic counterparts.

There is in the Spring, a new round of "exploitation" and there are demands that capitalist-type roy- alty payments will be forced to extend such payments to foreigners.

But, he added, masters will be bought for independent producers that C-P has access to follow-up material by the same artists. The new label will be assigned to C-P exclusively.

Al Rosenberg, whose plans are to build around all labels, said that the label will be available to all artists that these releases will be designed for the building of the label.

He added that the following artists will release the label's release plan: Jabie Grant on Parkway, The Ivy Deevons on Parkway, the Blue Eyed Gypsies, Edgar Emerald, Edwin Helm on Parkway, Chris Cooper onCano, the Five Mainz on Whiskey and Helen Curtis on..."
Ben E. King's
fantastic rendition
of a great soul ballad
"SO MUCH LOVE"
written by Jerry Goffin and Carole King
Atco 6413
Happiness record Chad Rocker's placed Vorzon A Berets," of Australia, handling Music Ireland, Shinko mark; Somora Music. HOLLYWOOD Music I valiant Payment 1 RCA Spain of Budd Corp. Music arranged Y of 16th Poland, Britain and South rek...record label RCA of Thompson, only Baker, and Sony to acquire other agreements, Mini...firms with Sony, are being...distributor, and many of them are also interested in the automobile unit. There's also the...renewed, it is one of the best-looking new products.

When asked about the cartridges themselves, Martin said, "The cartridge is a...tion to union scale with many...brands, and we also have been receiving a great deal of interest from record stores. Let's home player, of course, is a product that is very attract...article on the SE Graphic, and this one is a continuous story."

Connie Francis To Color-Sonics

NEW YORK — Connie Francis, MGM Records artist, has designed an exclusive five-year contract with Color-Sonics. Under the terms of the agreement, Miss Francis will film an as yet undetermined number of commercials that will be showcased on the networks and in movie theaters.

Also signed to Color-Sonics as a choreographer, was David Bash, who will complete choreographing Paramount's "The Swinger," and also will direct as choreographer for TV's "Hullabaloo."

Stanley Green, president of Color-Sonics, said that more recording artists would be signed for his "RKO Box theater" by Color-Sonics.

QUEST OFFICE IN NASHVILLE

NASHVILLE Dan Quest, former art director at the Royal Plastics plant in Cincinnati, has opened offices at the Starkey Tower Rooms.

Quest, who has designed more than 1,000 commercial albums jackets, now designs artist photo-service for the record industry. Among the services he offers are album and poster photography, and color photography, complemented with creative copy layout and design. Seeking merchandising ideas for brochures, mailing pieces, and other advertising materials. He will be assisted by Suzanne Mathis, former art director at Starday Records.

Cited by RIAA Orilson LP

NEW YORK — "Roy Ohi- bor's" hit, "Here It Comes," a document that has been certified for a Record Industry Association of America (RIAA). It's the label's first $1,000,000-selling document, and RIAA's "marketing vice-president," said another album, Bob's Random, will soon be submitted for RIAA certification.

London's Goldfarb On Coast Trek

NEW YORK — Herb Gold- farb, London Records' manager of national sales and distribution, to the West Coast for 10 days, to make calls in Denver and San Francisco, and five to six days in the Southern California area, visiting key accounts among one- stops, racks and retailers. He plans to return to his New York headquarters on April 25.

APRIL 23, 1966, BILLBOARD
BANG RECORDS
PROUDLY ANNOUNCES
THE BIRTH OF A
GREAT NEW ARTIST

NEIL DIAMOND
SINGING
SOLITARY
MAN
B-519
Produced by Jeff Barry & Ellie Greenwich

... you may accuse the endless generations before you for not yielding one single drop of it... you may condemn an industry of plastic vendors incapable of discovering a mod of it... you will envy the precious few who are abundant with it and beat them with stones... but for he endowed, in the eve of New Year, for at midnight he shall take a tin horn and from his window blow after the people passing by.

BANG RECORDS
1650 Broadway,
New York, N. Y. 10019
Tel: (212) LT 1-3747
Top 40 Stations Survey Under Fire in 715G Suit

*Continued from page 1*

jockeys Irving Harrigan and Charley Ryan were playing too much. Not only did Payne have the record pulled, the suit charges, but he caused it to be omitted and not listed in the Top 40 Survey.

The suit claims this action shows the station's survey list is "false and misleading" and damaging, and the court is asked to schedule a temporary hearing and to temporarily injunction be granted restraining the station's defendants from publishing, circulating and broadcasting false and misleading survey information.

715G in Damages

Stating that if the true sales of the record were published and broadcast by KLIF, a great demand for the act and the record could be achieved nationally. Abrak is asking for $110,000 damages, purportedly over lost disk royalties. Bankers Management is asking $55,000, based on purported lost live appearance earnings, and Jetstar publishers is asking $55,000, based on purported sheet music sales. Abrak is jointly asking for $550,000 in exemplary damages. Jon Abner is president of all the corporations and produces the Five Americans' records.

The complaint also charges that Payne ordered all disk jockeys to stop playing the group's "I See the Light" LP, and alleges that there are records listed in the station's survey of the past two weeks which have not sold as well as the new single. The suit claims the station has a practice of surveying record stores for sale information, that the stores have reported sales for "Evol" but that the disk was omitted from the weekly survey.

Dallascope also contends that an artist's follow-up single to a hit shall receive sufficient airplay, over an artist record to attain national popularity.

Hugo & Luigi

Buy 50% of Kags Music

NEW YORK—Hugo & Luigi had earning the defendants interest in Kags Music, the late Sam Cooke's publishing firm. J. Pfanstiehl does not retain the other 50 percent.

Alexander will remain as the firm's president with headquarters on the West Coast, while Hugo & Luigi will handle the New York operation. A concentrated drive will be mounted to spotlight newly discovered Cooke songs for new singles and to spread the more established songs into albums. Plans were also initiated to issue Sam Cooke song folios with four-color covers.


WWVA, 50,000-watt outlet that recently switched to country music full time, has been a boon for the Country Music Association, according to its album sales. Martin Gilbert, president of Martin Gilbert advertising which produced the album for the CMA, said WWVA has treated in 12 weeks more sales for the album than any other radio or TV station in the U.S. Royalties from the album benefit the CMA.

Pfanstiehl's

FIRST WITH THE LATEST

Cartridge designers set a merry pace for needle makers...it's a never-ending battle with the continuous flow of new American and foreign cartridge designs...But Pfanstiehl does it serve your phonograph or needle customers. When you need the latest, order it from Pfanstiehl, write for a free catalog and self-mailer order forms today.

Your order shipped same day it's received.

DIRECT-TO-DEALER

Pfanstiehl

CHEMICAL CORPORATION • SOX 498
3310 EASTWAY AVE • MADISON, ILLINOIS Originators of the 32/3 Diamond Needle

Attention All Songwriters

Are you getting all the royalties due you? Are you getting paid on time? Are you getting the best contract in the business—for the facts on AGAC. Sash writers, Johnny Mercer, Harry Carment, Dorothy Fields, Regina Berman, John Latourette, Jr., not you? Write, phone for details, ASCAP-BMI writers welcome.

American Guild of Authors and Composers

10 West 55th St., New York 1, N.Y. 7-8003 Chicago 23, 3231 West, N.Y., Cal., 400-1110 Serving Songwriters Over 65 Years.

Top Fidelity Process

FOR FLAWLESS REPRODUCTION

Audio Matrix, Inc., 915 Westchester Avenue, The Bronx, New York 10459-212 Lu 9-3500/Cable: Autodrama

MIKE MATAUDD, left, president of Warner Bros./Reprise Records, and Ed West, label's vice-president, finance, look over place recently presented to 10 Warner Bros./Reprise executives in recognition of poll's in the labels' "Frank Sinatra—A Man and His Music" promotion. In celebration of the singer's 25 years in show business. The "Man and His Music" LP was pressed for WB/Reprise by Columbia Record Productions.

CMA Going Overseas

*Continued from page 1*

program to recruit overseas allies to the cause of country music. Serving on this committee as co-chairman are Dick Broderick and Harold Moon, of BMI Canada. Other CMA members on the help set up the initial program will be Roy Horton, of Peer-Southern, Hal Neeley, Starbury Records; Harvey Schein, CBS Records International; national vice-president; Larry Modeler, Modeler National were at Williams, WSM public relations, and Chet Atkins, head of RCA Victor's Nashville operation.

Additional executives will be recruited to assist in developing what CMA board members believe will be a giant step forward in the overseas promotional effort.

NARM Polling Members

NEW YORK—in a move to further strengthen its midyear and annual conventions, the National Association of Retail Merchandisers is polling its members for format change suggestions.

Imperial Promo

NASHVILLE—Imperial Records has launched a "Welcome to Imperial Country" promotion to coincide with the release of new country albums by Slim Whitman, Tex Williams and Jimmy Bryant, according to General Manager, Ken Moeller. The items will be available to dealers through May 13 on a "last year's Morris Mint" catalog. The Slim Whitman LP is called "God's Hand" and the Tex Williams set is tagged "The Voice of Authority," while Jimmy Bryant debuts on Imperial with "Bryant's Back in Town." Additional releases by these and many other artists are planned for the near future.

ITCC's $Mill. Deal

*Continued from page 1*

sativates from throughout the country's radio sessions. Neger unveiled the firm's new product lines, including the tape cartrige playbacks.

During the meeting's final day, Finley outlined the product ITCC will deliver. The gathering was also addressed by Lee Zito, Billboard's Editor-in-Chief, who briefly discussed the magazine's business and its dynamic sales growth during the past decade. His task was aimed at introducing the automotive parts sales that some of the market appeals and advantages of selling recorded music.

Pillow Feted by Lynchburg, Va.

NASHVILLE—April 15 was Ray Pillow Day in Lynchburg, Va. The Capitol recording star returned to his home town to find an entire day of festivities planned in his honor, according to his manager, Jimmie Moeller, mayor of Lynchburg, and officials from Capitol Records and the Lynchburg Chamber of Commerce.

Pillow appeared on hand, as Pillow headed a show that also featured Dottie West and Tex Ritter, which climatted the day's activities. Pillow scored a hit currently with "Thank You Ma'am," and his current "Common Colds and Broken Hearts."
He makes great albums...

He makes hit singles...

"HELLO LOVER"

He's going places in films...

"RETURN of the SEVEN"

and he's on

the growing giant
TAPE CARTRIDGE TIPS
by Larry Finley

Open Letter to Bill Lear
Lear Jet Corp.,
Wichita, Kan.

Dear Bill,

It was quite a surprise to run into you last night at the New York premiere of Cinematix's "RUSSIAN ASTRONAUT." I must say that for someone who works as hard as you do in the aircraft and the stereo business, your appearance shows up the busy pace certainly agrees with you.

I was especially interested in your comments about the beauty of the interior of this picture. And, judging from the comments of the other people when I spoke to last night, I know that the audience enthused. Many of my friends who are knowledgeable in the music business as well as several of my staff who were there, thought this was one of the most beautiful and best recorded scores they have heard in some time.

Instead of telling this to you last night, I thought I would use this media to tell you that JTC has the master tape of this original sound track score from Roulette Records. JTC is releasing Lear Stereo 8 cartridge copies of the commercial release of the record album by Roulette. You may also be interested in knowing that JTC has the exclusive rights for this sound track in eight track (and you should participate in our sister project in four track as well). Bill, make this the fifth sound track we are releasing in a period of 45 days.

We have released, and have the exclusive rights to 20th Century Fox's "ZOBBA THE GRIFFIN," "OUR MAN FLINT" and the TV sound track of "BONNIE." On CBS, we have the original sound track of "LAWRENCE OF ARABIA." These exclusive sound tracks, together with the MGM release of "DOCTOR ZHIVAGO," have certainly given a great spur to our sales.

I am going to send you a complete set of these sound track records, the Lear concept—of course, which will be in the mail by the time you read this issue of BILLBOARD.

Bill, it was so nice seeing you again . . . in my "neck of the woods."

Sincerely yours,
(Signed) Larry Finley
President

INTERNATIONAL TAPE CARTRIDGE CORPORATION
Subsidiary of Magnavox Corporation

Main Office
1290 Avenue of the Americas
New York, New York 10019

TWX 710-581-3496

West Coast Office
1434 Westwood Boulevard
Los Angeles, California 90024
TWX 213-474-5443

12

LONG BEACH, N. Y. — Billed as the largest East Coast tape retailer, Tape Town opened at 515 Long Beach Road on Saturday (9) to a turnover crowd.

Tape Town is the direct hit of a name of Panorama group whose latest ESP deck bears its name, was among the in-person shops in the United States Village group spent much of their time autographing records, sales record and whatever else was handy.

More than 20 units were in the tape stores during the height of the first day of the store, which is the largest retail outlet of ESP Records. The firm was represented by Bob Berger, president, and Art Halbreich, vice-president. Halbreich also is president of Tape Town.

Tape Town's Grand Opening is slated to be opened in Boston within two months with 20 units for the first year. Tape Town's plans include 60 outlets in the United States and overseas. In addition to RAC, the franchise will carry units of Craig-Panorama, Jack Baker, national sales manager, and Jim Russell, director of marketing, came in from Craig's Los Angeles base for the opening.

The new 4- and 8-track cartridges of all labels, but initial sales were overwhelming. Eight of the 14 employees of the 15,000-square-foot store are at work in installation. Facilities also include six listening booths and 2,000 square feet of parking space. Box installations are also offered. The opening is open seven days a week, midnight Monday through Saturdays and 6 p.m. on Sundays.

Other entertainers on hand included John Paul Vignon, actor, and Gizzy Bitros, discotheque dancer. Actor Russell was Clark.

MUNTZ UNIT SWINGS 2 WAYS

VAN NUYS, Calif.—Muntz Stereo-Pak's forthcoming minia
ture CARtridge player will be able to play album packs as well as the 99-cent single record car-
tridge, reports President Earl Muntz. The 4-track player will sell for $29.95.

CAR STEREO WITH NO INSTALLATION

Just Plug Into Your Cigarette Lighter
Instant Stereo

METRO OF CALIF.

April 23, 1966, BILLBOARD
Now six major 8½ x 11 annual reference issues, providing comprehensive, authoritative information on six specific segments of the music-record industry.

*All distributed without extra charge to Billboard's entire roster of over 21,000 paid subscribers throughout the world.

...THE MOST ALL-ENCOMPASSING REFERENCE LIBRARY OF SERVICE EDITIONS PUBLISHED ANYWHERE FOR ANY INDUSTRY

**MUSIC ON CAMPUS**/The College Market for Records and Talent

On the scene reports from colleges throughout the nation. Contact information and Directory of Artists for use by colleges, and Directory of Colleges (enrollment, auditorium facilities, etc.) for use by artists and booking managers. Winner of the 1964 Jesse H. Neal Award as Best Single Issue published by the American business press.

**INTERNATIONAL COIN MACHINE DIRECTORY** & **Who's Who in the Coin Machine World**

*Circulated to members of the coin machine industry only. Complete name and address directories of all firms dealing in the manufacture, distribution or maintenance of coin-operated equipment. Composer biographies and photo gallery of leading coin machine men throughout the world.

**THE WORLD OF COUNTRY MUSIC**

For the music industry and music fan alike, the most complete and authoritative annual report published for the country music field. Feature articles by leading country music personalities. Complete coverage of the Nashville scene. Directories of Country Artists and Managers. Winner of a 1963 Jesse H. Neal Editorial Achievement Award.

**THE INTERNATIONAL BUYERS GUIDE OF THE MUSIC-RECORD INDUSTRY**

The most internationally known and referred to directory in the Billboard Library — complete name, address, phone, products, affiliates and branch office listings for everyone providing a product, service or facility available to the music-record industry (domestic and foreign).

**THE INTERNATIONAL RECORD TALENT SHOWCASE Who's Who in the World of Music**

A comprehensive booker's directory of national and international recording artists. Separate directories, photo galleries and show case sections on the year's top artists in every major musical category.

**THE WORLD OF RELIGIOUS MUSIC**

The newest addition to Billboard's roster of industry-service annuals... providing an in-depth study of the various forms of religious music (gospel, sacred, spiritual) which have grown to be a major force in record industry. Listings of artists, publishers and record manufacturers specializing in religious music.
Available in the MuntuZ STereo-PAK Cartridge Library

Billboard Chart

From the World's Largest Library of Continuous 4 and 8 Track Stereo Cart- Reel Cabinets Including the Entire Rock, Folk, Jazz, Pop and Classical Catalog of 37 Major Labels! Over 40,000 Album Selections – From $2.98 Per Album Cartridge!

MuntuZ STereo-PAK

Billboard Top LPs

1. Going Places – Herb Alpert & Tijuana Brass
   2. Whipped Cream & Other Delights – Herb Alpert & Tijuana Brass
   3. Boots – Nancy Sinatra
   4. In the Shadow of the Border – Herb Alpert & Tijuana Brass
   5. The Lonely Bull – Herb Alpert & Tijuana Brass
   6. September of My Years – Frank Sinatra
   7. If You Believe Your Ears and Eyes – Tom Lehrer
   8. The Man and His Music – Frank Sinatra
   9. When the Tijuana Brass – Tom Lehrer
   10. Crying Time – Ray Charles
   11. Why Is There Art? – Bill Cosby
   12. Sing My Song – Dean Martin
   13. Somewhere There's a Someone – Dean Martin
   15. See What Tomorrow Brings – Peter, Paul & Mary
   16. Michelle – The Impressions
   17. Batman Theme – Marketts
   18. Look at Us – Sonny & Cher
   19. Ridin’ High – The Impressions
   20. Do We Believe in Rock’n’Roll? – Bill Cosby
   21. The Wondrous World of Sound Quality – Sonny & Cher
   22. I Started Out as a Child – Bill Cosby
   23. My Love – Petula Clark
   24. You’ve Lost That Lovin’ Feelin’ – Righteous Brothers
   25. Sinatra ’65 – Frank Sinatra
   26. Solid Gold Soul – Various Artists
   27. Boulevard of Broken Dreams – Boots Randolph
   28. Lightnin’ Strikes – Lou Christie
   29. Drifters – Arthur Prysock & Count Basie
   30. Champagne on Broadway – Lawrence Welk
   31. Moonlight Sinatra – Frank Sinatra
   32. Big Sixteen, Vol. II – Gene Pitney
   33. Heaven with Tom Lehrer
   34. Moon Over Naples – Billy Vaughn

Ford Cartridges Are Off To a 60,000 Flying Start

VETERAN CHICAGO DISTRIBUTOR, James H. Martin, demonstrates operational ease of the Lear 8-track Cartridge into a demo unit he has set up in his office. The unit, equipped with stereo speakers, shows two models of the Lear “aftermarket” cartridge system which Martin distributes in the Chicago area.

Mercury owners ordered the playback system, while the percentages for the popularly priced Ford and Mustang are 3 and 2.9, respectively. It should be noted, however, that one-third (20,000) of all cartridge units sold are in the Ford Galaxie.

A check at local Ford, Mercury and Lincoln dealers points to the Stereonic plastic tape player as rapidly taking on the title at Ford’s most popular luxury option. Dealers report that in the metropolitan area an estimated 50 per cent of all Ford Co. cars in the luxury field are equipped with the player.

At Gotham Ford, President Terry Teske finds the unit a popular option. He says it compares favorably to an option such as air conditioning, especially since the cartridge unit was introduced only last fall. According to Carl Soderberg of Mars Motors in Rockland County, nearly every Lincoln goes out with a Stereonic tape player. All配电系统的市场, that the cartridge unit sharply outshines the other luxury options.

One of every three Thunderbirds in Gotham stock contains the Stereonic player.

Alfred Aquilano, president of Empire Lincoln-Mercury, said that many car owners who bought 1966 models in the fall knew very little about the cartridge system. "They now come back and ask for it to be installed." (The Stereonic tape player is a factory-installed option. The car owner can purchase cartridge units made by several for installation by dealers under the ear dashboard.)

Aquilano added Stereonic sales on the Continent “are overwhelming.” On the lower priced Mercury however, sales are moderate. Of course, a customer shopping for a Thunderbird or Continental tends to be more option minded than one who is considering the more popularly priced automobiles, he said.

