Fox Setting Rules on Use Of Music in CARtridges

By LEE ZHITO and PAUL ACKERMAN

NEW YORK — The rapid growth and potential of the tape CARtridge industry has prompted the Harry Fox Office to establish a set of rules governing the use of music in cartridges. The Office is currently working on these guidelines, designed to protect the interests of the copyright owners, and is expected to issue them in the form of a statement within two months.

Harry Fox, publishers' agent and trustee, collects mechanical and synchronization royalties on behalf of many music publishers.

The Fox Office statement, Billboard learned, will consist of four major points:

1. A ban on the rental of cartridges in anticipation of the possibility that gas stations and others will set up cartridge rental libraries.

2. The statutory rate of 2 cents per tune will prevail, regardless of any negotiated rate for the use of that tune in the original disk version of the cartridge.

3. These cartridges will be banned from use in commercial background music systems.

4. A requirement that cartridges be factory-sealed so that used packs cannot be counted among returns to the manufacturer.

Promoted By Concern

This action is prompted by the growing concern among music publishers over the use of their music by the burgeoning cartridge industry. The newness of the business, its mushrooming growth, and the seemingly limitless applications of cartridge recording, has publishers worried that they may lose control of their copyrights.

As a result, the Fox Office is preparing the set of guidelines which will be designed to hold the reins on the manner in which music in cartridges is used. Of particular interest is

(Continued on page 10)

ABC-Para. Purchases New Deal, Dunhill; Newton Seeks Others

BY AARON STERNFIELD

NEW YORK — ABC-Para- Mount Records has bought Dunhill Records and the giant rock-rap jobbing — distributing and one-stop complex of New Deal Records, according to an unconfirmed, but thoroughly reliable, source.

Larry Newton, ABC-Paramount president, was out of town at press time, and could not be reached for official confirmation. However, it is understood that Newton engineered the deal and that he is on the trail of other acquisitions.

The ABC-Paramount move marks the first time that a label of that size has gone into a rock-jobbing operation. It comes on the heels of the announcement that ABC-Paramount is going into the tape CARtridge field with 70-Lexi-packed 8-track stereo releases (see separate story, Tape CARtridge department).

Trousdale Included

Included in the Dunhill deal is Trousdale Music, publishing subsidiary. Trousdale is publisher of "Monday, Monday," whose Mama's and Papa's version tops the Hot 100 chart. Other top Dunhill artists are Barry McGuire, the Brass Ring and the Thomas Group.

Hooten of those artists is the Mama's and Papa's, whose single has topped the Hot 100 chart for a second successive week, and whose album is taking off.

Dunhill management will be unchanged.

(Continued on page 10)

Sporn Sets Up Advisory Firm

NEW YORK — Murray Sporn, well-known publishing executive, has set up the Music Copyright Exchange, a company which will act as agent and advisor for publishers in acquisitions and sales of catalogs, copyrights, renewals and related industries. Veteran music man Jack Johnston has been appointed executive director. Offices are in the Pan American Building.

The move by Sporn is a reflection of the growing interest in publishing and copyrights by large corporations, banks and, of course, record companies and others in and out of the music business. Sporn stated, "As the music industry grows and becomes increasingly international, the need for such an organization..."

(Continued on page 10)

Billboard Hires Europe Editor

LONDON — Don Wedge, a veteran music business newspaperman and former Billboard correspondent here, was named last week as Billboard's European editor. He will headquartered at Billboard's European office here, headed by Andre De Veysey, its director. The appointment brings Billboard's European coverage to a new level.

(Continued on page 10)

Lib., Chappell in Publishing Deal

LONDON — An agreement has been made last summer for Liberty to place all its overseas publishing interests with Chappell worldwide, but the deal was put into effect last week.

For many years Chappell has represented the Shelander and Travis catalog, acquired in 1963 by a music company, Liberty's publishing outlet in the U.S. On a visit to London last year, Liberty President Alvin S. Bennett reached an agreement with Chappell's chairman Louis Dreyfus for Chappell to handle Liberty's overseas publishing interests. To achieve this, Metric reacquired its British publishing interests from Dick James Music and is in the process of similarly reacquiring its interests in other areas covered by the agreement.

(Continued on page 36)
Production of RCA Stereo 8 Cartridge Tapes has now passed the one million mark!

Thanks to the overwhelming response of both the trade and consumers alike, RCA Stereo 8 Cartridge Tapes passed the million mark in production on April 25. And it's only the beginning! And here's where the whole thing began — at RCA Victor.
**R&B’er WWRL Gives Pop a Whirl**

By CLAUDIA HALL

NEW YORK—The leading radio station in the New York market, WWRL, launched a new integration promotion this week called “R&B to the Top.” The Monday (5), strictly on a limited basis, the station is now playing the top 20 hits along with its usual R&B programming.

“Were trying to give our Negro audience the best music around, regardless of genre, though it’s not necessarily preferred by our general manager Frank Ward. The station, along with most of the city’s radio stations, represents the nation, being played blue-eyed soul artists such as the Drifters in addition to the usual R&B artists. But the new program adds a little soul to the non-soul sound. Last week, the station was playing on a limited basis, such tunes as ‘Monday Monday,’ ‘Kicks,’ ‘Banga Bang,’ ‘Secret Agent Man,’ ‘Nashville Bound,’ and ‘I’m Black,’ ‘Rainy Day Women’ and many others.”

