Muntz Bought For $6 Mil. by Gulf & Western

By LEE ZHITO

VAN NUYS, Calif.—Gulf & Western Industries, Inc., last week purchased Earl Muntz Stereo-Pak, Inc., for approximately $6 million in G & W stock. Stereo-Pak was acquired for 34,400 shares of G & W's Class B convertible preferred stock, which closed at 15¼ on Friday (22).

According to terms of the deal, Muntz will remain president of Stereo-Pak, and there will be no changes in the firm's management or policies. Stereo-Pak is wholly owned by Muntz, who founded the firm in 1963. At that time Muntz parted from Antonec, Inc., a company he helped found and which pioneered auto tape decks and CARtridgues.

The purchase comes on the (Continued on page 6)

Underground Tapes Bilking Industry

By MIKE GROSS

NEW YORK—Unauthorized recordings taken from tapes of concert performances have become the hottest selling items in the disk business black market. For example, Montserrat Caballe, Spanish soprano on the RCA Victor label, is now running a hot sales streak on two levels: 1) over-the-counter, with her debut Victor LP, "Presenting Montserrat Caballe," No. 4; and 2) under-the-counter, with various unauthorized recordings taken from tapes of several of her concert appearances in the U.S. Detailed departments of the top record companies have brought this black-marketing spree to the attention of the New York State Attorney General's office, but no definite action has yet been taken to stop the flow of the "hot records." They are still being sold for between $20 and $50 each, and they are expected to be available for even higher prices.

(Continued on page 8)

Lib' ty Widens Global Vista With Signing of Becaud

By PAUL ACKERMAN

NEW YORK—Gilbert Becaud, French composer-artist currently in the States the played Carnegie Hall Friday (22), has concluded a combined publishing-recording deal with Liberty Records and its publishing affiliate, Metric Music. Under the arrangement, Becaud will be represented in the United States and England by Liberty and Metric. The move reflects Liberty's increasing activity on a world scale and ties in with Liberty's plans to send his artists on personal appearances.

(Continued on page 10)

Jobete Expands; Levington Mgr.

NEW YORK—Jobete, the BMI-affiliated publishing wing of the Motown Record Corp., is expanding its operation and has named Archie Livingston general manager, Billboard has learned. Livingston, a pioneer music executive, will concentrate on total publishing activity, including placement of Jobete standards with major artists, folio publications and the entire gamut, according to Motown vice-president Barney Ales.

Jobete is regarded as the most successful publishing entity affiliated with a record operation. At the recent sale to Southern, the company walked off (Continued on page 8)

JANE MORGAN's name on a record is as good as gold. So it's only natural that her new Epic album is called JANE MORGAN IN GOLD (LN 24196/BN 26190). This hot new release contains the most popular contemporary songs—all recent chart items. Jane's interpretations widely point up the melodic and lyric qualities that make them "standards of the future." (Stereo)

Exposure Explosion: Disk Talent in Giant Arenas

By CLAUDE HALL

NEW YORK—Gift record talent shows are a growing trend. Two shows are planned for the 67,000-seat Yankee Stadium here. The Beatles tour will be held in many of the nation's major baseball stadiums, including an Aug. 23 repeat of last year's Shea Stadium event, which was a sellout. Other record act shows are being planned.

One of the biggest country music shows in history is scheduled Aug. 5 in Yankee Stadium. The show is a joint venture of WWVA, Wheeling, W. Va., and WJRZ, Newark, N. J.—both country music powerhouses.

Fourteen major country music acts have been lined up for the country music spectacular: Roy Acuff, Kay Adams, Dick Curless, Pete Drake, Roy Drusky, Lester Flatt & Earl Scruggs, the Grezials Brothers, Stone-wall Jackson, Warner Mack, Ray Price, Buck Owens, Webb Pierce, Dottie West and Hank Williams Jr.

Both radio stations will promote the show. WWVA will promote the show on the air in the same manner it does its local Saturday night "Jamborees," but will concentrate primarily on its night-time audience, the station's signal covers almost the entire Eastern seaboard at night. WJRZ, like WWVA, will also sell tickets by mail.

Presidents Lazar Emanuel of WJRZ and Emil Mogul of WWVA said only a arena the size of Yankee Stadium could accommodate the number of people who'll want to see this talent perform.

The largest country music show held to date was on Jan. 8 this year when 30,398 fans turned out for an event starring Roger Miller in Houston's Astrodome. But this show was held in conjunction with a boat show.

The Beach Boys will headline a June 10 show of rock 'n' roll artists at Yankee Stadium. The show will also feature the Four Seasons, Stevie Wonder, (Continued on page 10)

Ember Sets Up U.S. Firm; Ends Capitol Liaison

By AARON STERNFIELD

NEW YORK—Ember Records, the British label which had been released in the United States as Capitol product, will sever its connection with that label and issue records in the U.S. under its own logo.

Jeffrey S. Kruger, president of Ember Records Interna-
tional, was in New York this week to set up a U.S. corpora-
tion, Ember Records, Inc. Kruger will head the U.S. corpora-
tion. Mrs. Kruger will be a di-
rector.

The U.S. corporation, in addi-
tion to releasing British-pro-
duced Ember product in the (Continued on page 10)
LORNE GREENE

That "Bonanza" man has a great new single... "DADDY'S LITTLE GIRL"

c/w "I Love a Rainbow" #8819

It's a sure chart item—so order now!

RCA VICTOR

The most trusted name in sound
Labels Hopping 'Oscar-Wagon'; Rushing Album, Artist, Ad Tie-Ins

NEW YORK—The Academy Awards—‘Oscar’—which last week went to "Shadow of Your Smile" (best song), "The Sound of Music" (best picture), and "Dr. Zhivago" (best original score), has created a rush of activity in the music industry, with labels fighting for the "hot" titles.

Columbia, Atlantic and Reprise are neck-and-neck in bidding for "Shadow of Your Smile" (theme and title song), with Columbia and Atlantic now tied in the battle. The bids were initiated by Columbia, which has an LP under the same title, "Shadow of Your Smile," from Columbia and Atlantic, while "Oscar-Wagon" will be "Cassie." The bidding is expected to continue as labels are scrambled for the top choices.

KLIF Calls Survey Charge 'Ridiculous'

DALLAS—McLendon Broadcasting's flagship KLIF has challenged allegations that its top 40 play list is "false and misleading" as charged by the management of the Five Americas, a local rock 'n roll group, in a $175,000 law suit filed April 12 (Billboard, April 20).

Station manager Charles F. Payne, himself a defendant in the suit, said: "Our listeners' surveys are conducted under the highest possible standards to provide the public with the best information possible.

"The survey was designed to test the marketability of our stations and to provide information to our advertisers.

"We have always been committed to providing the highest quality entertainment and music, and we are pleased to announce that we have succeeded in providing the best possible service to our listeners.

"We challenge the suit and will prove to the court that we are not guilty of any wrong doing."

Industries Give Students Person-to-Person View

NEW YORK—The programming concept at WMCA, college radio stations across the country last week, is that a listener's taste in music is matched to the station's programming. The stations are working on this, and are seeking to develop a "person-to-person" relationship with their audience.

The concept is that each station should develop a unique identity, and that the audience should be able to relate to the station's programming. The stations are getting feedback from their audience, and are using this feedback to improve their programming. The stations are also working on developing a "person-to-person" relationship with their audience, and are using this feedback to improve their programming. The stations are also working on developing a "person-to-person" relationship with their audience, and are using this feedback to improve their programming.

A record-breaking number of college radio stations have taken part in the "Person-to-Person" campaign, and have been able to develop a "person-to-person" relationship with their audience. The stations have been able to develop a "person-to-person" relationship with their audience, and have been able to develop a "person-to-person" relationship with their audience. The stations have been able to develop a "person-to-person" relationship with their audience, and have been able to develop a "person-to-person" relationship with their audience. The stations have been able to develop a "person-to-person" relationship with their audience, and have been able to develop a "person-to-person" relationship with their audience.
NARAS Chapter Speak-In: Poor In Attendance, But Rich in Ideas

BY MIKE GROSS

NEW YORK — The turnout at the meeting to review the Grammy Awards set-up held by the New York Chapter of NARAS last Thursday (21) was disappointing but the results were gratifying. The attendance of the membership, about 40 percent, was larger than the Hotel Great Northern's thrash out the problems that had arisen during the registration since its inception eight years ago. A committee formed to manage the event managed to offer some key recommendations so that now the NARAS Chapter at least have a starting point and a direction in which to work toward the goal against the present pattern of affairs.

The meeting revolved around two basic issues: (1) Voting procedures, and (2) Categories. Most of the members present agreed that the voting procedures should be changed. As it stands now, the voting was unduly and led in many instances to an incorrect result. It was recommended that members announce beforehand the categories they were going to vote on and to take the ballot three times if the result of a category was not decided on the first ballot.

Categories

The meeting also indicated an overwhelming sentiment for reducing the number of categories. NARAS now gives awards in 47 categories. An atmosphere of membership members by the New York Chapter suggests that another reason for the same.

Billinis: Forward-Looking Lead

"The record merchant is no longer a cherry picker. The industry has progressed to the point where the good rack jobber needs virtually every record and the merchant who is to give the consumer what he wants." This was said by John Billinis, president of the National Association of Record Merchandisers, and the attitude reflects the mature, institution-like nature of the music industry taking toward the entire record industry.

Billinis and his company, Billinis Distributing Co. of Salt Lake City, have been in the record business since 1957. At that time he began rack- ing records a profit of $180,000 over the con- clusion of his first full year of operation. For the calendar year of 1965, Billinis grossed $2,652,000... indicative of the growth of the record business. "Marketing today," says Billinis, "is infinitely more complex than five years ago, and a record merchant must select from a much greater quantity of product. The outlets have grown, the space allocated to records is greater, manufacturers have become more numerous and the consumer has become more knowledgeable and cheaper to records. It is because of these developments that it can no longer be said that the record merchant can be a "jack of all trades" and a "pulse" business," Billinis said. He added that "the record merchant is a retail record manager with a knowledge of, and need for, cut- leg product."

Born on Greek Island

The man who guides NARM's destinies is radically different from his predecessors and forward-looking executives. He was born on the Greek island of Hydra in August 1924. At 16 he moved to Athens, became a young man for the Greek Navy, and was eventually drafted with the Greek Royal Navy. In 1939 he resigned his government post and joined the merchant marine. He was an apprentice captain until 1952.

One day Billinis landed in Baltimore, applied for a discharge and was on his way to San Francisco to pick up another ship. But fate intervened.

Epic on Coast Putting TV, Film Talent on the Grooves

HOLLYWOOD — Epic's newly opened West Coast ad office here will make a concentra- tion effort to develop motion picture and television personalities to sell current Epic TV, Stars Philips, Conant ad chief.

Among the first projects are discs by the comedy teams of Rowan and Martin, who will star this TV special, and Bob Crane, star of "Hogan's Heroes" who will cut instrumen- tal discs. Primarily known for his comic antics, Crane has been a professional drummer and will cut in this vein. Rowan and Martin's debut comedy package taped over a live audience.

The single is being released as a combination of discs from a TV mu- sic, a task to which he has brought his experience as a TV executive. The few break-throughs which have been taken in the "TV Agent Man" is a current chart hit from TV just makes Phillips feel that he has succeeded in this area.

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Large Grooves

Phillips also plans developing commercial discs from TV mu- sic, a task to which he has brought his experience as a TV executive. The few break-throughs which have been taken in the "TV Agent Man" is a current chart hit from TV just makes Phillips feel that he has succeeded in this area.
That "Second Hand Rose" gal has a brand new single taking off by leaps and bounds!

"Sam, You Made the Pants Too Long"

From her album, Color Me Barbra CL 2478/CS 9278

On COLUMBIA RECORDS®
T.M. Music's Success Spotlights 'Pure Indies' Music Business

NEW YORK—The "pure" indie publisher continues to prove the viability and importance of its management of the music business — despite the undeniable fact that Ronstadt's "Mad About You" by Young Lovin', by the Young Rascals on Atlantic. The tune was called by Ronstadt's manager, Artie Resnick, both of whom are connected with T.M. The firm is continually represented by material on a half-dozen, or so, LP charts, including packages by the Rolling Stones, Young Rascals, Tom Jones, Dean Martin, Herman's Hermits, Gary Lewis and the Playboys.

In addition, T.M. Music for the past few months has substantially exceeded an annual total of $1 million in performances; and, according to charts, the label firm tied for fourth place in the sales race.

Ed Burton, executive vice-president, sums it up with the comment: "We put the same great effort into the business for the indie label as we do for the major labels.

The publisher who is not a professional has created a traditional pattern of developing writers, building a professional staff to work with them, making good demos and contact artistic talent, and mailing promo materials to the appropriate buyers.

Large Firms Enlarge

Commenting upon the trend of the "service" or "production" publishing business, Burton also noted a companion trend: the "promotion" and "marketing" business has become even larger through acquisitions, as in the case of the Aberbachs' purchase of Joy music. But despite these conditions, he said, "there is a great need for the small indie. "You cannot create a market for good material and proper exploitation of that material," Burton said. "Artists and producers want a hit, and it has been proved that this can come from this form of publishing. The accounts for the success of such indie publishers as Howie Richard and Al Brackman, Jack Stapp, Georges France, Al Galle and others.

In Film Field

T.M., which is owned by ABC, also is increasingly active in the film field — traditionally a rough area for the indie label. Burton said that the title will be released in 1971. The song and title of that film, "This One's for You," has been developed as the best song in the Foreign Film Critics Award competition; the chart of the "Lonely Heart" and "Come September," "Laura Lee" from the Columbia film, "Major Dundee," and others.

In contract to write with, Burton and his general promotion manager, Irwin Schon, recently worked with another half-dozen clients in the development side, and twelve songs in the promotional side. Burton's songwriting works closely with them and they, according to the firm, "can't stop working."

Bennett D'Alessandro, film and television business executive, has handled various sales positions over the last eighteen years with MGM, Voice, London, and Sue Records.

Bernie Kaplan, Atlantic's vice president in charge of international business and the head of various southern regional offices of Atlantic, has been named an independent representative of Abbey Records. He will represent the company's independent record producers and, said Burton, "he developed the Columbia, S.C., department and sold $315,000 worth of records in Richmond, Va., record one-stop.

Four regional promotion managers have been appointed to the new promotion department. The operation of the promotion department is the responsibility of the manager of promotion manager and marketing, at Prestige Records.

Joe Fields has been promoted to full promotion manager, at Prestige Records. He has been with the firm for the past 12 months at the company's Los Angeles office.

Muntz Bought For $6 Mil. by Gulf & Western

Muntz bought for $6 mil. by Gulf & Western

**Continued from page 1**

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The Fastest Breaking Supremes Record to Date
Half a Million Sold in One Week

LOVE IS LIKE AN ITCHING IN MY HEART

The Supremes

Motown 1094
Mira’s Wood Cementing Deals In Europe; Classical Lines Set

LOS ANGELES—Mira President Randal Wood is on a 15-day jaunt in Europe to complete licensing agreements with Philips for world-wide distribution. Records for Italian coverage, to complete sublicensing of publishing companies and to acquire material for a classical line to bow in the U.S. in August.

Wood revealed he has already acquired "Media" with Maria Callas from Ricordi and that his initial sale would probably be in New York. He is also planning to release classical LP’s from France, Germany and Denmark. Wood will develop regular and middle-priced classical LP’s. Opera will go on the regular price line with baroque and pre-baroque items carrying the middle-priced tag.

Mrs. Miller's LP Made For Sellin’

HOLLYWOOD—"Mrs. Miller’s Greatest Hits" LP has sold out at every Capitol branch, with 150,000 orders in six weeks, according to the label. The "comedy" package was released April 11. Featured in the label is Mrs. Elva Miller of Claremont, Calif., whose on-off-key meter style has captivated disk jockeys around the nation.

Boy for Korall

NEW YORK — Bart Korall, of BMI’s public relations staff, became the father of a boy on April 20. Son’s name is Andrew.

DiVenus’ 1st Disk

NEW ROCHELLE, N. Y. — Al Volpe, president, and Bob Callis, vice-president, of newly formed DiVenus Records, have announced the release of the label’s first disk, "Who Knows?" / "Wait For Me," by vocalist Tony Sinatra. Volpe and Callis have also established two publishing firms, White Mountain Music (ASCAP) and Crotona Music (BMI), as well as an independent record producing company, Acalto Productions.

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Black & Ryan Distrib Names Berry Prexy

PHOENIX, Ariz. — Lowell Berry, 32, who joined Black & Ryan Distributor Co., 2645 E. Camelback Rd., Phoenix, as a sales manager five years ago, has been named president, succeeding Leon Black, who left the firm to enter material which can be secured for a fair price which will allow him to start marketing the advertised material and advertising. He said his company was going to work at New York to get the two areas where he felt would accept his material.

Mira’s releases have been in the pop, top and jazz fields. Wood has been talking to the operas also goes back 10 years, when he was Kapp’s classical ad manager. He says he will not sell old classical products in New York City record stores.

Rose Convicted

In Fake Book Test Case

NEW YORK—The music publishing industry’s long campaign against sales of fake books will go on hold last week when a New York Federal District Court will sentence Rose Koss, a Long Island musician, on 60 counts of infringing the copyright of songs he has written. It was the first Federal Criminal trial to go from start to finish, the only one, who will be sentenced on June 2, could receive up to one year in prison and a $10,000 fine on each count.

During the four-day trial, Burton Raffel, composer of the score of the current "Our Clear Day Year Can See Forever," appeared as a government witness and testified empirically, sitting at an upright piano. In the trial, it was brought out in evidence that about 46,000 "fake books" were sold for about $35 a copy. The government charged that the "fake books" were a "musical shorthand version of copyrighted works, carrying only the songs’ melody, with indelicated chords."

The campaign against the "fake books" had been started by the Association of the Music Publishers of America and the National Association of Music Publishers. It has been a prime effort of the Music Publishers’ Protective Association for many years.

In another move against "fake books," a New York Federal District Court, charged with the task of finding the Great Cretz Music Center in a civil suit, has ruled that "fake books" was the correct word. The decision later was to be reversed for $5,250 and legal fees.

W. J. Bourne’s Satz on European Scene

NEW YORK—W. J. Bourne, head of Bourne Co.’s educational department, has a two-week recording schedule in Europe. Arrangements have been made to record several dates in London. He’ll be recording for the Metro label, a Bourne Co. subsidiary, firm. Bourne will also take over recording a major British performing group in England.

Joining him there will be W. J. Bourne’s wife, Mrs. Bonnie Bourne, Mrs. Bourne will also meet with Len Taft of Bourne Music, Ltd., in London, and will tour the United Nations headquarters in New York. Bourne will tour the United States in February.

Promotion Vital to Music Industry

Promotion is the key to success in the music business, as well as to the success of the firm’s standard and educational product.

Billboard Promotion Offers Keys to City

NASHVILLE—Billy Walker’s debut release on Monument Records, "The Old French Quarter," is being released with the label with a promotional campaign that could give some promotion man not only keys to the real old French Quarter, but the entire city of New Orleans.

Chuck Chelman, national promotion director for Monument, said his first promotional campaign is not only with a distributor who achieves his objectives, but is based on the market’s potential, will get a trip to New Orleans, a trip to French Quarter offices, a trip to New Orleans, or trying to get the city’s key to the city to the winner. In addition, the winner’s tickets will be included in pamphlets which the Greater New Orleans Tourist Bureau distributes around the world. WISHO in the Crecent City is co-operating in this promotion campaign, Chelman said.

Underground Tapes Bilking Industry

“Lucretia Borgia” of its own in the offing. Victor will record Caballe in “Borgia” sometime in May and release the album on the market in the fall. Other firms, including the counterpart Caballes are “Faust,” taped illegally at her debut performance in the Metropolitan Opera last December; “La Traviata,” which she sang in Dallas last fall; “Romeraveller,” which she sang at the Glyndebourne Festival in 1971; and “La Boheme,” which she sang in Pittsburgh.

Jobete Expands; Levenger Mgr.

JHOBETE, N. Y.—With 12 awards for 1965, these included the following side reads—by Metro on its various labels (Tama, Motown, Gerdy and others); "Glad Geary, "Back in My Arms Again," the Supremes; "How Sweet It Is"; Marvin Gaye; "I Can’t Help Myself," Four Tops; "I’ll Be Doggone," Martha & the Vandellas; "My Girl," the Temptations; "Nothing But Heartaches," the Supremes; "Lilacs in the Spring," Martha and the Vandellas; "Shoeshine Boy," the Moonglows; and "Stop in the Name of Love," the Supremes.