Third for ‘Smith’

NASHVILLE—“Carl Smith’s Country Music Hall.” Canadian network TV show, has been set for a third consecutive season, according to W. E. (Lucky) Moultrie, Smith’s agent, and Peter Perrin, associate producer of the show. The show will be seen in color next fall, marking its first color presentation of a network show. Portions of the show are at present being shown throughout the British Commonwealth and Germany, according to Perrin.

RAC Sells Imports

The outfit intends to distribute a 4-track recorder and playback in July. Craig-Panorama is expected to market a similar unit. The compatible units have been treated with Teflon for protection against weather extremes, Berger said.

RAC has been in existence since October. It has appointed Harry Handler, formerly in the lighting industry, as its representative for sales of background units for use in stores, offices, apartment houses, elevators and other public and semipublic places.

RAC carries an inventory of cartridges from various distributors.

The new compatible units are designed to handle the Lear-type 8-track and Fidelique-type 4-track cartridges.

TAPE CARTRIDGE

CONTINUED FROM PAGE 1

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THE EXCITING INSTRUMENTAL HIT OF THE YEAR!

BERT KAEMPFERT AND HIS ORCHESTRA

STRANGERS IN THE NIGHT

A Theme From The Universal Picture
"A Man Could Get Killed"
31945

DECCA
A Division of MCA Inc.

JUST RELEASED . . .
THE ORIGINAL MOTION PICTURE SCORE ALBUM
FROM THE UNIVERSAL PICTURE
"A MAN COULD GET KILLED"

MUSIC COMPOSED AND CONDUCTED BY
BERT KAEMPFERT

DL 4750 (Monaural)
DL 74750 (Stereo)
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### Following the Major Record Markets

**Is Where the Music Action Is**

**April 23, 1966, Billboard**

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**Following the Major Record Markets**

**Is Where the Music Action Is**

**April 23, 1966, Billboard**
POP SPOTLIGHTS

TOP 20

1. THE SUPREMES—LOVE IS LIKE AN ITCHING IN MY HEART (Prod. by Holland & Dozier) (Jobette, BMI)—More exciting sounds from the girls in this sly rhythm rocker with a sing-along beat. Should top their "My World Is Empty Without You" smash. Flip: "He's All I Got" (Jobette, BMI).
2. JAMES BROWN—IT'S A MAN'S MAN'S WORLD (Dynatone, BMI)—The wailer has a top of the chart disk in this slow blues shouter that will quickly hit both pop and R&B markets. Flip: "Is It Yes Or Is It No" (Dynatone, BMI).

COUNTRY SPOTLIGHTS

TOP 10

1. RED SIMPSON—REST YOUR LOVE (Know Patrol) (Prod. by Ken Nelson) (Central, BMI)—With "Roll, Truck Roll" still on the country chart, Simpson introduces this up-tempo ballad also in the "transportation" vein. Flip: "Big Mack" (Central, BMI).
2. JEAN SHEPARD & RAY PILL—I'LL TAKE THE DOG (Prod. by Marvin Hughes) (Mimosa, BMI)—I'LL FIGHT THE WORLD (Pamper, BMI)—Two-sided smash for the talented twosome. Top side is an amusing view of the divorce problem, while the flip is an easy-go ballad written by Hank Cochran and Joe Allison.

R&B SPOTLIGHTS

TOP 10

1. LITTLE MILTON—WHEN DOES HEARTACHE END (Prod. by Davis & Caston) (Charlee, BMI)—Strong bid for both pop and R&B sales action from this Milton wailer with lush string backing. Flip: Information not available. Checker: 1128
2. NATH HULL—YOU DON'T KNOW HOW I FEEL (Dee, BMI)—WHY I WANT TO KNOW (Dee, BMI)—Both sides have strong potential for the R&B markets. Solid vocals by Hull on his own tunes should quickly establish him on the charts. Loop: 690

CHART

SPOTLIGHTS—Predicted to reach the Top 10

PEGGIE KLAUS—Keep On My Heart (Bruni, BMI) JEWEL 762 ROBBIE LAND—Don't Tell Them That War (Warner Bros., BMI) JEWEL 764

MARK Long—What Makes You Love Me (Bruni, BMI) JEWEL 763

CARTER BROTHERS—We've Been Married (For Four Long Years) (S-Clo, BMI) JEWEL 765

COUNTRY SPOTLIGHTS

TOP 10

1. THE COUNTRY—The Country Chart (BMI)
2. THE COUNTRY—The Country Chart (BMI)
3. THE COUNTRY—The Country Chart (BMI)
4. THE COUNTRY—The Country Chart (BMI)
5. THE COUNTRY—The Country Chart (BMI)
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8. THE COUNTRY—The Country Chart (BMI)
9. THE COUNTRY—The Country Chart (BMI)
10. THE COUNTRY—The Country Chart (BMI)
Deon's sensational follow-up to "Love Makes The World Go Round!"

Deon Jackson

LOVE TAKES A LONG TIME GROWING

*Carla #2527*

Production and Management: Ollie McLaughlin

Distributed by

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**Billboard BREAKOUT SINGLES**

**COOL JERK**

Capitol, Karen 1524 (McLaughlin, BMI) (Detroit)

A smash in Detroit and spreading everywhere!

**COOL JERK**

The Capitols

*Karen #1524*

Production and Management: Ollie McLaughlin

Distributed by
### Billboard Hot 100 Chart (Week Ending April 23, 1966)

#### Star Performer
- "You're My Soul and Inspiration" by Charley Pride

#### Top 10 Songs
1. "Good Lovin'" by The Whispers
2. "Sloop John B" by The Beach Boys
3. "Monday, Monday" by The Beach Boys
4. "Satisfaction" by The Rolling Stones
5. "Young Love" by Everly Brothers
6. "I Can't Grow Peaches on a Cherry Tree" by The Louvin Brothers
7. "When a Man Loves a Woman" by Wilson Pickett
8. "I'm Comin' Home, Cindy" by The Everly Brothers
9. "I Can't Let My Baby Go" by The Isley Brothers
10. "How Does That Grab You Darlin'" by The Supremes

#### Album of the Week
- "Sgt. Pepper's Lonely Hearts Club Band" by The Beatles

#### Bubble Under Hot 100

#### Billboard Cover Story
- "Billboard" magazine cover featuring "Sgt. Pepper's Lonely Hearts Club Band" by The Beatles.
ROY'S GO-GO GIRL IS REALLY GOING TO THE TOP!

TWINKLE TOES
ROY ORBISON
Stormed Up The Charts In England Overnight!
NOW IT'S HAPPENING HERE!
TWINKLE TOES b/w Where Is Tomorrow  K-13498

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—a company which provides broadcasters with monaural and stereo records of the new releases (albums & singles) through the co-operation of all record labels.

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1. 10 HOT 100 new singles each week
2. 6 new EASY LISTENING singles each week
3. 8 new COUNTRY & WESTERN singles each week
4. Your selection of 10 POPULAR albums from list of 50 to 75 each month
5. Your selection of 10 new CLASSICAL albums each month selected by BILLBOARD’S Review Panel
6. Your selection of 5 new JAZZ albums each month selected by Billboard’s Review Panel

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11. Comedy
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14. Big Band Favorites
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16. Country Favorites
17. Classical
18. Songs of Faith
19. Film Soundtracks
20. Spoken Word

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SMASH HIT!
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T.V. SPECIAL

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(CALL COLLECT)
Jazz Sales Spurting in New York—Thanks to Airplay by WLIB-FM

By CLAude HALI

NEW YORK—Sales of jazz records have received a boost from the market’s new jazz radio stations—WLIB-FM. The station’s air personalities, Del Shields and Billy Taylor, promoted the “Rubber Soul Jazz” album on Merv Gracen in connection with the Corvette discount department store chain over a three-day period. The result, said Mickey Wallach of Metro Distributors, is that Corvette sold out of the album on Tuesday and called for a “very sizable order.”

Hot jazz records albums are getting a kick from airplay on WLIB-FM, said Jerry Field of the label—“Soul Message,” by George Holmes and “Together Again” featuring Willis Jackson and Jack McDuff. Field said the sales had been breaking out in sales in places like Detroit, Chicago, Pittsburgh, and the West Coast. WLIB-FM, though brand new, did a very good job and it’s evident that the albums are selling for the first time in New York because of the station.

Both Juggy Gagey and Benny Sacks at Atlantic Records noticed upward trends in jazz record sales that could be attributed to the station.

Influence of Jazz

Mickey Wallach said there was no question but that WLIB-FM was having a favorable influence on jazz sales, pointing out that “jazz in general has changed over the last couple of years. Things we call jazz now is much more pop-oriented. Jazz has come back to the people. It’s still early yet to judge what total effect the station will have on jazz. But the station certainly is helping.”

The station is reportedly receiving 100% of record day from fans. Management plans to increase the program to three hours within the next two months, starting at noon. Further increases could be in the works during the summer. An April 10 jazz concert at Carnegie Hall, promoted only on the jazz outlet, was a complete sellout, the radio station reported.

Deejays, Pitches Key To WQAM Success

MIAMI—Two things, besides being hot in 100 music format, are the foundation on which WQAM has built its success—its jazz personalities. Program director Lee Sherwood said, “If any Hot 100 station is suffering in ratings across the nation, it’s probably due to lack of promotion. We spend an awful lot promoting the station and the air personalities.”

WQAM was named the major influence on sales of singles by Billboard’s latest Radio Response Rating survey of the market—the nation’s 23rd largest radio market.

“Promotion should be never-ending. You have to give listeners a lot more music than these days; you have to give them excitement. Personalities count, said the talk station is doing okay, it’s because they’ve got great personalities... all of our deejays are also tremendous personalities. Although records are the basis for our audience, it’s the personalities that keep the audience tuned.”

WQAM attempted automation about four years ago, retaining its Hot 100 format. But the experiment didn’t work out, said Sherwood, because the personality element was missing. The sound during those six to eight months of automation was likely the same type of sound on many failing Hot 100 stations today—the time and trend record, however, was WQAM’s Rich Shaw by a long margin. Shaw who’s real name is Jim Hummel, had 42 per cent of the votes, followed by Jim Dunlap, also of WQAM, with 21 per cent.

Shaw also gets an enormous amount of TV exposure with a“Saturday Hop” bandstand type show on WLIB-TV and a “Today” type show 7:30-9 p.m. Monday through Friday on the same station. The morning TV show was started, Hummel said, “because the only group nobody else was covering was the teenagers.” The morning show gives the weather, news and local schools, plays records.

Sherwood said he plans six to seven hours of TV every week. “Sometimes we wish we could play 20 when we have a week of good stuff. Of course, he feels WQAM is the most successful station in Florida. Perature sort of personalities. That’s what he said to Best with Hot 100 radio stations.”

The station had 56 per cent of the votes of Hot 100 record distributors, one-stop operators, and national and local record promotion men; its competitors, WPKN, had 44 per cent of the votes, a fairly close second. The No. 1 air personality influence was also according to records.

Request the Answer for KRLA

By ELLIOT TIEGEL

LOS ANGELES—Enthusiastic public reception to KRLA’s “experiment” with all-request radio during the last two weeks, has prompted the management to adopt the request format completely, making the station the first (Hot 100 station) rocking rating leader in a major market to embrace a request concept.

Station manager John Barnett said KRLA would go ahead with phone request radio subject only. There would be no way to be impossible to play all requests. “It will be something tempering the concept, such as a compilation of the hits.”

KRLA’s system for all-request music programming encompasses a hit list being compiled based on the previous 24-hour phone calls. This compilation, which determines the disk jockeys’ play list, combines the most requested new hits and significant oldies.

Once this information is compiled by two station staffers, with phone request radio subject list, it is treated. Barnett said the management was not interested in having a hit list that was the same across all the country.

Dick Moreland and Penny Dennis, then it is supplemented by an hourly check list of calls. The playlist averages over 2,000 by phone each hour.

WOAH Giving Break To Old and the New

MIAMI—It’s a tough decision to pick country music records for WOAH, said program director Hugh Rankins. I get 20 to 30 good records a week. But, is there a market here for country music? So, I listen to every record I receive and, if possible, I give a break to a new artist.

WOAH, a daytime station that switched to country music last August, was named the No. 1 influence on sales of country music records by Billboard’s latest Radio Response Ratings survey of the market, with 82 per cent of the votes of dealers, record distributors, one-stop, and national record company executives. Harold Thaxton, however, the major deejay influence on country music record sales, followed by Rankins under the air name of Johnny Hudson.

One of the new artists WOAH was giving exposure to was Gus Backus on General American Records with “Big Willie Broke Jail Tonight.” He said he tried to work in as many new artists as possible. Of course, the station depends mostly on established artists, including pop artists singing country music. Al Martino, with “Think I’ll Go Somewhere and Cry Myself to Sleep,” was getting play, said Rankins, because “we’re not trying to program to a metropolitan audience and they like it. We’ve found that we’re not polling just the average country music listener, but getting letters from doctors and lawyers as well.”

He felt radio programs “classical, because ‘if it wasn’t for them, we’d be out of business for programming material.’

The new format has treated the station as an “local business, but not only has local landing picked up, but we have national accounts.”

WILC Analyzes Audiences For New Brinkman Show

PITTSBURGH—Chuck Brinkman’s new stand-by show, which debuted April 16 here on WILC-TV, has its audience down pat. A psychologist who helped producer Jack Elias poll some 60,000 people to outline the exact ingredients for a successful show.

The show’s talent is a more important factor in such a situation, with music played or the excitement of go-go girls, though all bands are the same. Rock and roll music was the overwhelming favorite over jazz and folk music. A dance party was the favored format and the chosen time was 1-2 p.m. Saturday. The show time is slated 12:30-2 Saturday.

Another interesting fact: teenagers have money to spend, the weekly allowance here fell between $3 and $5. The greatest share of their money was spent on records, with dating, clothes and grooming tying for second place. The pool also showed that Chuck Brinkman was their favorite deejay, which is how he got the job.

Global World Pacific Recs. On the Right Track at KHJ During Ad Campaign

BOB LIND OF World Pacific Records is completely satisfied with the KHJ “Bootsie” during a recent 30-day promotion. Air personality Don Shuford was the artist doing the spinning, no doubt, “Elusive Butterfly.”

APRIL 23, 1966, BILLBOARD
Proudly Presents
The Great
Jimmie Rodgers

It's Over
Words & Music by Jimmie Rodgers
B/W
Anita You're Dreaming
#16861

Rainbow At Midnight
No One Will Ever Know
45-129

Honeycomb
Kisses Sweeter Than Wine
45-143

The World I Used To Know
I Forgot More Than You'll Ever Know
45-239

The Greatest Talent on Records
RADIO TV PROGRAMMING

Station KFI Sheds Conservative Image

By ELIOT TIEGEL

LOS ANGELES — Station KFI, 43 years old April 16, is turning off the shackles of a "conservative" image and aiming its programming at the under-25 crowd.

The "new" KFI is still very much a blending of wide radio, but for the first time the 50,000-watt clear-channel powerhouse is becoming competitive in the battle for young adults.

Explaines Program Manager Pat Kelly, "We've been undergoing a change the last year in a long time." Speaking

hearing that change, which Kelly considered to be a "revolutionary step," was the hiring of Edwards as an on-and-off free-wheeling morning man. Hereafter the station's image was quite conservative, with the DJs' calm and reserved and the music scarcely touching the world of current singles and "barn charts."

A recent morning show incorporated Dean Martin, the Mama's and the Papa's, Roger Miller, Si Zentner, Music Company, Petula Clark, Chris Mon-tner, Lovin' Spoonful, Tijana Turc, Errell Garner and Joe Williams.

Edwards will not play two chart singles on non-racous teen groups. Resounding this would drive the adult to dial hop. A 10-year veteran of radio, Edwards had been program director at KHI before it went to NBC-affiliation.

Edwards' open-collar style is rubbing off on other personalities. Other personalities have been with the station for over 10 years. KFI began its all-news, all-news format by dropping voices who did not fit the "conservative" image. According to Kelly admit," Kelly noted, "that teenagers considered us square in those early days." They were the station 21 years and in my opinion it explains how claims that all major policy changes are the result of brain trust of the company's vice president and general manager;" Ke-6-6.6

Jerry Thomas has been pro-

terned to the post of WNOK-AM-FM, Fort Worth-Dak

KRAM. He has been with WNOK since 1968. Also joining the staff is Manie Balz, president of Tree R

R. Don Laplauch has been ap-

ointed operations and sales su-

ervisor. He has been with WNO-

LAP. Among the younger airing of the Alabama Association of Broadcasters.

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"Black Forest Holiday"
Horst Jankowski
b/w "Elmer's Tune"
Mercury Single 72567

From the land where "A Walk In The Black Forest" grew

Both included in his new Mercury Album
MG 21076/SR 61076
QUALITY RECORDS, WHICH DISTRIBUTES A&M Records in Canada, and radio station CHML of Hamilton, Canada, recently teamed up to make it "Herb Alpert and the Tijuana Brass and Baja Marimba Day!" by not only spinning four cuts per hour from the Tijuana Brass cassette 8 a.m. to 11 p.m. and from 3 p.m. to 2 a.m. The wire phone interview with Alpert, but without linking mike, was broadcast from the CHML studio in the Music Centre, from left: Quality's Ontario promotion manager Ed Lawson, CHML music director Ed Preston, Senora Conchita, personality Paul Hanover, and Hal Waggoner of the station. At right, left, Lawon, Preston, Senora and Hanover with various types of personalities in Alex Bernier's Record Center.

STATIONS BY FORMAT

- Continued from page 26

personel & research of local retailers. Approximately 40 new records pro-

**Continued from page 26**

QUALITY RECORDS, WHICH DISTRIBUTES A&M Records in Canada, and radio station CHML of Hamilton, Canada, recently teamed up to make it "Herb Alpert and the Tijuana Brass and Baja Marimba Day!" by not only spinning four cuts per hour from the Tijuana Brass cassette 8 a.m. to 11 p.m. and from 3 p.m. to 2 a.m. The wire phone interview with Alpert, but without linking mike, was broadcast from the CHML studio in the Music Centre, from left: Quality's Ontario promotion manager Ed Lawson, CHML music director Ed Preston, Senora Conchita, personality Paul Hanover, and Hal Waggoner of the station. At right, left, Lawon, Preston, Senora and Hanover with various types of personalities in Alex Bernier's Record Center.

LEPRECHAUN NIXES SHOW-BIZ JINXES!

Our first-night effort came down dog
dead! Do you any deals and the

**Continued from page 26**

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*And you'll flip over our 2-sided smash!

'TRULY JULIE'S BLUES'
b/w
'REMEMBER THE RAIN'

BOB LIND

"Truly Julie's Blues" is included in

DONT BE CONCERNED
BOB LIND
WPS-21041/WP-1041

The 'in' sound for '66
Agent, for directors Lewis staying Jay Jay Lewis the Songs. our at Jacobs, Glen Park Sheraton. May S. Bunny Lewis Visiting U. S. LONDON — Bunny Lewis, head of Anglo-American Enterprises and veteran producer and agents will be visiting London this week. He will make formal tours for Jay and the Americans, who come over to England in May for 10 days. They will cut an LP in the U. K. and play TV and radio dates.

Lewis will be taking several songs in demo form, plus some material for Jay and the Americans and will be talking with Transgo representatives of the Lewis Rich record, "I Don't Want to Hear It Any more." He will be on Parlophone April 7.

Lewis, who is agent for top British deejay and TV personality David Jacobs, will discuss with U. S. agencies possible TV appearances for Jacobs in the U. S. He will also be contacting writers and production companies for acquisition of scripts for Jacobs' use in U. K. Lewis will be staying at the Park Sherraton.

Northern Songs Buys Lenmac LONDON — Lenmac Enterprises, owned by John Lennon and Paul McCartney of the Beatles, has been sold to Northern Songs for $818,000. Lenmac was a company which received royalties from songs written by the two Brits. Fifteen songs written by the duo were published by Northern Songs.