WWRL music director Marty Weisker pointed out that the station is strictly an R&B station. “This is an experiment in which we’re playing, in addition to R&B records, a few select Hot 100 records that are in the top 40 in sales.”

Weisker said that the two groups were included in the market – WABC and WMCA – had been picking only the choice of R&B recordings to play. “Records that WWRL

broke in the market. “For instance, we were playing the Percy Sledge hit ‘When a Man Loves a Woman’ and if we play it on any other radio station here it played on WWRL. We reserved all sales drive on the record, the other stations had to play it. ‘We will maintain our identity as a Negro station,’ Weisker said. “I think any record gets into the top 10 in sales it’s obvious that Negros are buying the record also and it makes it difficult for us to avoid it. Play at the top 10 it will have to be automatic. I’ll have to fit into our basic sound.”

The number of the records exposed will be limited.”

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**KLIF Ordered to Bare ‘Ingredients’**

By ELIO TIEGEL

DALLAS—Charles Payne, station manager at KLIF here last week was ordered by Judge A. R. Jernigan of the Dallas District Court, to reveal to Abnormal Music Enterprises, a subsidiary of the photo (CLIP) procedure, the KLIF survey procedure.

The inquest (5) hearing, marked a winning point for the company in a round against the London station for $714,000, alleging that its “Evid-N-No Love” has been created elsewhere, via its accuracy and is not accurately being covered in the survey procedure.

The court has ordered that KLIF can be ordered to reveal a top selling product in the Dallas market.

Judge Walker ruled that Payne, in a deposition meeting with Executive Vice President, lawyer G. H. Kelsoe Jr., the following survey elements:

1. The names of all record shops and distributors contacted.
2. The information provided to each one.
3. Any other information provided.
4. The identity of all other persons contacted.
5. The method of contacting each person.
6. The response received from each person.
7. The identity of all persons contacted.
8. The method of contacting each person.
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100. The identity of all persons contacted.

The survey procedure, which is controlled by BMI, is not controlled by BMI, is not controlled by BMI.

5,623 Firms Giving to Cleffers’ Trust Fund

NEW YORK—The Record Industry Music Industry Fund Trust Funds, royalty collection agency for musicians, this week disclosed a new graph record chart, this week’s Top 10 chart, for the week ending October 16th, 1948. This total eliminates duplicates.

The fund had its origin in 1942 when American Federation of Musicians members pro- tested against commercial use of their records without royalty payments to the musicians. They refused to play recording dates. The boys would protest only if their records, manufactured by the APA, were offered for sale in the future. In June, 1945, when manufacturers offered the APA a royalty of 10% of all record and transcription, the royalties to be distributed to the musicians.

Manufacturer payments to the APA were forbidden by the Top 10 on chart, for the week ending October 16th, 1948. This total eliminates duplicates.

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Cojo joins RCA Italiana Parade

NEW YORK—RCA Italiana is getting a Yankee flavor. Latest to make the U.S. to Rome trek is Peter, who preceded Alfonso by recording an album at RCA's studios there for the next couple of weeks. Conso, who left for Rome last week (4), was accompanied by Steve Sholes, Victor artist and rep director, and Andy Wiswell who'll direct the sessions.

This will mark Conso's first recording session outside the States. But it follows the pattern that has been established by RCA Victor here of sending its artists to record in Rome. Victor artists who've already recorded in Rome are Paul Anka, Peggy March, Gale Garnett and Neil Sedaka. Sinatra has recording dates scheduled for Rome in October, and Victor looking over its roster for other artists who could fit into the Rome recording scheme. Sholes explained that the artists who go there will get an approval from the RCA Italiana executives. In the case of Conso, Sholes pointed out, RCA Italiana is banking on the publicity it will receive throughout Italy at its Rome studio and RCA Victor here is interested in getting new product from Conso's disks. Conso's only recording for RCA New York was in Nashville last year and this was done, of course, to make the disk available in the Nashville sound.

Began Monday
Conso's recording sessions in Rome began Monday (9) and are expected to continue through May 18 when Victor's opera recording session begins there. The first opera on the schedule is "Lu- croza Borja" with Montserrat Caballé. The Conso album, which will be released in the States some time in the fall, will include Italian and American songs. Sholes also indicated that there's a chance some of the songs recorded in English would come from a complete album for release in Italy. He also said that Conso would cut a single for RCA New York after his Italian stay. There have been about 50,000 copies of the single released and RCA Italiana has at least two million copies of all RCA Italiana releases. RCA Italiana will be marketed in the States by RCA Victor's representa- tion there.

ChicagO—An unidentified West Coast band is bidding for "dollar-_retry-Ray Record's pants. Im- perial Paper Box — manufac- tured the jackets.

Bob Hope will introduce and close the show, Performing their winning efforts will be Herb Alpert and the Tijuana Brass, Duke Ellington, Anita Kerr, Joni James and others. The recording session will be conducted at RCA's New York and Hollywood din- ner atmosphere.