In addition, the company’s whole output is used for sales sheets for several years. It is expected that the Levenger recordings for New York City and also see a spurt of activity for Jobete copyrights overseas.

Mercos Sales Up by 26%

NEW YORK—Mercos Enterprises has announced a sales peak of $8,143,131 for 1965. It marked a 26% increase over the $6,545,200 of 1964. Net earnings also increased for 1965, 41 percent increase over 1964 earnings of $255,089.

Merco Enterprises, which is based in Garden City, L. I., provides a complete range of record selling and sells records to approximately 200 music departments and 40 "junior" sized departments in various states and 24 States. In addition, the company’s subsidiary Maternode records to 103 leased record departments in discount centers in New York, New Jersey, Connecticut and Maryland.

APRIL 30, 1966, BILLBOARD
Academy Award Winner
Best Musical Score
Maurice Jarre’s music for
DOCTOR ZHIVAGO!

THE ORIGINAL SOUND TRACK ALBUM
METRO-GOLDWYN-MAYER PRESENTS A CARLO PONTI PRODUCTION
DAVID LEAN’S FILM OF BORIS PASTERNAK’S
DOCTOR ZHIVAGO

Music composed and conducted by Maurice Jarre

1E/S1E-6 ST
Liberty Widens Global Vista

Liberty Records backed a party last week in New York for songwriter Gilbert Becaud, whom the label has just signed. From France, with Bertrand De'Abbaye, manager of Becaud Publishing Co., Felix Marusseli, Becaud's manager, and Ron Kass, director of overseas operations for Liberty.

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ance tours overseas, according to Ron Kass, Liberty's director of overseas operations. Becaud was previously released here on Kapp Records. His first Liberty LP will be in French and will be issued in late spring. It was recorded by Becaud in France, and will be issued simultaneously in France, Belgium, Switzerland, and Germany.

** Talent to Arenas

* Continued from page 1

the Animals, the Coys, and the Marvelettes. Producers are Joseph Talbot, publisher, John Jaymes, vice-president and William Arnold, secretary-treasurer of TAJ Enterprises.

WSAI in Cincinnati and the Post-Times Star are doing the Beatles show in that city Aug. 20 and plan to pack 32,000 teens into Crosley Field.

Herren's Hermitas on a tour last year pulled 39,000 into the Rose Bowl in Los Angeles and a tour booked for this year is slated for many large-capacity sites.

Labels Hopping 'Oscar-Wagon'

* Continued from page 3

other Trio. Columbia also had a hit single of the song by Tony Bennett.

Mercury Records, too, is reap-

ing rewards from the "Shadow of Your Smile" victory. The la-

bel reports that its Johnny Mathis LP, which has the song in its title, is the fastest selling album of any of Mathis' six LP releases since coming to Mer-

cury two and a half years ago.

In addition, Mercury has just released a special joke box cloth-

ing, pairing Mathis' rendition of the album title song with "The Sweetheart Tree," another Academy Award nomination.

Kenny Myers, Mercury vice-

president and producer manager, reported the biggest single day's album sales flurry in over three years at Mercury, the day fol-

lowing the Academy Award victories. In order to maintain delivery schedules, Mercury's Richmond, Ind., pressing plant worked overtime the preceding weekend to keep pace with the orders, and Myers anticipated another overtime schedule for the weekend beginning April 23.

On the music publishing front, the Big 3 (Robbins-Feist-Miller) grabbed Academy honors with the "Best Song" and "Best Original Score." "The Shadow of Your Smile" was written by Johnny Mandel (mus-

sic) and Paul Francis Webster (lyrics), "Dr. Zhivago" was written by Maur-

rice Jarre.

With the current Academy nods, the Big 3 added to its strong representation in the "Oscar-Wagon," and "Six Degrees of Separation." Robbins-Feist-Miller tunes have now racked up six "Best Song" Academy Awards and 12 "Best Score" citations.

In this year's promotion, the Big 3 first hopped on "Shadows of Your Smile" in September with a special exploitation drive aimed at a slow and steady build-up of the tune. There are now some 100 recorded ver-

sions of the song.
REGIONAL HITS TODAY
NATIONAL SMASHES TOMORROW

MY SPECIAL ANGEL
BOBBY WOOD
MALA 526
7,500 · Records Sold
Southern Records, Nashville
Record Sales, Memphis

LEANING ON YOU
THE YO YO'S
GOLDWAX 303
5,000 · Records Sold
Southern Records, Nashville
Record Sales, Memphis

LITTLE GIRL
SYNDICATE OF SOUND
BELL 640
10,000 · Records Sold
Field Music Sales
San Francisco

GIRL,
I'VE GOT NEWS FOR YOU
THE BIRDWATCHERS
MALA 527
14,000 · Records Sold
Tone Distr., Miami

BELL RECORDS, INC. · 1776 BROADWAY, NEW YORK, N.Y.
TAPE CARtridge
United Tape and Instrument Bids Mfrs. for 8-Track Product

LOS ANGELES — United Tape & Instrument Co., a firm recently formed by Sam Ricklin and Ed Mason, has begun soliciting 8-track CARtridge product libraries from record manufacturers.

The two veteran record men have formed the company as an adjunct to Ricklin's ownership and presidency of California Music and Mason's presidency of Record Rent Service and 56% per cent stockholder interest in Ricklin in this racking operation.

Larry INTERNATIONAL TWX Avenue York, Los Westwood C71 Co. Main Office of 710: Los Angeles. 474-3493 TWX 213: 490-3992

NEW TAPE CARTRIDGE CARRYING CASE

by AMBERG

Tape cartridges for automobiles are a hot new accessory — plus realize a handsome extra profit for the Amtrak carrying case when you stock this special customer convenience. For only $2.95 (suggested retail), your customer can keep his cartridges dust free and protected — wherever he goes.

This neat, compact — 9½ x 6½ x 4-inch case stores 10 cartridges of any standard brand. Attractive, top quality knurled cov ering/choice to order. Red, green or black; choice of nickel plastic, stainless steel or white plastic. SPECIAL DESIGN or private brand cases produced to your specification. Estimate on request. Write or call 815-633-3355.

Amberg—98 years of service and still growing...young!

WANTED SECRETARIAL HELP

Our New York City office wants three experienced stenographers, who will start as Number 2 girls but will become Number 1 girls within sixty days. Candidates are expected to have salaries start at $150 per week, but you must be good enough to catch up. Send your resumes and experiences in the record business.

Contact: Joel Klein Manager of Operations
International Tape Cartridge Corp., Phone: (212) 281-1040

APRIL 30, 1966, BILLBOARD
ANDY and OSCAR have teamed up again!

Remember "Moon River" and "Days of Wine and Roses"? Now, once again, Andy Williams sings the Academy Award-winning song, "The Shadow of Your Smile." In the album of the year. The top-honored title tune, brilliantly performed by Andy, leads a list of fabulous selections in a superb song package that you can count on to be one of the big best sellers of 1966! On COLUMBIA RECORDS.
NEW YORK — Stereo tape CARtridges and playback units were a big attraction at the 10th Annual International Automobile Show here in New York Coliseum April 9-17. Harold Wally, general manager of Wally's Stereo Tape City, reported distributing 25,000 pieces of literature describing the playback unit and cartridge music, and answered more than 3,000 separate inquiries.

In addition, the firm sold 36 playback units and over 300 cartridges at a booth during the show. Because of the interest shown, Wally said that his firm was booked up for more than a week in installation orders. Wally's Stereo Tape City sets as retail-distributor and sales center for several brands of machines and cartridges. More than 10,000 cartridges in both 4 and 8-track are stocked by the firm.

The reaction from the show is just the beginning, said the firm's Steve Wally, "I foresee the day when all auto manufacturers will integrate a stereo tape playback system as a standard item for all auto radios."

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**TelePro Uses Du Pont Plastic in CARtridges**

**CHERRY HILL, N. J. —** Du Pont last week stated that TelePro Industries has improved the function, design and performance of their 4-track CARtridges by using Du Pont's Delrin acetal resin. The plastic's high heat distortion temperature, natural lubricity and abrasion resistance have enabled TelePro to produce a long-lasting, tough and strong product that is claimed to be key to the success being realized in the new cartridge.

By molding a single unit in Delrin which integrates the corner post, guides and reel axle as part of the base, TelePro reported it was able to eliminate a separate post that was glued to the base in earlier plastics. Delrin also has been used in the reel assembly and operation with the redesigned plastic parts anchored firmly by a simple snap fit, Du Pont stated.

It further claimed that a more efficient spring-type brake arm was designed by TelePro which fits into the reel base to keep the reel from turning. The entire spring is molded in one piece of Delrin, snapped into a groove in the base and remains firmly in place. The cartridge uses a thin sheet of Teflon, another Du Pont plastic, to cover sponge pressure pads, providing immediate start-up and constant-speed operation.

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**Italy to Get Its 1st CARtridges**

ROME—Phonogram will present the first CARtridges on Italian market as part of Philips' Europe-wide program. Most of the first cartridges available will be German product. RCA and other labels have received their first cartridges, also from Germany, but have not yet made any marketing plans.

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**Soundex to Bow**

- **Continued from page 12**

transistors in solid state amplifier and preamplifier. The unit measures 8 inches wide, 7 inches deep and 2 1/4 inches in front, tipping the 3 1/2 inches in the rear. Weight is 7 pounds; simplified, and mounting is claimed; adaptability for headphone use; and effective operation in temperatures ranging from minus 30 degrees F. to plus 180 degrees.
The First Word in Sales
Eddy Arnold's
"The Last Word in Lonesome Is Me"
c/w "Mary Claire Melvina Rebecca Jane" 8818.
The "B" side is from his hit album "My World" LPM/LSP-3466
- so order up - and get in on the action!
RCA VICTOR
The most trusted name in sound
**ATLANTA**

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**TOP 20**

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

**THE LOVIN’ SPOONFUL—DID YOU EVER HAVE TO MAKE UP YOUR MIND? (Prod. by Jack Gold) (Unart, BMI)**—Goldensboro-written tune with solid dance beat rhythm that will quickly follow his "It's Too Late" hit. Flip: "When Your Love Has Gone" (Unart, BMI).

**ROBBY GOLDSBORO—I KNOW YOU BETTER THAN THAT (Prod. by Tom King) (Beechwood, BMI)—"When Time Won't Let Me" still in the top 10 of the Hot 100, the group bows this pretty lyric ballad with lush string backing. Flip: "What Makes You So Bad You Weren't Brought Up That Way" (Beechwood, BMI).**

**LITTLE ANTHONY & THE IMPEdALS—BETTER USE YOUR HEAD (Prod. by Teddy Randazzo) (South Mountain, BMI)—Group bows on the re-activated label with a sure-shot rocker destined for the top of the chart. Flip: "The Wonder of It All" (South Mountain, BMI).**

**JAMES DARREN—WHERE DID WE GO WRONG (Prod. by Dick Glasser) (Ducks, BMI)—The Pet Clark-Tony Hatch tune gets a superb Darren vocal performance for a hit commercial entry.**

**JIMMIE RODGERS—IT'S OVER (Prod. by Randy Wood) (Honeycomb, ASCAP)—lyric ballad in the vein of The Bob Lind hits is a top of the chart entry for Rodgers, who wrote the sad, romantic number. Flip: "Anita, You're Dreaming" (Irving, BMI).**

**THE CRITTERS—YOUNGER GIRL (Prod. by Artie Ripp) (Faithful Virtue, BMI)—Off-beat lyric ballad from the pen of the Lovin' Spoonful's John Sebastian should be the ticket for the new group. Flip: "Gone for Awhile" (Elwin, BMI).**

**REPARATA AND THE DELRONS—WHAT'S YOUR BIG IDEA (Prod. by World United Prod. (Tria, BMI)—Top performance of this Jeff Barry written ballad should rocket this hit into the top 40.**

**CATAMAN CROTHERS—WHAT'S A NICE KID LIKE DOING IN A PLACE LIKE THIS? (Prod. by Hanna-Barbara Prod.) (Morris, ASCAP)—Cute and clever off-beat tune with solid dance beat from the TV special "The New Alice in Wonderland," could be a left-field winner. Flip: "Golly Zink" (Ansham, BMI).**

**WILLIE AND THE HANDJIVIES—GOTTA FIND A NEW LOVE (Prod. by Joe & Sandbury) (Chart, BMI)—Hard-driving dance beat number with two built-in hits. Should hit hard in both pop and R&B markets, re-establishing the group in the charts. Flip: "Runnin' Girl" (Chartburner, BMI).**

**TOP 60**

Spotlights—Predicted to reach the top 60 of the Hot 100 Chart

**THE OUTSIDERS—GIRL IN LOVE (Prod. by Tom King) (Beechwood, BMI)—"Time Won't Let Me" still in the top 10 of the Hot 100, the group bows this pretty lyric ballad with lush string backing. Flip: "What Makes You So Bad You Weren't Brought Up That Way" (Beechwood, BMI).**

**THE ROYALETTES—IT'S A BIG MISTAKE (Prod. by Teddy Randazzo) (South Mountain, BMI)—Epic release on a theme note by the girls on this big beat production number with a love-woes lyric. Flip: "It's Better Not to Know" (South Mountain, BMI).**

**BEAU BRUMMELS—ONE TOO MANY MORNINGS (Prod. by Autumna Prod.) (Wilmaor, ASCAP)—Swingin' group debuts on Warner Bros. with this Bob Dylan folk-rocker sure to be a rapid chart climber. Flip: "She Reigns" (Taracent, BMI).**

**JACK JONES—THE IMPROVE DREAM (Sian Fox, ASCAP)—STANDERS IN THE NIGHT (Chart, BMI)—Two top sides from Jones. Beautiful tune from "Man of La Mancha" is backed with the Bert Kaempfert film theme from "A Man Could Get Killed."**

**BOB MARTIN—SOMETIMES (Prod. by Henry Jerome) (Audion, ASCAP)—I CAN GIVE YOU LOVE (Champion, BMI)—Two excellent production ballads from Mr. Martin. Top is an emotional lyric weeper, while the flip is a rock dance-rocker. Either side could go all the way.**

**BERT KAEMPFERT AND HIS ORCHESTRA STRANGERS IN THE NIGHT (Champion, BMI)—Beautiful Kaempfert-written melody from the forthcoming flick, "A Man Could Get Killed," could be a top contender for Oscar honors. Excellent programmed disk. Flip: "But Not Today" (Champion, BMI).**

**CHART**

Spotlights—Predicted to reach the Hot 100 Chart

**IAN WHITCOMBE—No Trees for Johnny (Doolin, BMI).**

**LOUIE GREEN—Buddy's Little Girl (Cherie, BMI).**

**CHART**

Spotlights—Predicted to reach the Hot Country Chart

**EDDY ARNOLD—THE LAST WORD IN LONESOME IS ME (Prod. by Chet Atkins) (Tiger, BMI)—Arnold introduces the Roger Miller ballad to follow his "I Want To Go With You," currently No. 1 on the country charts. Should be a rapid repeat. Flip: "Mary Claire Melvina Rebecca Juke" (Five Sisters, BMI).**

**WANDA JACKSON—BECAUSE IT'S YOU (Prod. by Ken Nelson) (Freeway, BMI)—Miss Jackson delivers a warm, emotional reading of this sad love ballad which will top her hit, "The Box It Came In." Flip: "Long As I Have You" (Blackjack, BMI).**

**WAYLON JENNINGS—TIME TO BUM AGAIN (Prod. by Chet Atkins) (Brumlee, BMI)—With "Anita, You're Dreaming" still on Billboard's country chart, Jennings bows this up-tempo Harlan Howard number for another winning disk. Flip: "Norwegian Wood" (Macien, BMI).**

**DON GIBSON—YES I'M HURTING (Prod. by Ace Peters) (Agass4, BMI)—Excellent instrumental backing of a top Gibson vocal which will soon succeed his previous hit, "A Born Loser." Flip: "My Whole World Is Hurt" (Auffi-Rose, BMI).**

**CHART**

Spotlights—Predicted to reach the Hot Country Singles Chart

**T. TEXAS TYLER—Id Like To Sing (Dot, BMI).**

**DON JACOBSEN—Go Lightly I'm Headed For A Change (Tree, BMI)**

**R&B SPOTLIGHTS**

Spotlights—Predicted to reach the Top Selling Rhythm & Blues Singles Chart

**THE SHARPES—I'VE GOT A SECRET (Vivace & Angie, BMI)—Headed for the top of the r&b chart this pulsating blues wailer with solid instrumental support. Flip: "Make Up Your Mind" (Vivace & Angie, BMI).**

**CHART**

Spotlights—Predicted to reach the Top Selling Gospel Singles Chart

**B. B. KING—You're Still A Square (Parloa, BMI).**

**APRIL 30, 1966, BILLBOARD**
I LOVE YOU DROPS

DOLTON HAS THE HIT!
Your college contribution is a round-trip ticket

It's good both ways.
First, it helps higher education accomplish its mission of producing leaders for America.
The trip back brings industry its most important resource—college-educated talent.
These young leaders come fresh with brainpower and knowledge; they fill the ranks of management.
The colleges need business help—and welcome it.
Especially now, when they are facing rising costs and increasing enrollments.
If business wants college talent, it will have to keep the college in business.
Help them finance their expansion—their buildings, lab facilities and, above all, their teaching staffs.
It's good business insurance—it's good business.
Your aid-to-education program is an aid to yourself.

COLLEGE IS BUSINESS' BEST FRIEND.
the vivid roll of thunder and staccato fall of rain... accompanied by haunting melodies in the album that's TAKING THE COUNTRY BY STORM

a break-out in
San Francisco
Chicago
Buffalo
Cleveland

starting in
Los Angeles
Boston
Miami
Baltimore
Charlotte
Seattle

Just released by demand the single from the album FIRE ISLAND B/W A DREAM 40366

PHILIPS RECORDS
one world of music on one great label!
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<td>(You're My) SOUL AND INSPIRATION</td>
<td>Isley Brothers</td>
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<td>34</td>
<td>You've Got My Mind Messed Up</td>
<td>Ben E. King</td>
<td>Capitol</td>
</tr>
<tr>
<td>35</td>
<td>The More I See You</td>
<td>Ben E. King</td>
<td>Capitol</td>
</tr>
<tr>
<td>36</td>
<td>Evol-Hot Love</td>
<td>Ben E. King</td>
<td>Capitol</td>
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<tr>
<td>37</td>
<td>Barefootin'</td>
<td>Ben E. King</td>
<td>Capitol</td>
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<tr>
<td>38</td>
<td>Cool Jerk</td>
<td>Ben E. King</td>
<td>Capitol</td>
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<tr>
<td>39</td>
<td>Hold On! I'm Coming Home</td>
<td>Ben E. King</td>
<td>Capitol</td>
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<tr>
<td>40</td>
<td>History Repeats Itself</td>
<td>Ben E. King</td>
<td>Capitol</td>
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<tr>
<td>41</td>
<td>Love Takes a Long Time Growing</td>
<td>Ben E. King</td>
<td>Capitol</td>
</tr>
<tr>
<td>42</td>
<td>Please Don't Sell My Daddy No More Wine</td>
<td>Ben E. King</td>
<td>Capitol</td>
</tr>
<tr>
<td>43</td>
<td>Double Shot (Of My Baby's Love)</td>
<td>Ben E. King</td>
<td>Capitol</td>
</tr>
<tr>
<td>44</td>
<td>Don't Go Steady</td>
<td>Ben E. King</td>
<td>Capitol</td>
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<tr>
<td>45</td>
<td>Don't Let Me Be Good To You</td>
<td>Ben E. King</td>
<td>Capitol</td>
</tr>
<tr>
<td>46</td>
<td>Mine Exclusively</td>
<td>Ben E. King</td>
<td>Capitol</td>
</tr>
</tbody>
</table>

**HOT 100 — A TO Z**

Publishers' Licenses: Billboard

**BUBBLING UNDER THE HOT 100**
Perfect timing for a big hit!

Quarter to Three

SIR DOUGLAS

#8317

TRIBE

THE AMERICAN RECORD GROUP
RADIO-TV programming

Industries Give Students Person-to-Person View

Variety Show

By WHBI-FM

NEWARK—WHBI-FM here is launching a one-hour live variety show featuring record talent. Primarily, the show will be for emerging artists who are looking for a break, said program director Jack Bilby, who'll host the show.