Assets of Lenmac were around $735,000; the firm showed a pretax profit for the last fiscal year of $570,346. Profits in this fiscal year were expected to be over $1 million.

Sir Joseph to Greece, Turkey LONDON — EMI chairman Sir Joseph Lockwood visits Greece and Turkey next week. He will travel on a trip from a visit to the U. S., Japan, Australia and New Zealand—en route to the new HMV factory in the latter country.

In Japan he and other EMI directors talked with Capitol chairman Glen Wallich, an EMI director.

Diana Ross On the Move PALERMO — Seven events between June 1 and 7 at the Basilica of Santa Maria La Nova were the centennial of the Palermo Liturgical and Spiritual Music. Scheduled to take place at 5:30 p.m. daily was the Voices of the Pope, from Rome, and an organ recital with Perosi's "The Resurrection of Christ" with the chorus and orchestra of the Teatro Massimo.

Another music to be heard will be by Bach, Stravinsky, Vivaldi, Berlioz, Schubert, Monteverdi, Bach and others. The church organ and the Sicilian Polyphonic Chorus will be others on the program; the Milan Polyphonic Chorus will be included in the program.
NEW SINATRA SINGLE!
FROM UNIVERSAL INTERNATIONAL'S "A MAN COULD GET KILLED"
BERT KAEMPFERT'S "STRANGERS IN THE NIGHT"

PUBLISHED BY CHAMPION MUSIC CORP./BROWN MUSIC CO.
For all those with a Sound to offer the World

If you have a sound to put on record, you turn to Philips. In every one of 64 countries there is a Philips man who provides you with personal service. He appreciates your needs, your difficulties, your problems. He understands a hundred-and-one things about local market conditions that no outsider could ever begin to know. He can advise more effectively, act more efficiently......

He is part of an international network made up of men like him. All these men are specialists in the fields of recording, pressing, selling, distribution and promotion. By working in smooth co-operation, they can make sure that the sound you hand to Philips becomes a top-rate quality record which can be heard anywhere or everywhere in the world.

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ITALY
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Amsterdam

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Norsk Phonogram A/S
Kirkemaktaren 46 V.
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SPAIN
Fonogram S.A.
P.O. Box 25019
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SWITZERLAND
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TURKEY
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Dunlop Street
St. Laurent, P.Q.

U.S.A.
London Records
25, East Wacker Drive
Chicago (Illinois - 60601)

CENTRAL AMERICA

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Messrs. Manning & Co.
P.O. Box 135
Bridgetown

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Industria de Discos
Centroamericana S.A.
Apartado 439
San José

JAMAICA
Philips Chilanta S.A.
Apartment 337
Kingston

MEXICO
Discos Universales S.A.
Rio Tlalnpi
Mexico 5, D.F.

NORTH AMERICA

ARGENTINA
Philips Sudamericana S.A.
Cajón Postal 2964
La Paz

BOLIVIA
Philips Sudamericana S.A.
Cajón Postal 2964
La Paz

CHILE
Philips Chilanta S.A.
Casilla 2967
Santiago de Chile

COLUMBIA
Philips Colombiana S.A.
Apartado Aéreo 4382
Bogotá

ECUADOR
Philips Ecuador C.A.
Casilla 243
Quito

PARAGUAY
Philips del Paraguay
Casilla Cortés 85
Asunción

PERU
Philips Peruana S.A.
Edificio Continental
Apartado Aéreo 1268
Lima

URUGUAY
Philips del Uruguay S.A.
Avda. República 289
Montevideo

VENEZUELA
Caracas, Apartado Postal 3515

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Amman

ADEN
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AFARIA
Messrs. Yassar A. Alghanem
P.O. Box 223
Kuwait

SAUDI ARABIA
Messrs. A. Reay & A. Sillitain
P.O. Box 203
Jeddah

SYRIA
Messrs. Chaouki & Fils
Rue 8e Parlement
Damascus

FAR EAST

CEYLON
Messrs. Maurice Recke Ltd.
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Colombo

HONG KONG
Messrs. Maudie & Co. Ltd.
Alexander House
7, Des Voeux Road C

INDIA
Philip India Limited
Philip Mawes
7, J. B. Chadha Madhab Road
Calcutta 20

JAPAN
Victor Co. of Japan Ltd.
13, 2-chome, Takajü, Chuo-ku

21

PLATINUM
21, 2-chome, Takajü, Chuo-ku

13

2-chome, Takajü, Chuo-ku

Tokyo
GOOD NEWS FROM PHILIPS BELGIUM ... AND FROM PHILIPS FRANCE

Ferre Grignard now a new star on European T.V. networks, and enthusiastically received at the "Olympia" in Paris - all this due to his hit-single
RING, RING, I'VE GOT TO SING b/w We want war
PHILIPS 319870 BF

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Central offices: Baarn, The Netherlands.
CBS RECORDS recorded the original cast album of the new London musical, "On the Level." Shown here at the session are, left to right, the composer Ron Grainer, Barry Ingham, CBS A&R man Reg Warburton, Angela Richards and Gary Bond.

Lineup of Maggio Musicale

FLORENCE — Artists from U.S., France, Austria, Spain, Great Britain, U.S.S.R. and Yugoslavia will share the spotlight with Italians at the 24th Maggio Musicale Fiorentino which will run from May 7 to July 3.


In addition to the Ballet Moscow from Russia and the Royal Ballet from London with Margot Fonteyn and Rudolph Nureyev, soloists to be heard include Nathan Milstein, Pietro Scarpati and Ivanovitch Richter.

---

TRIESTE TEST FOR WRITERS

TRIESTE, Italy — Prizes of $3,200 and $2,000 are being offered for sympotic works in the Fifth International Symphonic Composition Contest sponsored by the city of Trieste and the G. Tattini Music Conservatory.

Works with or without soloists and written in musical notation up to a maximum of four — may be submitted to the G. Tattini Music Conservatory via C. Gheta, 12, Trieste, until Oct. 16, 1966.

All composers, regardless of nationality, may submit up to two eligible compositions if they have not previously participated in this contest. Best two works will receive the cash prizes and performances. The third classified composition will also be performed during the Trieste Comunale Theater in Trieste.

Winners will be announced by an international jury Oct. 26.

---

Theater

LONDON—The Beatles will全明星 in the United States from Aug. 12 and conclude in San Francisco Aug. 29. Included on the tour are performances of the 50,000-seat Shea Stadium in New York. The Los Angeles venue has been rescheduled from the Bowl to the Dodgers' Stadium. Other dates on the itinerary are Detroit (13), Louisville (14), Washington (15), Philadelphia (16), Toronto (17), Boston (18), Montreal (19), Toronto (20), Cinncinati (20), St. Louis (21) and Seattle (25). The Beatles' return to Germany will be for concerts in three different cities at the end of June. They will also visit Japan for either two or three dates at the Tokyo Stadium beginning July 1.

Jazz Prize to Verve

MONTAUBAN, France—Verve Records has been awarded the Prix du Disque de Jazz 1965 by the Hot Club of France. The award was for "Mess of Blues," recorded by Johnny Hodges, and "Teenage Bop," recorded by Wild Bill Davis. It represented the best record released in France by a small group and the best record in stereo.

EIREANN'S BAN KNOCKING AIR OUT OF 'RISING'S SALES

DUBLIN—It looks as if sales of the many LP's, EP's and singles issued to commemorate the 1916 Rising will be considerably fewer than originally anticipated. This is seen because of Eireann's ban on rebel songs being aired on sponsored programs, which usually give peak exposure to new discs.

Among releases affected are the Maccaroni's low-priced Ember album, "50 Years After," which contains records by Paddy Ryan and Artur Murphy's Columba set, "A Nation Once Again" and Dominic Behan's Pys LP, "Rebelion." The first rebel number to break through to the best seller was Johnny Flynn Showband's "Black and Tan Gun," which has been heard on the national station's "Top 10" show for a year by a small group and the best record in stereo.

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FROM THE MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Mr. Gompert, managing director of the Banstir Publishing Co., traveled this week to the U. S. for a one-month visit. Gompert will meet business connections of his company, the Iramac Co. has released his first single in the Netherlands. Big news from Photograph: It released Holland's "First Lady of Jazz, Mrs. Rita Reys with teen singer Bob de Nys in a duet recording "New-Fashioned Waltz." It is "Sadie by Sadie" by young Dutch musician, singer - guitarist - composer Pinco Sluiter, who composed a catchy song, "Ik Ben Gelukkig Zonder Jou" (I'm Quite Happy Without You). They are backed by Conny van den Bos on Phonics. The song was written by the 16-year-old soloist and groups on records are more popular than ever. Besides fast cabinet cabinet LP's and records of the many beat groups, various Dutch singers maintain constant sales with high turn arounds. A new LP and single is "Dutch Bob Dylan" Roodewijg Groen who holds Smuggler's contract, and American Teresa the "Rock with a Smile" (Impala) that will sell well in England, are high in the charts here with "The Sun Ain't Gonna Shine No More." Jan Sterenberg, managing director of the Banstir Publishing Co., reported increasing sales "Lied voor Lied." Recently, Sterenberg also released an LP of the Belgian "multi-award" organ player. Negotiations are on for a Dutch TV appearance. Also the Belgian singer who set the top 40 with a single that jumped from zero to the Top 40 within a week. "Welterste Miene" of the Program "Veronica" (Hisar concert director)....American trio the "Impossible" (Veronica), also doing well in England, are high in the charts here with "This Ain't Gonna Shuna Shang Hug, I'm Takin'."

Jazz Trumpet Ver "Julian Newton," of Kruyse is still causing a discovery. Sales of "Howlin' White..." are too good for distribution. At all times, Jack Kruyse obtained the U. S. L. I. K. license for those labels....Agent Tilo Burns, who is discussing the merger of his business with the Gruve organization, has signed two more name groups to his agency — a leading London and Cologne Hedges and Rappers.

Rome—The first time the Big Band Orchestra of the World, which is a member of the World Federation of the Performing Musicians, has switched to the U. S. L. I. K. license, the World Federation has not received any notice of concerts of its groups. This is the case with the "Hit" Group, "The Beat's "Your Terminal" and "The Beat's "Your Terminal."....Artone Records has recorded songs by Cesare Barbieri and "The Beat's "Your Terminal," and "The Beat's "Your Terminal."....The World Federation has been invited to participate in the World Congress of the Performing Musicians in London this year. The World Federation will send representatives to the Congress and will also hold a meeting of its own. The meeting will be held in London and will be attended by representatives from all over the world. The meeting will discuss the future of the world's music industry and will also hear reports from the various national associations.
NEW RELEASES

The Man From U.N.C.L.E.; Mr. Kiss-Kiss Bang-Bang; The Spy Who Came In From The Cold; Goldfinger; The Saints; Thunderball; The Avengers; From Russia With Love; I Spy; Our Man Flint; The James Bond Theme.

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LIGHTS! ACT
TAKE HOLLYWOOD HOME

That's our grabber. It launches the most gigantic movie music campaign ever presented in the record industry. The timing is perfect, too. April is Academy Awards month. Interest in Hollywood is at its highest pitch. Columbia Records is out to help you get those immediate impulse sales and spur long-term catalog movement.

And Columbia has the stuff it takes. Movie sound track albums. Albums of popular artists and great songs from the movies. They're all here, in the world's greatest collection.

Sounds good, doesn't it? Want more? You've got it. This tremendous promotion is spearheaded by five outstanding new album releases that, all by themselves, would be enough to make customers want to Take Hollywood Home!

A TOTAL SUPPORT PROGRAM BEHIND YOUR "LIGHTS! CAMERA!...MUSIC!" CAMPAIGN!

Here are 7 dynamic merchandising elements geared to get complete exposure for Columbia's sound track and movie music catalog.

CENTRAL DISPLAY PIECE A unique full-color unit with random-flashing colored lights showcasing four new Hollywood albums. Allows an interchange of album covers as desired.

WING DISPLAYS Three unique wing displays on which kleen-stik covers can be affixed.

TENT CARDS To showcase the Andy Williams and the My Fair Lady albums in "impulse" outlets, special tent cards have been prepared specifically for those stores with limited space.

ANDY WILLIAMS BROWSER UNIT A 30-count pre-pack counter browser prepared for the new release, Shadow of Your Smile.

"MARQUEE" DISPLAY CARDS AND KLEEN-STIK COVERS Three unique "marquee" display units, on which kleen-stik covers can be affixed. A special pack of kleen-stik covers featuring Columbia sound track and movie music albums will be supplied.

TWO BROWSER DIVIDER CARDS One lists all sound tracks, the other features music from the movies.


All this, plus: An extensive key-city national radio advertising campaign!
From Columbia’s Movie Music Catalog:

Five Great New Hollywood Releases:

April is “Take Hollywood Home” month on COLUMBIA RECORDS®
THE NEXT No.1 ALBUM

THE SUPREMES

I Hear A Symphony

Look for the May 5 issue of Look Magazine featuring The Supremes in a five page pictorial story. On the newsstands April 19.

I HEAR A SYMPHONY, MOTOWN MLP 643 (M); SLP 643 (S)

MOTOWN RECORD CORP.
DETOIT, MICH.
The Sound of Young America
<table>
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FROM THE MUSIC CAPITALS OF THE WORLD

Consists mainly of children's stories retold by children, like the stories of C.S. Lewis and J.R.R. Tolkien.

The Sun Ain't Gonna Shine Any More by Spencer Dugan's Somebody Help Me and Joe Brown's Blue Velvet Butterfly, and at No. 5, Dave Davies's Kinks' "Hold Tight.

Pulver has signed a five-year contract with Don Summer. A new album, "Batman and Robin," is due in June.

Bayne's 'Elusive Anrlei.'

Lind's 'Billy's Song.'

The track list includes "I'm in Love," "You're My World," and "My Name is Eliza.

Just days after the first World Music Awards at the Cannes film festival, Italian group Basta has released its debut album "Eterno." The album includes hits like "Eterno," "Il Mio," and "La Nostra." The group has sold over 10 million copies of the album, making it one of the best-selling albums of all time.

In a recent interview, Basta's lead singer, Mike Ducey, said, "We wanted to make an album that reflected the diversity of our country and our culture. We wanted to create something that people could relate to and feel proud of." The album features a mix of traditional Italian music, rock, and pop, and it has received critical acclaim for its unique sound and message.

To celebrate the release of "Eterno," Basta is embarking on a world tour that will take them to cities around the world. The tour will include stops in Europe, Asia, and the Americas, and tickets are selling out quickly. For more information on the tour, visit www.bastaitalia.com.

The album "Eterno" is a testament to the power of music to bring people together and promote unity. Basta is a group that is committed to using its platform to make a positive impact on the world, and we are excited to support them on their journey.

We hope you enjoy listening to "Eterno," and we encourage you to support this incredible talent that is changing the world through music.
ARGENTINA

This Last Week

1. "I Know Him So Well" (J. Rohe)
2. "Canta mucho" (J. Rohe)
3. "Siempre" (J. Rohe)
4. "El amor" (J. Rohe)
5. "Un beso" (J. Rohe)

HOLLAND

This Last Week

1. "Deborah" (J. Rohe)
2. "Alles valt" (J. Rohe)
3. "Bij de woestijn" (J. Rohe)
4. "Maar" (J. Rohe)
5. "Zongt" (J. Rohe)

NEW ZEALAND

This Last Week

1. "I'm In The Mood For Love" (J. Rohe)
2. "The Man I Love" (J. Rohe)
3. "My Way" (J. Rohe)
4. "Come Home" (J. Rohe)
5. "The Days of Wine and Roses" (J. Rohe)

PHILIPPINES

This Last Week

1. "I'll Be Seeing You" (J. Rohe)
2. "My Way" (J. Rohe)
3. "The Man I Love" (J. Rohe)
4. "My Heart Sticks Out" (J. Rohe)
5. "The Days of Wine and Roses" (J. Rohe)

SINGAPORE

This Last Week

1. "I'll Be Seeing You" (J. Rohe)
2. "The Man I Love" (J. Rohe)
3. "My Heart Sticks Out" (J. Rohe)
4. "My Way" (J. Rohe)
5. "The Days of Wine and Roses" (J. Rohe)

IN THE MUSIC CAPITALS OF THE WORLD

Continued from page 49

most of Anthony Newley's material, including "Stop the World I Want to Get Off," who is now a established TV personality in America with his "Bob Crosby Show" which is aired nationally twice weekly, will be joined by son Chris in seven weeks. He will appear on his father's show and may possibly be the second to appear here in Melbourne.

JULIUS GILDER

TOKYO

Mila and Neapolitan singer Franco Cappelleri made his concert debut at the Sapporo Hall last month. They are touring Japan until the end of the month, and, although tickets have been marketed by King Records under the label of Seven Seas, Toshiba Records (EMI) released October 15 that "Judy Garfield - Liza Minnelli," co-host at the Paladium, London, in the month of September, had written that, "If the Beatles were not killed in those four months, they will be the most popular group in the world." The Canadian disk industry introduces a new $10 million dollar sales in January up 13.9 per cent over the season, according to the Dominion Bureau of Statistics. In January, singles were up 6.2 per cent, EPs up 17.7 per cent and mono albums were up 14.6 per cent compared with the same month last year. The Guess Who's "Believe Me," also picked up momentum, as did the CWR Rood for Belgium, Holland and The Netherlands sérieing the Beaux." "She Belongs to Me," and the Squires "Misty," international deals by quality voice Disques Vogue in France releasing "Mississippi" by the Go-Go's, Home Industries, in the Philippines and Sony in Singapore.

The Yeomen's "Take The First Train Out," is the latest release from "The Living Saints "Stuck On Yourself" are touring the country, and the Regent's "Me and My Shadows," June Carter, in Toronto with the Johnny Cash Show last month, brought in "I've Seen It All," by Gordon Lightfoot, "Who's Love," Neil Diamond's Family's next single. CHHJ Hall's "She's Not There"

breaks his disk debut on Air with his own firm, "La Love That Can't Be," backed by the Jan Berry, "Favorite," who is due to go. "Current Canadian releases from RCA Victor include a single from the Country & Western's second album, upcoming in May. "Miley Cyrus" debut single, "Downtown," is new single by country artist Dick Diamond.

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**BREAKOUT ALBUMS**

**★ NATIONAL BREAKOUTS**

**FRANKIE AND JOHNNY**

Elea Prellay, RCA Victor LPM 3535 (M); LSP 3535 (S)

**NEW ACTION LP's**

These new albums, not yet on Billboard's Top LPs chart, have been getting strong sales action by dealers in niche markets.

**SOUL AND INSPIRATION**

Righteous Brothers, Vee-Vee 5 6050 (M); V 6 6050 (S)

**ONE STORMY NIGHT**

Mystic Moods Orch., Philips PHM 200-205 (M); PHS 600-205 (S)

**TRINI**

Trini Lopez, Republic R 6196 (M); RS 6196 (S)

**LOVE**

Shades EKI 4001 (M); EKS 74001 (S)

**THE KINK KONTROVERSY**

Kinks, Reprise R 6197 (M); RS 6197 (S)

**LESLEY GORE SINGS ALL ABOUT LOVE**

Mercury MG 21066 (M); SR 61066 (S)

**THE SOUL ALBUM**

Oxas Redding, Volh 413 (M); 5 413 (S)

**I SEE THE LIGHT**

Five Americans, HBR HLP 8503 (M); HST 8503 (S)

**JANE MORGAN IN GOLD**

Epic, LN 24190 (M); EN 24190 (S)

**POP ARTISTRY**

Sarah Vaughn, Mercury MG 21069 (M); SR 61069 (S)

**THE ROLLING STONES SONGBOOK**

Andrew Oldham Orch., London LL 5467 (M); PS 457 (S)

**CLASSICAL SPOTLIGHT**

MUSIC FROM MARLBORO MENDLSOHN: OCTET IN E FLAT MAJOR/MAZURKA FOR TWO VIOLINS AND ORCHESTRA

Various Artists, Marbloo Festival Orch. (Schonberg). 720 (M); 7 20 (S)

Now coming another exciting record in the Marbloo series combining many of the top solo artists. Whether in either part or as an entire record, they give distinguished readings, full of scope and character.