Performers
Bob Hope will introduce and close the show, Performing their winning efforts will be Herb Alpert and the Tijuana Brass, Duke Ellington, Anita Kerr, Joni James and others. The recording session will be conducted at RCA's New York and Hollywood din- ner atmosphere.

Introducers will be Bill Dana, Perry Como, Rowan and Martin, Don Adams, Henry Maj- lin, Godfrey Cambridge and Bobby Darin, Les Brown will perform the "overture." Dinah Shore will make the announce- ment of the Trustee's Bing Crosby Award to Duke Ellington.

WLIB Jazz Concert to Aid Harlem Cultural Festival

NEW YORK—Performing at WLIB-FM's first lounge-style杆菌 concert will be Dizzy Gillespie, Tal Farlow, the Dave Brubeck Quartet and his Big Band, Puce and His Latin Jazz Sextet, Donald Byrd and the Byrdmen. The purpose of the show is to benefit the Harlem Cultural Festival and the sponsors of the Jazzmobile for the summer.

Novik, general man- ager of the all-jazz format sta- tion which went on the air Feb. 21, will bear all expenses for the jazz concert May 16 at Carnegie Hall. All money from tickets and donations will go to the Council.

The Council did an excel- lent job last summer. No one said, "but the enlargement of its plans is just out of the question. It is so necessity." The Council's Jazz- mobile tours New York and sur- rounding communities in different area each night and pro- viding live professional entertainment for free. Among the sponsors this year are WLIB-FM, the Live Musicians Trust Fund of Local 802 of the American Federation of Musicians, Billy Taylor, WLIB-FM's air per- sonality, is consultant-producer of the jazzmobile.

(Continued on page 24)
Rousing voices raised in top-40 sound!

The New Christy Minstrels, featuring Minstrel Mike Settle, show why “new” is part of their name. Make way as they explode on the contemporary scene with a slam-bang single! Charts Ahoy!

The New Christy Minstrels
“If I Could Start My Life Again”
“The Music of the World a Turnin’”

Where the action is. On COLUMBIA RECORDS.
NEW ALBUMS FOR MAY ON RCA VICTOR

EXCITING NEW POP RELEASES

PERRY COMO

Lightly Latin

HOMER & JETHRO

ANY NEWS FROM NASHVILLE?

Please Don't Hurt Me

NORMA JEAN

J-J. JOHNSON

Broadway songs with a jazz point of view. "Night Song" (Golden Boy), "Curtains, Curtain!" Fiddling on the Roof, "More Than One Way" (Skyscraper). 9 more. LPM/LSP-3544*

SOUNDS OF THE TRAIL

THE NORMAN LOUFF CHOIR

PETER NERO

UP CLOSE

I REMEMBER YOU

FRANKIE RANDALL

The Kate Smith Anniversary Album

Featuring 24 Hit Songs First Arranged by Kate Smith as the radio

GLEN VARBROUGH

The Lonely Things

DISTANT DRUMS

JIM REEVES

"Gentleman Jim" sings 12 beautiful ballads including "Snow Flake," "Distant Drums," "Losing Your Love," "To It Really Over?" Where Does a Broken Heart Go?" LPM/LSP-3542

The Guitar Styling of HANK SNOW


Unique material penned by Rod McKuen, and vocalizing makes this one that Glenn's fans will really go for. "The Lonely Things," "The Women," "Hello." LPM/LSP-3539*
OUTSTANDING NEW RED SEAL RECORDINGS

MONTSERRAT CABALLE NARZUELA ARIAS
POPULAR MUSIC OF SPAIN
WITH SYMPHONY ORCHESTRA

In a voice called "indescribably beautiful," Caballe follows up Met debut and first RCA Victor album (Donizetti/Bellini arias) singing her native Zarzuela arias. LM/LSC-2894

THE GUARNERI QUARTET
Mozart String Quartets

One of the two debut recordings on RCA Victor by virtuosos who are quickly becoming recognized as one of the greatest quartets of our time. Memorable Mozart. LM/LSC-2883

THE GUARNERI QUARTET
Shostakovich: String Quartet No. 2

In this, their other debut album on RCA Victor, The Guarneri Quartet displays its polish and consummate musicianship in two well-known and colorful works. LM/LSC-2887

ANDRÉ PREVIN
Symphony No. 2, "LITTLE RUSSIAN"

His second recording as symphonic conductor. Previn gives a stunning reading of one of Tchaikovsky's masterpieces. Liadov's Folk Songs an extra bonus. LM/LSC-2884

VIVALDI: GLORIA/ KYRLE/ M. OSTROFF J. LEON L. HILDEBRANDT

Great appeal for fans of Shaw and Baroque music. LM/LSC-2885

Many of these new releases will also be available in RCA Stereo 8 Cartridge Tapes. Rapidly-expanding catalog now lists over 200 tapes. Get a supply from your nearest RCA Stereo 8 distributor.

NEW IN THE VINTAGE SERIES

1928:

A collector's must of recordings made in the Roaring 20's. Artists do 16 classics in pop, Whiteman, Elgin- ton, George Olsen, V advises, many others. Great! LP3-523


*Recorded in Dynamic sound.