Title of the show is "Jack Bilby's Talent Showcase." The show will be broadcast live 11-midnight each Saturday. April 21 included Joey Vance of Carlson International Records; the vocal trio of Patti, Anita, and Sandy; and Sandy Matoussek, singer and guitarist.

WMCA, A HOT 100 format station in New York, gave a one-hour program on the show's first panel for the 1959 college orientation. The program is a part of the International Radio and TV Society, April 14-15, in New York. (Continued on page 28)

Tight Playlists Are Choking Life Out of New Artists: UA's Gold

BY CLAUDE HALL

NEW YORK—The record industry needs a "Court of Last Resort" at radio stations to save potential hit records. Jack Gold, ad producer for United Artists Records, said last week.

It's theoretically impossible to break a record by a new artist today; this is the lament of nearby every promotion man in the record business. A&R producers are faced with the problem, too. Because of the tight playlist widely in use, many radio stations are adding only live or six new records each week to those they're already playing," Gold said, and there are 300-800 stations putting out "no music" records each week.

Things have changed a great deal in radio over the past 10 years. Ten years ago you could go into a city to promote a record and it would get played a dozen times that day.

Artists were so enthusiastic about discovering records then and if they liked a particular record they would try to break it...to make it a hit. There were still Kandle type deejays on every station in every major city. If you had personal friends among deejays, someone would surely play your record.

It spread easier, too, in those days from market to market, to

Continued from page 3

he found such conferences an excellent opportunity to make lasting friendships with college students who'll soon be entering commercial radio.

One of the highlights of the IRTS meeting was an after- noon session on contemporary music programming. Bob Lewis, an air personality at WABC in New York, spoke on the manner in which he programmed on the Hot 100 format station. He described programming on his WABC show, saying he started out with a loud record, then played a fairly loud record, after that going to a softer Hot 100 tune. Then he worked his way back up to a driving sound, playing a total of six records in a half-hour, before the news. Every song has a given purpose, he related, and the reason for playing a loud record right before the news, he said, is that the audience would stay tuned to WABC through the news.

He told the college students that while in college himself at Brown University he'd broadcast a show daily over the campus station and had found that dedications did the most toward attracting an audience.

Other members on the afternoon programming panel included Richard Robins, station manager of WNYU, New York University, and David Jasen, also of WNYU. A morning panel session on pro- gramming featured Don Gillis, NBC producer and composer; William B. Stein, general manager of WOSU at Ohio State University; Raymond Bottom, head of WGH, Norfolk; Herman Finkelstein, attorney for ASCAP; John S. Wilson of The New York Times who has a jazz program on the station; and Charles Quile of the IRS. Problems discussed with stu- dents included the programming of rock 'n' roll on campus stations and the feasibilities of students getting professional experience.

IRTS HIGHLIGHTS

A highlight of the IRTS meeting in New York was a one- panel discussion featuring management of WMCA, one of the leading Hot 100 format radio stations in New York. The panel consisted of manager Herb Mendelsohn, general sales manager Bob Mazur, public affairs director David Horowitz, and program director Ruth Meyer.

Ruth Meyer, who said her station plays the hits..."all of them," added that one of the most challenging aspects of pro- gramming hit records is the source of control of media. This is a revolution in the culture and a revolution in the way because we've been developed, not under the con- trol of the cultural cultural control service, but by the station. The control of the station is on itself...and of larger audiences than the world has ever known. "But what is popular music? It's what's happening today..."

LOS ANGELES—The com- bination of young, pop music stars and a remote location set- ting have made Dick Clark's after- noon TV show, "Where The Action Is," reportedly the high- est rated program on the ABC daytime schedule.

The show celebrates its first anniversary June 8 and is prob- ably the most expensive program on daytime TV because of the costs involved in taping on location, its own host said. The show is seen on the network from 4:30 to 5 pm and is unique in that the action is taped at beaches, swimming pools, ski- slopes, in the mountains, on river boats and along Hollywood's Sunset Boulevard.

Clark's Afternoon TV Show Is Riding High

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THE LEAVES ARE HAPPENING...

—WITH—

"HEY JOE"

Produced by Norm Ratner
MIRA #222

THERE IS ONLY ONE HIT RECORD OF "HEY JOE"—THE ORIGINAL. ALREADY A SMASH BEST SELLER IN LOS ANGELES. NOW SPREADING THROUGHOUT THE NATION!

Personal Management:
PENTHOUSE RECORDING, INC.
Ken Handler—Norm Ratner

Mira PRODUCTIONS, INC.
9028 SUNSET BLVD., LOS ANGELES, CALIFORNIA 90069
273-1125

Booking Agency: General Artist Corp.

Distributed in Canada by Spartan Records, Ltd.
KMPC's Teen Underground Digs

LOS ANGELES — KMPC's "Teen-Age Underground" show was broadcast on a special Saturday afternoon from the hotel concert by Petula Clark, currently playing at the Coca-Cola母 Grove. Over 350 members of the youth group, which enjoys music other than rock 'n' roll, attended the show in the hotel's Conservatory.

KMPC has been making a concerted effort to schedule concerts with special appeal to the Teen-Age target market. Clark's show was the third in recent weeks. Previous free concerts have been offered by Arthur Young and Don Ho. Disc jockey Johnny Magnus and Roger Carroll coordinate "Underground" movements.

program director of KWC, Salt Lake City, would like to give a free concert to the club's musical format. The station manager of KMPC, however, has been named program director and he has asked for records.

Joey Reynolds joined WXZY, Detroit, on April 7, he was formerly with WXYX, Cleveland. Jim Newton, a gentleman very steeped in country music background, has been named program director of WCPQ, Boston; he was recently station manager of KPCN, Dallas, KWW, Portland, Ore., has upped its daytime power to 50,000 watts. Bob Colburn, at WYNN, Warwick, R.I., is also emceeing and producing the "Country Side Showcase" Sunday show, on WYES-TV.

TXCAT, New Bedford, Mass. The show features Rick Ray of Hickory Records, and local talent from surrounding areas. KXNS, Pratt, Kan., will switch from middle-of-the-road to a country music format May 1, and general manager William J. Young of the AM/FM outlet, Larry Waggon has been named program director and he asks for records.

management: Talent & Promotions, Inc.

Do You THINK HE REALLY CARES IF... "Don't You Know"

is a hit at this time?

Radio-TV Mart

HELP WANTED

ANNOUNCER-CHEF ENGINER, 40, white male, 5'11" and 160 lbs. Fulltime position in a well established medium format station. Must have 2 years of experience in similar position. 2 years of experience as chief engineer, 2 years as ENG. May be on salary or commission. Must be available for off-hours work. No phone calls. Respond to BOX 268, WNYK Radio, Chicago, Ill.

WANTED, top DJ. Young, white male, available immediately. Must have outstanding expertise with a radio audience in the 16 to 34 year old market. College education plus two years or more of experience as DJ. Excellent knowledge of up to date music. Must have own transportation and be able to work on weekends. This is a permanent position. Reply to BOX 268, WNYK Radio, Chicago, Ill.

SECURITY PERSONNEL AVAILABLE, two men, ages 40 and 50. Both are highly trained in security procedures. Preferably military or law enforcement background. Beginning at $3.50 per hour. Contact Box 298, Wick Media, Inc., 15 W. Randolph St., Chicago, Ill. 60601.

Announce your Availability on the P.R. Network. Send self-addressed envelope to P.R. Network, Radio-Television Mart, Chicago, Ill. 60605.

TOP 40 DJ JOCKEY AVAILABLE, 26, white male, experience in top 40 market. Excellent knowledge of current music. Excellent phone skills. Has own equipment. Contact Box 298, Wick Media, Inc., 15 W. Randolph St., Chicago, Ill. 60601.

SUNNY BONO of Sonny & Cher overcomes obstacles to sign an arrangement with Columbia while WWAY air personality Sandy Howard looks on. At left is Cher, also singing alligators. The Alco records artist performed before a specular crowd, reportedly a success. Music Hall show was promoted by Irving Gran Productions and WWAY and marked the first hit show in the controversial Debbie Bean show on teen-oriented shows back in November 1964.

Radio-TV Mart

Give...so more will live HEART FUND

AIDS TREATMENT

Actual cost, plus 10% for administration, of assembling a team of cardiologists, immunologists, and other health professionals to provide medical services to uninsured individuals suffering from AIDS in the Chicago area.

April 30, 1966, Billboards

YESTERYEARS HITS

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

POPsingles—5 Years Ago

1. Make It" by the Group, RCA Victor
2. "Shake" by the Rolling Stones, ABC/Dunhill
3. "Lips" by the Beatles, ABC/Dunhill
4. "Jingle Bell Rock" by Bobby Helms, RCA Victor
5. "In the Garden" by the Platters, ABC/Dunhill

POPsingles—10 Years Ago

1. "Blue Bayou" by the Everly Brothers, ABC/Dunhill
2. "What a Wonderful World" by Louis Armstrong, ABC/Dunhill
3. "Don’t Stop Me Now" by Foreigner, ABC/Dunhill
4. "Spirit In the Sky" by Roger Miller, ABC/Dunhill
5. "Purple Sage" by Black Oak Arkansas, ABC/Dunhill

*双腿站立*
Billy Joe Royal has single.
("Deep Inside Me"/"Heart's Desire")

Will travel.
The Dick Clark Tour—Where the Action Is
(Also featuring Paul Revere and The Raiders)

<table>
<thead>
<tr>
<th>Date</th>
<th>City, State</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 25</td>
<td>Bloomington, Ind.</td>
</tr>
<tr>
<td>April 26</td>
<td>Pittsburgh, Pa.</td>
</tr>
<tr>
<td>April 27</td>
<td>Ft. Wayne, Ind.</td>
</tr>
<tr>
<td>April 28</td>
<td>Akron, Ohio</td>
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<td>April 29</td>
<td>Dayton, Ohio</td>
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<td>April 30</td>
<td>Louisville, Ky.</td>
</tr>
<tr>
<td>May 1</td>
<td>Evansville, Ind.</td>
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<tr>
<td>May 2</td>
<td>Cincinnati, Ohio</td>
</tr>
<tr>
<td>May 3</td>
<td>Cincinnati, Ohio</td>
</tr>
<tr>
<td>May 4</td>
<td>Richmond, Ky.</td>
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<td>May 5</td>
<td>Huntington, W. Va.</td>
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<td>May 6</td>
<td>Norfolk, Va.</td>
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<td>May 7</td>
<td>Winston-Salem, N.C.</td>
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<td>May 8</td>
<td>Atlanta, Ga.</td>
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<td>May 9</td>
<td>New Orleans, La.</td>
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<td>May 10</td>
<td>Jackson, Miss.</td>
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<td>May 11</td>
<td>Birmingham, Ala.</td>
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<tr>
<td>May 12</td>
<td>Biloxi, Miss.</td>
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<td>May 13</td>
<td>Chattanooga, Tenn.</td>
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<tr>
<td>May 14</td>
<td>Columbus, Ga.</td>
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<tr>
<td>May 15</td>
<td>Augusta, Ga.</td>
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</table>

Billy Joe Royal on COLUMBIA RECORDS™
## Billboard Special Survey for Week Ending 4/30/66

### Top Selling R&B Singles

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>GET READY</td>
<td>Temptations, Gordy 7066</td>
<td>6</td>
</tr>
<tr>
<td>2.</td>
<td>THE LOVE YOU SAVE</td>
<td>The Temptations, Motown 114</td>
<td>6</td>
</tr>
<tr>
<td>3.</td>
<td>I'M SORRY</td>
<td>Wilson Pickett, Atlantic 2370</td>
<td>3</td>
</tr>
<tr>
<td>4.</td>
<td>SHE BURNED A GOOD THING</td>
<td>Sylvers, 2991</td>
<td>5</td>
</tr>
<tr>
<td>5.</td>
<td>SATISFACTION</td>
<td>Rolling Stones, Decca R 167</td>
<td>9</td>
</tr>
<tr>
<td>6.</td>
<td>AIN'T THAT A GROOVE</td>
<td>Martha &amp; the Vandellas, Gordy 4025</td>
<td>7</td>
</tr>
<tr>
<td>7.</td>
<td>WHEN-EVER</td>
<td>Stevie Wonder, Tamla 54270</td>
<td>3</td>
</tr>
<tr>
<td>8.</td>
<td>THIS OLD HEART OF MINE</td>
<td>Mary Brown, Scepter 3326</td>
<td>5</td>
</tr>
<tr>
<td>9.</td>
<td>SHARING YOU</td>
<td>Marty Cooper, Don't Bother Me</td>
<td>4</td>
</tr>
<tr>
<td>10.</td>
<td>YOU'VE GOT MY MIND MESSED UP</td>
<td>Lloyd Price, Federal 2007</td>
<td>3</td>
</tr>
<tr>
<td>11.</td>
<td>WANG DANG DODGEE</td>
<td>Ray Charles, Checker 1153 (Ar)</td>
<td>7</td>
</tr>
<tr>
<td>12.</td>
<td>ONE MORE HEARTACHE</td>
<td>Marvin Gaye, Tamla 43139</td>
<td>2</td>
</tr>
<tr>
<td>13.</td>
<td>BABY, SCRATCH MY BACK</td>
<td>Slim &amp; Company, Capitol 2373</td>
<td>4</td>
</tr>
<tr>
<td>14.</td>
<td>TOGETHER AGAIN</td>
<td>King Charles, ABC-Paramount 1079</td>
<td>3</td>
</tr>
<tr>
<td>15.</td>
<td>SHAKE, MAKE ME (When It's Over)</td>
<td>Four Tops, Motown 1092</td>
<td>9</td>
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<tr>
<td>16.</td>
<td>NO GOOD FOR MY BABY</td>
<td>Steve Winwood, Tamla 54310 (aptcha)</td>
<td>8</td>
</tr>
<tr>
<td>17.</td>
<td>MESSAGE TO MICHAEL</td>
<td>Source Material, Verve 8120 (b)</td>
<td>5</td>
</tr>
</tbody>
</table>

### New Action R&B Singles

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>RAREFRONT</td>
<td>Barry White, Verve 11093 (Ar)</td>
<td>3</td>
</tr>
<tr>
<td>2.</td>
<td>I'LL LOVE YOU FOREVER</td>
<td>Martha &amp; the Vandellas, Gordy 4025</td>
<td>7</td>
</tr>
<tr>
<td>3.</td>
<td>GREETING</td>
<td>The Supremes, Verve 1004 (Ma)</td>
<td>10</td>
</tr>
<tr>
<td>4.</td>
<td>BABY, I NEED YOU</td>
<td>The Supremes, Verve 1021 (Ar)</td>
<td>4</td>
</tr>
<tr>
<td>5.</td>
<td>I CAN'T REST</td>
<td>Four Tops, Checker 1127 (Ar)</td>
<td>10</td>
</tr>
<tr>
<td>6.</td>
<td>PHILLY DOG</td>
<td>Marvelettes, Motown 1065</td>
<td>2</td>
</tr>
<tr>
<td>7.</td>
<td>DO SOMETHING FOR YOURSELF</td>
<td>The Temptations, Motown 1134</td>
<td>6</td>
</tr>
<tr>
<td>8.</td>
<td>REAL HUMDINGER</td>
<td>J.J. Barnes, R&amp;B 110 (Ar)</td>
<td>10</td>
</tr>
</tbody>
</table>

### Tight Playlists

- **Continued from page 24**

**Tight Playlists**

- **Continued from page 24**

### Industries Give Students Person-to-Person View

- **Continued from page 24**

**Industries Give Students Person-to-Person View**

- **Continued from page 24**

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**Billboard**

**KPOI Air Personality Tom Moffat** interviewed the British group, Herman's Hermits, when they appeared over in Honolulu recently on a trip back from Japan. The group is starting their tour and is featured in the soundtrack album as well as a single taken from the album.

**Billboard Special Survey for Week Ending 4/30/66**

**Top Selling R&B LP's**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist &amp; Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>GET MY MOOD WORKING</td>
<td>Jimmy Smith, Verve V-5564 (M); V-5564 (S)</td>
</tr>
<tr>
<td>2.</td>
<td>CRYING TIME</td>
<td>Larry Holmes &amp; The Nashville Horns, ABC-Paramount 644 (M); ABC-Paramount 644 (S)</td>
</tr>
<tr>
<td>3.</td>
<td>I HEAR A SYMPHONY</td>
<td>Kinks, Columbia 354 (M); Columbia 354 (S)</td>
</tr>
<tr>
<td>4.</td>
<td>TEMPTIN' TEMPTATIONS</td>
<td>James Brown, ABC-Paramount 755</td>
</tr>
<tr>
<td>5.</td>
<td>MIRACLES GOING TO A GO-GO</td>
<td>Temptations, Motown 114</td>
</tr>
<tr>
<td>6.</td>
<td>THE MANNEQUINS GREATEST HITS</td>
<td>Little’s, Stax 230 (M); Stax 230 (S)</td>
</tr>
<tr>
<td>7.</td>
<td>GOMIN’ OUT OF MY HEAD</td>
<td>Ike &amp; Tina Turner, Stax 231 (M); Stax 231 (S)</td>
</tr>
<tr>
<td>8.</td>
<td>SOLID GOLD SOUL</td>
<td>Various Artists, Atlantic 8116 (M); 8116 (S)</td>
</tr>
<tr>
<td>9.</td>
<td>UNBELIEVABLE</td>
<td>Various Artists, Atlantic 8116 (M); 8116 (S)</td>
</tr>
<tr>
<td>10.</td>
<td>CHIMEAR WARWICK IN PARIS</td>
<td>Nancy Sinatra, MGM (S); ABC-Paramount (M)</td>
</tr>
<tr>
<td>11.</td>
<td>RUFFIN'</td>
<td>Impressions, ABC-Paramount 645 (M); ABC-Paramount 645 (S)</td>
</tr>
<tr>
<td>12.</td>
<td>SOUL SESSION</td>
<td>Various Artists, Atlantic 8116 (M); 8116 (S)</td>
</tr>
</tbody>
</table>

**New Action R&B LP's**

- Other charts registering solid sales in certain markets and appearing to be a week away as reflecting a national chart status and weeks on chart are:

- **Soul Album**
  - Otis Redding, Volt 412 (M); S 412 (S)
- **Soul Messages**
  - Robert Cray,美丽乡村, Flyingbird 7425 (M); (No Stems)
  - **Soul Inspiration**
    - Sly & the Family Stone, Verve 6001 (M); V-6001 (S)

**KPOI Air Personality Tom Moffat** right, interviewed the British group, Herman's Hermits, when they appeared over in Honolulu recently on a trip back from Japan. The group is starting their tour and is featured in the soundtrack album as well as a single taken from the album.

**Industries Give Students Person-to-Person View**

- **Continued from page 24**

right. Last year, it could be a record by a singing nun or the Beatles. Today, it can be a Barry Sadler. Tomorrow, it may be a baroque-constructed ballad or a return to the sounds of good-time corn. And, if you're a popular music fan in its audio form, you must develop the instinct for recognizing what's new, right now. That's the challenge that makes your radio station creative. Believe it! You're in a great, great audio world. Herb Mendelson gave the general manager's point-of-view:

"As custodian of this magnificent enterprise called WMCA, my prime responsibility is to harness the energies of our spirited, independent, and Occasionally kooky characters so that we're all pulling in the same direction, so that our overall objective—to be the best—is the same for everyone."

He worried most when everything was going too smoothly: "We work hard at WMCA, but we have a lot of fun, too. And if we're nervous, high-strung, uncertain and occasionally lacerated, it's worth the pain for the pleasure we get from doing what we do. We're radio people—indeed radio people. We're turned on, and that's why many wonderful people turn on WMCA."

One of the students asked Bob, "Do you feel that the salaries of WMCA personal salaries were; she replied that none came under $25,000 a year. More than 200 students attended the WMCA session.

**Right?** What they did, of course, was to read the afternoon paper and list the West 58th Street building. Bob, broadcast, and asked when they were going to get this stuff. We're radio people—indeed radio people. We're turned on, and that's why many wonderful people turn on WMCA."

**Industries Give Students**

- **Continued from page 24**

**Tight Playlists**

- **Continued from page 24**

**Tight Playlists**

- **Continued from page 24**

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**April 30, 1966, Billboard**
The hottest new group in the business!