**SOUNDS FOR THE 60's**

Gary Montague, Capitol T 3429 (M); ST 3429 (S)

**BAROQUE GUITAR**

Johann Bramer, RCA Victor LM 2592 (M); LSC 2592 (S)

The first of a series of recordings by Gary Montague and orchestra. "Marbloo oasis" is the nucleus of the Baroque Guitar, fertile and strong with the label's talented performers by Gary Montague and orchestra. The series promises to be a delight to both baroque buffs and connoisseurs of classical guitar.

**SPOTLIGHT**

J. S. BACH: ST. JOHN FASION (3-LP) / 3-LP)

Various Solists, Bach Choruses. Orch. of the Amsterdam Phil., conducted by the three-lead, organ and a solo trumpet, the Bach continents and the Amsterdam Orchestra's playing are immaculate.

**SPOTLIGHT**

**RHYTHM AND MELODIES**

Vivente Cafe Nova/Novo Mus. Doco DI 4732 (M)

Latin-American styles are supported by the marvellous Rino Moses. The pre-lunch hour is presented here with the "Umbrella Girl," "Quinta Mil," "Bar Hug," "My Soul." A delightful album.

**INTERNATIONAL SPOTLIGHT**

Frankie Vallone, His Yanks. Columbia CL 2450 (M); C 2450 (S)

Bloomers on pop points taken from several very melodic records. "She's The One," "The Sound Of Music," and "Penny Poppin.", Frankie Vallone's has produced one of the best albums yet, 2450.

**INTERNATIONAL SPOTLIGHT**

SOUTH AMERICAN SUITE

Columbia Symphony Orch. of Buenos Aires (De los Rios). Columbia EX 5182 (M); ES 5183 (S)

The Columbia Symphony Orchestra of Buenos Aires performs capturing musical themes of Paganini, Argentina, Peru and Douglas. This album also contains a substructure of the orchestra's expertise of the musical riches of the four countries in highly entertaining style. A beautiful work.

**POP SPECIAL MERIT**

**TROMBONE, GUITARS AND ME**

Tommy Leonetti, RCA Victor LPM 3543 (M); LSP 3543 (S)

Leonetti sings in an easy, relaxed style which makes for good entertaining and electrically listenable. That's a good variety of "Mambo" and "Mambo." His combination of "Ole Ole! I Sing." "Sure! Little Big Band" as well as "If You're The One For Me." Arrangements and production are simple yet ingratiating.

**POP SPECIAL MERIT**

**SALUTE TO OUR FIGHTING MEN IN VIETNAM**

Paul Lovel and the Band of America, RCA Victor LPM 3460 (M); LSP 3460 (S)

Kinged on the current love for heroic roundels and here is a recording that could provide both the military and the general public with both a nostalgic and a much-needed album. The band's "Best of the Best," "Sarge," and "The Wild Blue Yonder."　　

**POP SPECIAL MERIT**

**THE BIG BULGAR HARMONICA OF BEN BENAY**

Capitol T 3438 (M); ST 3438 (S)

Blue-rock comes to a developing trend with "Ben Benay's Harmonica" for the first time. The band's track of instrumental music which include "Got Me Wrong," "Murphy's Train," and "You've Got To Hold My Love Away." The band's harmonica in no rock and the rest in benay's. A short dwarf.

**POP SPECIAL MERIT**

**THE BLUES PROJECT LIVE AT THE CAFE AL GO GO**

Varke Folkways FW 9024 (M); FW 9024 (S)

With the excitement of electronic sound, the blues-obsessed "Blues Project" are seen in action to their fullest. "My Love To You" all were recorded live at New York's Cafe Al Go Go.

**SPECIAL MERIT PICKS**

Special Merit Pick's are new release of outstanding merit which deserve exposure and which could be commercial success within their respective categories of music.

**ORIGINAL CAST SPECIAL MERIT**

GILBERT & SULLIVAN SPECTACULAR

D'Oyly Carte Opera Company/Royal Philharmonic Orch. (Sargent). London SPC 21010 (S)

This three-record set is a truly inspired translation and are one that will long be remembered. Among Sargent, Richard Olivier, Richard Winn, and those other new-papers and the orchestra's conducting and the coproductors Orchestra's playing are impeccable.

**SPECIAL MERIT**

GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS

Stary Black, London Paris SPC 21009 (M)

Franklin Black performs with zest and imagination in the splendid and the London Festival Orchestra does itself proud.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is handled by Bill- board'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.

**POP SPECIAL MERIT**

**THEMES FOR SECRET AGENTS**

Ralph Shaw Orch., London SP 44076 (S)

The Ralph Shaw Orchestra takes the story of the secret agent theme from Stanley and other developments. It's a great music and the like. The album is rich in production and the usual sound is outstanding.

**LOU RAWLS LIVES**

Capitol T 2459 (M); ST 2459 (S)

The fantastic Lou Rawls exhibits a touch of you and more than a touch of one of the sunset as he develops. This album is presented here with the "Star And The Sun," "Put Him In A Class All By Himself." A definite winner.

**ALBUM REVIEW POLICY**

Men Who Read Business Papers Mean Business

**APRIL 23, 1966**

**BILLBOARD**
"I'm Comin' Home Cindy"

Trini's Towering Singles Triumph

0455

From His New Album

Reprise Album #6196
The Folk-Rock Version

of one of the hit tunes
from the Broadway Musical Smash —

Man of La Mancha

Music by MITCH LEIGH
Lyrics by JOE DARION

“LITTLE BIRD, LITTLE BIRD”

Recorded on ABC Paramount Records by

THE HIGHWAYMEN

Published by

SAM FOX PUBLISHING COMPANY, INC.

1841 Broadway • New York, N.Y. 10023
1680 Vine Street • Hollywood, California 90028

Robert Schwad, Gen. Prof. Mgr.
Benny Miller, West Coast Rep.

April 23, 1966, Billboard
NEW YORK — Reasons for classic records' popularity vary from store to store in the metropolitan area.

Cited by dealers are composers, companies, artists, packaging, and packaging. Standard works seem to do well in all outlets.

Also, some records are checked to carry some classical stock, most do not carry much stock in that line. No store in the survey carries only classical titles.

Orlando Arroba of Colony Record Shop finds most customers look for what they want before entering the store. Some, however, ask with a tendency to specialize in classical voices. Playing records in the store, such as records by Montserrat Caballe and Leontyne Price, both on RCA Victor, attract interest.

Arroba found that a recent interest in the Leonard Bernstein recording of his 4th Symphony on Columbia drew the same sort of interest among customers. The hot topic in classical music is Lincoln Center. When Columbia offers records and recordings by Lincoln Center's musicians, the store has a good amount of business. The Philharmonic and Kostelanetz record for Columbia. Sargent has conducted on Lon., RCA Victor, Capitol, Angel Everette and RCA Victor. The Columbia has appeared on Victor.


Labels the soloists have appeared on are Capitol, Columbia, Victor, Angel, and Kapp.

Conductors for Promenade are

NEW YORK—Andre Kostelanetz, Sir Malcolm Sargent, and Morton Gould will conduct the popular music and opera seasons of the New York Philharmonic from May 25 to June 23 at the Philharmonic Hall.

The Philharmonic and Kostelanetz record for Columbia. Sargent has conducted on Lon., RCA Victor, Capitol, Angel Everette and RCA Victor. The Columbia has appeared on Victor.


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TOP DISK ACTS MADE DEBUTS AT THE MET

NEW YORK—Several top recording artists made their debuts at the Metropolitan Opera during the season which closed on Saturday night (16). Among the debuts, the company's roster were Mirella Freni, Frank Reardon, and Montserrat Caballe, Pilar Lagardera, and Montserrat Caballe.

Among the new Met male singers were Alfredo Kraus, Gheorghe Raimondi, Thomas King, Richard Crooks, William Reddon, and Nicola Ghisla. Also appearing were Mirella Freni, Grace Bumbry, mezzo-soprano, and conductors Zubin Mehta, Francesco Mazzotta, and Lambrerto Gardelli.

All the debuts are heard on Angel, RCA Victor, Deutsche Grammophon, London, Columbia, Mercury, and Decca.

This week's best-sellers in classical LP's: 4

CITIZEN'S LIKES AND DISLIKES ARE REVEALED IN N. Y. DEALER SURVEY

MUSICIAN

Customer's Likes and Dislikes Are Revealed in N. Y. Dealer Survey

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Bernstein Batons Vienna at Gala In Monte Carlo

MONTE CARLO — Leonard Bernstein, Columbia Records artist, conducted the Vienna Philharmonic Orchestra and appeared as soloist in Concerto for Piano K 455 in an all-Mozart program, one of the special centenary events of the Monte Carlo anniversary celebration. Event took place in the Salle Garnier, usually occupied by the Monte Carlo Symphony, currently on an American tour.

PARIS — a formidable program of concerts has been set for the Centenary Year of Monte Carlo. Following the appearance of Bernstein, the Monaco capital will present a host of concert stars throughout the summer, including Birgit Nilsson, Joan Sutherland, Van Cliburn, Sir John Barbirolli, Charles Munch, Vladimir Ashkenazy and Regine Crespin.

Say You Saw It in Billboard

ATTENTION RECORD DEALERS, DISC JOCKEYS, PROGRAM DIRECTORS—Expect a lively demand for the records below ... they're featured in Record Company consumer advertising this month in HIGH FIDELITY Magazine!

Read the following high fidelity sells across the board ... $10,000,000 worth of records a year.

HIGH FIDELITY'S RECORD ADVERTISING spots these discs for MAY

1. STRAVINSKY—Sacre Du Printemps (Rite of Spring), Boulez/R. T. F. Orch. N1, Nonesuch H 8031 (M); H 71035 (M)

2. BEETHOVEN—Symphony No. 5. Boston Symph. Orch. (Munch), RCA Victor VCP 1035 (M); VICS 1035 (M)

3. NIELSEN—Concerto For Violin, Varga, Simkow, Royal Danish Orch., Turnabout TV 4043; TV 34043 (S)

4. BEETHOVEN—Symphony No. 1 & 8, Hall Orch. (Barbieri), Every-thing Records ELM 1505 (S)

5. NIELSEN—Symphony No. 4, Royal Danish Orch. (Korngold), Turnabout TV 4050 (M); TV 34045 (S)

6. MASTER WORKS FOR ORGAN, VOL. 2—Hansen, Nonesuch H 1105 (M); H 71105 (S)

7. PAGANINI—Sonatas, Barbirolli, Mau 9025 (M); Mau 9026 (S)

8. DVORAK—Symphony No. 9, Hall Orch. (Barbieri), Everyman SRV 162 (M); SRV 18202 (S)

9. WEBER—Concerto in F for Bassoon & Orch. Zukerman, Faselt, Wurlitzer Chamber Orch., Turnabout TV 4039 (M); TV 34039 (S)

10. RICHTHOFEN—Symphony No. 9 (2-1/2 "P", Boston Symph. (Munch), RCA Victor VCP 6003 (M); VICS 6003 (S)

BOSTON—Several top recording artists will appear at the eight-week Tanglewood Festival in Lenox, Mass. The Boston Symphony Orchestra, Erich Leinsdorf, music director, which records on RCA Victor, will again conduct at the festival. The dates are July 2 to Aug. 21. Other conductors will be Sir Adrian Boult, Thomas Schippers, Stanislav Skrowaczewski, and Sixto Feliu.

Vocalists include Montserrat Caballe, Giacinto Pravato, Carole Alberts, Ernest Haefliger, George Shirley, Thomas Paul, John Rando, Ara Berberian and Erna Flegello. Pianist on tap are Van Cliburn, Dinu Lipatti, Leon Fleisher, Grant Johannesen, Jorge Bolet, Jeanne-Marie Dorer. Other instrumentalists will be Benjamin Goldberg and Joseph Silverstein, violinists, and Leslie Parnas, cellist.

Rabin Guest Artist

BRUNSWICK, Me.—Violinist Michael Rabin, whose records have been released by Capitol and Angel, will be guest artist at the summer music school and contemporary music festival at Bowdoin College. The school will run from June 26 to Aug. 13. Festival dates are Aug. 8-13.

Tanglewood Artists Listed

NEW YORK—A four-week Tanglewood Festival is set by the New York Philharmonic under the direction of Stokowski, for its Philharmonic Hall from June 30 to July 23. The Philharmonic has chosen star conductors and an unusual program for its recordings for Columbia.

Conductors will be Igor Stravinsky, Mildred Tucker, Eugene Ormandy, Robert Craft and Kirill Kondrashin. The soloists will be Elizabeth Schwartzkopf, Shirley Verrett, Leopold Simoneau, Ernst Haefliger, Henschel, and Andre Watts, pianist, and Peter Schrecker, organist, among others.

Tanglewood will also present a new festival of French opera under the direction of Charles Munch.

Interviewing Hungarian cellist—

INTERVIEWING HUNGARIAN cellist and violinist Janos Starker, who records for Mercury Records, is WBCN-FM air personality Ron Della-Ceva, left. The location is the Minuteman Record Shop, Cambridge, Mass.

APRIL 23, 1966, BILLBOARD
COUNTRY MUSIC

Country Parley April 29-30

WHEELING, W. Va.—The North East Country Music, Inc., convention will be held here April 29-30 with deejays, performers and fans attending from several States.

A Friday night show and dance will feature Dusty Miller and the Colorado Wranglers, Bobbie Northrup, the New Arkansas Travelers, Johnny Holliday and the Vaqueros, Sue and the Elfin Valley and Ethel Delaney of Decco Records, and Rich Rich and His Town and Country Boys. Rich is a deejay for WTTM, Trenton, N. J., Miller, a country music deejay for WFAS, Amsterdam, N. Y., is in charge of entertainment. Other performers are invited.

Meetings and get-togethers will be held Friday and Saturday; registration begins Friday at 10 A.M. The convention will end with everybody attending the WVA "AMBROSIO" Saturday night.

James Sets Mark

NASHVILLE—Sonny James broke all attendance records at the Westmoreland, Memphis, III. during April 3 with an all-star package that also featured Del Reeves, Roy Clark, Jimmy W. Dean, Dottie West, Merle Kilgore, and James' band, the Southern Gentlemen, according to promoter Dan Habacher. James is booked by the Bob Neil Agency of Nashville.

WKLM Switches

NASHVILLE—WKLM, 5,000-watt in Williamson, N. C., is the latest to climb aboard the country music bandwagon. The station will be programming the "Nashville Sound" full time, effective April 11, according to Station Manager Burt Lauter and Program Director Alex B. Law.

WKLM hopes to reach an audience of 500,000 people, as Southeastern North Carolina's only full-time country and western station. To get the ball rolling, the station urgently needs new singles and albums.

YESTEARYEAR'S COUNTRY HITS

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

COUNTRY SINGLES—5 Years Ago April 24, 1961

1. Don't Worry, Marty Robbins, Capitol
2. Hello, Walls, Faron Young, Capitol
3. Feelin' Around, Buck Owens, Capitol
4. Window Up Above, George Jones, Mercury
5. The Blizzard, Jim Reeves, RCA Victor

COUNTRY SINGLES—10 Years Ago April 21, 1956

1. Heartbreak Hotel/ I Was the One, Elvis Presley, RCA Victor
2. Blue Suede Shoes, Carl Perkins, Sun
3. I Forgot to Remember to Forget/ Mystery Train, Elvis Presley, RCA Victor
4. Yes, I Know Why/ Cause I Love You, Lonnie Donegan, Mercury
5. Why Baby Why/ Red Souve & His Back Bev, RCA Victor

A FEW HITS OF 1951

32. Across the Bridge Again, Steve Strange, Capitol
33. Candyman, Bill Haley, Capitol
83. Do Your Ironing, Faron Young, Capitol
99. A Sailor's Life, Joe Dowell, RCA Victor

HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY for Week Ending 4/23/66

This Week Last Week TITLE Artist Label & Number Producer

1. WILDLIFE/ROCKS AND RINGS Jack Greene & Jack Jones Capitol 74255 (rear, BMI)
2. WHISPER BAY/FLY ME TO THE MOON George Jones, Jack Greene, et al. Columbia 36015 (rear, BMI)
3. VICTOR MANUEL Victor Manuel Epic 3411 (rear, BMI)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 4/23/66

This Week Last Week TITLE Artist Label & Number Producer

1. I WANT TO GO WITH YOU Teddy Arnold RCA Victor 80479 (Penske, BMI)
2. THE ONE ON THE RIGHT IS ON THE MITTLE Endy Arnold, Columbia 43456 (Jack, BMI)
3. TIPSY TOEING Variety Emmett "Little Red" Kimbro, Capitol 5612 (Centre, BMI)
4. WAITIN' IN YOUR WELFARE LINE 45 Buck Owens. Capitol 5566 (Central Song, BMI)
5. NOBODY BUT A FOOL Sonny James, RCA Victor 8674 (Shelton, BMI)

26. I'M GONNA SING MY WALK TO THE WELL Billie Jo Spears Capitol 56023 (Forest Hill, BMI)
28. I'M GONNA SING MY WALK TO THE WELL Billie Jo Spears Capitol 56023 (Forest Hill, BMI)
30. COME TO THE RIGHT SIDE OF THE BEDTIME STORIES/FOOLISH OAKS Morgan Wilson, Morgan Wilson, et al. Columbia 36015 (rear, BMI)

April 23, 1966, BILLBOARD
FROM NASHVILLE WITH LOVE

CHET ATKINS

I'd like to start off this column with a word of thanks to all the folks who get in touch with me to say they liked the first installment and to wish me luck this second time off the tee. I won't try to make these reports a complete rundown on everything that's happening down here but I would like to just pick out a few things that I think are worth special mention.

Lately there seem to be more and more signs that Country music is reaching a bigger and bigger audience every day. A few weeks ago, for instance, Jerry Clasper of Station WENO here in Nashville said in a speech to the National Association of Broadcasters in Chicago that radio stations were switching to Country music at the rate of one a day! Another recent success for Country music was the show staged by WJZ—Newark, which has done a great job in bringing Country music to people in the New York area. WJZ's presentation played to packed houses at Carnegie Hall, Newark Symphony Hall and the Brooklyn Academy of Music. And then there's the new movie now being produced called "The Road to Nashville" which will feature guest appearances by some of our own RCA Victor artists: Hank Snow, Connie Smith, Porter Wagoner, Dottie West, Norma Jean and Waylon Jennings. Waylon, by the way, has just moved to Nashville, and is one of our brightest newcomers. His album, "Folk Country," along with his latest single, "Anita, You're Dreaming" are fine examples of his talent.

Eddy Arnold has for a long time been one of our most effective spokesmen for Country music. He did a real great job a couple of weeks back in telling about the "Nashville Sound" when he was on network TV in the show called "This Proud Land."

We've done quite a few singles in the studios here recently and here are three that I think deserve a special word. Liz Anderson has come up with what looks like a complete winner on her "Go Now Pay Later," coupled with "The Bottle Turned Into a Blonde." Anita Carter also turns in a fine performance on "I've Heard the Wind Blow Before," which is backed by "I've Been Loving You Too Long (To Stop Now)." Porter Wagoner has got a great pair back to back: "I Just Come to Smell the Flowers" and "I'm a Long Way from Home."

That's it for this time. See you later.

#1 CONTENDER

JIMMY NEWMAN'S

"BACK POCKET MONEY"

APRIL 23, 1966, BILLBOARD

Published By Newkeys Music

EXCLUSIVELY ON DECCA RECORDS

EXCLUSIVE BOOKINGS: KEY TALENT AGENCY

(Continued on page 50)
PRESTIGE

has 2 Billboard National Breakouts

"GROOVE" HOLMES
"Soul Message" #7436

Hit Single:
"MISTY" #401

WILLIS JACKSON

with

JACK MC DUFF

"Together Again" #7364

Hit Single:
"THIS'LL GET TO YA" #393

PRESTIGE RECORDS, INC.