Copyrighted material
PROFILE

Shaw: Arts' Triple-Threat Man

NEW YORK—Mansion Music Corp., an ASCAP firm, is the world's first "non-locally accessi- ble," containing 10 serious compositions for piano, with such titles as "Wind Chimes," "Silent Ellington," "Falling Night," "Dream Twinkle," and "Dancing Chromatics." These are designed as short teaching pieces and a fusion of modern harmony and jazz elements. The range of musicality is interesting, for whereas "Dancing Chromatics" employs a "shuffle" rhythm, "Dial Twelve" is a 12-tone melody.

Now come to the snippet: the composer is Anonymous, a pseudonym used by 12 serious musical masters, including Edward B. Marks Music Corp. Shaw quietly and successfully builds his career endeavoring and musical composition while at the same time fulfilling the role of general manager, and as such he is a key person in the music business. In his early days, he was successful in the field of music, and "Singing a Song of Americans," a book of songs with verses by Rosemary and Stephen Vincent Benet.

Again, his literary work is indicative of his broad musical interests. These range from a biography of Harry Belafonte to a novel, "The Money Song," and include a multitude of articles on jive, blues, folk and pop music. He has been published in Harper's Magazine, Esquire, The Saturday Review and other publications and is a con- stant reviewer on music for the New York Times. Shaw has also contributed to "The Mathematical Basis of the Arts" by Joseph Schillinger, and other works.

Meanwhile, Shaw is proud to note, the grand old firm of Marks Music is really "flying high" with peak activity in films, TV musical shows and top 40 records. In the TV sphere, the firm owns the theme ("Lovely Thin-Lonely Now)") and background music to the David Sunkin-Daniel Melnick production for CBS of Arthur Miller's "Death of a Salesman," scheduled for a Sunday show. Also, in alliance with Bob Israel's Sare Production and Talent Associates, Marks is marking masters with "Get Smart" stars Don Adams and Pert was. Shaw continues to supervise the programming through this broad performance in so many fields.

Shaw has been with the Marks' firm 11 years—the last seven as a director. The first ten years were spent in various capacities, the last seven in the majors.


RCA Artist Gale Garnett

Talented Little Girl Blue

NEW YORK—The amazingly talented Gale Garnett who owns most of her own material and sings it in highly entertain- ing style, revealed a deep feeling for her children when opening here Wednesday night (4) at the Bitter End. The RCA Victor recording artists presented, along with the songs she's known around the world for writing and singing, a couple of tunes in the traditional blues vein—one about a guy who found his girl with someone else, "Wind Cried," and collected when it happened. Another tune, not her own, in blue, was "Nobody Loves You When You're Down and Out." They have the more impact because she's gifted with a "little girl" lock.

She sings with convincing emotion, only switching over to a humorous mood for her hit "Will She Sing in the Sun- shine." Her current release, "Oh, There's No Better Day," which she described as the first love song of her career, plus those tunes that stay with you, ringing in your mind.

For a close look, you will soon see her in both jobs— and originated a challenge for the show which was as she sang. It was a superb show.

CLAUDE HALL

NEW YORK — ESP-Disk this week moved to new and larger quarters at 155 Fifth Ave. here.
A Giant!

ESTHER PHILLIPS

WHEN A WOMAN LOVES A MAN

Atlantic 2335

The fantastic “answer” to The Percy Sledge Smash!
ONCE DOUBLE TROUBLE
DOUBLE-SIDED HITS TURN INTO WINNING 1-2 PUNCH

LOS ANGELES — Is the double-sided hit becoming commonplace? If Capitol doesn't believe so, check out Tijuana Brass with its three straight two-sided smashes in any example, the double-decker single can be a boon not a bust.

The TJB are not alone in having hit the sales charts with double-sided hits. The Beatles and Rolling Stones have also attained split play, a status which not too long ago would make a promotion man cringe on the basis that double exposure would wash down the sales of what was supposed to be the “A” side. 

But this isn’t necessarily the case. As A&M’s co-owner Jerry Moss explains, in Alpert’s case, the split play enabled “A Taste of Honey” to emerge as the stronger side and reach the No. 1 position, while “The Third Man Theme,” the initial push side, wound up lower down in the charts.

The TJB’s three double-sided hits have been “Taste of Honey” and “Third Man Theme,” “Zorba the Greek” and “Tijuana Taxi” and “What Now My Love” and “Spanish Flea.” Moss says the company never tried to record a weak song.

“There are no throwaway tracks,” he comments. He attributes the split play to the DJ’s desire to expose as much material by a winning set as possible.

On the Brats’ next single, the company is considering sending out DJ copies with one song on both sides. The group is due for another single, according to Moss, but because of sizing sales for its latest LP, “What Now My Love,” will hold off another. In two LPs, its record has reached the 1.6 million sales mark, Moss reported, marking it as the label’s fastest moving LP. The top seller is “West Coast Cream and Other Delights.”

Boy to Kilpatrick

NASHVILLE—W. D. (Dee) Kilpatrick, manager of merchandising promotion for Hickory Records, became the father of a boy two weeks ago.