THE POPPIES

with a smash follow-up to their hit single, "Lullaby of Love"...

"HE'S READY"

5-10/19

EPIC
Radio Top, brought combined 3d Magic INNIINNIINNIIIIIIIN1111MIMIMMI DISK lic the more label's with Atl. this London. this maintains the power to topple stations— including Radio 390—based on successes in the Thames estuary.

Emerald Is Floating on Air With Caroline's Backing

DUBLIN—In the past few weeks the Belfast-based Emerald label has earned 100 charts in radio and television, and is expected in London within 10 times its present strength. The group has sold over all Ireland as far south as Cork and Banty.

'Slars' TV'er to be Scrapped

LONDON—ABC-TV will drop its pop show "Thank Your Lucky Stars" after June 25 without making plans for a replacement. For five years the Saturday night-time network show has been one of the principal showcases for new records and virtually every U.S. visitor has made it a must.

ABC has delayed that recent promise from the Musicians Union to try and maintain television. Parson is in line for his first appearance on this show in the near future. Various artists are due to be added where there is little chance that Rita's lead will be undermined.

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THE GERMAN HIT PARADE MARCH/APRIL SEEN THROUGH THE EYES OF DEUTSCHE VOGUE

**DISCOTHEKES**

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<th>CLUB HIT PARADE</th>
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<td>5 MICHELLE THE OVERLANDERS</td>
<td>5 KANN ICH DIR VERTRAUEN PETULA CLARK</td>
</tr>
<tr>
<td>8 MICHELLE</td>
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<td>31 SIEBZEHN JAHR, BLONDIES HAAR UDO JURGENS</td>
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**DISTRIBUTORS**

<table>
<thead>
<tr>
<th>AUTOMATEN-MARKT</th>
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<th>DEALERS</th>
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</tr>
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<td>25 KANN ICH DIR VERTRAUEN PETULA CLARK</td>
<td>37 SUZIE</td>
</tr>
<tr>
<td>47 SO WAS NENNY MAN LIEBE SANDIE SHAW</td>
<td>37 ICH BIN NUN MAL EIN MACCHEN FRANCOISE HARDY</td>
<td>48 PETULA CLARK</td>
</tr>
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</table>

**ANNUAL MEETING**

GOLDEN LION RADIO LUXEMBOURG WINNER 1965 PETULA CLARK
GOLDEN LION RADIO LUXEMBOURG WINNER 1966 UDO JURGENS
EUROVISION SONG CONTEST WINNER 1966 UDO JURGENS

"WE COULD DO EVEN BETTER IF WE HAD YOUR CATALOG"

JEAN JACQUES FINSTERWALD: MANAGING DIRECTOR
LAWRENCE YASKIEL: INTERNATIONAL MANAGER
ARE AT
BERKSHIRE HOTEL NEW YORK APRIL 25-30
BEVERLY HILLS HOTEL LOS ANGELES MAY 2-5

AMERICAN REPRESENTATIVE
IRVING CHEZAR
555 MADISON AVENUE
NEW YORK
INTERNATIONAL NEWS REPORTS

FROM THE MUSIC CAPITALS OF THE WORLD

* Continued from page 30 *

MEXICO

After a short trip to the U. S., Argentinean idol Pablito Ortega spent a week in Mexico. He recorded four numbers with accompaniment of mariachi band and in Tijuana, a show style in the new studio of RCA Victor Mexicanas. Ortega traveled with Johnny Camacho, new chief of RCA Argentina. 

Ray Conniff is expected here during the first part of May. At the CBS studios he will deb as a Mexican chorus his latest LP with Latin American hit melodies. Also in May, Erik Steinmann, MGM's new director of foreign sales, will spend several days in Mexico City to get acquainted with the organization of Discos Universales. local distributor of MGN and Verve.

...From May to June 10, a Puebla. Among the many events announced are several concerts by the Philadelphia Orchestra, conducted by Eugene Ormandy, the radio-orchestra NHK from Tokyo, a pop program conducted by Carmen Dragon with the Mexican National Symphony, the original Broadway production of West Side Story, and several performances of the Metropolitan Opera National Co.

Garrua has been very successful with four low-priced LP's. The musical festival will be held in English New Wave. These are originalte Pablito recordings of the great hits of the Beatles, The Rolling Stones, the Animals, the Dave Clark Five, the performers, the same style by unnamed performers. 

Composer Rafael De Paz, who was producer of RCA Victor Mexicanas for the last 12 years, has been appointed head of the ad department of Capital de Mexico.

OTT0 MAYER-SERRA

MILAN

David Malitson, Cemig-Carosello's (CRL) and Selvatico general manager, just back from the U. S., Italian EMIL will participate in the radio contest "A Record for the Summer" with Pan Donaggio, Gian Costello and Claudio Davidé. Vincent Orlandi, EMI, and Pan Donaggio on TV show "Sette Voci" (Seven Voices) and "Chi Lo Sa Chi Lo Se" (Who Knows Who Knows It) respectively. Arison Records assigned its catalog to "Velvet Records, Caracas, for Venezuela; in Amsterdam, Vienna, for Austria; and to Hellstreet, Athens, for Greece. The Renegades on the market with their first position Ramos release, "Thirteen Women". He can't go to Mexico and their first album, "Una Sera All Piper No. 1" (A Night at the Piper No. 1). Son Mika, Arison, first to record the Italian version of the Beatles' hit, "Michelle." just released "Ora" (Now) by Bruno Martina, Arison, leading theme of TV show, "Arno Condottiera" (Condottiera Air). 

...GTA Records issued Renato Maino's first single with the company, "Ho Incantato in Te" b/w "Viva Sabato." 

Sarz announced their promotional plans for the summer. Pop-group of the same name, will be a contest in the TV show "A Record for the Summer," with Nicola Di Barlo, Enzo Amato and Gabbiardi will participate in the Castaggia, Petula Clark and, again, Gabbiardi take part in the bike box summer contest, Festivalbar; Pat Boone and Ludo Jorgiani at the Venice International Festival of Light. In view of Petula Clark's entry, just released "Ora" TV show "Studio Uno" on May 21, they released in Italy version of Tony Hatch's "My Love." "L'Amore E Il Vento." Also Sarz's "Romeo Germani, Roberto Mazzani and Brunella Lelli will be on the "Sette Voce" TV show... Wilma Golks, Recordi, using her latest release "L'Uomo Di Ferro" (Yesterdays Man) at the TV show, "Solo Musica." (Only Music). Wilma Golks and Ricky Gianco, also Recordi, flew to Malta to participate in the local Song Festival as guests of honor. "Ricky Gianco and Vedette 84," Recordi, will be at Salerno, April 25-26, for the "Gran Premio Televisivo," televised. 

...Rino D'Angelo, Radio Records (subsidiary of the set publishing group), on the "Sette Voce" TV show... CUD will participate in the Castaggia with Betty Carla, Caterina Caselli, Tony Del Monaco, and in the summer radio contest, with Caterina Caselli and Gina Pato.

NEW YORK

Tommy Vandalo, head of his own music publishing firm, turns Broadway producer, next season with "Agatha Sax, I Love You." in a co-production deal with Judy Abbott. May West's group the Quadrangle, closed at Arber last week and will now record under the supervision of Artie Kornfeld. The Toys make their New York cafe debut at the Phone Booth on May 2 for one week. 

Michael Murray, RCA, president of the entertainment at the New Chelsea. Murray now has a live album for Mercury during his engagement there. Anthony & the Imperials will head a roster of pop stars who'll perform at the Rainbow (N. J.) Auditorium in June in a benefit show to raise funds for gift packages for the Vietnamese servicemen. 

...Comedian David Zeitlin will celebrate his 25th anniversary in show business when he opens a week's engagement at the Apollo. April 29... Eddie Haskell at the

Town, Torreto, for the next two weeks. 

The McCays have been appointed official "Teen-Age Heart Ambassadors" by the American Heart Assn. 

...Mel Torme, Columbia artist, leaves May 11 for his personal appearance tour of Japan. 

...Norval Gooden, composer, conductor and RCA Victor artist, will preside at one of the programs on April 26 at the Fordham Law School Symposium on "Law of the Artist." Capitol Records artists, Sandy Shaw and Ralph Young, have a May 4-12 date at the Riviera Hotel, Las Vegas. ...The Snowbrothers have been set for John Gary's CBS-TV show on July 20. 

...The Bobby Fuller Four will make their New York nightclub debut with a two-week engagement at Onclave, beginning May 2. ...Jerry Vale set to headline at Blinblins, Boston, May 2-8 and at Sundial, Philadelphia, May 12-26. 

Godfrey Cambridge will appear in Metro's "The Biggest Bundle of Them All" Dining Europe. Buddy Kaye has the song assignment for Otto Preminger's Paramount production, "Hurry Sundown." 

...Kennedy Carter on an extensive promotion tour for his RCA Victor single, "Body and Soul." 

Al Backman, Richmond Organization's national touring Europe and the Near East. Ray "The Plastic Rock" Lee, who's been with the entertainment at the new Chelsea. Murray now has a live album for Mercury during his engagement there. Anthony & the Imperials will head a roster of pop stars who'll perform at the Rainbow (N. J.) Auditorium in June in a benefit show to raise funds for gift packages for the Vietnamese servicemen. 

...Comedian David Zeitlin will celebrate his 25th anniversary in show business when he opens a week's engagement at the Apollo. April 29... Eddie Haskell at the
Recorded during an on-stage performance...
Lou's exciting blues versions of
Stormy Monday,
St. James Infirmary,
Goin' to Chicago Blues,
Tobacco Road,
and many others.

12 great tracks from Lou Rawls' way-out session before a live audience—including this year's Academy Award winner, "The Shadow Of Your Smile".

—And dig Lou's two great monologues!

(S)T 2459
FROM THE MUSIC CAPITALS OF THE WORLD

Continued from page 32

act for Robbie Norris for her upcoming Persian Room engagement beginning June 1... Paul Crease will conduct a seminar-workshop for teachers and students of the accordion at the Starker-Hilton Hotel on April 30. MIKE GROSS

OSLO

A peculiar situation has developed in Norway. Newsom to the charts this week, "Branden- burg" by the Swedish quartet Sven-Jacfars, is issued both on the Philips and Swedish-American labels. It's not possible to find out which version hit the parade... This week Det Norske Theater in Oslo premiered the Rodgers-Hammerstein musical, "The King and I," starring Solve Wang and Rikke S. Smith, a South African, at Nor-Disc issued the first LP from a musical produced in Norway. The record sells for Nkr. 25.50... Tofto Johannesen, managing director of Nor-Disc, backed up in Paris where he met Barclay's export manager M. Rondet, and talked about having Mireille Mathieu—now topping the French Hit Parade—come to Norway. He also accompanied Aas Kleveland, who did two TV shows... The LP "Puisy" by the Norwegian-Swedish group vocals and a bestseller for Nor-Disc on the Polydor International label, and has also been issued in European countries... Arno Bendskog has found a young singer, Vigdis Mosvold, and is launching her on the Triola label in a Norwegian rendition of Luxembourg's Song for Europe entry, "Jeg gør og værter" (He's just like Czatanski).

Kierst Sparkbøe's Triola record "Hjem" (Home on the Range) has now reached 25,000 sales and qualified for the Norwegian silver disc... Also the Beatles "Michelle," "We've Got A Little Girl," "Help!" and "Here There and Everywhere" are also on the silver disc, their sales in Norway... "Michelle," issued by Carl M. Iversen, has now topped the Norwegian Hit Parade eight weeks in a row... Managing director Borje Ekborg of Metronome, Sweden, visited here to talk about the issuing of records here by Ann-Louise Hanson, Nils Malmqvist, among others... Gunnar Engblom, blind recording artist, has sung "Tuttireveri," a song written by Norwegian Parliament member Anders Hofvadsgaards, with melody by violinist Oddvar Nygren... It's on Otroc, issued by Carl M. Iversen... The Swedish Swedish Sverig group, currently with two tours on Norway's Top Ten, will tour Norway in May... ESPEN ERIKSEN

PARIS

Bercy has released an LP by Charles Aznavour, featuring several French versions of Bob Dylan's "Like a Rolling Stone" at the Olympia Theater... "Finja" returned to Paris from Japan where he played 10 concerts in 10 days... The Australian singer, Joan Sutherland, is giving a concert at the Theater des Champs-Elysees to aid the Franco-American Atlantic Association... France Gall is currently touring Japan and South America... Following Penda

Thanks, P. M. I.

For The Citations of Achievement

In The Pop Music Field (1965)

For

"HELP ME RHONDA"

And

"CALIFORNIA GIRL"

Murray Wilson and the Beach Boys
WHAT'S NEW FOR MAY?

- **Cuando Caliente El Sol** — The Capablanca Trio ABC-546
  - Remember the swing single, "Cuando Caliente El Sol"? This is the group that made "La Bamba" famous! Here you get another gem from the pen of David Wilcox. Hartman sings a collection of Latin music.

- **Unforgettable Songs** — Johnny Hartman ABC-347
  - One of the most inclined, mellow, sensitive voices on record makes a come back for the first time in several years. Johnny Hartman will bring back the memories of "Glorious," "Once In Clear," and other favorites.

- **Songs For Children** — Guy Marks ABC-348
  - A charming "first" by the foremost ABC Children's Chorus. Twenty songs, with touch of humor and staff notation, will enrich the lives of children everywhere.

- **Hollywood Sings** — Guy Marks ABC-349
  - A delightfully unique album featuring "one of a kind" songs from the Hollywood glory of yesteryear. Nan Grey, and other favorites.

- **Steve Alaimo Sings & Swings** — ABC-551
  - The star of Dick Clark's TV show, "This is the Action" back in some selection, bar, and country-and-western songs. A real hit for the ABC album.

- **Phyllis McGuire Sings** — ABC-552
  - The first solo album by the lead singer of the McGuire Sisters. Dorothy McGuire's sweet voice will be heard outside the McGuire Sister's show at the first time. A hit for ABC.

- **Oliver Nelson Plays** — A-9113
  - The highest acclaimed arranger-conductor plays bebop, starting with "Miles" and "Vibrations."

- **Love Theme From The Flight Of The Phoenix** — The Brass Ring D-5003
  - An album that could be called an "unusual delight," featuring orchestra music for the hit movie "The Flight Of The Phoenix." Great tunes from a favorite film.

- **Mickey Finn's** — D-50009
  - From the new TV series, this is a most interesting "Mickey Finn's," with the top charts and special audience members of a completely new album.

- **Dave Lewis Plays Herb Alpert & The Tijuana Brass** — T-7004
  - One of the most popular of the pop scene, this is a trip of songs, being and drum, piano a tribute to Herb Alpert and his boys.

- **My Jug And I** — Percy Mayfield T-1505
  - A perfect album for all music and perfect piano for all audiences.

A FERRANTE & TEICHER SALES SPECTACULAR!

April 15-June 15. Nine exciting albums by the world's most famous piano team. A complete "must have" collection of popular and semi-classical selections for today's record buyer.

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FROM THE MUSIC CAPITALS OF THE WORLD

* Continued from page 34

Since acquiring the Reprise label, the Australian Record Co., has released the Manny Shauber single, "These Boots Are Made for Walkin.'" The company will issue its first album release later this year with a 25-record bonanz of previously released discs and the latest material from the Reprise catalog. To coincide with the visit here of Bob Dylan during May, ARC is releasing the single, "One of Us Must Know."... RCA Records announced that May will be "Julie Andrews Month." The company will issue special promotion material to boost sales of four repackaged Julie Andrews LP albums. It is expected the sale of "Sound of Music" soundtrack will receive a new lease on life. It's already one of the best selling albums in Australia... Aster Records of Australia, is thrilled with the tremendous advertising and publicity which "Monogram Records of U. S. A." is giving the release of "Little Boy Blue" by MFD Ltd., and "I'll Be Long With You" by Laurie Allan and Bobby Bright from their new label on the Monument LTD International label... Chequer, Sydney's highpoint, has announced that star TV Gene Barry will open a month season May 12. Barry will follow Bobby Rydell, who has proved a tremendous hit the past month. Before returning to the States, Rydell will make a TV special for ATN, Sydney... George Hilder, Stockholm

The big benefit concert for Dr. Martin Luther King's Southern Christian Conference was sold out weeks in advance. Swedish TV recorded the concert "live" and Phillips released an album the morning after. The album sold out in record time and the plant is working overtime to supply the demand. At least 50,000 records will be sold in a few weeks, reports Eddie Lundquist of GAC. Harry Refonte was hit of the show and RCA reports that all his records are selling better than ever after the TV exposure... Many pianists giving concerts in Stockholm... Oscar Peterson, Thelonious Monk and Erroll Garner have been here recently... Decca arr sn, Van Agnew, and RCA arr, Matty Ohlson, buck from a European cities tour which took them to London, Paris and Hamburg... Peggy March in town for TV and record dates... Marshall Chess liked Ray Olmerton's new sound so much he ordered an LP for his Gider label. Olmerton is working with a new instrument called tuboman. Sounds like a cross between organ and sax section... There's a big comeback for Swedish artists and songs in the charts, after two years of total English domination. Of the top hits, six are Swedish, three are English and one is for "New American..." Marian Montgomery in Sweden. She will tour there before. Big interest in Bob Dylan (there will be three here). He will do concerts here shortly... Hallies will tour Sweden this summer... Larry Ellison's 12-string company has produced two records so far and he will release from the dozen turning out to be the biggest hits of the season. Sweden... "In The Ghetto" has been released by Young Turks and Stevie Ingram's "Kristina fra Neuseland" was composed by Rune Wallbom, who has a wife with Stevie Ingram's "Bjorn om bjaron" last summer.

8. F. REMER

TORONTO

RCA Victor in Canada is now moving to market its auto face CA-Ridge catalog through record dealers. Particularly those established in the pre-recorded field. However, the auto tape cartridges were handled by mail order to RCA, Victor HQ in Montreal... Phonodisc's Recky label cashes in on hockey enthusiasts... This year, "The Golden Jet," a tribute to the Chicago Black Hawks' Bobby Hull, which is off to a fast start here with negotiations under way for release in the U.S. In the U.S. TV and radio shows are planned to air which will feature the number, backed by Johnny Conwell's orchestra and a jet aircraft, and the song was written by Conwell ("Our Winter Love," "Walk Hand in Hand")... Charles Saha, Hockey, has inspired RCA's first recording this year... Lew & Hart are reportedly picking up "Golden" by the Shadows of Knight, from the U.S., had their choice at the one month ago and missed it on. Quality by the Edmonton group, the King Bees... The Cemop Co. has just announced that their reaction is ahead of the U.S. on rich Nick Moretti, who has already been heard on Decca, on the charts from Canada... "The Big Beat" by Gene Pitney, Bobby Goldsboro, Barry, The McCrays, Chad, and the Ahians are all holding their own in Toronto, Ottawa and Montreal... Canada's new "Provincial" label does two shows at Massey Hall May 1 in Toronto and in the city... "The Loven' Spoonful" make their first appearance in Toronto, hometown of lead guitarist Zal Yankovsky. May 8 at Massey Hall... RCA Victor has three top local groups, the Tenderloins, the Beatles and the Hollies, and the Canada, and Bobby Keir and the Imperials... Making his first Toronto appearance since his appearance in the international star, Paul Anka took over the stars of the O'Keefe Centre last week for eight performances, starting with the spotlight with Paul Anka, Fontana, RCA Victor is releasing a special Canada-only release of "Paul Anka Shags His Favorites" to tie in with the show... the active Red Leaf label released its first LP this month, and it's by Little Richard, "Hey! Little Richard" and the label promises that the song that started the whole "White Rhythm" thing. the dormant domestic label, with its "I Wonder Why," by a new Toronto r&b discovery, Eric Mercury... Capital continues to go with Canadian talent with three new releases, "Mr. Me" by Carol Whiteman, "My Own Mistake" by Ernie Cumberbatch, and "What I Am" by Edmonton-based Sue Mitchell.

8. K. MORGAN

INTERNATIONAL BUYER'S GUIDE of the music-record industry

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THE GEMINIS have taken off in New York with their new single "GET IT ON HOME" c/w "No More Tomorrow" #8794.

Strong reports expected throughout the country on this great new Rhythm & Blues sound.

All systems are GO!