203 S. Washington Ave.
Bergenfield, N.J. 07621

NASHVILLE SCENE

* Continued from page 49

or personality guested on the station for five days. Highlight of the week was a dinner attended by Don, the WEXL deejays, RCA Victor officials, and winners of a contest run by the station. Brenda received a signed writer's contract with Glenn Douglas Tubb, and plans a full promotional campaign on his first release, "The Squeaking Wheel Gets the Grapes." Linda Manning is currently touring the Midwest, plugging her new Ronnie singer, "Buy Me Something Pretty." Joey. Artist-songwriter Eddie Noack has been named manager of Lefty Frizzell's new publisher company, Golden Eye Music (BMI).

Brenda Lee Wins College Crowds

NASHVILLE—Decca's Brenda Lee has completed her first college tour and results dispel any doubt whether the singer can capture the college audience. Playing five dates in Louisiana and Texas, she traveled to about 20,000 enthusiastic students on five different campuses. Billy Pearson, of the Town Hall Committee at Texas A&M, said no artist has ever received a larger or more enthusiastic reception. Tours included shows at Louisiana Tech, Ruston, La.; Northwestern College, Hammond, La.; Natchitoches, La.; McNeese College, Lake Charles, La.; and Texas A&M at College Station, Tex. Brenda was backed by the Casuals. The Irwin Twins were also on the show. Dub Allbritten, Brenda's manager, said this move into the college scene adds another facet to her career.

Allbritten had high praise for the student audience and noted they were "eager, intelligent ladies and gentlemen." He said there was no screaming in the middle of a number. He said Brenda was given 15 standing ovations during the five shows. He said co-operation at the colleges was marvelous. Allbritten said he definitely plans future college dates for Brenda.

NATIONAL BREAKOUTS

HOW DOES THAT GRAB YOU DARLIN'?
Nancy Sinatra, Repprime 0461

REGIONAL BREAKOUTS

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

DON'T STOP NOW .
Eddie Holman, Parkway 981 (Hasbro, BMI) (Los Angeles)

I'LL SLEEP AWAY
New Colony Six, Center 1202 (World Wide, BMI) (Chicago)

CINNAMINT SHUFFLE
Johnny Moore Singers, Liberty 55587 (Almo, ASCAP) (San Francisco)

DIDDY WAH DIDDY
Emerson, Epic 10001 (Sony, BMI) (Boston)

DANNY WAH DADDY
Ramsey, Epic 10001 (Sony, BMI) (Boston)

COOL JERK
Jean and Johnny, Monument 952 (Pamper, BMI) (Houston)

I'LL LOVE YOU FOREVER
Holiday, Golden World 36 (Arenas) (Detroit)

MARBLE BREAKS AND IRON BENDS
Drift, London 10955 (Burlington, ASCAP) (Boston)

MINE EXCLUSIVELY .
Columbia, Mirwood 5513 (Meckin/Mirwood, BMI) (San Francisco)

DOUBLE SHOT (OF MY BABY'S LOVE)
R-Offa, Bong 521 (Rye Wind, BMI) (Miami)

HAPPINESS IS .
Jon Sherman & Ares Braas, Epic 10006 (HITR, ASCAP) (Milwaukee)

I'M GONNA CHANGE EVERYTHING .
Jimmy Roselli, United Artists 996 (Tuckehea, BMI) (Lousiana)

O'HOW HAPPY
Shades of Blue, Impact 1007 (Myro, BMI) (Dairoit)

SEARCHING FOR MY LOVE
Bobby Moore & the Rhythm Aces, Checker 1129 (Chart, BMI) (San Francisco)

TWINKLE TOES
Roy版权, MGM 13498 (Ace'n'Rose, BMI) (Milwaukee)

YOUNG MAN, OLD MAN .
Mel Taylor, Warner Bros. 5690 (Joth, BMI) (Detroit)

MY LITTLE RED BOOK
Love, Elektra 603 (United Artists, ASCAP) (Dallas)

I'M SO LONESOME I COULD CRY
Hank Williams Jr., MGM, 13468 (Rose, BMI) (Houston)

BETTER MAN THAN I
Terry Knight & the Pack, Lucky 11,226 (Gosmouth, BMI) (Detroit)

13498

www.americanradiohistory.com

spinal taps

HANK SNOW—THE COUNT DOWN (Prod. by Chet Akins) (Hanks, Music, BMI)—With his "I've Cried a Hole" stripping down the country chart comes this up-tempo Snow ballad near top of hit hard and fast. Flip, "Isle of Scilly" (Silver Star, BMI). RCA Victor 0885

HANK SNOW—"The Best of Hank Snow" RCA Victor 8465

Latest Single!
"The Count Down"
(RCA Victor)

Latest Album!
"The Best of Hank Snow"
(RCA Victor)

APRIL 23, 1966, BILLBOARD
Take a real close look. We are proud of this original microphone used by so many top recording artists. Now, like any successful product, it is being copied in appearance. However, there are any number of top performance characteristics, which we doubt can be duplicated, which will continue to make the D-24E first choice of foremost entertainers as well as recording and broadcast engineers.

The D-24E boasts a wide and smooth frequency response (an individually plotted frequency curve is supplied with each unit); no popping nor harshness, plus above average cardiod characteristics to guard against feedback.

Write for details or see your local dealer today. He will show you many more advantages.

COME ON, TAKE A CLOSER LOOK

One step removed, the D-24E provides several characteristics such as good cardiod and freedom from popping, it was be connected directly to any amplifier—high or low impedance, with or without switch.

MADE IN AUSTRIA BY AKG OGNH.
Talent

Neophonic Mgs.: Industry Apathetic

LOS ANGELES—The Los Angeles Neophonic (formed a year ago), the first resident contemporary orchestra in the nation, has received enthusiastic support from the music industry, charge two of its founders, George Greif and Sid Garris.

The main points in Greif-Garris’s charge is that neither the licensing societies, musicians union, publishers nor record companies have gone out of their way to support the Neophonic, is a California licensed company, and as such should have received strong support from the music industry, Greif contends.

The two personal managers paid all operating expenses for the orchestra and admitted that in the year’s $15,000 for uniforms, salaries for the 28 musicians, arrangements, and travel.

This year the contemporary Music Publishers Association claims attendance averaged out around 2,200 persons at each of the orchestra’s engagements, an increase over the first season.

Coming in from criticism from the two managers were ASCAP, BMI and the AFRM. Greif complained that the licensing societies only brought in $500, and that musicians Local 47 did nothing out of the ordinary for the orchestra which employed 28 of their members and contributed to the cultural life of the community.

ASCAP’s Herb Gottlieb an¬
swered Greif by stating the society ordered a block of ten tickets to each of the concerts which were given to music students. Gottlieb continued that he personally mailed out 150 circulars about the orchestra. Greif contended, many of whom he knew tickets were handled. Gottlieb claims Greif and Garris were only asked for help in buying tickets and getting out publicity to the membership.

BMI’s Dick Kirk was out of town when his office was called for comment, but IME sent a bill covering personnel expenses he opened their first concert. All composers worked gratis for the orchestra and their work with a large orchestra in a class concert. Greif emphasized. All musicians received scale.

No Support Allowed

Floyd Sabres, BMI’s 47th president, in commenting on the music, noted that the union’s troubles.

Local 47 is supporting any musical group which charges the publisher for its services. Local 47 supports 18 community orchestras and promotes five subsidizing concerts at county.

Charles Lloyd Is

Linked by Atlantic

NEW YORK—Charles Lloyd, young jazz tenor-saxist, signed to exclusive contract with Atlantic Records. The Charles Lloyd Band will be a "national" tour and head out this week on its first European tour. The band, veteran of tours in Finland, Norway, Germany, Belgium, and the U.K., will record for Atlantic in the U.K., and will record in Paris, Turkey, and Spain, as well as the Orient.

Reuniting on the quarter are pianist Alan Jarrett, bassist Cecil McBee, and drummer Jack DeJohnette.

Rome & Paris Linked

NEW YORK—Rome and Paris have been signed to an exclusive pact by FGG Productions. The new duo’s first disk, “Because of You,” has been placed with Brigitte Bardot.

RCA Casts 7 of 8

COLUMBIA RECORDS recently recorded the original Broadway cast album of the musical “Flare Path,” set in World War II. Featured at the recording session are, left to right, cast members Jack Soo, Benoît in Yarnell, Charles Strouse, who wrote the music for the show, and Columbia’s president Goddard Lieberson, who supervised the recording.

Gary’s Getting a Full-Scale

Pitch Pegged on TVERS, LP

NEW YORK—John Gary’s current series of guest shots on Danny Kaye’s CBS-TV show, and his own summer series, which starts on CBS-TV on June 22, will be tied in for a hefty advertising-promotion-publicity campaign track. The label’s drive will be pegged on Gary’s album, “Volta,” which embraces a number of major advertising-promotional steps, all under the direction of Hank Green, Victor’s manager of pop album advertising.

Included in the campaign are: (1) Trade and consumer ads for “Choice” to highlight Gary’s Volta album, (2) an advertising window streamer listing the specific Kaye dates and the June 22 album release consumer ad campaign in June, when Victor releases Gary’s next album, as yet untitled.

Return Trip for Aznarov

NEW YORK—Plans are in the works for another U.S. concert tour by French singer-composer Jean Aznarov. Plans are to publicize the tour on a series of ads that will be published by the Richmond Organization. Among the plans is the "American Aznarov," with Happy Goday, vice-president of the Richmond Organization, putting on an American tour beginning with a concert at the Vic Theatre in Chicago. The tour will be followed by a tour of Latin America. beginning early in May in Rio de Janeiro, in South America. The tour is expected to focus on Spanish-language versions of his songs.

Artist Mgt. Office

Opened by Taylor

NEW YORK—Chuck Taylor, general manager of John Levy Enterprises for the past eight years, has opened his own per¬
sonal management office. The Chuck Taylor Management Corp. will be headquartered in New York.

During his tenure with Levy Enterprises, Taylor figured prominently in the development and management of Nancy Wilson, George Shearing, Ahmad Jamal, Koko, Ramsey Lewis, and Del圍a. Taylor is active in the Conference of Personal Managers, serving on the board of directors and was recently elected secretary of the organization.

Taylor’s new corporate set-up will include handling in addition to his management business from public relations and record promotion.

BRUNER—HONORED

NEW ORLEANS—Dave Bruner—
beck’s alma mater, the Univer¬
sity of the Pacific at Stockton, California, has added another, dis¬
tinguished alumnus award to its collection. Bruner was honored by playing a concert with his quartet at the Stockton Civic Auditorium. Bruner is a graduate of the class of 1942.

APRIL 22, 1966, BILLBOARD
COLLEGE CIRCUIT
By CLAUDE HALL

Harry Reggman at the Record Bar in Durham, N. C., reported that sales of albums by Herb Alpert & the Tijuana Brass are "high," especially albums containing hit singles songs. Jerry Solomon at the Record & Tape Center said he sold almost all of the albums by the group that he had in stock—a total of 110—within a few days after their March 4 concert at Duke University, Durham. Billboard campus correspondent William L. Raynor reported 9,000 attended the concert, and the group's humor kept the audience chuckling. "All pop singles hits scored" with the audience.

A March 5 concert by the Ramsey Lewis Trio at Penn State, University Park, Pa., gave Steve Fishello at the Record Room problems: "We had stocked 100 albums a week before the concert and within a week after the concert we sold them all, with requests for more. We have now reordered." Campus correspondent David S. Kenkel said the concert moved 5,000 at the concert and created "enthusiastic applause to all jazz takesoffs of current rock 'n roll hits. Audience response to pure jazz was unexpectedly very good. Trio's final number, 'A Hard Day's Night,' drove the audience into a near frenzy." Guy Maddenfort at Music Mart reported only moderate sales from the concert.

An SRO crowd of 2,196 attended a Simon & Garfunkel performance March 12 at Marquette University, Milwaukee, said campus correspondent Bernard Pekon, and "They were given a standing ovation following Sounds of Silence," which closed the program. They returned to do two encore numbers. Johnny & the Hurricanes played both before and after Simon & Garfunkel. The previous day, March 11, 9,286 attended a dance where the McCoy's performed, plus the Messengers of Minneapolis, Mark Scott of WUWM, the University of Wisconsin radio station, interviewed both Simon & Garfunkel and the McCoy's to make promotional tapes. Radio Doctors reported that the Simon & Garfunkel concert was a "great stimulus to sales of their albums...we had to reorder twice this week." Mrs. Linda Lucek at the Boston Store record department said, "We had a definite increase in sale of Simon & Garfunkel's records due to the concert." She did not notice any activity on the McCoy's album.

The University of Dayton in Ohio was the site March 17 of a package show featuring the Beach Boys, the Lovin Spoupful, and Noel Harrison. Over 4,000 attended the show, said campus correspondent Fred Peggi, and the audience felt the Lovin Spoupful went over much better than the Beach Boys. The Beach Boys had the major bookings, but the Lovin Spoupful won the audience. Joe McCray at Majors record store reported an increase in sales of product by the Lovin Spoupful...Noel Harrison, no response. The Beach Boys did not have a noticeable increase. John Mosley at Nobel's Record Room said there was a large increase in sales of "Day Dream" by the Spoupful and their albums were at "day 73 at the moment an increase in sales of Beach Boys albums.

MUSIC ON CAMPUS
By JIM FRAGALE

On the scene, there is more going on than during computer and the action at Fort Lauderdale's Atlantic State College in California (College Circuit column April 16) there are no more college concerts. Local 50, International Alliance of Theatrical Stage Employees, picketed a concert in April 1964, and a concert has not been held at Sacramento State since. John Crowell, Billboard's campus rep from Sacramento State, reported a recent attempt to alleviate the problem through the California State College Chancellor's office, but to no avail. The union feels the college is competing for the "entertainment dollars" by allowing such "commercial enterprises" as top-name recording artists to perform at the college. "We're not anti-unions," according to John R. Krier, business manager for the sponsoring Associated Students. But is it solved? Can anyone advise Sacramento State College? If you have any suggestions, write Billboard, care of this column.

It is now clear that the "Winter Weekend at the University of Rhode Island was a "bomb." The Ronettes performed Saturday, Feb. 11, to kick off Winter Weekend festivities at the university. The group started the program 45 minutes late.

Neophonic Mgrs.
Continued from page 32
museums, all of which are admissionless.

Grelt, though the union should be doing more to support American-created music, saying that most of the community groups were playing European-styled music.

Capitol Records, for which Kenton records, was the most cooperative record company. It bought tickets for the press and its department ground out releases.

People in the music business spend hours in college offices supporting baseball and other athletics unrelated to their profession but are unmotivated to support an activity designed to expose new records. During last week of this period, the two managers covered.

APRIL 23, 1966, BILLBOARD

It takes a good education, to get a good job today

As a businessman, you know what it takes to get ahead in today's industry. But most young people don't.

Convincing young people of the value of getting all the education and training they can is not only good for your community, it's good for your business, too. After all, the quality of your future employees is at least partly determined by their education. Even your present employees can benefit greatly by up-grading their skills through on-the-job training or night school.

For more information on how you can help solve the continuing education problem in your community, write: The Advertising Council, 35 West 46th Street, New York, New York 10036.

Published as a public service by the Advertising Council...
RHYTHM & BLUES

TOP SELLING R&B SINGLES

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label, No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>32</td>
<td>32</td>
<td>WANG BANG DOODLE</td>
<td>2</td>
</tr>
<tr>
<td>29</td>
<td>31</td>
<td>DEAR LOVER</td>
<td>10</td>
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<tr>
<td>25</td>
<td>33</td>
<td>COOL JERK</td>
<td>3</td>
</tr>
<tr>
<td>23</td>
<td>28</td>
<td>HOLD ON! I'M COMIN'</td>
<td>3</td>
</tr>
<tr>
<td>21</td>
<td>27</td>
<td>STOP HER ON SIGHT</td>
<td>3</td>
</tr>
<tr>
<td>20</td>
<td>24</td>
<td>I HAVE A DREAM</td>
<td>5</td>
</tr>
<tr>
<td>18</td>
<td>26</td>
<td>I'M TOO FAR GONE</td>
<td>4</td>
</tr>
<tr>
<td>16</td>
<td>19</td>
<td>REAL RUMDINGER</td>
<td>1</td>
</tr>
<tr>
<td>14</td>
<td>17</td>
<td>THE I CAN'T MAN</td>
<td>2</td>
</tr>
<tr>
<td>12</td>
<td>15</td>
<td>PHILLY DOG</td>
<td>2</td>
</tr>
<tr>
<td>10</td>
<td>13</td>
<td>DON'T MESS WITH BILLY</td>
<td>3</td>
</tr>
<tr>
<td>8</td>
<td>12</td>
<td>BABY, I NEED YOU</td>
<td>2</td>
</tr>
<tr>
<td>6</td>
<td>14</td>
<td>NOTHING'S GONE</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>16</td>
<td>GET YOUR JOY</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>18</td>
<td>I'M SATISFIED</td>
<td>1</td>
</tr>
</tbody>
</table>

NEW ACTION R&B SINGLES

- GOTT' EM OFF MY BACK
- YOU'RE ON MY MIND"}

Billboard SPECIAL SURVEY for Week Ending 4/23/66

TOP SELLING R&B LP's

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>29</td>
<td>29</td>
<td>LOVE MAKES THE WORLD GO ROUND</td>
<td>5</td>
</tr>
<tr>
<td>27</td>
<td>27</td>
<td>SHARE MY LOVE</td>
<td>2</td>
</tr>
<tr>
<td>25</td>
<td>25</td>
<td>I'M FEELING A HEARTACHE</td>
<td>2</td>
</tr>
<tr>
<td>23</td>
<td>23</td>
<td>I CAN'T GET MYTH MESSED UP</td>
<td>1</td>
</tr>
<tr>
<td>21</td>
<td>21</td>
<td>I WANT SOMEONE</td>
<td>1</td>
</tr>
</tbody>
</table>

NEW ACTION R&B LP's

Other records reaching solid sales in certain markets and appearing to be a week away from earning a listing on the national R&B LP Singles chart. These albums are not eligible for a listing here.

NEW ACTION R&B LP's

- JUDY BLAMER, You're On My Mind
- BARDO BUCKAM, Love Makes The World Go Round

Minty Signs Three Acts

HOLLYWOOD — Three acts have been added to Minty Records' roster, a reactivated rhythm and blues label under the Imperial umbrella. Signed to Ronnie Roker, who heads the label, are Jimmy Holiday, the Diplomats and Honer Banks. Minty's first disk under the new reactivation program will spotlight Banks' "A Lot Of Love" backed with "Fighting To Win," set for release Friday (22). The Diplomats will follow with "Perfect Love" and "Honest To Goodness.

- ALBUM REVIEWS

- Continued from page 44

THE VIRTUOSO ELITE VOL. 2 Julius Baker/R. Sollitt DI Zagreb (Capitol) VLP 1153 (S) VSD 7153 (S) POULENC/SONGS Bernard Krevsky, Westminster WFT 19105 (M), XWN 19105 (M) BEETHOVEN: 33 DIABELLI YVAKRATZES, Danny B. Barlow, Westminster XWN 19107 (M) S. BACH: CANTATA NO. 178/ SCARLATI: SEVINE REGINA Mazurek Piano/Various Soloists (Hollis), Bach Gold LP 483 (M); ORLANDO GOLDENBERG: MOZART: PIANO CONCERTOS NO. 9/14/18 Abram Nkemba, Sollitt DI Zagreb (Capitol) Vanguard VLP 1154 (S) VSD 1154 (S) MUSIC OF BOLIVIA 19TH CENTURY Instrumental Ensemble of Bolivia (Capitol) Music Gold MG 124 (M); MG 136 (S)

NEW ALBUM RELEASES

- Continued from page 51

EDGARO VIANELDO All Studio A (1) R 10005 (M)

RCA VICTOR (MEXICAN)

LOS HERMANOS CASTRO-De La O.S.R. MEX 105 (S), MEX 106 (S)
LIBERTAD LAMANDE—La Noche De America, MEX 105 (S), MEX 106 (S)
VARIOUS ARTISTS—Scientists, Zumba (LSM 105 (S), MEX 106 (S)

RIVERI

LUCY THOMPSON—Lucky In Back, RLP 40

APRIL 23, 1966, BILLBOARD

TOP TEN BOUND

R. B. FARKER
Duke's Wurlitzer Is Grand

Duke's Landing, shown here recording the soundtrack for the movie "An American in Paris" for Paramount Pictures, was so pleased with the Wurlitzer electric piano it used in his hotel room while composing the film's original score, that he had the instrument (left) set up beside the concert grand in the recording studio. He played both from one to the other throughout the session.