Sporn Sets Up A Copyright Advisory Firm

* Continued from page 1

NEW YORK—Some of the greatest names in the recording business—like Ritchie Valens, Bobby Vee, James Burton, Bobby Sherman, Bobby Smart, Jerry Landis, the Ventures, and Julie London—are included in the firm’s client list. The firm, Sporn Rights, was formed from Liberty Records on their new Sunset label. All of the material is excellent Miss Lon- don, for example, presents “I’m in the Mood for Love.”

Monroe Doctrine Dug by Audience

NEW YORK — Bill Monroe, the grandaddy of bluegrass music, and hisgrass Boys performed Wednesday night (4) to a crowded, appreciative audience at the Gaslight in Greenwich Village. The Decca Rec- ords label was turned through “Rou- noke,” an old-time ballad, by a sparkling mandolin by Mon- roe, as his guitar playing was by a member of his five-man group.

In the intimate atmosphere of the club, known for its folk music re- cessions, the audience requested such tunes as “Can’t You Hear Me Calling,” “Blue Yodel No. 4,” and “True Life Blues.” Monroe gave them what they asked for and more—an excellent show, marking one of the few times a Monroe concert has appeared in a Manhattan night- club.

The group—aafter a week at the Gaslight—will make this a week for a tour of Europe.

CLAUDE HALL

Original Sound to Privilege Outlet

LOS ANGELES — Original Sound and its editor but good ol’ line has moved to Privilege Distributors, giving the new outlet its capacity to handle albums. Original will shortly release a LP of its label. Original has the Carole King album “I Dream of You” and “Opus Number One.”

ABC-Para. Buys

* Continued from page 1

by Levine. New Deal personnel, including Levine and Klaxman, are expected to stay on. 

The rack-jobbing operation is nationwide, with branches in Baltimore, Chicago, Detroit and Los Angeles.

The New Deal acquisition rounds out ABC’s postage stamps and manufacturing, tape cartridge packaging, distribution for other labels and the possibility of even now a rack-jobbing and one-stop operation.

Fox Sets Rules

* Continued from page 1

Cap LP Delayed

NEW YORK—Capitol Rec- ords has delayed shipment of the Letterman’s album, “A New Song for Young Love,” until June 1. The label is preparing a special promotion drive on the record, and the LP was given a Spotlight Pick in Billboard May 7.

EUROPEAN EDITOR

Continued from page 3

pointment was made by a full- time member of Billboard’s mater- ial staff to be a major move in expanding Billboard’s interna- tional news coverage.

As European editor, Wadge will have full responsibility for news and the Continent for the music and coin machine divisions. His duties call for him to be in charge of Billboard’s expanded coin machine and postcard- enent under the direction of Edi- tor-in-Chief Leo Zhito, Music Editor Paul Ackerman and Coin Machine Editor Ray Brack.

Sterns Sets Up A Copyright Advisory Firm

* Continued from page 1

LIBRARIAN’S SUNSET, Budget Label, Bows With Galaxy of Stars

“Blue Moon,” and “Bill Bailey, Won’t You Come Home.” Valens had a fantastic “La Bamba” in their film. With Clark is represented with some of its downtown times.

The label will offer this entire batch of 19 albums tre- mendous sale items; dealers will have a lot of material to profit- able, but great customer build- ers for full-line product. Other artists featured include Andy Nelson, the Johnny Mann Sing- ers, the Modernaires, Doris Day, Patric- kom, Nancy Ames, Georgia Gillespie, and Tommy Duncan, Timi Yuro, T- Bones and Slim Whitman.

CLAUDE HALL

S&M 1st Lines

LOS ANGELES—S&M Dis- tributors, a two-month-old firm specializing in rhythm and products, has as its first three lines of material. The outfit is owned by Melvis Alex- ander and Sidney Jones, Alexander, a two-year-old Los Angeles-based company, and Jones is a radio- TV representative.

Alexander said he has been handling initial promotion but plans to hire an outside man shortly for local representation. The moving label, owned by Fats Washington, Rik by Ern- esto Soronco.

Artists on the Kiss label in- clude Lee Harvey, represented with the single, “To the Sound of Love,” Gene Russell Trio, "with ‘Good Times’ and singer B. G. "Rocky" Risteky. Acts on Moving are Little Joe and Townships, Eddie Mitchell and Roy Milton. Rik’s performers include Tommy Buzoo, and Frank Sinatra, headquarter is at 4133 S. Figueroa.

Stallion to Bow With Mann LP

BIRMINGHAM — Stallion records, a new company con- centrating on country and classical disk classical, will release its first label, Mann. Mann, Baton Rouge tenor, one of six soloists signed by the new independent.

Gustave Rosenmanna, presi- dent, said his firm will expand to the popular field next year. Mann has sung extensively in the Southeast after his 1954 debut in Baton Rouge at the age of 13. He was a 1964 winner of the Baton Rouge Music Club Audition.

Gayle Songs Back

HOLLYWOOD — Tim Gayle, S&P's a publishing firm dormant since 1958, has been reactivated by Tim Gayle. The firm will operate in conjunc- tion with his public relations and record promotion business.