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NASHVILLE SCENE

The Claser Brothers signed with MGM, and were scheduled for their first recording session April 12. The group formerly was with Decca. ...Carley Walker took a break from his engagement at The Golden Nugget in Las Vegas to film a segment of the Lloyd Thaxton TV show. ...Nashville Ernie Ford for a six-day series of shows at the Circle Star Theatre in San Carlos, Calif., May 11-16. ...Another syndicated country music show will premiere April 10 featuring The Stoneman family, whose MGM album "Those Singin', Swingin', Stamper," Sensational Stonehenge was released this week. There are twenty-three members of the Stoneman family.

Slim Johnson has a new R.E.F. release "I Get Longing Too" & "Baby I Can't Cry." DJ's may obtain copies from R.E.F. Records, R.D. No. 1, Box 30, Home, Pa. ...Two more Viet Nam songs made their appearance recently--"Blue Viet Namin Skies," by Buzz Busby on Rebel, and "Purple Heart," by Ken & the Kentuckians on County. Red also has an album on Country, "Bluegrass Country." WFEA, Manchester, New Hampshire, staged an effective promotion recently by providing listeners free copies of the lyrics to Buddy Starcher's narration, "History Repeats Itself." ...KKKN, full-time c.w. station in Kansas City, gave away a free copy of Jerry Naylor's Tower record of "Would You Believe" to any listener whose "would you believe" story was read over the air. ...Dari Quest, former artist director for Royal Plastics, presenters of King and Starday records, has moved his base of operations to Nashville, where he will be assisted by Suzanne Mathis, former art director at Starday records. ...Ernie Young, proprietor of Ernie's Record Mart and owner of the Excello and Nashboro Records, has been hospitalized for surgery. ...Chuck Magnuson, program director at WSNO in Barre, Vt., has joined WFLS, Fredericksburg, Va., as assistant manager. He has inherited a country music program, and urgently needs both current singles and LPs, particularly those in the "collections of hits" variety. ...Bob Callahan, of WINR, Binghamton, N.Y., would like to receive c.w. singles for his two-hour daily show, and would like to hear from cowriter and producer interested in making personal appearances in the Binghamton area. ...Don Creeks needs Gene Pfenry LP's and c.w. singles for WRCG, Ridgetop, Tenn. ...Barry Frank, program director at WERE, Alhambra, N.Y., reports great interest in c.w. music in his area, and would like to receive c.w. music from Nashville artists. ...Pardee Wink has covered "History Repeats Itself" on Coca Cola Records. ...Dick Seibert, with "Hope, Faith and Love," and "Country Music," has been impressed with Faron Young's recent LP, "The Confederate States of America." ...Howard Vokes reaping success with c.w. show "Get Smart" goes to the night in Verona, Pa. ...Bill Hayes is promoted to "Stamps in the States." ...Johnny Wright and "Kitty Wells" released new c.w. LP, "The Overlook Airman." ...Johnny Wright and "Kitty Wells" appeared in several recent movies and television shows. ...Johnny Wright and "Kitty Wells" have been invited to make "A Country and Western New Year's Eve" special on "The Christmas Show." ...Johnny Wright and "Kitty Wells" have made numerous TV and radio appearances in Nashville.

YESTERDAY'S COUNTRY Hits

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

COUNTRY SINGLES--5 Years Ago May 1, 1961
1. Don't Worry, Marty Robbins, Columbia
2. Hello Walls, Faron Young, Capitol
3. Foolin' Around, Buck Owens, Capitol
4. The Blizzard, Jim Reeves, RCA Victor
5. Window Up Above, George Jones, Mercury
6. Heart Over Mind, Ray Price, Columbia
7. I Fall To Pieces, Patsy Cline, Decca
8. I'll Just Have Another Cup of Coffee, Claudefaire, Capitol
9. Three Hearts In A Tangle, Roy Drusky, Decca
10. Lost Forgiveness In, Webb Pierce, Decca

COUNTRY SINGLES--10 Years Ago April 28, 1956
1. Heart Heart Heart/It Was the One, Ernest Tubb, RCA Victor
2. Blue Suede Shoes, Carl Perkins, Sun
3. I Forgot To Remember To Forget, Elvis Presley, RCA Victor
4. Ten, I Like It, Webb Pierce, Decca
5. You're Mine, Red Foley & Kitty Wells, Decca
7. So Begone Lettiee/Pullman Prince Otis, Johnny Cash, Sun
8. I Don't Believe You're My Girl My Fannie Girl, Mظمria, Capitol
9. Backbone Of My Heart, Hank Thompson, Capitol
10. What Would You Do If Jesus Came To Your House, Porter Wagoner, RCA Victor

IT'S A HIT

BILL PHILLIPS

"Put It Off Until Tomorrow"

(DECCA 31901)

ORDER TODAY! DON'T DELAY!

PUBLISHED BY / COMBINE MUSIC / NASHVILLE, TENN.
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TWO GREAT NEW RELEASES
From the #1 Country Artist
BUCK OWENS AND THE BUCKAROOS

SINGLE:
"THINK OF ME"
b/w "HEART OF GLASS"
Capitol #5647

ALBUM:
"DUST ON MOTHER'S BIBLE"
Capitol T-2497 (M); ST 2497 (S)

Current Chart Breaker Album
"ROLL OUT THE RED CARPET FOR BUCK OWENS AND THE BUCKAROOS"
Capitol T-2443 (M); ST-2443 (S)

Management: JACK McFADDEN
1904 Truxtun, Suite 7
805-FA 7-7201—FA 7-1000
Bakersfield, Calif. 93301

BUCK OWENS
Fan Club
P. O. Box 128
Edison, Calif. 93220
## HOT COUNTRY SINGLES

<table>
<thead>
<tr>
<th>Week Ending</th>
<th>Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Number &amp; Publisher</th>
</tr>
</thead>
<tbody>
<tr>
<td>4/28/66</td>
<td>1</td>
<td>I WANT TO GO WITH YOU</td>
<td>Eddy Arnold, RCA Victor 6749</td>
<td>(Pamper, BMG)</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>THE ONE ON THE RIGHT IS ON THE LEFT</td>
<td>Johnny Cash, Columbia 45465</td>
<td>(Jack, BMG)</td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>TIPPING TIDINGS</td>
<td>Gordon Jenkins, Columbia 45463</td>
<td>(Jimmie-Didd, BMG)</td>
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<tr>
<td></td>
<td>4</td>
<td>NOBODY BUT A FOOL</td>
<td>Conway Twitty, RCA Victor 6704</td>
<td>(Hollis, BMG)</td>
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<tr>
<td></td>
<td>5</td>
<td>HUSBANDS AND WIVES</td>
<td>Jack Smith, RCA Victor 6706</td>
<td>(Cale, BMG)</td>
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<tr>
<td></td>
<td>6</td>
<td>DISTANT DRUMS</td>
<td>Johnnie Ray, RCA Victor 6707</td>
<td>(Combino, BMG)</td>
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<tr>
<td></td>
<td>7</td>
<td>I LOVE YOU DROPS</td>
<td>Bill Anderson, Decca 21910</td>
<td>(Mass-Rome, BMG)</td>
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<tr>
<td></td>
<td>8</td>
<td>WAIT'IN FOR YOUR WELFARE LINE</td>
<td>Hank Green, Capitol 5666</td>
<td>(Central Safe, BMG)</td>
</tr>
<tr>
<td></td>
<td>9</td>
<td>SOMEONE BEFORE ME</td>
<td>Webb Brothers, Decca 21694</td>
<td>(Sonfire, BMG)</td>
</tr>
<tr>
<td></td>
<td>10</td>
<td>HISTORY REPEATS ITSELF</td>
<td>Jimmy Dean, Capitol 5667</td>
<td>(Dean, BMG)</td>
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<tr>
<td></td>
<td>11</td>
<td>WOULD YOU HOLD IT AGAINST ME</td>
<td>Dottie West, RCA Victor 6709</td>
<td>(Lee, BMG)</td>
</tr>
<tr>
<td></td>
<td>12</td>
<td>I'M A PEACE</td>
<td>George Jones, Mercury 1143</td>
<td>(Blue Cries, BMG)</td>
</tr>
<tr>
<td></td>
<td>13</td>
<td>TAKE GOOD CARE OF HER</td>
<td>Jerry Quarry, Capitol 5612</td>
<td>(Fletcher-Kerr, BMG)</td>
</tr>
<tr>
<td></td>
<td>14</td>
<td>VIET NAM BLUES (Forever)</td>
<td>Roy Drusky, Mercury 72505</td>
<td>(Kochan, BMG)</td>
</tr>
<tr>
<td></td>
<td>15</td>
<td>GIDDYUP Go-Answer</td>
<td>Minnie Pearl, Stanley 754</td>
<td>(Stanby, BMG)</td>
</tr>
<tr>
<td></td>
<td>16</td>
<td>LISTEN IN THE WORLD</td>
<td>Ronnie QUarel, Bell 13</td>
<td>(Denny, BMG)</td>
</tr>
<tr>
<td></td>
<td>17</td>
<td>BALLAD OF THE GREEN BERETS</td>
<td>Ray Comfort, RCA Victor 2950</td>
<td>(Moulin, BMG)</td>
</tr>
<tr>
<td></td>
<td>18</td>
<td>STEERING WHEEL</td>
<td>Ray Price, RCA Victor 6721</td>
<td>(Nashville, BMG)</td>
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<tr>
<td></td>
<td>19</td>
<td>TRAVELLIN'</td>
<td>Del Reeves, United Artists 50001</td>
<td>(Ronson, BMG)</td>
</tr>
<tr>
<td></td>
<td>20</td>
<td>REGULAR ON MY MIND</td>
<td>Jim Edward Brown, RCA Victor 6722</td>
<td>(Mel-Ade, BMG)</td>
</tr>
<tr>
<td></td>
<td>21</td>
<td>EYES ON YOUR MIND</td>
<td>Johnnie Wright, Decca 21920</td>
<td>(Mercury, BMG)</td>
</tr>
<tr>
<td></td>
<td>22</td>
<td>—— THE MINUTE MAN (Are Returning To Their Countryside)</td>
<td>Stonewall Jackson, Columbia 45323</td>
<td></td>
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<tr>
<td></td>
<td>23</td>
<td>BORN TO BE IN LOVE WITH YOU</td>
<td>Max Moore, Record Box 67</td>
<td>(Staithes, BMG)</td>
</tr>
<tr>
<td></td>
<td>24</td>
<td>BRACED</td>
<td>Del Reeves, United Artists 50001</td>
<td>(Ronson, BMG)</td>
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<tr>
<td></td>
<td>25</td>
<td>—— LONG MONEY</td>
<td>Red Sovine, Capitol 757</td>
<td>(Starr, BMG)</td>
</tr>
</tbody>
</table>

## HOT COUNTRY ALBUMS

<table>
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<tr>
<td>4/28/66</td>
<td>1</td>
<td>I WANT TO GO WITH YOU</td>
<td>Eddy Arnold, RCA Victor 3907</td>
<td>(Pamper, BMG)</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>ROLL OUT THE RED CARPET FOR BUCK OWENS AND HIS RODEO BAND</td>
<td>Buck Owens, Capitol T 2434</td>
<td>(M)</td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>MISS SMITH DACES TO MALVILE</td>
<td>Connie Smith, RCA Victor 3906</td>
<td>(Loma, BMG)</td>
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<tr>
<td></td>
<td>4</td>
<td>MY WORLD</td>
<td>Roy Drusky, RCA Victor 3908</td>
<td>(Decca, BMG)</td>
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<td></td>
<td>5</td>
<td>MEAN AS HELL</td>
<td>Roy Drusky, Capitol 3178</td>
<td>(Columbia, BMG)</td>
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<td></td>
<td>6</td>
<td>THE BEST OF JIM REEVES, VOL. II</td>
<td>Jim Reeves, RCA Victor 3909</td>
<td>(Loma, BMG)</td>
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<tr>
<td></td>
<td>7</td>
<td>BALLADS OF THE GREEN BERETS</td>
<td>Ray Comfort, RCA Victor 3910</td>
<td>(Moulin, BMG)</td>
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<tr>
<td></td>
<td>8</td>
<td>GIDDY UP GO</td>
<td>Red Sovine, Capitol 3180</td>
<td>(Pamper, BMG)</td>
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<td></td>
<td>9</td>
<td>BEHIND THE TEAR</td>
<td>Roy Drusky, Capitol 3181</td>
<td>(Columbia, BMG)</td>
</tr>
</tbody>
</table>

**MR. COUNTRY'S BIGGEST HIT!**

**GEORGE JONES**

**I'M A PEOPLE**

Musicor 1143

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**Billboard SPECIAL SURVEY for Week Ending 4/28/66**

**Billboard SPECIAL SURVEY for Week Ending 4/30/66**

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**Billboard SPECIAL SURVEY for Week Ending 4/28/66**

**Billboard SPECIAL SURVEY for Week Ending 4/30/66**

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STEVE ALAIMO THIS WEEK... AND HIS
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EXTRA

SO MUCH LOVE

EXTRA

ABC-10805

SO MUCH LOVE (2:54)
(Screen Gems-Columbia, BMI-Goffin, King)

STEVE ALAIMO (abc 10805)

ABC RECORDS
THANKS

Radio Stations, Music Directors, DJ's, Record Librarians, Trade Papers and Music Sheets for picking and programming "So Much Love" by Steve Alaimo.

Billboard

POP SPOTLIGHTS

STEVE ALAIMO—SO MUCH LOVE (Screen Gems, BMI)

Alaimo debuts on the ABC-Paramount label with an exceptional performance on the Goffin-King tune that will establish him on the charts.

ABC-Paramount 10805

PAUL DREW:
"One of the best of the new releases"

BILL GAVIN:
"Probably the best song of the week, with a great singing job by Alaimo."

A Product of ABC-Paramount Records, Inc.
A Subsidiary of American Broadcasting Companies, Inc.
From the opening medley "It's Good to Be Alive" and "I Know a Place," the New York Philharmonic's "Chamber Music" concert at Carnegie Hall featured a wide range of composers and styles.

"Benny Goodman's adventure in 1930 was the first time that swing was heard in a symphony orchestra," said conductor Leonard Bernstein. "It was a revelation to the participants, who were not used to this style of music."

The concert included works by Mozart, Beethoven, Brahms, and Stravinsky. The audience was captivated by the performance, which was met with a standing ovation. The concert was broadcast live on radio station WFIL and later released on vinyl and CD.

The concert was held on May 1, 1930, at the Palisades Park Auditorium in Fort Lee, New Jersey. It was the first time that a symphony orchestra had performed in the United States.

The concert was conducted by Leopold Stokowski, who was later appointed as the music director of the Philadelphia Orchestra. The performance was hailed as a landmark event in the history of American classical music.
COME AND GET ME
JACKIE De SHANNON

The "sales-magic" combination is together again, as Jackie sings a song written and produced by Burt Bacharach and Hal David.
Clancy Waxing

Nippon Col.

Halford Forms As Indie Pub

SKID ROW—Following on the heels of London’s Castle Music to join force in the West End is the new venture of Robert Halford, a former manager at Black Sabbath, who has announced agreements with a number of London-based independent music publishers, and the formation of Halford’s new publishing company.

Submit Demands

Italian Singers to ROMO—Although still far from the Italian scene, Italian singer Mina has signed with Midas Music in Rome, where she will be based. The company is planning a major album and single campaign for the singer, who has already released a number of successful records in Italy.

FREE LISTING

INTERNATIONAL BAND'S GUIDE

OF THE MUSIC RECORD INDUSTRY

MAIL THIS COUPON TODAY

Guide to the music record industry

Among the many changes that have taken place in the music industry, one of the most significant has been the rise of independent labels. Many of these labels, such as Atlantic Records, have been able to achieve significant success by focusing on niche markets and developing strong relationships with artists.

Nippon Col.

An independent label based in Japan, Nippon Col. has been successful in signing a number of popular artists, including the rock group Halford, who recently formed a new publishing company.

SKID ROW—Halford’s debut album, released in the UK last year, has sold over 100,000 copies and has been praised for its innovative sound and strong songwriting.

PRESENTATION SERVICES

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- FINANCES
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- Adobe InDesign
- Photoshop
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- Microsoft Word
- Microsoft Excel
- Microsoft PowerPoint

THE BANDS

Mina

MIDAS MUSIC

Rome, Italy

Halford

London, UK

Atlantic Records

New York, USA
If You're Not Playing This Record, You're Missing a SMASH ALL OVER AGAIN!
CLASSICAL
Met-Philips Meeting Classical Challenge by Producing the Best

By CLAUDE HALL

NEW YORK — There are enough classical music works which need different versions to keep the recording business in the black for years. Harold Lawrence, head of the classical division for both Andover (New York) and the Delos Records here, said that selection of artists and their interpretation of the music are some of the most challenging problems facing the world’s classical music publishers.

Classical records are unique, he stated, and the only way to turn a profit from any product itself, the music, is not entirely new like a book or movie. But if the time we’ve spent recording a work that has been recorded before. For example, if we have a tremendous popular artist, selection of material is secondary since the records will sell anyway, but in the case of the artists who are limited and act producers have had to think of many alternative ideas to arouse the curiosity of the public, he said. “Our Wagner’s ‘Ring’, for instance, the stereo version of the opera and in the second concert of it... the first since 1951.”

Scored Firsts

The firm scored two “firsts” with its December 16 release of Antonio Vivaldi’s “L’Estro Armonico” and “L’Artista del Fandango” — it was the first version of the work and the first time a recording company had been granted permission to record in the Basilica of St. Mark’s. “L’Estro Armonico” was performed by the Philadelphia orchestra in the orchestra pit. Program ads proclaimed long lists of music that will be available on disk.

Nostalgia was strong as a star look at the “number of times Bach’s ‘Brandenburg Concerto’ has been recorded — more than 20 times.”

If a company has a tremendous...

Met Closing: Disk Artists on Parade

By FRED KIRBY

NEW YORK — The close ties of the venerable Metropolitan Opera, one of the world’s greatest opera companies, are more evident than at the final operatic performance at the 1983 season’s end. New York’s recording artists past and present were celebrated at a live broadcast of the gala held in the orchestra pit. Program ads proclaimed long lists of music that will be available on disk.

Nostalgia was strong as a star look at the “number of times Bach’s ‘Brandenburg Concerto’ has been recorded — more than 20 times.”

If a company has a tremendous...

Scope to Wax Miss Scovotti

NEW YORK — A disk featuring Miss Scovotti, Metropolitan Opera soprano, is slated to be released by Scope Records, an up-and-coming label. The program was arranged by the company. The first, “Ero Faglio Sings Mozart and Rossini,” was released several months ago. Miss Scovotti, brother of the conductor, will conduct the orchestra Sinfonia of Rome, as he did on the first record. A second disk is scheduled for release in the fall.

For the first time, Miss Scovotti will showcase major American composers. Miss Scovotti, who last Met appearance was as a star in “Rigoletto,” will be conducting as well as singing in the title role. She is said to be in her third-year Met career. Her new record will include selections from five operas.

Met, Newport in Exchange

NEW YORK — Several classical concert records will be released in the first Newport Opera Festival, which is part of an exchange program with the Metropolitan Opera Co., which will have performances from the Newport Jazz and Folk Festivals in New York this summer.

Lisa Atlhane and Lauren Hines will lead the line-up for the “La Boheme” on July 12. The next night, Regina Resnik, James Morris and Claudio Abbado, the first of three performances of “La Boheme” will be offered in “Carteggio,” conducted by Arturo Benedetti Michelangeli, and the first of three performances of “La Boheme” will be offered in “Carteggio.”

The broadcast industry was also well represented in the program. Both the National Radio guild and the WQXR had ads. In addition, to the soon-to-be-launched “Carteggio,” an opera in Lincoln Center, an article also detailed the number of broadcasts each opera has received since the first was sent nationwide in 1931. “Aida” led with 30.

Classical cookbook...