Harmonicas Boom in Boston

Editor's note: This is the second in a series of articles highlighting sales of the harmonica in music and other markets, and the impact of the instrument on societ

NAMM Invites Record Dealers

CHICAGO—Bill Gard, executive vice-president of the National Association of Music Merchants (NAMM), told Billboard, "We are looking forward to a record business this year. It will be a difficult year, but we are looking forward to making progress.

Gard said that NAMM's record committee will meet during the NAMM Convention in July to give further thought to record retailing problems. Howard Judkins, outgoing president of the Record Dealers Assn., New York City, was in attendance. Judkins, owner of the Garden Grove Records, in Garden Grove, Calif., was optimistic last year about prospects of NAMM becoming the voice of the dealer.

Gard, however, indicated that the group is not looking for a "big bang" on the giant-sized record retailing problems. He said that the "specialized" areas of the record business which NAMM is "not getting involved in" are hard to gauge. "We are interested in hearing the dealers' problems," said Gard, "so that we might investigate the possibility of preparing some action about them."

Gard added that NAMM has not been dealing with the problem of working more closely with record companies, "because there has not been enough talk among dealers themselves about a "co-operative" approach to their interests." He said that NAMM would like to discuss specific problems of that nature and "see if, how and when" the necessary action could be initiated.

Gard mentioned that nearly 75 percent of the current members sell records.

AUDIOTechnical

Hohner Enters Guitar Field with 12 Models

HICKSVILLE, N.Y.—M. Hohner, Inc., a leading instrument manufacturer since the middle of the 19th century, will enter the guitar industry with the introduction of 12 models of the firm's line this fall.

Charles M. White, Hohner's U.S. advertising manager, told Billboard, "We will have two sets of the models—a set of semi-acoustic, two sets of solid-body models, three with triple pick-up and two bass models."

"The guitars," said White, "will round out Hohner's ready-to-play line, which includes harmonicas, electric organs, drums, amplifiers—a complete line with only the electric guitar. Now we will have everything."

While said that the guitars, called the Contessa line, will be available to current Hohner products—mostly music and record dealers. A broad advertising campaign for the American-made line is being prepared by Hohner's advertising agency, Yager, Mullen & Dolobowsky.

New Products

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information, write to: R.A. Davis, 888 Old River Road, St. Louis, Mo.

Zenith Five-Band AM/FM portable unit

Zenith's AM/FM portable transistor radio features the newly-developed Zenith Inter-Oceanic. Three short-wave bands, tuned RF stage, side-tone, and automatic volume control in short-wave band. B and C batteries provide up to 100 hours of battery power. Eight transistor and one diode, beaming or cabinet, chrome-plated metal of face. Retail $79.95. AC converter optional.

Concord Tape Recorder

Three-speed solid-state monaural tape recorder, by Concord Electronics. Record/rewind time up to 12 hours. AC bias on record and playmeter, variable speed control. All-transistor, three-digit tape counter, takes up seven-inch reel. Vinyl and brushed stainless steel case. Under $125.

Dealer Holds Guitar Clinic

HUNTINGTON BEACH, Calif.—Manolios Music Center recently sponsored a clinic for guitarists. With Bill Mann and Ron Thompson, of the Mannolinian Organ, teamed recently to produce a successful Sunday afternoon instrumental service clinic. The idea for the guitar workshop originated with the owner, Ron John Manolios. The lecture on instrument maintenance was offset by the popular music program, with several musicians who use visual presentation and actual instruments in demonstrating proper maintenance techniques for the guitarists.

Markette recently bought Wurlitzer products, the store is a beacon of the latest developments in musical instruments, the store is a beacon of the latest developments in musical instruments.

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(Continued on page 56)
HELP

NEW YORK—A million copies of a four-page tabloid newspaper featuring Herman's Hermits was shipped last week to radio dealers and movie theatres across the nation by MGM. The paper is for use in conjunction with the new "Hold On" movie featuring the British band and the British group and the sound track MG Records album.

Among the dealers receiving the paper to use as a giveaway with the new single are Harry Siebert in Little Rock, Ark.; Apex Music in Schenectady, N.Y.; Record Center, Villa Music, Mail order dealers and Woodworth, in Denver.

2 Masters Bought By Mala Records

NEW YORK—Mala Records announced the purchase of two masters last week—"Girl! I Got News for You" by the Bird-War, recorded in Memphis and currently selling well in Memphis and Nashville; Larry Utter, general manager of Mala/Mala Bell, released the two masters on the Mala label.

Single Beachhead

HOLLYWOOD—Despite six gold record certified albums, the Beach Boys have never had a gold single—but this situation may change. Their current single, "S Yap, Ya" has passed the 500,000 mark after two weeks, reports the Capitol. The single is selling faster than any previous Beach Boys single.

Another label quintet, the Outsiders, have the single of "Time Won't Let Me" nearing the top of the Billboard rock chart. It was released in late January.

Harmonica Boom

Continued from page 55

that the Marine Band was the best seller but said that she sells quite a few models of "the $20 range and up,"

Most of the dealers also reported high accompanying sales of a book on how to play the instrument, called "Blues Harp," published by the Oak Publishing Co. of New York.

Dealers said that popularity of the instrument among modern blues and folk groups seems to be the chief reason for its current boom. Hering's only sales last fall was a window display with a sign on it which read "Harmonica"—which was so successful and so popular with dealers that planning to hold it annually from now on.

- Continued from page 55

he really doesn't care for himself..."

Dealer Apathy

Gensler said that such dealer "apathy" about their position in the record business manifests itself in many ways. They say that they want the FTC to clean up certain aspects of the record merchandising field but none of them will complain to the FTC when someone is out of step. They cry about their problems but too easily give up trying to do anything about them.

"One of the main reasons that all record dealer associations to date have been ineffective and short-lived is that dealers have been naive about the associations," he said. "Some of this is the fault of leaders, naivete themselves, perhaps.

It would have been possible to make such organizations profitable, but much of it was due to lack of patience and sustained effort by the members. They expected overnight miracles. They wanted to pay a few dollars to join an association that thought that it would cure all of their problems immediately."

Gensler said that he hoped that dealers had learned from previous experiences but would not be too discouraged by them. "One way or another we're going to have to organize," he said. "Dealers realize how vital this is and maybe they will be able to provide factual interests and to organize into associations to be of the benefit of all members."

He added that he hopes to introduce a dealer's plan of tying that will help to add impetus to efforts of effectiveness among the voice of the dealers.

Tabloid Promotes

Hermits' LP's, Film

CLASSIFIED MACE

BUSINESS OPPORTUNITIES

A NEW CbT RECORD COMPANY NOW OPENS IN DAVENPORT, IOWA, UNDER THE NAME OF CREATORS. 4430-740-4154. 3621

PROMOTOR FOR VENDING ROUTE. 3000 to 4000 business per day. Box 2156, Burbank, Calif.

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YOUNG MAN TO TRAIN FOR MANAGERSHIP. Major label sales man needed. Experience, D. C. area, selling records, contacts and N. Y. area. Good salary. Radiant personality and know how for this or any other position.

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30,000 PROFESSIONAL COMEDY LINES: for your clients, large and small.


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BUT ONLY IF YOU USE IT.
It's Show Time in Chicago: 450 Operators Are Expected

By RAY BRACK

CHICAGO—Batman may steal the National Vendors Association's trade show here this week, but the largest show in bulk vending merchandise ever displayed will give the Caped Crusader a run for the money of some 450 operators.

That attendance projection is based on the April 23-24 convention and exhibition at the Sheraton-Chicago Hotel here, which is based on pre-registration letters and the calculated appeal of hundreds of new merchandise items offered by 19 suppliers.

Attendance by 450 would top last year's registration figure by an even 100 vendors. The 19 exhibitors signed for the show is almost double the 11 who unwrapped their wares last year in Chicago.

TOPICS

This year's event will be different in several ways: 1. It is an open floor show instead of the static-exhibit format of last year. All exhibitors will display on booths and in a single hall of the hotel. (Operators objected to the suite system, calling it a "poo show.") 2. The convention's first 'op-op-erator workshops' will be conducted at 10:30 a.m. on Saturday, April 23. A panel discussion-type session, this innovation will deal with three topics (Route Vectro, Merchandising at the Route Level and Security) and will give operators an opportunity for dialogue. 3. Eight new companies will be on hand (companies that is, which didn't exhibit last year) Albert Fischer & Co., Creative House Promotions, Federal Machine Co., Heral-Mark, Inc., Laredo Sales, Majestic Sales, National Vending Sales, and MacMan Enterprises. (See continued on page 60.)

NORTHWESTERN

SALES AND SERVICE CO.

MEMBER NATIONAL VENDING MACHINERY DISTRIBUTORS, Inc.

446 W. 30th St., New York 18, N. Y.

LONG ISLAND 6-6647

APRIL 23, 1966, BILLBOARD

BATMAN IS COMING in a score of bulk vending merchandise forms to the convention of the National Vendors Association in Chicago this week. Busy providing Batman merchandise to operators around the country have been such suppliers as Eddie Rosen, Operators Vending Machine Supply Co., Los Angeles, shown here pointing out new items to Sherree and Marc, children of operator Bob Birn. Rosen reports that some operators are averaging $25 every 10 days with Batman merchandise.

MERCHANDISE & SUPPLIES

A Billboard survey of the 10 charms suppliers who exhibit at the show indicates that 150 items never before vended will be introduced. The merchandise categories range from mints to gum balls and from penny to half dollar. Here is a spot-check of exhibitors turned up in the way of new charms:

AL FISCHER—Highlighting this exhibit will be officially licensed Batman flicker pictures. Eight poses of Batman and Robin will be shown.

CREATIVE HOUSE PROMOTIONS—Look for other officially licensed Batman items from this firm. Buttons, featuring 12 subjects from the comic book series, are available in three colors.

EPHY CHARMS—President Ephy says his firm will introduce a host of new items, including its new 1966 capsule mix, a "Flying Bat" vehicle, new charm mix, a new "solid gold Cadillac" mix. The company will also introduce a new policy of providing different display fronts with an order.

KARI GUGGENHEIM—Bob Guggenheim says his "Co-Go" rings are better than Batman and he'll have them there, along with a new line of penny merchandise. Bob'll show the off

CONTINUED ON PAGE 60'

NEW VICTOR 77 GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Non-refundable, money back guarantee with 100% coin return. V. W. and V. F. capsules, available with 10c, 12c, 25c, 35c, 50c and $1.00 capsules. Be back order. If you miss the 1966 rush, order now.

Regulate Selves: BBB Official

By PAUL ZAKARAS

CHICAGO — Karl Dahle, president of the Windy City's chapter of the Better Business Bureau, told Billboard that his speech to the National Vendor Association convention this week will raise the question of "whether business self-regulation is an empty slogan or an effective service."

Dahle, who entitled his speech "Does Better Business Mean Better Business for You?", has been with the BBB for five years. He has an MS degree in Citizenship Education from Kansas State University and has done several years of postgraduate study at Northwestern University's School of Law.

Partly Effective

His answer, said Dahle, is that self-regulation "is partially effective—but is not all that it should be." He said he hopes to be able to make some constructive suggestions to NVA members interested in improving this area of their business activities.

About the vending business in particular, Dahle said that in his opinion "the situation in the vending business has improved from a low point that occurred some four to six years ago."

The question businessmen should ponder is the one about the alternatives of self-regulation versus legislative restriction or government control.

Nuts, Brackets, Country.

Dahle, who told his speech on Friday (April 22) in the Sheraton-Chicago Hotel, said he will explore the area of business self-regulation in the light of "recent criticism leveled at various segments of marketing in this country."

Standard of quality the world over... LEAF

BAIL GUM

Contact your distributor for immediate shipment.

MANUFACTURED EXCLUSIVELY BY LEAF BRANDS INC., 1155 N. CICERO AVE., CHICAGO 51, ILL.

Please rush complete information and prices on Northwestern SUPER SWEET Bell Gum-Charmes Supplier (as illustrated) as well as other Northwestern machines.

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COMPANY

ADDRESS

Fill in coupon, clip and mail to: KING & COMPANY

2700 W. Lake St. Chicago 3, Ill. Phone: K.E. 3-3002

We handle complete line of machines, parts supplies.

Also Ball Gum, all sizes; 1C Tab Gum, SC. Package Gum, Spanish Nuts, Virginia's Red Skin, cashews, small Almonds, mixed nuts, all in vacuum pack or bulk, Powdered Punch, 1 Hershey's 320 count and 500 count Candy Coated Baby Chick, Leaffets, coin Wrappers, stamp Folders, sanitary supplies, Roye Cars, Chorus, Capsules, cast iron Stands, wall brackets, retractable ball point pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

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Another Oak ‘new concept’ in vending at the NVA Show!

Visit our booths (113 and 114) at the Chicago-Sheraton Hotel. Open house in our hospitality suite all during the show.

THE OAK VISTA MODEL CABINET MACHINE

It is constructed with 4 separate glass panels. YOU NEEDN'T STOCK HIGH-PRICED GLOBES! Damaged panels can be replaced with ordinary double-strength window glass from any local hardware store or glazier. The service head can be filled in the shop rather than on-route. With the service cap, displays can be mounted easily by loading from any side panel with the head lying on its side. The built-in handle makes it easy to carry anywhere.

THE TITAN II

The Titan II vends all types of bulk merchandise and capsules, including wrapped gum. It is the ultimate in mass merchandise display and stimulates greater sales through outstanding point-of-purchase impact. New features include a larger coin box with enclosed receptacle that channels all coins into coin box without spilling. All dispenser wheels are interchangeable with the Standard Acorn line for easy conversion from one product to another. It also is available with interchangeable service head designed for versatility and convenience. The new slip-out mechanism makes coin conversion easy; built-in wheels and handle make the Titan II easy to move.

THE OAK PEN VENDOR

The Oak pen vendor has all the popular cabinet features, including anodized aluminum corner posts, simplified coin removal and the exclusive Oak-patented trouble-free, fail safe mechanism. It holds 300 ball point pens and, with easy coin conversion, will vend 1c, 5c, 10c or 25c items. Designed to vend other cylindrical items as well as pens, it requires no special loading. Simply bulk load as you would other machines. It fits either the standard Oak Tree or the Futura stand and can be ordered with either durable baked epoxy enamel or handsome simulated wood-on-metal finishes.

FUTURA

Oak's handsomely designed Futura stand brings to vending a unique new method of operation. Providing double-lock safety, including an Ace top lock, it is engineered specifically for the Cabinet Model machines. Available in automotive chrome finish or baked red epoxy enamel, the Futura stand occupies only a 13x16 inch floor area. Wheel mounted for mobility it stands 50 inches high.

STAY AHEAD WITH OAK—THE WORLD'S LARGEST MANUFACTURER OF BULK VENDING EQUIPMENT!

No other manufacturer offers such a complete line of bulk vendors.

Oak MANUFACTURING CO., INC.
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Show Time in Chicago

Presiding over the Board meeting will be interim NVA president Paul Crisman, King & Co., and two other terms. Other NVA officers are Harry Bell, Chicago, vice-president; Harold Olson, Oceanside, N.Y., secretary, and Arthur Blanco, New York, treasurer.

NVA membership chairwoman Leora Leary, who reports that membership enrollment during the past year has been "excellent," will present an award to the most effective recruiter.

Lobell said that the ladies side of the convention program, being planned by Mrs. Lobell, would be the most interesting ever.

Other chairmen for the 1966 edition are Joe Mandell, New York, exhibits; George Epply, Lynbrook, N.Y., entertainment; Bob Kastor, Chicago, publicity and Hy Fischer, reservations.

The Sheraton-Chicago Hotel, site of the show, is located on Michigan Avenue (the "Magnificent Mile") on the near north side adjacent to Tribune Tower, a well-known Windy City landmark. "Marketing of this convention is five minutes from expressways and ample parking is provided on the premises.

Victor Co.—Victor "77" Gift Bar

Available for immediate delivery from the Logan Distributing Co., Chicago, Ill., and the Graf Vending Co. of Dallas, Texas, this steel console candy housed two complete vending machines. It is the first fluorescent-lighted bulk vending machine. Developed for exclusive locations like clubs, bowling alleys, hotels, and motels, the Gift Bar comes in a bronze hammer tone finish. It is 49" tall, 22" wide and 12" deep and weighs 104 pounds. It can be ordered to vend 5 cent, 10 cent, 25 cent and 50-cent capsules. It holds 86 V-2 size capsules, 250 V-1 size capsules or 575 V-sized capsules.

NVA Show Exhibitors

Twenty companies have reserved booth space at the 16th annual National Vendors Association trade show which opens in Chicago this Thursday (21). The firm's and their representatives:

Albert Fischer & Co.
Southgate, Ky. (Al Fischer)
Billboard Magazine
Chicago, Ill. (Dick Wilson)
Craemer Gum Co.
East Boston, Mass. (Wellington Craemer)
Creation Toy Co., Providence, R.I. (Bob Kastor)
Eppy Charms
Lyndhurst, N.Y. (George Eppy)
Federal Machine Co.
Des Moines, Ia. (Louis A. Kershbaumer)
Frank H. Fees, Corp.
Philadelphia, Pa. (Sele Stevens)
Karl Guggenheim, Inc.
Jamaica, N.Y. (Bob Guggenheim)
Henal Novelties and Premiums
Brooklyn, N.Y. (Henry Schor)
Joseph A. Zaloom Co.
Knight Toy & Novelty Co.
Freepoint, N.Y. (William Falk)
Luna Novelty Co.
Oceanides, N.Y. (Marl Greenberg)
Leaf Brands, Inc.
Chicago, Ill. (Rols Lobell)
MacDonald Enterprises Corp.
Oceanides, N.Y. (Max F. Scher)
Marlan Co.
Chicago, Ill. (Carl Haas)
Northwestern Corp.
Morris, Ill. (Ray Greiner)
Oak Manufacturing Co.
Los Angeles, Calif. (Herb Goldstein)
Paul A. Price Co.
Roslina, N.Y. (Paul Price)
Pennsy King Co.
Pittsburgh, Pa. (Les Hardman)
Vend Magazine
Chicago, Ill. (Jack Riley)

**NEW EQUIPMENT**

*Gift Bar*

**BULK BANTER**

Los Angeles: The annual convention of the National Vendors Association in Chicago will find the West Coast well represented. Oak Manufacturing Co. is sending a contingent that will include Sum and Norman Wellman and Herb Goldstein. Acme Vending will be represented by Bob and Phyllis Feldman. The Los Angeles Industries by Harold Probasco. Also going are Leo Winter, who recently discharged from Mount Sinai Hospital with a lack aliment, and Joe Arguello of Joe's Vending Service. Robert Calif. Dave Sibley is passing out cigars on the occasion of the arrival of Mr. Sibley. The trailer truck, merchandise and money.

Clarence and Bernice Ketiles were in town at Acme from Pt. Huenneke, Calif.... Joe Kavays has bought the Route formerly operated by the Burges in Orange County, California.... Earl Wilson, a new operator in the Southern part of Los Angeles county. John Sconza of Sconza Candy Co., Oakland, was in town and had lunch with Bob Feldman of Acme. Pennsylvania's Ed Fairman sold part of his route to Frank Unzor.

The many friends of John Clarin are looking forward to seeing him walking without crutches following an automobile accident.

New Vendor in Tacoma

TACOMA, Wash. — Three parties, Richard L. Gleen and Frank Joseph McGannery the Second and Third have formed a new coin machine firm here called McGannery's Vending, Inc.

The firm was capitalized at $50,000.
Some New Confection Items at Show

CHICAGO—The three confection suppliers exhibiting at the National Vendors Association show here this week will offer a dozen all-new items to the trade.