HYLANDS HAVE NO. 5—A BOY

NEW YORK—Denis Hyland, Billboard’s director of sales, and a native of the province of their fifth child, a boy, named James Patri Hyland. The baby was born at 9 ounces on April 29. He is the Hyland’s second boy. Parents and baby are doing well.

MAY 14, 1966, Billboard
a touch of the Scene...

a taste of soul...

A New Direction that leads straight to a Hit!

that's the bright, new single from

Connie Francis

It's A Different World

b/w Empty Chapel K-13505

A New Direction that leads straight to a Hit!
LIBERTY SALUTES THE WORLD'S MOST POPULAR INSTRUMENT

Featuring 5 great new releases

Plus the finest guitar catalog in the industry:

PLAY ELECTRIC BASS WITH THE VENTURES
(Play Guitar With The Ventures—Vol. 4) • BLP-26504/BST-17504

THE VENTURES
Dance With The Ventures
Dance With The Ventures

www.americanradiohistory.com
One of the top promotions of any year — saluting the unparalleled instrumental phenomenon of the 60's! Special counter browser, streamers, displays, browser dividers, giveaway folders, special mailings, advertising materials and funds — and the selling-est product in the guitar field — highlight this sensational promotion.

*Remember: Over 8,000,000 people play the guitar! 1,400,000 guitars were sold in 1965 alone (60% increase over 1964)! Liberty has the guitar albums that guitar players and guitar listeners want!
OPPORTUNITY

For a "young" record man with one of the "top three" record companies.

The man we are looking for is in his thirties. He has spent at least five years in the record business...in some position where he is presently employed, successfully, if not happily.

We want to train this man for an international career. Today the record world is "one world," and this man should be capable of developing into a key executive who can travel throughout the world and represent his company in its foreign involvements.

Inherent qualities desirable include good judgment, personality, a flair for the "business" end of records, marketing and such. We don't want to spend too much time teaching him the record business. We do expect to teach him how records are sold in other parts of the world, so he can apply his background to this specific job.

He will make his headquarters in California. As to salary, we must resort to that cliche, "open" because no two men are alike in experience, and our selection may come from any branch of the record business even accounting or finance if the man has a flair!.

Knowledge of a foreign language, preferably Spanish, is desirable but not essential.

This business is a rewarding one with security, a future, and a certain amount of excitement and adventure not found in the usual routine. We pledge that all replies will be held completely confidential. However, if you prefer to deal through a third party, write Hal Cook, publisher of BILLBOARD in New York... or Peter Heine, division manager of BILLBOARD on the west coast.

BOX A-289, Billboard Publishing Company
9000 Sunset Blvd., Los Angeles, Calif. 90069

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DISENCHANTMENT BY TIME
BUYERS CITED BY THAXTON

LOS ANGELES—New York advertising agency time buyers are souring on nationally presented television bandstand shows, according to Lloyd Thaxton, whose syndicated show is aired nationwide. The show, which had hit 121 markets, has been pared to 65. The show is contracted through May 1967 by MCA-TV.

According to Thaxton, national time buyers feel that the syndicated pop music shows have no individuality and the shows don't entice enough local advertisers.

The time charges of the Thaxton show vary according to size of market. To entice time buyers and to give the show a stamp of individuality, Thaxton has recently been accenting collegiate acts. He feels that many man-

Shirrin Deal With
Moonshot, Attack

NEW YORK — Record Dynamics, Jerry Shrin's new firm, has taken over distribution of Moonshot and Attack, the two singles labels of Premier Al-

Shirrin will also represent Pre-
miere Music, Analyte Music and
neural Music in the U. S. and
 internationally. He recently
 wrapped up a sub-publishing deal for "Land of a Thousand
Dances" with Dick James, of Nor-
thern Songs, Ltd., in England and is dickering for sub-
publishing rights for other ter-

---

CONTINUES TO GROW IN 4- AND 8-TRACK CARTRIDGES!

including these top-chart climbers:

43 GREAT ALBUMS IN NEW MAY RELEASE!

The best-selling albums from the GRT Catalog of stereo tapes are now duplicated in GRT CARtridges. Reproduced under the same exacting conditions, from original master recordings, as GRT reel-to-reel tapes; the 4- and 8-Track CARtridges that move are from GRT!

CONTRACT DUPLICATION from GRT is available. For more information contact:

General Recorded Tape, Inc. • 1262 Lawrence Station Road • Sunnyvale, California 94086
KIDDIE LABEWS TO EXHIBIT

NEW YORK — Frank Taubes, who heads Toy Show, Inc., this week issued invitations for kid- die record labels to exhibit at the first annual New York Toy Show, to be held Nov. 19-21 at the New York Coliseum. The show is open to the public. Taubes may be reached at 160 E. 40 St., New York. Phone number is PL 8-2900.

Flying Hawk Enters Record Production

NEW YORK — The Flying Hawk Music Co., a BMI publisher, has entered the record production field with the acquisition of all Jamesco and Blackhawk product for national distribution. Bill Seabrook, vice-president of Jamesco and Blackhawk, becomes operations vice-president of the production and distribution arm.

First releases will be an album and several singles by Roy "C." Capitol will distribute the Roy "C." product. Other product will appear under the Flying Hawk logo.