Best Selling Classical LP’s

Billboard

1. MAHLER: SYMPHONY NO. 6 (2-LP) [Phil. Orch. (Ormandy), Col. M 1366 (M); M 1367 (S)]
2. PRESENTING ORMOND CABALLE (LP) [Phil. Orch. (Ormandy), Col. M 1525 (S)]
3. YEV: SYMPHONY NO. 4 [Almer, Sym. Orch. (Godowsky), Col. M 1675 (M); M 1676 (S)]
4. BORDONI AT CARNEGIE HALL — AN HISTORIC RETURN LP (LP) [Col. M 1322 (M); M 1323 (S)]
5. PUCCINI: TURANDOT (3-LP) [F. Gerbino & Various Artists, Angel CL 365 (S)]
6. MAHLER: SYMPHONY NO. 4 [4 LP] [Bach, Orch. (Ormandy), Col. M 1354 (S); M 1355 (S); M 1356 (S); M 1357 (S)]
7. ROGINSKI: CONCERTO FOR ARABIC MUSIC & VARIOUS ARTISTS, Angel CL 367 (S)]
8. HOLLYWOOD FOR STRING LP [Peters, Orch. (Ormandy), RCA LM 2358 (S); RCA LM 2363 (S)]
9. PUCCINI: LA BOHEME (2-LP) [Freni, Gerbino & Various Artists, Angel CL 369 (S)]
10. CHOPIN WALTZES LP [J. B. L. LM 2793 (S); LP 2794 (S)]
11. NY FAVORITE CHORIP [Gustav, R. PH 2576 (S); LP 2796 (S)]
12. PERIOD: DON CARLOS (LP) [Cleve. Orch. (Biggs), RCA LM 2634 (S); RCA LM 2635 (S)]
13. URSCHNER-STEWART: PICTURES AT AN EXHIBITION, RCA (Orch. [S]]; RCA LP 0046 (S)]
14. BAROQUE ORCHESTRA, Col. Orch. (Graun), RCA LM 2632 (S)]
15. BLESS THIS HOUSE LP [Mendelsohn, C. (Ormandy), Col. M 1689 (S)]
16. A WORLD OF SONG LP [Peters, RCA LM 2752 (S); RCA LM 2753 (S)]
17. NIENNIELS: SYMPHONY NO. 3 [Royal Danish Orch. (Baccianelli), Col. M 1616 (S)]
18. TRAVELERS: CONCERTO NO. 1 (LP) [RCA LM 2813 (S); RCA LM 2814 (S)]
19. BRAWN: THE LIESBELLERWELTEN LP [T. F. (Ormandy), Col. M 2726 (S); RCA LM 2727 (S)]
20. BACCHUS, The LP [L. M. (Ormandy), Col. M 1167 (S); RCA LM 2634 (S); RCA LM 2635 (S)]
21. DONZETTI: LA CERTE DI LAMMMERMOOR LP (2-LP) [Lotti & Various Artists, RCA LM 2634 (S); RCA LM 2635 (S)]
22. MERRY HUNGARIAN DANCES LP [Orch. (Ormandy), Col. M 50437 (S); RCA LM 2757 (S)]
23. THE DUKE AT TANGLEWOOD (LP) [Elizagbyst/P. P. (Ormandy), Col. M 2757 (S); RCA LM 2756 (S)]
24. ELEKTOR: SCHIZUROPHENIA [Orch. (Stokowski), RCA LM 2759 (S); RCA LM 2760 (S)]
25. REVERE (LP) [M. A. (Ormandy), Col. M 5755 (S); RCA LM 2636 (S)]
26. OFFENBACH: THE TALES OF HOFFMAN LP (2-LP) [Orch. (Ormandy), Col. M 2758 (S); RCA LM 2759 (S)]
27. AMERICAN SONGS LP [Orch. (Merrill), Col. M 5757 (S); RCA LM 2634 (S); RCA LM 2635 (S)]
28. THE ART OF EUGENE ORMANDY LP (2-LP) [Orch. (Ormandy), Col. M 2758 (S); RCA LM 2759 (S)]
29. THE TWO WORLDS OF KURT WEILL LP (2-LP) [Orch. (Ormandy), Col. M 2758 (S); RCA LM 2759 (S)]
30. ESPANA (LP) [Orch. (Ormandy), Col. M 2758 (S); RCA LM 2759 (S)]
31. AMERICAN SONGS LP (2-LP) [Orch. (Ormandy), Col. M 2758 (S); RCA LM 2759 (S)]
32. GERBER: R界NHYMPH IN BLUE LP [Orch. (Ormandy), Col. M 2758 (S); RCA LM 2759 (S)]
33. CONCERTO FOR ORCA [Orch. (Ormandy), Col. M 2758 (S); RCA LM 2759 (S)]
34. NAGY: GOTTHERDAMMERSGANG (6-LP) [Orch. (Ormandy), Col. M 2758 (S); RCA LM 2759 (S)]
35. WAGNER: RIDE THE PEAL HARSCHORST (LP) [Bach, Col. M 2758 (S); RCA LM 2759 (S)]
36. TCHAIKOVSKY: THREE GREAT BATTLES LP (3-LP) [RCA LM 2758 (S); RCA LM 2759 (S)]
37. MAHLER: SYMPHONY NO. 5 & 8 (2-LP) [RCA LM 2758 (S); RCA LM 2759 (S)]
38. NAGY: GOTTHERDAMMERSGANG (6-LP) [Orch. (Stokowski), Van. M 1124 (S); RCA LM 2759 (S)]
39. STRAVINSKY: SACRE DU PRINTEMPS (LP) (Rite of Spring) [Pluzhnik, T. F. (Orch. Nat.), RCA LM 2759 (S)]
40. PUCCHIN: VICTA-HIGHLIGHTS (LP) [Callas & Various Artists, Angel CL 3632 (S); RCA LM 2759 (S)]
HOW CAN AN ALBUM BE BIGGER THAN SPECTACULAR?

Johnny Mathis takes the best song of the year, adds all the hottest new standards and sets sales records.

*BEST SONG OF THE YEAR National Academy of Recorded Arts and Sciences
*BEST MOTION PICTURE SONG The Academy of Motion Picture Arts and Sciences

Call Your Nearest Mercury Distributor Now...
He has advertising, merchandising and other sales aids available for you!

MERCURY ALBUM MG21073/SR61073
ANOTHER COL. WAXING

Horowitz at Carnegie: Hail the Conquering Hero

NEW YORK—Vladimir Horowitz returned to Carnegie Hall last week (17) after last year's sold-out recital. The 72-year-old pianist played it again to a packed, cheering house and unanimous critical acclaim. The new concert has been recorded by Columbia, which put out a successful two-disc package of the first program. Included were piano works by Beethoven, Mozart, Chopin, Scarlatti and Scriabin as well as one by Mendelssohn, Liszt and Rachmaninoff.

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Philly, Mexico Unit To Play at Festival

MEXICO CITY—The Philharmonic Orchestra, which records for Columbia, and the Orchestra Sinfonica Nacional of Mexico, which has produced a complete Capitol, are among the groups scheduled for the Festival de Puebla from May 4 to June 10. Eugene Ormandy will conduct the Philadelphia and Lélí Horrera de la Fuente, the Nacional. Recitals will be given by pianist Claudio Arrau, and harpist Nicanor Zabaleta, who has recently performed at the Gramophone, Period and Counterpoint.

The international festival will include opera, ballet, the "West Side Story," orchestral and instrumental works. Other countries represented will be Japan, France and Holland.

"Vladimir Horowitz... left no doubt among pianists he is the greatest technical wizard of them all. What he can do with ten fingers and with the mind of a musician's musician still astounds the most discriminating listener."

WORLD TELEGRAM: "What Horowitz offered was... para...lellism at the piano... it was worth waiting a year for more of this kind of playing."

4 Young Artists To Bow at Philharmonic Hall Series

NEW YORK—The debuts of four young artists are scheduled for next season's second "Great Performers of the Philharmonic" series. The instrumental and vocal concerts will include the complete Beethoven sonatas for violin and piano in three dates by Columbia recording artists Zino Francescatti, violinist, and Robert Casadesus, pianist. The first five of these artists will present the complete 10-sonata cycle in this country.

Stated for initial performances in the series are pianist Andre Verner, Columbia, and on the Oct. 26 opening concert: violinist James Oliver Boxwell IV on April 19; soprano Renata Scotto of Angel Records on Jan. 29; and soprano Evelyn Lear of Deutsche Grammophon on May 3. Miss Scotto made her Metropolitan debut last season as "Madama Butterfly," Miss Lear, who is featured in the Deutsche Grammophon's "Il Trovatore," has been the dramatic soprano of "Nabucco"; an opera winner, will debut at the Met next season; and "Il Trovatore," "Marvin David Levy's" recent hit.

Three leading European Pianists, Arturo Benedetti Michelangeli of Italy, William Kempff of Austria and Knud Vestgroen of Spain, also are listed. Michelangeli, Angel performer, will appear on November 2. Kempff of Deutsche Grammophon on Nov. 20 and Knud Vestgroen, who has recorded on Columbia and Decca, on Dec. 14.

Other established recitalists and orchestras are pianists John Browning of Capitol on March 22; pianist Peter Serkin of RCA Victor, Feb. 8; violinists Ruggero Ricci, London, and Decca, on Jan. 4; mezzo-soprano Teresa Berganza, London, on Feb. 1; and baritone Hermann Prey, March 5.

The series is listed for Wednesday evenings and Sunday afternoons. Concerts will be divided into four-four-serial series with subscriptions available at Philharmonic Hall beginning May 2. The remaining single concerts will go on sale in the fall.

Miss Darre Concert

NEW YORK—A three-concert popular-priced Chopin Festival is set by pianist Jean-Marie Darre of Vanguard Records at the Philharmonic Hall. Miss Darre will perform on the Sunday afternoons of Oct. 19, Nov. 13 and Dec. 18. Subscription prices for the three-concert series are $10 and $8. Single tickets are $3.20 and $4.20.

BEST SELLING SEMI-CLASSICAL LP'S

1. HOLIDAY FOR STRINGS—Boston Pops (Finder), RCA Victor LM 2865 (M); LSC 2885 (S)
2. BLESS THIS HOUSE—Mormon Tab./Choir/Orch. (Ormandy), Ca. 6225 (M); 6685 (S)
3. THE DUKE AT TANGLEWOOD—England/Boston Pops (Finder), RCA LM 2867 (M); LSC 2855 (S)
4. THE TWO WORLDS OF KURT WEILL—M. Gould & His Orch, RCA LM 2863 (M); LSC 2861 (S)
5. GERSHWIN: RHAPSODY IN BLUE—N. Y. Phil. (Bernstein), Columbia ML 5413 (M); MS 6691 (S)
6. PENNINO PLAYS CHOPIN FOR YOUNG LOVERS—Capitol P 6852 (M)
7. SCHOFF: GRAND CANYON SUITE—E. Y. Phil, (Bernstein), Col. ML 6014 (M); MS 6618 (S)
8. LEHAR: THE MERRY WIDOW—Highlights—Various Artists, Philharmonia Ltd, Angel 36440 (M); S 36340 (S)
9. ROMANTIC WALTZES—TCHAIKOVSKY—Kotzenstein, Columbia ML 6224 (M); 8624 (S)
10. THE RUSSIANS—Capitol Symphony Orch. (Dragas), Capitol P 6828 (M)

BEST SELLING CLASSICAL LP'S

NEW ACTION ALBUMS

LISET: SONATA IN B MINOR/SCHUBERT: WANDERER FANTASIE — Bastien, RCA Victor LM 2871 (M); LSC 2871 (S)
BEETHOVEN: BATTELLES & FANTASIE—Schmieder, Angel 4015 65 (M); (No Stereo)
THE TOSCANINI AND MENDELSSOHN VIOLIN CONCERTOS—Friedman & London Symph. Orch. (Decca) RCA Victor LM 2865 (M); LSC 2865 (S)

Met Opera on 8-City Tour

NEW YORK—Eight cities will be visited in the 78th annual spring tour of the Metropolitan Opera Co., which started on Monday (18) in Boston. The company has scheduled 45 performances of eight operas with their roster of top recording artists.

Four casts will include such stars as Renata Tebaldi, Anna Moffo, Gabriella Tucci, Doro thy Kinsman, Roberta Peters, Nicolai Gedda, Richard Tucker, Jan Peerce, Jon Vickers, Robert Merrill, Cesare Siepi, Jerome Hines and Fernando Corena.

Other conductors are Teresa Stich-Randall, Re- Gina Runic, Jeannese Scovotti, Rosalind Elias, Sander Konya, John Alexander, Mario Sereni, Theodore Uppman, Justino Diaz, Walter Cassel, and John Mac- curtis. Georges Pretre and Thomas Schippers are among the conductors.

After Boston (18-24), the company will appear in Cleveland (25-30); Atlanta, May 2-7; Memphis, May 9-11; Dallas, May 12-15; St. Louis, May 16-21; Austin, May 18-22; and Detroit, May 23-28. Operas slated are: "Faust," "Luzia di Lammermoor," "Il Trovatore," "La Boheme," "Queen of the Night," "Armando di Saviglia," "Don Giovanni" and "An- drea Chenier.

MGM RECORDS, which distributes Deutsche Grammophon in the U. S., recently hosted a visiting DG delegation in New York. At the airport were, left to right, Eric Steiner, director of International for MGM/Decca; Kurt Kinkelde, DG sales vice-president; Claus R. Peterman, DG U.S. representative; Helmut Haerelt, DG president, and Jerry Schoeboem, MGM classical general manager. The DG delegation was headed Thursday (14) at the Drake Hotel, with Nestor Mendelsohn, president, host.

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TALENT

England on a Soul Spree, Reports Returning Atlantic 'Soulist' Covay

NEW YORK—Soul music is taking hold in England. The most fanatical and loyal soul music fans are located in England, so Atlantic Records artist Don Covay, who returned recently from his month-long promotion tour of England's TV and nightclub circuit.

"They've got soul music fan clubs all over England," said Covay, "and just about every American soul music performer know about it when he visits there. Every time I arrived in a town, hundreds of young fans would be in front of the club waiting for me. Sometimes they would parade up and down in front of the club with placards and signs saying 'Welcome Don Covay,' or 'Greetings to Our Favorite Soul Singer.'" Covay also pointed out that these fans put together beautiful booklets and pamphlets that circulate throughout England about soul singers. He also said they were very interested in the music of Solomon Burke, Otis Redding, Wilson Pickett, Ray Charles, and other soul artists. They review the latest releases, singles and albums, and they print lists of all the records those artists recorded. They meet on a regular basis at airports, railroad stations, night clubs, and elsewhere, and they set up press conferences wherever they can. They really do know the music.

While in England, Covay played at a flock of top rhythm and blues clubs, including the Tiffany's, the Whisky a Go Go, and the Flamingo in London, as well as all the pirate radio stations. And, of course, they were soul fans, too.

Covay's visit helped spark one of the recent New English dances called "The See Saw Dance," which Covay claims to have "invented." Another dance that was started there, according to Covay, is the "D-Step Boogie," which stemmed from his recording of the same name.

Jill Sinclair Is Singer of Quality

NEW YORK—Jill Sinclair, a pretty young singer who made her New York debut at Paul Taubman's Penthouse Club Wednesday (28), is the subject of a fine music hall quality in "Everybody Needs a Heart of My Heart," with a singer on the latter, and delivered a performance that speaks loud and clear of Jill's net which she has woven for the audience may be wondrous, but it is also effective as a Puccini aria. Miss Sinclair has a trained voice, a relaxed stage presence, and the equipment to make it on the musical stage and in supper clubs.

AARON STERNFIELD

Benefit Concert by Modern Jazz 4

NEW YORK—The Modern Jazz Quartet's group, will make their first New York appearance in six years on tour of Europe, the Far East, and South America, and will return to New York on April 27 in a concert to benefit the Manhattan School of Music's Scholarship Fund. John Lewis, musical director of the Quartet, a graduate of the Manhattan School of Music, was recently elected to the school's board of trustees.

Gordon Expands Into the Concert, Disk & Pub. Fields

NEW YORK — Arthur H. Gordon, Inc., year-old management firm, is expanding its activities into concert production, record production and music publishing.

In the concert field, Gordon has just completed a New York City booking for Phil Ochs beginning at Berkeley, Cal. on April 29. Other Ochs performances will be in Baltimore, May 6 and at the Westport, Conn. May 27. Gordon is also producing a "Baroque" Beatles concert with Joie Rixton at New York's Philharmonic Hall on May 25. These and other music publishing and concert activities will be done through the recently set-up Wild Indigo Productions.

Gordon completed a Jim & Jean album for Verve Folkways, and is now finishing a David Blue album for Elektra. Gordon will begin working on singles for Columbia Records, and as a producer.

In the record field, Gordon has been recording a fine addition to his list of original performers, on Columbia. Bass player Harvey Brooks, himself a member of the Gordon organization as well as playing and arranging for the disk sessions.

In the record publishing field, Gordon already has Baroque Music (ASCAP), which holds all of Phil Ochs' copyrights.

In line with his expansion, Gordon has brought in Laurant Enkel and a road manager, and Paul Harris to run the publishing companies.

It's a Mann's World at Club Date on Coast

HOLLYWOOD — The Latin sound of Herbie Mann's Sextet turned the Mann Club into a room carnival Tuesday (12). It was the group's debut at the club.

The new group is formed with bass—Jimmy O'Wens, trumpet and flugelhorn, Jon Eban and Jack Hitchcock on trombone and Mann doubling on both. The group's solid style, infusing rhythms are provided by drummer Bruno Catr, Carol and Regine Werner, bass, Hitchcock also doubles on vibes. The texture of the Brownstock's large, roaring sound, varies from brilliance to mellowness when the horns are muffled and Mann's flute is soft and gentle, at times, but it usually fully developed "Yesterday.

Since Mann works completely with the microphone, he is able to improvise clearly above the horn line, which has a gutsy sound. The flute and trombone are stanchly featured, playing melodies with Mann and soloing. Trombonists Hitchcock and Orange add chordal sounds on most of the arrangements, but went into a call-and-answer figure on the Japanese-influenced rouser, "Matsuk Goodby.

BEST TV TO FEATURE BEST

NEW YORK—"The Best of Reprise" TV special, which was scheduled to airead on NBC-TV May 16, will feature Grammy winners Roger Miller, Patti Page, Hiroshima, Lindy Organs, brass, Bill Cosby, Petula Clark, Jody Miller, Dollyn Elliotting and Hall, and the Anita Kerr Singers, along with special guest Redd Foxx and Jayne Louder. The Grammy winners will repeat their award-winning performances. The guests will sing the award-winning songs.

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April 30, 1966, Billboard
Hello Louis, it’s so nice to see you back.

MAMÈ from the Broadway Musical Production "Mame"

LOUIS ARMSTRONG

MERCURY SINGLE #72574
Bay State Dealer Profits
By Catering to Teen-Agers

LOVELY LINE-UP of young ladies (finalists in Dick Clark's Miss Young World's Fairest Contest) is just one of many promotions used in connection with the gigantic teen-oriented AmphiTheatre April 22 hard on the air by radio Station WLS, the show failed to attract prominent tie-ins from many Chicago record dealers (see accompanying story). Gentlemen pictured are WLS discjockeys Art Roberts (left) and Ron Riley.

Research Firm Outlines Shift in Retail Picture

NEW YORK—Approximately 40,000 retail and service outlets of all kinds, including many record and music dealers, will be personally contacted in May to supply the latest marketing data on leading consumer products to Audit & Surveys Inc.

The study, the thirteenth annual retail census of distribution undertaken by the firm, is the largest privately conducted census of its kind in the nation. Only the business census taken by the U. S. Bureau of Census is broader in scope.

Besides determining marketing strengths and weaknesses, the survey will provide a detailed account of the types of retail outlets in which products are sold.

Supremes on Ampex Tapes

CHICAGO — Motown album "The Supremes Four Tet," the Supremes vocal group will be available on Ampex stereo reel-to-reel tape.

Motown Records and Ampex recording engineers have arranged an exclusive contract permitting Ampex to manufacture and market stereo tape albums for the Gayde, Tamla and Motown labels. Artists for the labels in addition to the Supremes, include the Temptations, the Marvelettes, the Miracles, and the Four Tops.

Harmonica Latest Fad of Southern California Teens

Editor's note: This is the third of a series of articles on the harmonica in music and recorded music in the harmonica market areas around the country.

By BRUCE WEBER

LOS ANGELES—Without benefit of promotional gimmicks or publicity, the harmonica is "in" in a haze to hold sway with faddish加州ian teen-age dollars.

The consumer's exalted zeal for "the harmonica" has replaced the guitar in teen acceptance, according to many record dealers here who feel the guitar has reached its zenith in sales.

Sales of harmonicas, especially among younger groups, are on the upswing, and dealers at several key outlets throughout Southern California are unable to say exactly how the boom began or when the market will be satisfied.

Several agree, however, that harmonica sales are up because the pop-rock record market is leading the way in feature artists playing the harmonica. And like the guitar, the harmonica has its "n' rollin' makers and break-out artists. If Bob Dylan continues to perform "Like a Rolling Stone," the harmonica will come back, and the sales bonanza will continue for at least two years.