Cramer Gum Co. of East Boston, Mass., will have a new flavor ready for the show, and, according to vice-president Carson DiAngelo, "will give the operator the opportunity to expand his product selection with standard machines."

NEW VICTOR 77 GUN AMMO VENDORS

A REAL SALES STIMULATOR FOR THE LOCATION Beautifully engraved in brushed silver, the Victor 77 is then placed in a compact metallic case. A 6-Volt and 2-Volt batteries are used together as a display unit, weighing 100 pounds, giving it a high sales potential. The cases are fully enclosed, and cannot be tampered with. In each case there are 50,000 bullets. 

PARKWAY MACHINE CORP., 715 Essex St., Baltimore 2, Md.

MACMAN ENTERPRISES will be happy to greet you at Booth #124

N. V. A. CONVENTION, CHICAGO, ILLINOIS

Happiness is a Bulk Vending Machine. Young customers indicate by happy expressions the reason for success of bulk vending business. Children shown are son and daughter of Mexicali, Mex., vendor Ignacio Borquez, Sr.

Bulk Vending Blooms South of the Border

By SAM ABBOTT

MEXICALI, B. C., Mexico—Candy venders of 1 cent in Borquez are the only bulk vending machine operators in this city and their cooperatives are part of several successful commercial ventures including automatic laundries, stores, agriculture, and more recently mobile ice cream stands. The Borquez are cousins and partners in the bulk operation. Until the first of April, Carlos 26, supplied the capital and Ignacio, 36, handled the route. Now that they have gone into separate operations, they will continue to work together. Carlos has 467 Aorn machines that will sell a general line of merchandise. Ignacio has 20 units selling only pinatah. He plans to purchase 50 or 60 machines almost immediately and build his installations approximately to 200 units.

The bulk operation is— and will continue to be—the boundary of Mexico City, a country of more than 460,000 inhabitants just over the international border from Calexico, Calif. The Borquez feel that they want to operate relatively than extensively.

Peso and Pennies

The machines operate on both American and Mexican money. The 10-cent units, American money, are located in the bars closest to the border and cater to tourists who come across the line to dine and drink. The other machines operate on 26 centavos coins, just a little smaller than the U. S. half dollar. This sale returns the operators 1.6 cents per sale, less than the operating costs of the border in California.

Ignacio said that the machines are located in canyons and small stores. All are maintained by the manufacturers and are often completely replaced in service. They have few burglaries, and

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Manufacturers Representative

Acorn-AMEX Distributors

MACHINES

With every A.O. VISTA Model 5r, and

FULL PRICE $15.00

and 41 FT. for three months. If you order and will be

WANTED:

10c VEND ITEMS

V.50 at 20 per box $3.00

50c at 25 per box $7.00

$1.00 at 50 per box $13.00

SCHOENBACH CO.

411 Lincoln Pl., Brooklyn 16, N. Y.


COME SEE US AT THE SHERATON—CHICAGO HOTEL

Chicago, April 21-24

If you can't attend, write or call us for our complete list of vending machines and capsules.

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SCHOENBACH CO. INC.

1214 W. Girard Ave.

Philadelphia, Pa. 19122

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APRIL 23, 1966, BILLBOARD

51

THE BEST IN VENDING

HABBY'S NEW KOMPAK STAND, with a single-line, rapid-speeding enabling operator to service one or two machines in a minimum time (turn the key). Crème plated with lustrous vinyl bakelit around pinata. An open pinata. Clear lines have proved it to be a SAFE-REVE LOCATION GITTER & PROFESSIONAL MAKER.

"YOUR PROFIT IS OUR BUSINESS"

Vend items available on GONET through all distributors, all money earned. (Some discounts available.)

HABBY INDUSTRIES

772 NORTH MADISON STREET

BUFFALO, CALIFORNIA 91206

NORTHERNWEST

Model 60 Bulk-Pak

Will not skip or jam because of redesigned design, and housing.

300 individually wrapped FLEER DUBLI

BUBBLE GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

BIRMINGHAM VENDING COMPANY

250 Second Ave, North

Birmingham, Alabama

NEW VICTOR 77 GUN & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION Beautifully engraved bulk vending machine, complete with mechanism, Conventional or push button. A 6-Volt and 2-Volt batteries, as a display unit, weighing 100 pounds, giving it a high sales potential. In each display there are 50,000 bullets. 

411 Lincoln Pl., Brooklyn 16, N. Y.

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411 Lincoln Pl., Brooklyn 16, N. Y.
High Machine Prices the Biggest '65 Game Op Gripe

(Second of three articles)

By RAY BRACK

CHICAGO — The U. S. amusement game operator, answering a question put to him in a recent Billboard survey, said that steadily rising cost of new equipment was his biggest operating problem in 1965.

Thirty-five per cent of all operators responding to our 18th annual coin machine industry survey—full results of which will be published May 7 in the Billboard directory—put the finger on rising equipment costs coupled with static income figures as their major operating dilemma.

Juke box operators found high commissions most troublesome during 1965. (Billboard, April 16.) Of all operators answering the survey, 31 per cent of the 50-50 split at the top of their pay check list. Operators were not asked for solutions to major business problems. We will present proposed solutions by top industry experts in a coming world.

Major Problems

Major game operating problems during 1965 are listed below, in order of frequency of complaint:

1. Rising equipment costs—12 per cent.
2. Equipment design problems—10 per cent.
3. Location loans (and bonuses)—9 per cent.
4. Need for new types of games—7 per cent.
5. Inflation in their music operation, it should be noted, only 11 per cent of the operators said rising equipment costs were their biggest 1965 problem.

Operators also reported the following as major problems in game operation during 1965: distributors who operate, direct sales to locations; machine theft and vandalism; the chore of moving equipment; poor industry relations with manufacturers. Stimulating.

Most of the operator complaints about rising prices have been heard frequently by distributors and manufacturers. Some of the more stimulating statements have been directed up by the Billboard survey and like this:

"Supplies are priced too high; but pool tables are priced quite fairly.

"Big ball bowlers pose a cost problem. While their purchase

(Continued on page 63)

MOA Drive At 100 Mark

CHICAGO — Fred Granger, executive director of the Music Operators of America, reported to Billboard last week that the MOA membership drive has gone over the 100 figure.

In Billboard's story of two weeks ago, said Fred, "You printed our prediction that we would reach 100 by April. Well, we made it. April 12 we had several returns which put us at 102 now."

"I'm delighted," he said. "This kind of work speaks volumes well for the industry."

Granger said that many of the members last week by Robert Breither, corporate vice-president in charge of vending. The two men will be rolling showrooms on the road, each loaded with the latest Seeburg coffee, cold drinks, and cigarette vending models. Va's under the control of the operators.

Breither explained the new van program this way: "The operator is the most important man in the business. He is the one who has to foot the bill, so he is the one who has to get the job of selling and keeping accounts. He doesn't always have enough help. He, or his distributor, even though 92 per cent of the distributors in the U. S. are not further than two hours away by car from a Seeburg distributor, he is the one who has to get the job of selling and keeping accounts."

First Look

Breither's own personal distributor representative will always go.

(Continued on page 69)

Buffalo Allows Licensing Of Coin-Operated Pool

BUFFALO, N. Y. — The Buffalo police department, influenced by recent court rulings, has decided that coin-operated pool tables may be legally licensed and operated in the city. Officials estimate that more than 200 applications for licenses will flood the department in the next few weeks that the total reach 500 before year's end.

In explaining the department's action, police officials said that a series of court decisions held that pool tables to be legal in Buffalo provided they 'can be readily converted to gambling devices.' (See Billboard, March 19, 1966.)

The department was to assume "rigid control" over operation of the games. Before machines are allowed to reach the locations they will be carefully inspected to make sure they cannot be used for gambling. Each table will be issued a city license ($15 annually) upon which will be printed a serial number. The machines will be periodically checked by police inspectors.

In spite of these precautions, the police department is ready for trouble. "If two players play for money on them of 'pack and chewing gum,'" one spokesman was quoted as saying. "The operator and the location will be in trouble."

Pool tables have been used all over New York State, including the country surrounding Buf- falo, for the past five years. The Buffalo situation, based on a former police commissioner's interpreta- tion of a court decision, was challenged by the Allied Vending Service in 1964. Several subsequent court decisions, all in favor of the operator, apparently were what caused it would "only be a waste of the players' money to carry this any further."

City officials estimate that the pool licenses will bring the city minimum annual revenue of $7,500.

Girls Organize ICMAO Meet

ROCKFORD, Ill. — Lou Casalo, president of the Illinois Coin Machine Operators Association, announced recently that he has appointed an all-woman attendance committee for the organization's next State meeting.

The women, Mary Gillette, who is secretary of the association, and Orella Johnson of Rock Island, on whose board of directors, have been known for their efficiency in directing various parts of the ICMAO's programs in the past. The meeting will be held on the weekend of May 14 and 15 in Chicago's Pick Congress Hotel.
VENDORS STRIVE TO CURB MINORS' SALES

MINNEAPOLIS—In view of a proposed ordinance in nearby Bloomington that would restrict the sale of coin-operated vending machines to minors, the Minnesota Vending Association has promised to start a drive to cut down the number of sales to minors through coin-operated cigarette vending machines.

The ordinance was nearly passed in a recent session of the Bloomington council but was put off until a meeting with the Minnesota association. After the meeting, the Minnesota association was able to prevent the ordinance from being passed due to the threat of legal action if the operators were certain to compl

Wisconsin Elects New Asst. President

MADRAS, Wis.—At its annual meeting here April 11, the Wisconsin Automatic Merchandising Council elected Harold C. Blumenthal of Janesville and Edward E. Dethlefsen of Racine, Wis., as its vice-president and secretary respectively.

The council granted a delay for transfer of licenses from machine owners to location owners in Bloomington.

Wisconsin Elects New Asst. President

MADRAS, Wis.—At its annual meeting here April 2, the Wisconsin Automatic Merchandising Council elected president Harold B. Blumenthal of Janesville and Edward E. Dethlefsen of Racine, Wis., as its vice-president and secretary respectively.

The council granted a delay for transfer of licenses from machine owners to location owners in Bloomington.

BANS VENDING OF CONTRACOPEXIVES

MINNEAPOLIS—Attorney General Robert Mattison has ruled that sale of birth control devices through coin-operated vending machines is illegal in Minnesota. The State permits such sales only by doctors, physicists, pharmacists, and registered nurses under the official decree.

The opinion was requested after a vending machine was placed in a county hospital by a firm which said it was going to disseminate "health and welfare information and products." Mattison said the decision is not in the business of dealing primarily with health or welfare.

NAME BADGE "OPERATOR OF YEAR"

MADRAS, Wis.—Clayton C. Jones, manager, accepted an award presented to him by the Wisconsin Automatic Merchandising Council in "order to emphasize high standards of vending service throughout the State," was first presented in 1965. Jones and many of the State's vending companies meet or exceed the criteria set by the committee in its field inspection, said J. Blumenthal, chairman of the standards committee. The criteria are quality of vended products, proper maintenance of machines, machine and courtesy of the operators, adherence to ordinances and regulations.

TENNESSEE FORMS VENDING UNIT

NASHVILLE—A State vending council was affiliated with the National Automatic Merchandising Association was formed here on March 12 to affiliate with the national vending organization to affiliate with.

Organized as the Tennessee Automatic Merchandising Council, the group elected W. J. Wescou of Memphis, General Manager of the St. Louis, president, and Frank C. Perot, Frank's Vending Service, Newbern, secretary-treasurer.

STEELMADE, INC., IN NEW PLANT

LORIMAR, Wis.—Steelmade, Inc., manufacturer of coin venders, has moved into its recently constructed plant here. The $250,000 facility embraces 40,000 square feet.

Located on Highway 41 at 67, the plant is on a 20-acre plot which reserves space for 100 cars.

The full line of Steelmade coin venders will be manufactured here, according to president R. E. Jones.

Seeburn Announces New Factory School Schedule

CHICAGO — The Seeburn Corp. has announced the following schedule for its factory service school.

The schedule for the Seeburn Automatic Vending Machine Service Schools will be held the American Electric Distributors of America and coffee vendors. Students will be full discussion of mechanical and electrical operation.

Harman-EE Goes Exclusive

LOS ANGELES—Increased interest in the vending industry, the Heavily coin-machines, has prompted Irvin Briskin, executive producer of Quickly-EE Productions, which produces coin machine films for Seeburn, to increase film production and sign artists to exclusive coin-industry contracts.

Briskin said the demand for additional production will increase preliminary production of 20 films this year. To date, Harman-EE Productions, the Seeburn production subsidiary, has filmed 50 films per year since its formation two years ago.

The film company has increased demands for use of Seeburn's equipment, and would like to "secure other signs to similar exclusive pact.

He added that all films are directed at Seeburn, and Fredson and Benson co-ordinates talent and production under Briskin's direction.

No Inflationary Pinch

Continued from page 22

been extremely fortunate not to suffer a business dip.

George Murzak of Simon Distributing reports "surprise sales" in March, the "highest March ever," although some coin equipment is unobtainable. The company is running a "touring pin" to sign other signs to similar exclusive pact.

Our company directs all films for Seeburn and Fredson, and Benson co-ordinates talent and production under Briskin's direction.

Bowl's ML Takeover

SAN FRANCISCO—At a meeting Thursday afternoon of all members of the San Francisco Vending Machine Operators Association, members voted to become affiliated with the nationwide Castle Vending Association.

The meeting was held to discuss a plan to start new route cards in the San Francisco Bay area.

ECONOMICAL PINCH

The only problem of the Superpin is the cost of the pin, which has doubled in the past two years. A good quality pin is required for the new route cards.

M. D. Vending, Inc., will be the only distributor of pins and will sell the pins at cost plus 25 percent.

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Operator Says Rock Waning

OAKLAND, Calif. — Have rock and roll and rhythm and blues passed their peak? A second music operator in northern California gives a qualified “yes” to this question and bases his opinion on the trend of requests he has been receiving from the bar and restaurant locations which he has been serving for the past 28 years. But Jerry Wilson, who has owned the Wilson Music Co., Oakland, since 1938, is not prepared to go further out on a limb.

He has come to this answer through observing a change in juke box requests over the past two years. In 1964 he estimates that 60 per cent or better of the requests from customers were for rock and roll combined. The dance bands and dance music of the type most popular in the 1940's accounted for perhaps 1½ per cent and could be well supplied.

In 1966 he adjusts these figures to 59 per cent for the noisier music and up to 20 per cent for dance music. "But we can't always supply enough dance music," he says.

"We are getting more requests to keep away from rock and roll," he said during a recent interview. The trouble with the dance music is that we don't get enough from our suppliers. I try to stock as many dance bands as I can," he says.

Even during the first part of 1966 he has noticed the trend picking up faster than it did during 1966, he said. And in fact "I'll better go out and order some big bands now," anticipating the proportion will soon be greater than one-fifth.

"They're getting tired of the noise and they want to dance," he remarks about his customers' customers.

Merila Founds Consulting Firm

LOS ANGELES — Walter J. Merila, a 37-year veteran in most phases of the coin machine business, has founded a new firm for contractual manufacturing and sales, business and franchise consultation to the trade.

"I will deal with new or established firms and products," Merila said. One of his first clients is the manufacturer of a coin-operated golfing device.

The Merila firm is located at 2332 Bronson Hill Drive here. The telephone number is (213) 466-1877.

NEW EQUIPMENT

Bally Mfg. Co.—1966 Bally Bowler

Bally Manufacturing Co. of Chicago, Ill. has introduced the 1966 version of its internationally known big ball bowler. President Bill O'Donnell said that the unit will be produced in a limited quantity. The model includes all the original features, including swivel-action, full-round pins which fly away in any direction, depending on the angle at which the ball hits the pins or the pins hit the pins. All action is mechanical. The game has numerous mechanical and electrical refinements, O'Donnell said.

United Billiards—Model "400"

United Billiards, Inc. of Newark, N. J. has just introduced its Model "400" coin-operated billiard table. The 58-inch by 103-inch table incorporates what company president Art Daddys says are "many features which are exclusive with United Billiard tables." These are decorative protective metal molding on legs; natural grain, scratch-proof cabinets; special slate adjusters to eliminate the necessity of all-stick cash door; a tamper-proof meter as standard equipment and lint, dust and dirt-free runways.

Delta-Soar, Inc.—"Transit-Alarm"

Delta-Soar International Corp. of Watertown, Mass. has marketed a fully transistorized alarm system applicable to all types of coin machines. When activated, it emits a continuous high-pitched siren which continues until shut off. May be transferred easily from one machine to another. Options include a tilt-tilt feature, a battery pack which may also be used as a trouble light, and a time delay for the service man who is required to remove the keys while servicing the machine. Alarm is priced at $17.95 (less battery).
LOUISIANA—The initial phase of a modernization and expansion program to better meet the future needs of the growing Los Angeles coin machine industry has been completed at Badger Sales & Vending Company, 2525 W. Pico Boulevard, Los Angeles.

The company also purchased two adjoining lots to add to its present facility, increasing the plant to more than 10,000 square feet of floor space at its Pico Boulevard location for showrooms, offices and parts and service departments.

Badger also operates a paint and repair shop at 853 E. 31st Street, Los Angeles, with more than 1,000 square feet of floor space, and rents a storage warehouse, 2,000 square feet, at 1350 S. Vermont Avenue, Los Angeles.

The first step in the modernization program consisted of refurbishing the present facility. A plastic illuminated sign, visible for several streets, has been installed on the roof. The company's loading area has been re-surfaced, construction alterations made on the front of the building, and floor space made available to customers and to the trade.

BADGER’S PARTS DEPARTMENT, one of the most modern in the industry, serves the fast growing coin machine game market in the Los Angeles area.

NEW EQUIPMENT

WASHINGTON, D. C.

The Maryland Automatic Merchandising Council met here March 12 and elected the following officers: Richard L. Collier, Automatic Sales, Inc., Abingdon, president; J. Gilbert Shire, a Serv-U-Vending Corp., Hagerstown, vice-president; Joseph H. Marschbauer, Coca-Cola Bottling Co. of Baltimore, secretary, and Charles R. Greensky, Dairy Products Vending Service of Baltimore, treasurer.

Directors elected were Collier, Gordon Eldridge, Canteen Food and Vending Service, Baltimore; Meyer Golland, The Macke Co., Washington, D.C.; Greensky; Robert L. Irwin, ARA Service of Baltimore; Stanley S. Leinick, Midfield Vending Co., Balti-

or; Marschbauer; Alan M. Morrison, Servomath Mavis Vend., Inc., Baltimore, and Stine.

WICHITA, KAN.

Music Service Co., Inc. Wichita, has launched a $10,000 remodeling program to include newly refi-nished office, meeting room and lounge for employees, and new private office for President Stan Clifton. Work is to be completed by August, when firm marks its 20th year with open house. President Stan has used a juke box motor to devise electric door for his office. A new orange and brown carpet has been in-stalled there, along with electrically operated color curtains.

Music Service will have as employees Dwight Clements and Tom Beard to Sequim and West. display phonographs, games and pool tables.

Football and pool are: “Because our existing space is insufficient for current and future needs,” Bill Haggard, president, said, “we are planning for additional space to be added onto our Pico plant.

Active

“We expect the coin machine industry to continue to gain in influence and profits,” he said, “and we want to be an active participant in the coin machine future.”

Haggard, who started the Badger Novelties Co., Milwaukee, in the early 1930’s, enlarged Badger Sales Co., Los Angeles, in 1939. He has been in the coin machine industry for 35 years.

Other executives with Badger include: Joseph S. Duarte, secretary-treasurer, and Leo Simone, sales manager. Duarte joined Badger in 1947, left 10 years later to develop an independent export business and rejoined the firm in 1964.

Simone was with the Seabury Corp., as sales vice-president and regional representative before joining the Badger team.

Badger Sales is a distributor for Fischer, Kaye and U.S. Billards pool tables and for Chicago Coin games.