Rites Held for Jack La Forge

NEW YORK—Funeral services for Jack La Forge, 40, composer-pianist, Audio Fidelity recording artist, and former Re- gina Records president, were held here Monday (2). La Forge died of a heart attack (April 26). He leaves a mother, five broth- ers and sisters.

Merc. Switches To a Merrec Distrib Branch

CHICAGO—Mercury Record Corp. is switching here to a Merrec distributor branch. The move to a company-owned and operated outlet became effective May 2.

Since last August, the product of Mercury and affiliated labels has been handled in Illinoi and Indiana by Consolidated Record Distributing Co., a firm under independent management, jointly financed by Mercury and veteran independent distributor Paul Glass.

Mercury lines had heretofore been handled in the region by Garnisa Distributing Co., another independent.

At its formation, Consolidated was recognized as a significant departure from record industry marketing convention.

Full explanation for the latest distribution change and an- nouncement of Chicago Mercury management appointments are expected from Mercury this week.

Len Levy to London

NEW YORK—Leonard Levy, vice-president and general man- ager of Epic Records, left for London Sunday (8) to discuss forthcoming Epic releases with EMI representatives and Epic artists. British artists whom Epic releases in the U.S. include the Dave Clark Five, the Yard- birds, Cliff Richards, Rolf Har- ris and the Shadows.

MAHALIA IS 'SATISFACTORY' AFTER ILLNESS

HOLLYWOOD — Mahalia Jackson was reported in satisfactory condition last Monday in Good Samaritan Hospital after collapsing during a record- ing session in Columbia's Sunset Boulevard studies the previous Friday (29).

The gospel singer was recording under Coast Vice-President Irvin Townsend's direction when she suffered a heart seizure and was taken to the CBS medical department where her doctor was summoned. She had been inactive last year after suffering a heart attack which totally halted her concertizing and re- cording activities.

Eagar Compounder Is Moving Fast

NEW YORK — The Eagar Compounder, which is used by pressing plants for compounding and re-platizing, has hit the mark in sales according to Aragon Products, which makes the machine.

According to Benjamin Wirt, general manager, the $2,000 machine enables the presser to save from 3 cents to 6 cents on each album pressed.

Wirt said that each pressing machine in Capitol Records' new Jacksonville, Ill., plant, has an Eagar Compounder, and that re- cent sales were made to EMI, RCA Canada, RCA Italiana, MGM, Command, Kapp and CBS.

ABC-Para. Pkg. Is Riding High

NEW YORK — The product of ABC-Paramount Records and its Command and Westminster affiliates is being programmed this month on American Airlines Astrovision-audio-stero flights.

The package, "A Salute to California," includes 41 classical and popular selections from 13 Command albums, five classical selections from Westminster and 25 selections from eight ABC- Paramount albums.

Pop artists in the package are Ray Charles, Frank Fontaine, the McGuire Sisters, Don Cor- nell, Della Reese, The Highwaymen, Jerry Fielding Orchestra, Enoch Light Orchestra, Ray Charles Singers, Teesy Medola and the Bobby Byrnes Orchestra.

Classical programming features Teresa Stich-Randall, the Pittsburgh Symphony and Rob- chief last year.

Bid for V-J

* Continued from page 4

(Sweets) Edison, Fred Hughes, Joe Simon, Frank Cless, and several gospel acts under con- tract.

Butler's contract with Vee-Jay expires May 31, and he has been signed by Mercury.

One of the group seeking to buy Vee-Jay is reportedly Betty Chipetta, former Vee-Jay con- trolling. Identities of other part- ners in the combine are being withheld, but it is believed that some well-known industry fig- ures are involved.

MERCO PAYS 15c DIVIDEND

GARDEN CITY, N. Y. — Merco Enterprises, rack jobbing and distributing operation, this week declared a 15-cent quarterly dividend, the third suc- cessive quarterly dividend paid since the company went public in August 1965. The company's recent annual report listed sales of $8,143,131 and earnings of $358,343, the highest in its history. Last year's sales were 26 per cent ahead of the previous year, while earn- ings jumped 41 per cent.

SG-Col. Music In Pub. Deals

NEW YORK—Screen Gems-Columbia Music, Inc., has been named exclusive international representative of all music pub- lishing activities outside Great Britain for Dreamers Music, Ltd., and Kennedy Music, Ltd. Negotiating for the deal were Daniel Petash, agent for Eng- lish recording artists Freddy and the Dreamers, Wayne Fontana and the Mindbenders, Herman's Hermits and Dave Berry. Jimmy O'Farrell, manager of Fred- dy and the Dreamers, also took part in the negotiations.

Don Kissner, president of Screen Gems-Columbia, called the arrangement another impor- tant step in his company's plan to expand its United States and international publishing activi- ties in the talent and properties. Screen Gems-Columbia has subsidiaries throughout the world.

NOW carries 21 labels!

The albums making the most sales noise in all categories: Pop, Classical, Country & Western and TeenBeat are included in the growing GRT Catalog of superior quality stereo tapes. Reel-to-reel and 4- and 8-Track CARtridges, all duplicated on the finest equipment available, from the original master recordings from 21 labels.