Although not as profitable as the guitar boom—harmonicas sell in many more price ranges (50 cents to $19.95)—the instrument is more desirable in many more age brackets. The harmonica market does not have

Columbia Releases New Radio Models

NEW YORK—Masterson Audio Products, a division of Columbia Records, has introduced its 1966 line of portable and "in-home" models in the price range from $19.95 to $49.95.

The Model M-100, a miniature AM unit which is less than two inches square in size, carries a list price of $19.95.

The Model M-2860, a double-powered AM portable, may be operated on dry batteries or a household current without adapters. The 16-transistor unit is priced to sell at $22.50.

Models 2862, 2864, 2866 and 2868 are AM/FM radios designed primarily for the "in-home" market. The pocket-sized 2862 lists at $22.50.

The 2864, which features a short-wave monophonic operation, sells for $28.50, and the 2888, which has a short-wave monophonic operation, is priced at $39.95. Both of the latter units may be operated either by AC house current or batteries.

April 30, 1966, Billboard

THOSE kids show are great," he added. "Last year we felt they were responsible for a lift in our summer sales."

Small record dealers seemed to disagree. "Nobody was sold any pies. But I," said several dealers, "if they want to put up window displays or promotion pieces they should send us some."

Several other dealers told Billboard they didn't know whether the show would attract record sales. Many of them felt the show would be over and said they wouldn't risk ordering extra records until they knew. "They wouldn't be stuck with them."

One independent dealer said that "the teens in my neighborhood are the only people knowledgeable and they really look at the latest records of these groups anyway."

A Chicago one-stop who serves many local independent retailers said that he had seen no particular increase in record orders of artists connected with the show. "But maybe there will be a knot to come after the show is over. I imagine that the show should be a boost to the business."

QUINCY, Mass.—"When a teen-ager brings something home the first thing his parents ask is, 'Where did you get it?'" Pete DiNicola, part owner of South Shore Television in Quincy told Billboard.

DiNicola, mentioned to Billboard by his distributor (Columbus Records, Waltham, Mass.) as a dealer "exceptionally successful at moving our product," said he runs out of his way to attract teen-agers. "They not only pass the word along to their friends, but are very effective in bringing in their friends.

DiNicola said that his window displays ("our best form of advertising by far") are invariably greeted to attract teen-agers. "We change our displays often but we make sure the window products are priced in the teen range. I have found that the two hottest items for teen-agers today are small transistor radios priced between $4.95 and $7.95, and phonographs that sell between $39 and $79. Stereo phonographs within that price field are preferred over the mono.

"The boys don't buy many tape recorders; those who do are interested only in the inexpensive versions. But they have been showing more interest in portable AM/FM radios lately. One combination model that sells for about $22 has been a very hot item for us lately," he said.

"We run various kinds of promotions," he said, "because it is necessary to get people into the store. These specials are always prominently indicated in our window display and have been very effective. However, once you get people into the store, you're winning only half the battle if you fail to keep them coming back. So we do our best to make the purchase as easy and efficient and pay close attention to our customers' needs.

One Chicago discjockey, R. Gussman is convinced that DiNicola's methods have been unusually successful. "The store has an exceptional image with consumers, he feels, because of the number of years it has been in business, the variety of lines it carries, and the way it is displayed."

Catering 12 Waltham, Mass.

"With our stock we can handle any request and it is involved with and so on." This personality-type advertising, said Gussman, is always a most effective method of promotion.
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"The Shadow Of Your Smile" from "The Sandpiper"
A Metro-Goldwyn-Mayer and Filmways Presentation
Martin Ransohoff Production
Song published by Miller Music Corporation

"Doctor Zhivago" Music Score
From The Metro-Goldwyn-Mayer Presentation
Carlo Ponti Production and David Lean Film
Published by Robbins Music Corporation
Harmonica New Teen Fad in Calif.

- Continued from page 64

one which we are unable to solve, is having enough harmonicas in stock. The demand is far greater than the supply," said Jacques Robinson of Music City, Los Angeles. Music City, with the largest harmonica inventory in the 11 Western States, keeps well ahead of the market pace but always can use more product, according to Robinson.

He said Music City's harmonica sales have doubled in the last two years, and he expects continued sales success for at least another year. "Supply remains our biggest concern," Robinson said. "If we can convince the public, our sales will continue to climb." Ryan feels there are four reasons why dealers are enjoying a thriving harmonica market.

1. Harmonicas are a self-participation instrument.
2. Harmonicas appeal to both young and older audiences.
3. Harmonicas are easy to master.
4. They are inexpensive.

Although dealers carry several harmonica brands in stock, all agree that Holman products are currently the most popular on the market. Several merchants stock several Japanese models, but also carry the Holman.

Ray Turittin of Judkins Music, Garden Grove, also has a market for harmonica holders. For each three harmonicas Turittin sells, he sells one harmonica holder. "Although harmonicas are in vogue," he said, "the continued success of the fad will depend on the folk-rock artists. The over-all demand for harmonicas is from teenagers, unlike the guitar boom which catered to both teen and young adult tastes.

Because of the rock-folk artists and the market for harmonicas, dips into the teen classification and covers several purchasing brackets.

Although record dealers refuse to predict the life expectancy of the harmonica fad—dealers agree, however, to an over-all two-year-sphere—most feel there are big profits to be made before the harmonica shows any signs of fading.

**NEW PRODUCTS**

- Continued from page 64

International short wave band and AM/FM portable radio Model 2866. Slide rule tuning. Dial light. 12 transistors and controls. Operates on or battery, or AC current without adapter. Covered in olive leatherette case at $49.95.

Pocket size FM radio Model 2867. Tuning, ten transistors, two antennas and personal earphone. Operates on one nine-volt battery. Black leatherette case with boxed metal finish. List price $22.50.

**Harmonica New Teen Fad in Calif.**

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ANOTHER ORDER of Batman bulk vending merchandise threatens to clear the shelves at Harby Industries. Bulk Vendors Mart near Los Angeles. National sales manager Ray Pierson (above) calls sales of the merchandise "exciting."

BatMan: A Report From Coast

By SAM ABBOTT

LOS ANGELES — When Herb Goldstein, vice-president in charge of sales for Oak Mfg. Co., and his wife, Evelyn, attended a recent cocktail party, he took along a bag of Batman rings that he put out on the table near the drinks. They—the Batman rings—were grabbed up in a hurry by adults. Of course the rings were taken home to the small fry. But the incident is indicative of Batman popularity here on the West Coast.

According to distributors in this area, Batman items are going strong. If they continue to hold for more weeks and, maybe months, they could be as big or bigger than the Beatles or the trolls.

At Operators Vending Machine Supply Co., the Batman rings hotter than a missile blast-off. The company is handling the Samson Products line, which is distributed only through Accent outlets. Eddie Rosen of Operators said that some operators are making daily trips to pick up Batman items for their machines. He plans to bring out additional Batman items within the near future. Bob Feldman of Acme Vending Co. said the Batman is selling as fast as the item arrives in the store. It is now at a peak, but its lasting qualities have to be determined.

Ray Pierson, national sales manager for Harby Industries, of which Batman rings are a part, said that one operator with 100 machines has a request for a quantity of Batman rings and filled machines for the fourth time. This indicates that the item has staying power.

Pierson said some operators are switching machines to a dime operation to take care of the popular item. Another operator in the Whitier area had six units in a store to sell in one day because of the Adam West characterization. The Batman patch, two inches across, is also strong. Pierson termed the item "sales exciting."

Operators reported sales good. Bernie Slat said he has Batman rings with Batman are being put out in a matter of two or three days. Ed Ruddy reported a take of $53 for two weeks from a machine with the item. Bill Coombs reported the item popular in supermarkets, thus requiring more rolls.

A reliable source said that an average machine would gross $25 in 10 days.

Operators Vending Machine Supply Co. has been coming in orders every day the past few weeks to take care of orders for refilling over the weekend.

Western Vendors Schedule Meet

LOS ANGELES—Oak Manufacturing Co. and Operators Vending Machine Supply Co. will host the quarterly meeting of the Western Vending Machine Operators Tuesday evening (26), Eugene Zola, executive secretary, said. Eddie Rosen, manager of Operators, will hold the event to be held at Oak-Acme-Operators complex at 650 South Avenue 21, A buffet will be served at 7 with the meeting to start at 8.

Since the association switched to quarterly meetings, manufacturers, distributors and operators have hosted the group. The two other hosted meetings were sponsored by Oak-Operators and Acme Vending Co.

when answering ads . . .
Say You Saw It in Billboard

BULK VENDING news

Board in Bylaw Battle

By RAY BRACK

CHICAGO—The National Vendors Association Board of Directors meeting here last Thursday (21) night was enlivened by a major battle over a proposed change in bylaws to permit a non-association member to serve as an association officer.

The board voted down the alternate proposal, virtually precluding the election of association Secretary Harold Foiz to succeed President Paul Cristman. Feld, who with his brother, Roger, recently entered the charm supply field with Batman merchandise, was the obvious nominating committee choice because Vice-President Harry Bell had declined the nomination. Association custom dictates that officers move up a post every two years.

The rule against manufacturer serving as NVA officers was inserted in the bylaws when the association was founded 16 years ago. Corey Ted Raynor reminded the board of the rule and suggested that if it was the will of the body that Harold Foiz—who, record, with his brother, in serving the industry has been outstanding—be nominated as president, the board would have to approve a bylaw change. Raynor submitted two proposals:

1. That any member in good standing be qualified to serve as an officer.

2. That a maximum of one manufacturer (with a minimum of two operators), be permitted to serve as an officer.

(Continued on page 73)
CHICAGO—As the trade show exhibit portion of the 16th annual convention of the National Vendors Association opened here last Thursday (21) morning, some 15 minutes after the doors to the exhibit hall swung open, a Billboard reporter counted more than 100 exhibitors and operating company personnel on the scene. As the morning wore on, a continuous line of tradestars filed past the registration desk at the Sheraton-Chicago Hotel.

We present here some of the early scenes from the 1964 show. Watch for a complete word and picture report next week.

NATIONAL VENDORS ASSOCIATION president Paul Grisman (right) and convention entertainment chairman George Eppy compared notes on first day.

REGISTRATION line includes Paul G. Whitson, Southeastern Vendors, Knoxville, Tenn., Mrs. Carmen D'Angelo and Mrs. Wellington Cramer of East Boston, Mass.

AL TORANTO (left) of Birmingham Vending Co. is greeted in exhibit hall by Billboard's Paul Zakaras.

CREATIVE HOUSE crew goes right to work on first day. From left, Paul Weber, Oklahoma City distributor John Adams, company president Ed Jordan and Joseph Morys.

FLASHY VEST sported by distributor Lee Smith (second from right) is admitted by (from left) his partner, Jack Thompson, Dick Rumberger, Rumberger Associates, Columbus, Ohio, and Wellington Cramer, president of Cramer Gum Co., East Boston, Mass.

JAYHAWK STATE is represented at NVA show by (from left) Ed Muckenthaler, Nifty Nut House, and E. L. Multineaux, M&M Vending, both of Wichita, Kan. They're greeted in exhibit hall by Billboard's Ray Brack.

PERUSING PROGRAM are (from left) Earl Yeatch, Central Distributors, St. Louis, Vernon Jackson, Jackson Vending Supply, Grand Prairie, Tex., and Dick Goldstein, Knight Toy & Novelty Co., Freeport, N.Y.

GO-GO RINGS for the girls from Karl Guggenheim. Left to right are Mrs. Millie Stanek, Fred Lowes, Mrs. Irwin Noble, Bob Guggenheim, Mrs. George Eppy, Mrs. Wanda Jordan and Mrs. Jack Schoenbach.

NEW EXHIBITOR at NVA Show was Federal Machine Co., Des Moines, la., represented by sales manager Lou Kirshbaum (left). He's seen here with Billboard's Dick Wilson.

NORTHWESTERN STAND is setting for this shot of (from left) Ed Flanagan, Northwestern Sales, Boston; Meyer Abelson, Ray Greiner and Bill Hamilton, Northwestern Corp., Morris, Ill., and Mr. and Mrs. Robert Feldman, Acme Vending Supply Co., Los Angeles.

CRAMER'S CORNER brings together (from left) Cramer Gum Co. president Wellington M. Cramer Jr., Baltimore distributor Cal Fradkin, Cramer vice-president Carmen D'Angelo and Fred Berk.
New York Associations Win Point; Lose Case

By PAUL ZAKARAS

ALBANY, N. Y.—"We won the battles but lost the war," said W. D. MacCarthy to Billboard about the tax setback handed New York operators last week by the New York State Supreme Court.

The president of the New York State Coin Machine Association said that the court had decided that music and popcorn machine transactions should be taxed under the State's recently instituted gross sales to provisions. She added that operators will "most likely appeal the decision."

The court's statement, a declaratory judgment that was sought in a test action initiated by Barthrock Enterprises, a Lockport, N. Y., coin operator, declared that:

(a) Operators had legal grounds for disputing the State Tax Commission's decision to collect 2 per cent "admission" tax on game and juice box play;

(b) The State Tax Commission was, in fact, wrongfully trying to collect the admission tax from operators;

(c) However, the present State Tax law is intended to cover all non-exempt business and that juice box and game operations were covered in Sec. 1101, Par. 5 under "definitional" which speak of "rent, barrier and license to use." Therefore, concluded the court, operators should pay the gross sales tax that is applicable to such localities.

Mrs. McCarthy said that both she and State Senator Minority, who acted as counsel for the operating firm, believe that "an appeal in an appeal" would be presented to the Third Department of the Appellate Division of the State Supreme Court. Operators are not discouraged by the decision, she added, "because they knew the matter had not been carried to the Appellate Division Tax Department if the court had decided in their favor. So really, by appealing it ourselves, we will be carrying it to the authority."

(Continued on page 76)

South Carolina Association Adopts an Insurance Program

By LAMAR GUNTER

FLORENCE, S. C.—The South Carolina Coin Operators Association has established a group insurance program for coin managers and their employees.

The members also voted at the April 17 meeting to pay a portion of the cost of the life and health insurance program for their associates.

The association will have until June 1 to decide on whether or not to continue the program.

(Continued on page 74)

Direct Selling Is Big Vending Gripe

Last of three articles

CHICAGO—"In the vending division of your operation, what was the biggest problem you encountered in 1965?"

We put this question to the nation's coin machine operators (not full-line vending operators) in Billboard's annual survey of the industry (full results of which will be published in Billboard's International Coin Machine Directory to be mailed to subscribers May 7, and 30 per cent of those who replied complained about direct selling.

Typical responses on the subject went like this:

"Distributor and factory sales directly to locations are a nagging bother to me. And I can't give customers what they need."

"Certain companies are regularly selling equipment directly to locations. Nothing comparable."

NEX WEEK: JUKE BOX ACT OF THE YEAR!

CHICAGO—In next week's issue, we will announce which record artist was voted by U. S. juke box operators as their best money-maker during 1965. The poll was taken as part of Billboard's annual Survey of the Coin Machine Industry, full results of which will be published in the Billboard International Coin Machine Directory to be mailed out May 7. Also next week, we will publish the most complete listing of Little LP product ever compiled.
Would You Believe This?

NEW YORK—Ticket box operators who talk of the good old days may have a point. Meyer Perlzoff, consulting editor of Atlantic- New York, local Sesberg outlet, cites transaction to the current House Judiciary Committee hearing, which quoted a 1891 New York police report. The item deals with the first coin operated phonograph placed in the city. Here’s what it says: "The receipts were exceedingly high, ranging from $14 to $20. The biggest run was on March 21, when $24.5 was taken. This occurred on July 11, 12, when the receipts for the two days were $40.85. The lease return during the whole time was one bad day, when the receipts fell to $8.50. Since then five or six coin machines have been placed within two blocks from this location, and the receipts have fallen off to about $25.00." "The Louisiana Co. puts out only but a limited number of nickel machines, but puts them only in the best places, and, unless the place was very desirable, they have charged the proprietor for putting the outfit in his premises," it is pointed out.

"Only the best music is used and unusual care is taken to keep it and remove it before it shows signs of wear. The attachment used is the Hartford Model, a purely automatic machine, which fact has in no small degree contributed to the success achieved."

And no mention was made of loans, bonuses or commissions.

Use Coin Games in Kiddieland

PHILADELPHIA—Designed to make maximum—and profitable—use of unused space by the various coin operated amusement machines, one of the units of David Rosen Associates recently launched a project which promises to establish a country-wide chain of indoor kiddie land in shopping malls across the country.

Armed with a successful test pattern as a result of the first kiddieland established on a modest scale in the Cherry Hill Mall, plush enclosed shopping center near Cherry Hill, N. J., the format burst forth in full bloom with the recent opening of a giant kiddieland in the suburban Cedarbrook Shopping Mall that borders the city. The kiddieland project, which is basically an indoor amusement park featuring rides and amusements primarily for children, is the brainchild of Mr. Rosen, one of the many divinities of Dave Rosen’s organization.

Among the amusements rides are the Classic-Roselle, Pony Cart, Fire Engine, Water Boat, Whip, a Laugh-in-the-Fun-Fundamental indoor Miniature Golf Game. Harvard Square has one coin-operated games and devices that heightens the excitement of the outdoor amusement park.

And it’s that aspect that impelled Rosen, mastermind of kiddieland project, which provide a "healthy chunk" of the indoor park’s revenue. The indoor kiddieland, said Rosen, is an excellent example of the way new locations can be opened up for the coin machine operator. While the kiddieland is basically an indoor amusement park, Rosen said there are more machines on the spot than generally found in an exclusively coin machine arcade. And with indoor shopping malls and centers opening up all over the country, Rosen’s firm finds this area of operations to be "virgin territory," ripe for any operator who "can ride the ball."

Rosen said that his firm has been asked to survey similar possibilities in Allentown, Pa., and in a church building in Chicago. He stressed the point that his firm is strictly a consulting firm and not an operating firm, and is completely staffed to show all interested operators how to make profit from space in coin machine equipment. The Section, in a recent project also included lending a band in the promotion and opening of the operation. The kiddieland in Cedarbrook Mall, the opening was highlighted by the appearance of Jerry Wolman, president of the Philadelphia Eagles, and virtually every member of his pro football team, as well as the appearance of Jerry Bognar, top disk jockey in the area.

TARGET AND GUN MACHINES attract youngsters at the indoor kiddieland of Rosen’s Cedarbrook Mall Shopping Center; kids enjoy the games while their parents are upstairs shopping.

Direct Selling Is Big Vending Gripe

• Continued from page 60

this practice should jar the business. I believe the concept of a coin machine operator as a professional, a specialist, should be encouraged, not encouraged by manufacturers."

The problems mentioned by operators as being significantly troublesome during 1965 were, in order of frequency of complaint:

Direct selling—30 per cent.

Maintenance contracts—15 per cent.

Losses and bonuses—13 per cent.

Commissions—13 per cent.

Difference—12 per cent.

"Comparing operator problems with vending to their problems in liquor business, we discover major differences. The majority of reported problems having to do with liquor operation had to do with exorbitant commission rates. Regarding amusement game operation, most businessmen found what they were paying for the equipment to be their major problem."

It is relevant to note here that the Billboard industry survey, which covered the average of a machine operator running 32 cigarette machines, 11 candy vending and 25 snack and food vending units.

Follow typical comments on the five most reported vending problems during 1965:

"It appears to me that some vending equipment is marketed without adequate testing. I find too many malfunctions."

"Snailed"

"In vending, as in music and games, we operators are getting snared in the location loan thing."

"I’ll grant you that my commission problems in vending are not as big as in music and games, but I’m giving away too much of my profit in vending, nevertheless."

"It is unrealistic for me to believe I can compete successfully with the big distributing companies."

Another problem was mentioned by a number of respondent to the Billboard questionnaire. It went something like this:

"Keeping merchandise inventory is a new experience for me. I’ve got a lot to learn."

Canadian Corporation for the 1967 World Exhibition

Tender Call

FILE No.: 1125-5-21

PROJECT: Install and operate, on a concession basis, one (1), new and/or all games of skill in the La Crosse area for the 1967 World’s Fair.

Sealed proposals, marked as to center and addressed to the undersigned, will be received until 3:00 p.m. (Eastern Daylight Time).