Fischer’s new, truly balanced, smaller, precision weight

JACOBS MAGNETIC CUE BALL

New Cue Ball shown and compared to regulation billiard ball and oversized billiard ball, used on other coin operated pool tables. All 16 balls now same size.  

NEW PLAYERS - NEW GAME INTEREST - GREATER PROFITS

After 4 years of research and actual field testing, Valley® has perfected the regulation 2¼" Magnetic Cue Ball (Patent Pending). the same size and weight used for professional billiards. Now furnished on Valley® coin-operated tables.

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**The Right Product** Fairchild’s proven projector system with Color-Sonics automatic continuous loop cartridges that slip in as easily as a record, for instant play and replay. Plus automatic reject – no expensive “down time.”

**The Right Film Program** Top American stars performing American hits, produced in Hollywood by leading directors and choreographers, give you a continuing film library of the selections people play... again and again.

**The Right Price** Almost half the price of more complicated, bulky machines.

We’re coming in with all the right features distributors and operators need to make the coin entertainment’s newest money-maker a big profit reality right now.

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'You Hold the Future,' Says Jack Gordon

LOS ANGELES—Jack Gordon, director and consultant with the Seeburg Corp., told a group of coin machine operators and Struve Distributing Corp. executives that the key is the coin to the coin machine industry.

Speaking at a Struve-sponsored dinner in Salt Lake City, Utah, Gordon, former president of Seeburg, said the future of the coin machine industry depends greatly on the operator.

The dinner was held (12) for operators in the Salt Lake City area. Operators attending were Frank Page, Jim Osborne, Ray Ohrbansky, Norman Steed, Ted Samuchon, Ray Samuchon, Gene Phillips, Hank Nolte and Jay Thompson, all of Salt Lake City; Bud Chambers and Earl Barlow, both of Ogden, Utah; John Marbrizio of Helper, Utah; Don Chips of Wyoming. (See story, page 40.)

Representing Struve Distributing were Fred Struve, president; Gaylord Merrill, manager of Struve, Salt Lake City; Jim Phillips, assistant manager of Struve, Salt Lake City.

Rolffing Profiled

NEW YORK—R. C. Rolffing, Wurlitzer Co. president, was subject to the company of a business sketch in The York Times Sunday, March 20. The article was Wurlitzer's listing on the Big Board.

The article reported Rolffing as being engaged in the company's products coin-operated phonographs and remarking: 'I guess you can call me jake hoses.'

Gotham Coinmen

Raise $10,000

In UJA Drive

NEW YORK—Donations for the United Jewish Appeal's Coin Machine Division 1966 drive topped the $10,000 mark at the Tuesday (12) executive committee meeting held at the Hotel Americans here. Goal is $50,000, to be raised by the June 4 dinner honoring Abe Lipsky.

Executive committee members narrowed down their candidates for guest speaker at the affair to three. The decision will be announced in a week. Twenty-five doctors are expected to be at the Statler Hilton Hotel June 4 to honor Lipsky.

Feature of the executive committee meeting Tuesday was a performance of selections from "Fiddler on the Roof," by Allen and Roberta Morrison, nephew and niece of Sam Morrison, local operator.

Wurlitzer Holds

More Seminars

NORTH TONAWANDA, N. Y.—C. B. Ross, Wurlitzer phonograph service manager, recently reiterated his former stand about service seminars. No group is too small, he said, and they may be visited by a Wurlitzer field representative.

Ross pointed out that Wurlitzer field reps have been conducting one and two-day seminars in the following places: the West Coast: Brawley Amusement Co, in Brawley, Calif.; General Vendors in San Diego, and Wurlitzer's location in Los Angeles.

Wurlitzer officials say that the "import placed on 'in-the-field' service seminars" is recognized by operators everywhere, and that "Wurlitzer distributors from coast to coast have been besieged by their customers to request service schools in their respective areas as soon as possible."

MOA Report

To Missourians

MOBERLY, Mo.—The regular meeting of the Missouri Coin Machine Council was held here at the partially completed Ramada Inn last week with a fair turnout of members despite some conflicting schedules and word from some operators that they may be at other meetings. A discussion of various matters would make attending difficult.

A report on the Music Operators of America director's meeting in Washington, D.C., was given by John Masters, Lee's Summit, Mo., chairman of the MOA membership committee for Missouri and newly appointed to the MOA Registration Committee.

It was decided that at the next MCMA meeting, June 7, stated for the Gaslight Room in the Jefferson Hotel in Muncie, Mo., each member would bring his wife for the evening social conviviality and the usual fine food the hotel serves.


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PROFITABLE ACTION!

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APRIL 23, 1966 BILLBOARD
'High Machine Prices' the Biggest '65 Game Op Gripe

With regard to amusement game operation—as with juke box operation—operators offered plaintiff but non-carrptive comments about the practice of offering bonus and non-interest advances to locations owners. This complaint, from an operator on the West Coast, was typical:

"Bonuses and non-interest advances must be controlled if this business is to regain the flush of health and responsibility."

The Billboard survey of the 1965 coin machine industry showed that less than 5 per cent of the nation's operators have obtained a commission arrangement more favorable than the infamous 50-50. High commissions were the most frequent complaint of operators with regard to music, and it popped up frequently in the games portion of the questionnaire.

While the industry may be said to be spinning its wheels in obtaining relief from punitive and archaic legislation at every government level, operators continue to face shrinking markets and increasing licensing overhead. The mournful cries of operators in many States, as expressed in response to the Billboard survey, may be distilled to something like the following:

"At every level of government there are punitive and expensive laws, and our attempts at legislative relief are totally unorganized and weak."

Many operators found a lack of imaginative new types of amusement equipment in 1965. "We are desperate for new games," said one operator.

"I need a new game to follow the pool table—at a reasonable cost, of course," said another operator.

Other Problems

The following are quotes representative of other problems cited frequently as troublesome during 1965.

"Some factories and distributors are selling directly to locations. They are biting the hands that feed them."

"Terror of parts and breakdown of machines cut deeply into my profits during 1965."

"I'm no longer an operator. I'm in the moving business! This year I've got to find a way to move equipment more cheaply."

"Men who operate certain types of equipment—and we all know what kind of equipment I'm talking about—are giving this business a black eye. Even a massive public relations drive would do us no good."

SALT LAKE CITY dinner party hosted by Struve Distributing Co. brought together the following area operators to hear address by Jack Gordon of the Seeburg Corp. (from left) Frank Page, Jim Osborne, Roy Oberhansley, Norman Stead, Ted Samuelson, Ray Samuelson, Gaylord Merrill, Preston Struve, Gordon, Bud Chambers, Earl Barlow, Jim Phillips, John Marbrillo, Don Chipp, Gene Phillips, Hank Nolte and Jay Thompson.

---

Seeberg Is Coming

company the van-man on his vending company calls.

"Even if the operator gets to see our products at our nearby distributor's show," Breth-er said, "his service and route personnel many times get their first look at new equipment when it is brought and delivered."

The van, built by Dodge and modified by company engineer Carl Carman, carry their own power plants and working demonstration units for all regional vending machine components.

Said Brether, "Our vans give us an important personal contact with the operator. Sometimes he has a problem that can be solved right on the spot by the distributor's representative. Other times he has a problem that can only be solved right on the spot by the factory."

The van will be manned by Charles Brether, Ray McCloud, Warren Tilquist, Anthony Trampler and Dale LaPedus. Each is expected to log 30,000 van-miles per year.

Operations may make van appointments by contacting their local distributors.

COMING EVENTS

April 22—National Bulk Vending Machine Distributors meeting, Sheraton-Chicago Hotel, Chicago, 10 a.m.
April 22—National Automatic Merchandising Association regional spring meeting, Bedford Springs Hotel, Bedford Springs, Pa.
April 22-24—National Vendors Association Annual Convention and Trade Show, Sheraton-Chicago Hotel, Chicago.
April 30—NAMA regional spring meeting, Edgewater Inn, Seattle, Wash.
May 7—NAMA regional spring meeting, Bonedrive Hotel, Boston.
May 14—NAMA regional spring meeting, Continental Hotel, Chicago.
June 12-15—National Confectioners Association annual convention, Sheraton-Elton Hotel, Washington, D. C.
Oct. 29-Nov. 1—National Automatic Merchandising Association Annual Convention and Trade Show, McCormick Place, Chicago.
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The leader in the laminating field! A well designed low-cost machine. Thousands in continuous, profitable use in all types of locations.

- Sturdy 16 gauge steel construction.
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- Waste receptacle.
- "Machine empty" lacking feature.

Fits anywhere...in every type of location. Requires just 17 by 17 inches of floor space. Height (overall) 40".

Also available, a compact PLASTI-MATIC Do-It-Yourself Plastic Laminator which can be mounted on a wall, or wall mounted on a countertop.

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PIN BALLS—BOWLERS

**BALLY**

- HOOTENANNY $190
- BULL FIGHT $299
- 2-DIN $399
- SHEBA, 2-PIN $189
- CROSS COUNTRY 140
- STAR-JET, 2-Pin $220
- SAY DIVER $299
- MAD WORLD, 2-Pin $315
- GRAND TOUR $260
- 2-IN-1, 2-PIN $275
- HARVEST $275
- 3-IN-1-LINE, 4-Pin $275
- BOWCO, 2-Pin $260

**WILLIAMS**

- OH BOY, 2-Pin $260
- BEAT THE CLOCK $195
- SOCCER $210
- BIG DEE $195
- BLACK JACK $125

**CHICAGO**

- BOWCO $240
- QUITEN 240
- CONTINENTAL 325
- ROYAL CROWN 425
- GRAND PRIZE 510

**CHICAGO COIN BOWLERS**

- KING $240
- TRICIE $325
- WILTON $360
- ALAMO $410

Write for complete 1964 Catalog of Phonographs, Vending and Games.
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CORRECTIONS

COINMEN IN THE NEWS

**CHICAGO**

District chairman for the national Music Operators of America membership drive, Bill Pess of Mid-City Music, Aurora, II., reports that his co-chairman for the State of Illinois, Bob Vihon, has coralled 10,000 members so far in the big drive. This performance has crack Executing Distributing, Inc., sales representative has helped District 6 keep its mead on its way to the 9-district race directed by MOA headquarters in Richmond, Va., ...Lillian Kru- nicker has added Robert F. Dufur to its Market Merchandising Council.

**BERMUDA**

Some 37 persons participated in the recent coin show sponsored by United, Inc., of Milwaukee, and the Wisconsin State Federation. In addition to the usual coin show activities, the Wisconsin State Federation enjoyed such activities as golfing, swimming, island tours, shopping, sight-seeing and midnight cocktail parties. Participating were Mr. and Mrs. Donald Steven, Amusement Enterprises, Ososk; Mr., and Mrs. Dave and Radolf, Radio top. Music Co., Madison; Wisc.; Mr. and Mrs. Gene Un, Madison Coin Machine Co., Madison; Wisc.; Mr. and Mrs. John Fink, J. E. Vending Co., South Milwaukee; Wisc.; Mr. and Mrs. Len Kowinski, E. A. Depew, Inc., Mich.; Mr. and Mrs. C. S. Pierce, C. S. Pierce Music Co., Brookfield, Wisc.; Mr. and Mrs. Robert L. Groder, Groder Sales Co., Lie, Wisc.; Mr. and Mrs. Donald John- son, Johnson's Music, Waukesha, Wisc.; Mr. and Mrs. Anton Jones, Keil, Wisc.; Mr. Kathy Green, Fairgrounds, Manawa, Wisc.; Mr. and Mrs. Ernie Leja, Williams, Wisc.; Mr. and Mrs. Stanley Leja, Leja Enterprises, C. Abrams, Wisc.; Mr. and Mrs. Ben Smith, New London, Wisc.; Mr. and Mrs. Harriet Smulander; Mr. and Mrs. Arthur Wetland, North Freedom, Wisc.; Mr. and Mrs. Clarence G. Chappell, Inc., Fort Washington, Wisc.; Mr. and Mrs. Harry Jacob, Jr., United, Inc., Sheboygan, Wisc.; and Russell Townsend, United, Inc., Elkhart, Ind., and Al Deitrich, the Wurlitzer Co.

**KANSAS CITY, MO.**


**RAY BRACK**

**ATLANTA**

At March 19 meeting here the following officers and directors were elected by the Georgia Automatic Machine Operators Coun- cil.

**J. C. EDENFIELD**

Automatic Vending Co., Thomaston, was re-elected President; H. L. Peery, Wurlitter, Savannah, was elected Vice-President; G. H. Waycross, vice-president; George Cole, Mackle Southern Vending, Atlanta, secretary; James Pierce, Servoncom of Atlanta, Inc., treasurer; Board of governors: Robert A. Culpepper, Culpepper Vending Co., Rosenberg, Ga., president; Benning H. Langley, General Foods Corp., Decatur, chairman; W. K. Slade, ARA Service of Atlanta, Inc., directors.

**COMING EVENTS**

23 April — National Automatic Merchandising Association re- gional meeting, Allentown, Pa. — Seattle, Wash.
25 April — General Trade Fair, Hanover, West Germany
27 April — National Automatic Machine Operators Association quarterly meeting, Pic-Kong Hotel, Ottawa, Ont.
May 14-15—Tobacco-Candy Distri- butors' convention, Broadway Hotel, New York City.
June 12-13 — Quarterly meeting of Music Operators' Association of South Dakota, Plateau Motel, Huron, S. D.
Oct. 15-16 — Third annual convention and trade show of the Coin Machine Operators Association, Columbus, Ohio.
Oct. 28-30 — 18th annual con- vention of the American Music Operators of America, Pick-Congress Hotel, Chicago.

21 April 1966, BILLBOARD
A ROCK-OLA FOR EVERY LOCATION AND PHONETTE SUITS 'EM ALL... AT THE RIGHT PRICE!

More Play... More Profit... from the
ROCK-OLA PHONETTE
REMOTE SPEAKER WALLBOX

Intimate, personalized stereo sound in any booth or bar location increases plays, brings home extra profits! Rock-Ola's Phonette coin activated remote speaker Wallbox unit is the perfect profit companion for the new Grand Prix II, Starlet and Princess Royal phonographs...and may be used with practically any phonograph. The Phonette features two built-in stereo speakers, a simple selection system for singles or LP listening, plus personal volume controls; may be mounted anywhere; works with Rock-Ola Money Counter. Beautifully styled for any location. Rock-Ola Phonettes step up gross income wherever you install them. Bigger collections, anyone?

PERSONAL VOLUME CONTROL
Three volume settings—high, medium and low. Customer chooses his own sound level.

PERSONAL LISTENING
The Phonette may be mounted on bar, counter, wall or table—for customers private listening pleasure from two built-in stereo speakers.

LP'S OR SINGLES
Phonette permits playing of LP's or singles, 33 1/3 or 45 RPM records from customer's seat. Model 500—160 selections; Model 501—100 selections. 501 coin chute optional.

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ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Avenue • Chicago, Illinois 60651
ALBUM REVIEWS

POP SPOTLIGHT
SOUL & INSPIRATION
Bighorn Brothers, Vertigo V 5001 (M); V 6-5001 (S)
The soulful backing brings this recording to life with a young, soulful and emotional style. The entire line-up is well balanced and the overall sound is smooth and consistent. This record is highly recommended for fans of the genre.

POP SPOTLIGHT
HITS OF THE 60's
The Bachelors, London LL 3460 (A); PL 460 (S)
Great hits from the 60's are treated with soulful versions. The vocals are clear and crisp, and the arrangements are well executed. This album is a great addition to any collection.

POP SPOTLIGHT
THE LOVE YOU SAVE
Joe Tex, Atlantic 8124 (M); CL 6124 (S)
Ten features his single hits, "A Swee元左右 Womanslike you" and "I'm Gonna Show You the Love You Save." The songs are arranged to perfection, and the vocals are truly outstanding.

COMEDY SPOTLIGHT
MRS. MILLER'S GREATEST HITS
Capitol T 2444 (M); ST 5494 (S)
Reminiscent of the vocal stylings of Florence Foster Jenkins, Mrs. Miller is a true delight. Her renditions of classical songs are truly amusing, and her interpretations of popular tunes are also quite entertaining. A must-listen for fans of classic comedy.

COMEDY SPOTLIGHT
DIDJA COME TO PLAY CARDS OR TO TALK?
Christine Nelson, Republic R 6291 (M); R 6291 (S)
Christine Nelson returns with another great comedy album. Her lines are sharp, and her timing is spot on. This album is sure to bring a smile to your face.

COUNTRY SPOTLIGHT
COUNTRY FAVORITES
WILLIE NELSON STYLE
RCA Victor LPM 3226 (A); LSR 3279 (S)
Great songs like "Columbia Stockade Blues," "Sanctuary of My Heart," and "Making Memories" are performed by Willie Nelson. His voice is as smooth as ever, and his interpretations are truly outstanding.

CLASSICAL SPOTLIGHT
SCHUBERT, SONATA IN A
Rudolf Serkin, Columbia ML 6549 (M); ML 6549 (S)
Rudolf Serkin is at his best in this sonata. The technical brilliance and sheer musicality of his performance is truly outstanding. The listener is treated to a delightfully pure and passionate interpretation of Schubert's masterwork.

CLASSICAL SPOTLIGHT
GLUCK: ORFEO ED EURIDICE
Verna V. Matteo / Ruggiero / The Virtuosi di Roma (production); RCA Victor LM 6169 (M); LSR 6169 (S)
The version played by Dallin Violette, the "grandad of all opera works," is performed with grace and elegance. The entire cast is outstanding, and the production is a true delight.

CLASSICAL SPOTLIGHT
BEROHEM, DIABERLI
John Browning, RCA Victor LK 2877 (A); LSR 2877 (S)
The version played by Dallin Violette, the "grandad of all opera works," is performed with grace and elegance. The entire cast is outstanding, and the production is a true delight.

CLASSICAL SPOTLIGHT
VERDI: ARIAS
Regina Crespin, Angel 53631 (M); 53631 (S)
One of opera's great voices is heard in this collection of arias and duets. The performances are exceptional, and the recording is a true masterpiece.

CLASSICAL SPOTLIGHT
WALK ON BY FAITH
Voices of Hope, Capitol T 2480 (A); ST 2480 (S)
More than 100 voices come together to make this a thrilling package of gospel music. The spirituals, choirs, and instruments are all superbly performed, and the overall sound is truly breathtaking.

POP SPOTLIGHT
IT'S MAGIC
Barnes Lewis, Atlantic 8118 (M); SD 0118 (S)
A whole new look for Miss Lewis as she explores a style of melodic freshness from the early 60's. "The Shadow of Your Smile" is the main highlight, and "Do You Ever Remember" is a true gem.

POP SPOTLIGHT
DON'T GO TO STRANGERS
Eydie Gorme, Columbia CL 2746 (M); CS 9726 (S)
Eydie Gorme is at her best when it comes to performing heartfelt songs. Her voice never betrays her, and the arrangements are simply perfect. This album is a true treasure.

POP SPOTLIGHT
THE SECOND OF MATE
Marilyn Maye, RCA Victor LPM 3346 (M); LSR 3346 (S)
Marilyn Maye's second album, recorded live at New York's Cafe Carlyle, allows the artist to display her unique voice and talent. The arrangements are stunning, and the overall sound is top-notch.

POP SPOTLIGHT
WAIT A MINUTE
Original Cast, London AM 88001 (M); AMS 88001 (S)
This revue feature Ann South and backed by a formidable Broadway run, this album is a true delight. The cast is outstanding, and the music is a true gem.

SOUNDTRACK SPOTLIGHT
JOHN F. KENNEDY YEARS OF LIGHTNING, DAY OF DRUMS
Score of the Film, Capitol T 2465 (M); ST 2465 (S)
The soundtrack of the Emmy Pictures release of the United States Information Agency's film "A Time to Remember" is a true delight. With a score by Gregory Peck, the music is truly memorable.

CLASSICAL SPOTLIGHT
VERDI, CARLO
La Scala, London 4422 (M); OSA 4422 (S)
This album is a true masterpiece. "Der Rosenkavalier," "Don Giovanni," and "The Magic Flute" are performed with grace and precision. The listener is treated to a truly unforgettable experience.