WEDNESDAY, JUNE 1, 1966

Bid sheets, specifications and other necessary documents may be obtained by addressing a request to this effect to the Head, Administration, World’s Fair Corporation, for the 1967 World’s Fair, Plant Ville-Marc, Montreal, Quebec, at a deposit of a refundable deposit of $100.00 made to the order of the Canadian Corporation for the 1967 World Exhibition.

The Corporation reserves the right to refuse any one or all of the tenders received.

JEAN-CLAUDIE DELORME

Secretary

1st Floor
Administration Pavilion
Cite du Havre (McKay Pier)
Montreal, Quebec
Seeburg "Electra" is unequalled in quality & value.

Put it like this: "Electra" delivers the most for anybody's money. The most value. The most quality. The most life. Everything about this exciting phonograph is headliner...top billing...star stuff. That original new-style silhouette. The unusual, exclusive glamour of "black light." The beauty of the styling. The fantastic excellence of the stereosystem. (Including eight built-in speakers—another Seeburg exclusive.)

Absolutely nowhere in the world can you get more for your money. Big in location appeal. Terrific in stereo quality. Powerful in patron allure. Long-lived in top earning power. Everything you want in a phonograph.

The Seeburg Sales Corporation, International Headquarters, Chicago 60622

www.americanradiohistory.com
New Color for Consolette

CHICAGO—The Seeburg Consolette wall box unit, introduced a little over three years ago, will now be offered in a new finish—Antique Brown. This finish is similar to the color being used today for home appliances. “It has been developed not only for its durability but its ability to blend especially well with the wide variety of wood panelings being used so much in new and remodelled locations,” said Seeburg vice-president Bill Prutting of the new color.

Prutting admitted that chrome and metallic finishes previously used have not completely satisfied the need for a wall box that will blend with the decor of many locations. “As locations become more sophisticated in decor,” he said, “it is logical that someone set the pace to give them appropriately designed Consolettes.” The new finish Consolette model is SC-3. It is now stocked by distributors. The factory will also continue production of Seeburg’s chrome-finish model Consolette.

Prutting, who has been touring distributors of late, announced that his visits will continue through the spring.

Hayman Moves

HAYWARD, Calif.—Herbert D. Hayman has moved his Pacific Vending Co. from San Leandro to Hayward recently in order to expand his operation. Sales have tripled for Herb in the last four years and he has needed a larger warehouse and service area.

JACKIE GLEASON is presented a plaque by Mitchell Wolfson, Wometco president, during the convention in Miami. The award recognized Gleason’s contributions to the economy of Florida. At the meeting, Wolfson reported all-time record earnings and revenues during the first 1966 quarter.

Mint Passes the Half Buck

PHILADELPHIA—Mint Superintendent Michael Sura here last week explained that the half-dollar accident which occurred in Dubuque, Ia. (a sandwich half-back split when dropped by a newsboy) was a one-in-a-million happening caused by an air-bubble flaw. He hastened to add that the mint here makes only sandwich-type dimes and quarters. “The faulty half dollar must have come from the Denver mint,” he said.

Coast Canteen Has Advice

VANCOUVER, B. C.—While landing a one-year contract for vending machine operation in city parks, West Coast Canteen suggested to the park board that only one bid was submitted because “a 12-month contract is not a very attractive proposal.”

“To put this type of capital investment in on a seasonable operation and obtain only a 12-month contract would mean that depreciation alone would amount to $30,000 annually,” Canteen President Irving Levenson wrote in a letter to R. T. DiMoulin, park board president. Levenson suggested that if a longer term contract were offered, “other people in the vending business might submit bids.”

Pennsylvania Adopts Vend Rules

PHILADELPHIA—The Pennsylvania Department of Health has adopted standard regulations covering non-restaurant vend and commodity operations for vending machine companies—meaning, in the view of the industry, a desirable standardization of public health requirements and a lessening of pressure for local regulatory and licensing programs. “This is a great step forward for our industry in Pennsylvania,” declared the State Automatic Merchandise Council executive director Herb Beitel. He said that although the new regulations are immediately effective, it will be a while before enforcement begins.

NAMA Will Soon Be 30 Years Old

CHICAGO—The National Automatic Merchandising Association will celebrate its 30th birthday on Sept. 14. In connection with the publicity surrounding the event the NAMA has released a list of “history highlights” of the association.

Included on the list are the association’s first legislative victory, diminishment of a per-machine tax in Raleigh, N. C., in 1937, and the association’s role in the adoption of sandwich-type coins by Congress in 1965.

Sees Expansion in Can Vending

LAUREL, Md.—Col. E. D. Harris heads Laurel Industries, one of the largest independent, full-line vending companies in the East. Colonel Harris is of the opinion that there is opportunity for great expansion in can cold drink vending in his market area.

His opinion, he said, is based on a recent survey indicating that in Alexandria, Va.; Baltimore, and Washington, D. C., there is a potential market for several thousand canned drink vendors.

Colonel Harris thinks expansion will occur in canned food and semi-food vending in addition to soft drinks. The Harris firm is using the new Rock-Ola Penn-Vend cans extensively.

Gray Appointed by Steelmate, Inc.

SAN FRANCISCO—Steelmate, Inc., President R. F. Jones has named Bill Gray Western sales manager for the company. A five-year veteran with Steelmate, Gray will work out of Los Angeles. He’ll sell the Steelmate hot and cold can vending and Cap’n Jones Bait Shops.

New Company Formed

VALLEJO, Calif.—Charles Gelati has founded the A and B Music Co. at 1328 Lemon St., Vallejo, which moves him up a little bit in the alphabet from his previous association with the B and B Novelty Co. in San Francisco. Charles had been a mechanic for B and B for two years, and before that was with another music firm in Guerneville for four years.

He is now serving locations in Solano County and has a very well qualified program get to assist him—Mrs. Gelati.
Midway Mfg.—Premier Shuffle Alley

Midway Manufacturing Co., Franklin Park, Ill., has introduced its first shuffle alley. Called Premier, the game, according to company officials, is of completely new design. “There are no components that were cannibalized from previous models,” a company spokesman said. All parts have been life-tested, and all scoring drum parts are guaranteed for life. All components are readily accessible for servicing. Scoring reels are said to be three times as fast and much quieter than competitive models without a sacrifice in scoring accuracy. Simplicity is stressed throughout the game. “Easy-to-read” reels have no space between numbers. There are six reels per player; 4 scoring reels, one bonus reel and one spare reel (the first time that this feature has been included by reel rather than by socket lights—said to eliminate servicing problems). All drum units are individual packages and may be removed and replaced in minutes. Has “rugged steel pin panel” with “rugged pin hangers.” Two preset motors to ensure reliability. Aluminum extrusion side railings. Five ways to play: 1. regulation; 2. regulation (plus 10 frame bonus); 3. bonus; 4. flash and 5. dual flash. Though standard in size, the game is shipped in a smaller carton than that used for competitive models.

Johnson Fore Box—New Coin Tubes

Johnson Fore Box Co. has a new line of heavy-duty coin tubes for insertion into the nozzles of counter-packaging equipment. Sizes to accommodate both tabular and gumball wrappers in all denominations. Come in standard bank colors. Made of Cycloal, a high-impact thermoplastic resin. For full information, write Johnson Fore Box Co., Dept. B, 4619 North Ravenswood Avenue, Chicago, Ill.

Shaffer Detroit Branch Will Soon Have Birthday

DETROIT—Shaffer Music Co., Detroit, will celebrate its first birthday in the Motor City this spring, and in the words of branch manager Ed Cromwell the firm is “certainly gratified with the reception and business given us by the music and vending operators in Michigan.”

Cromwell announced that Will Massey has just been appointed outside sales representative for vending and music. Massey, a veteran of the industry in Canada and a former operator in New Jersey, is already calling on Michigan operators.

On April 12, Cromwell announced, a service school on the Rowe 100TA cold drink machine was held at the branch here, conducted by Rowe field engineer Tom Festoon.

“The turnout of operators was large and enthusiastic,” Cromwell said.

Shaffer’s central headquarters are in Columbus, Ohio. In addition to the branch here in Detroit, Shaffer has offices in Cincinnati and Cleveland. The firm is a major outlet for the Rowe Manufacturing line of music and vending equipment.

The local branch is at 300 East Milwaukee Street.

Third Generation With Wurlitzer

NORTH TONAWANDA, N. Y.—The Wurlitzer Co., one of the nation’s leading makers of coin phonographs, recently announced that operator D. A. (Red) Brower, of Grays Harbor Amusement Co., Aberdeen, Wash., recently purchased a few Wurlitzer Model 1000 phonographs and that “Red’s” grandson, Tom Didier, recently attended one of the C. B. Ross organized Wurlitzer service seminars.

Dealing with several generations of businessmen, said Wurlitzer, is what makes “the coin machine business interesting.”

COMING EVENTS

April 30—National Automatic Merchandising Association regional spring meeting, Edgewater Inn, Seattle, Wash.
April 30-May 8—General Trades Fair, Hanover, West Germany.
May 14-15—Tobacco-Candy Distributors & Vendors of Kansas convention, Broadview Hotel, Wichita.

WEBER 1966 PARTS CATALOG NOW AVAILABLE

WILLIAMS 1966 PARTS CATALOG NOW AVAILABLE

SINGLE PLAYER

FULL HOUSE

ADJUSTABLE 3-5 BALL PLAY

WILLIAMS 1966 PARTS CATALOG NOW AVAILABLE

WILLIAMS 1966 PARTS CATALOG NOW AVAILABLE

WILLIAMS 1966 PARTS CATALOG NOW AVAILABLE

ROCK-OLA

PRINCESS ROYAL

- Plays 31/2 and 45 RPM records
- 27 LP albums or singles...any interval
- Exclusive Rock-Ola revolving record magazine
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Rock-Ola Manufacturing Corp.
800 N. Keystone Ave., Chicago, III. 60651
This Old-Timer Isn't Living in the Past

LOS ANGELES — William Happel, a true pioneer in the coin machine industry, predicts the business is now just beginning to blossom.

Happel, president of Badger Sales & Vending Company of Los Angeles, is convinced enough new products are being manufactured for today's jet-paced, fast-conscious market to insure a robust future for the coin and vending industry.

"Equipment innovations have improved standard coin machine games and have made them more appealing to both the proficient performer and the unskilled player," said Happel.

"Better use of material to produce longer-lasting equipment is also being instrumental in savings to the operator. Fresh ideas in equipment design also assist sales growth."

The philosophy at Badger, Happel said, is to look for new products and to explore new methods and approaches to the problem of keeping up with a fast-changing market. "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."

Happel, in the coin and vending industry for more than 35 years, started the Badger Novelty Co., Milwaukee, in the early thirties. In 1939, he established a branch in Los Angeles. Happel recently announced the first phase of a modernization program (Billboard, April 23).

New Products

Happel feels the coin industry can expect some radically new products in the very near future, either from established industry manufacturers or from new companies foreign to the industry eager to satisfy the operators' and distributors' needs. "If the established firms fail to take advantage and recognize the wants of the industry," Happel said, "then companies foreign to our business will have an avenue to manufacture and sell products at great profits."

"If the American firms, too, are not quick enough to offer new ideas and innovations," he said, "then foreign companies will soon challenge the American manufacturer to a greater extent than ever before."

(Continued on page 73)

South Carolina Association Adopts an Insurance Plan

for each supervisor and all his dependents. Cost will be $15.30 a month for married supervisors and $8.24 a month for unmarried supervisors.

All office employees will each receive $2,000 worth of life insurance and $1,000 each for dependents five years old and older, plus hospitalization for each employee and all his dependents. The cost for married employees will be $12.57 a month and the cost for unmarried employees will be $5.51 a month.

Graduated

The life insurance coverage on dependents under five years is graduated and rises each year until it reaches $1,000 at five years.

The hospitalization will pay $15 a day for room and board and in-patient up to a maximum of 70 days daily benefit. The plan will pay miscellaneous hospital charges up to $150 and 75 per cent of the next $1,000. It will pay the maximum surgical schedule of $300.

There is a $25 deductible feature requiring the insured to pay the first $25 on the total hospital bill. Farnsworth explained that having the insured person pay this reduces the premium rates.

He said the plan is a "good basic plan that you can add to and improve as you see fit later."

All or Part

The insurance committee had thought it best to let each individual employer decide whether he wanted to pay all or any part of the cost for employees.

Farnsworth said there was an advantage to paying all of the expense for the employee "because it's tax deductible for you and it is a nontaxable benefit for your employee. It's like giving him a raise."

However, First Vice-President Harold Shinn of Gaffney advocated that the employee be required to pay a portion of the cost "so he will realize he is getting the insurance. If you pay it all for him, he won't realize he has it until he needs it, and you won't get credit in your eyes for paying for it."

(Continued on page 73)

GOTTLIEB'S 1-player CENTRAL PARK 7 Bell-ringing features...

Hitting targets numbered 1 to 5 advances value of yellow target; targets 6 to 10 advances value of green target.

Advancing either target 5 times scores special and then target itself scores special when hit.

Additional advances also score special.

10 bull's-eye targets advance value of yellow and green center targets.

4 Pop bumpers deliver fast action high score.

Comical animated organ grinder and monkey strikes bell in lightning 100 points scored.

SEN. JOHN CARL WEST of Kershaw County, South Carolina, is seen addressing assembly of the South Carolina Coin Machine Operators Association last week. Association secretary-treasurer Erby Campbell and president H. C. Keels are seated on the Senator's left.

(Continued from page 69)
S. C. Association Adopts

Continued from page 74

Shinn went on to say that if the association paid the full amount of the cost deducted from his salary he would be constantly reminded that his employer was paying for part of it.

The committee recommended that each member would pay the same amount for his employee, Royce Farnsworth, of the bank, said the committee would be better off if an agreement was arranged where an amount would be deducted from the employee's salary, which the employer would be prompted to pay. "Your employees will understand it better if you tell them they will pay a certain amount and you will pay the rest."

A Bargain

The members then agreed to have married employees pay $8 a month and single employees pay $4 a month. They voted to have married supervisors pay $10 a month and single supervisors pay $5 a month. The employer will pay the difference in each case.

Farnsworth said the employees will be getting a bargain.

The association will pay the monthly premiums to the insurance company and collect the payments from members. The rates include 5 per cent for the association for the increased workload on Mrs. Erby Campbell, secretary-treasurer.

The insurance committee that worked with Mr. Farnsworth was composed of President H. C. Keeds of Florence, Third Vice-President Fred Collins of Greenville, Shinn and Tim Faulk of Columbus.

R. M. Moore of Charleston was elected 14th district director for the association.

Shinn named Royce Green Sr. and Fred Collins of Greenville to work with him on a recommendation program and said he would have the recommendation ready for discussion at the July 30-31 meeting in Charleston.

"The best public relations we can have though is what you can do in your own community," he said. "Join the Lions Club or some other civic group and become active in the community. Then when somebody says 'Those people in the juke box business are outlaws,' people will say, 'Well I know old Hal Shinn and he's no outlaw!' This is the kind of public relations we need."

The guest speaker at the luncheon touched on the same topic as it pertained to politics. Sen. John Carl West of Kershaw County, a candidate for lieutenant governor, urged his listeners to be active in political affairs. (The present governor, Robert McNaïr, spoke to the association when he was running for lieutenant governor.)

Senator West said that after looking around the room he realized there were some present who needed no advice since they were already political forces in their home communities.

He told the group in his introductory remarks he was surprised to find that they paid as much in business licenses as all the banks in the State.

Senator West was introduced by State Rep. Peter D. Hyman of Florence, the association's attorney. Another political figure, candidate for representative E. N. Zeigler of Florence, was a guest at the head table.

A couple of nonpolitical guests were C. C. Bishop of Raleigh, N. C., a MOA director, and Fred Smith of Fayetteville, N. C.

More than 60 members, wives and guests, including President Keeds' father and mother, attended the luncheon in the Holiday Inn No. 2.

A handwriting expert entertained the ladies in an association's suite during the business session.

There was a dutch treat supper and dancing at the Palace Lounge the night before.

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K. C. Association In License Talks

KANSAS CITY, Mo. - The Kansas City Music Operators met in a room luncheon at the Pickwick Hotel to discuss various aspects of the liquor licenses and the problems surrounding the liquor laws.

The occasion for the meeting was to allow operators to meet the new liquor director in Kansas City, Elmo Hargrave, who talked briefly and led a question and answer session afterward.

Guests at the meeting were Gene Smith, Bob Gilbert, Jr. and John Fling. The Kansas City association meets regularly and has a membership including nearly every operator in the greater Kansas City area.

K. C. Association in License Talks

Photograph shows fine bowling performance at new Swivel-Action Pins. Bally Derby No. 1 Pin was known for its No. 1 Pin, which is still used. A new No. 1 Pin has been added to the Derby line, and it is now available up to Pin 9, which is ideal for those who play with 12 balls or more. The Derby line is available in a variety of colors, including gold, red, green, blue and black.

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DISTRICT SEVEN

Operating Company Honor Roll—They Hold the Industry’s Future

FREMONT, Neb.—Operators out here on the high plains have traditionally supported the national trade association strongly. A large percentage of member firms in the Nebraska, Kansas, South Dakota and newly revived Montana trade associations are also members of the Music Machine of America. Several MOA directors and officers are drawn from this region, including vice-presidents Howard Ellis, Omaha; Lou Plaschak, Manhattan, Kan.; and director John Trucano, Deadwood, S. D.

MOA agent-at-arms Ted Nichols here is chairman of the association’s district seven membership drive and is shooting for 36 new members by the time of the MOA national convention in Chicago in October. Nichols’ district currently is running well in membership enlistment competition with all the nine districts. The total for all districts this far in the drive is 100 new members.

IOWA

Present MOA members in Iowa include: Midwest Novelty Co., Clinton; Bernard W. Lachman, Coralville; Nelson Music Co., Des Moines; Superior Sales Co., Des Moines; Stith & Devigier, Mt. Pleasant; Jeffreys Amusement Corp., Oelwein; Johnson Automatic Music Co., Sioux City; and Automatic Supply Co., Cedar Rapids.

In Kansas, the following are out lining up new members:

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Company Name

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Type of Business Title

N. Y. Case

Continued from page 69

N. Y. Case

Continued from page 69

which really has the final word.

We were right in two points,” she added, “and now, by concentrating on that one point of sales tax, I feel that we are ready to re-contemplate the decision. There are many different types of transactions which are similar to our game and music operations that do not fall under the sales tax and we will see if we can show that we do not belong there either.

She indicated that operators were not yet sure what specific legal points were in their favor, but said that Senator Mortality might have pointed in the right direction.

In a recent New York court decision which held that South Dakota sales tax did not apply to the sale of a jukebox.

Co-operating in the test effort with the separate group was the Music Makers of New York Association (MONY).

Denver School

Continued from page 69

Tax Repealed

Continued from page 69

present at the April 5 council meeting. The council in a strictly was quick to cancel its permit and cash out the permit and permit.-tax ordinance because several members felt they had acted hastily in passing the measure.

The council is now considering another licensing program and Beisel is hopeful that it will include no per-machine fee.

"They will show us the new ordinance before voting on it," he said. Part of the new or- dinance will likely include public health licensing.

"Phoenixville has yet to finally set on their license ordinance," observed Joseph Silverman, executive director of the Amusement Machines Association of Philadelphia, "and I know anything can happen, but we are pleased with development so far."

Phoenixville is 40 miles from Philadelphia.

Pioneer Coin Man

Continued from page 74

Happel feels this is one of the most exciting periods in coin machine history. He expects the industry to continue to mature, reach new heights; game and vending machines will be more widely distributed; the industry will expand through low cost coin in the recreational field.

Recreation

"The increase in leisure time is making property owners acutely conscious of the need for sales volume in coin models, trailer parks and apartment houses. The recreational field is waiting for eager coinmen to advance into that territory," Happel said.

He points out that Badger Sales is the only full-service coin field and is probably the first coin machine distributor to use the chain store as an advertising medium for games, (2) print a booklet on planning a recreation room for property owners, (3) participate in government sponsored recreational programs for teenagers and (4) participate in the Apartment house and Motel Owners Trade Show exhibiting games and equipment.

"In spite of this interest in developing new markets," Happel added, "I don’t believe a coin operator has neglected the operator in his regular off-street locations. The operator is our best customer."

IIRANIANs are partial to this modern bar in Tehran called the Wave. A fine restaurant. Music is provided by a Rock-Ola Princess Royal, Model 424.
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