CONTRACT DUPLICATION from GRT is available. For more information contact:
General Recorded Tape, Inc. • 1262 Lawrence Station Road • Sunnyvale, California 94086
Muntz Continues Duplicating Eight-Track; WB Product Set

Mich. Mobile Radio Big on Auto Sound

DETROIT — An $1,800 investment 10 years ago has grown into the flourishing Mich. Mobile Radio, Inc., which has been called the world's largest automotive sound specialist. The present 11,000-square-foot installation handles the complete Muntz line of 4-track cartridge players. The dealers also have the electronic expertise to handle all aspects of the automotive sound business.

Jack Portrait, 42-year-old president of the corporation, estimates that about 500 units a week are sold to the $200 million 4-track market. Michigan Mobile Radio is also the cardboard cutters of the ITCC and the manufacturer of a line of 12-track units currently in production. Mr. Portrait said he has the Michigan Mobile Radio, incubator of the automotive sound business.

C. Develops Browser Card

HOLLYWOOD — A 12 x 10-inch plastic browser card designed and printed for RCA Cartridge tape has been a big hit in the auto trade.

Lee Mendell, general manager of the Stereo-Tape operation, reports that market research points to 1-12 customers being more than 75% familiar with present store fixtures.

The browser card can draw complete attention and allow for complete scrutinization of packaging and programming, and enable the storeperson to have information to discuss with a potential customer.

No Need for Price Cutting, Music tapes’ Fabri Asserts

CHICAGO — There is no question that the market place will absorb a $6.95 price for 8-track, standard-label CARtridge, declared Musicatapes president, Peter Fabri, last week.

Asserting that there is no need for the price cutting now going on in the 8-track field ($4.95 and $5.95 bills are coming common), Fabri said, “If we could unity our list price structure on 8-track cartridges, we could eliminate much confusion and give the customer a respectable mark-up to work on.

Many dealers who now re-8-track cartridge product from various suppliers get three different list prices on the same cartridge. They are being forced to strike their own happy medium on prices.

Because royalties are based on list price, Fabri said, some suppliers are apparently saving money with list prices. Fabri’s Musicatapes, Inc. now offers 75 8-track cartridge titles by 14 well-known companies, he is presently negotiating for the 8-track market.

RCA Including Kapp and S/W Product in May

NEW YORK — RCA Victor’s May release of Stereo 8 CARtridge inserts will include product of the Kapp and S/W Records. It’s the first time RCA has released product other than its own tape cart products.

The tapes will be made, packaged and distributed by RCA Victor, but the name of the producer will be the trademark of its own label. Kapp and S/W Records are headed by Roger Williams, Joe Hamnell and Jack Jones. Scepter/Wand artistes are expected to be on the Wax- wick, the Shirelles and the Kingsmen.

Muntz Puts Autos on Road To Tell CARtridge Story

VAN NUYS, Calif. — Twenty-six white Continentals bearing the Muntz-Stereo-Polaroid insignia are parading through the Los Angeles area, providing the company with mobile promotion by means of short, 3-minute sell sheets, for buying either a white Continental or Mustang on which it affixes the sign. The company name is printed backwards on the car’s hood so it reads correctly when viewed in a rear view mirror.

Russ Malloy to Aud. Magnetics

GARDENA, Calif. — Russ Malloy, formerly with Sony and Bel Canto, has joined Aud. Magnetics, Inc., manufacturer of their duplication division. For a recent period, he was a consultant for the company. He is also the company’s ninth executive, according to president Irv Katz.

Malloy, in his newly created position of vice-president and president of the duplication and real-to-real duplication operation and help formulate future product lines. The firm duplicates 4-track cartridges for two labels. Katz said, but would not reveal the names of the clients. The company has not yet begun 8-track duplication.

AM has been shipping a rack car, a standard 5, 4, 3 and 5-inch reels to the Thirsty Drug chain (Billboard, March 12). Katz indicates he has commitments from other chains for the same type of unit. The Walgreen chain was the firm’s first drug account.

Malloy, a pioneer in the tape field, was among the first to champion the cause of prerecorded music, and he helped found the tape field and was subsequently appointed by Thompson-Ramo Woodruff.

Mulcahy Sees Teen Takeover Of the Market

NEW YORK — Bill Mulcahy, president of Tel-Pro, predicted the “kids will take over the market” in the area of stereo, TV and the movies.” He said his firm’s new Kidside Cartridge Tape line will be priced $25 to meet this expected market. The line is a new 5-8 and 4-track line, Muntz noted sound dealers were being equipped with new salesmen’s cars with players and cartridges talking about the latest dealers, insurance companies use cartridges to update their motoring salesmen. Language courses also are available in cartridges.

Tel-Pro will be dispensed by auto glass, station gas, tire stores, and supermarkets in addition to the dealers, Mulcahy said. Originally used for background music, cartridges are currently used for all broadcast media.
SINATRA ALBUM ON CARTRIDGES

Van Nuys, Calif.—"SINATRA—A Man and His Music," the latest Reprise album, will be split into three CARtridges by Muntz Stereo-Pak. The total running time of the anthology LP is 109 minutes, Earl Muntz explained. Each cartridge will sell for $4.98 and also be represented in the company's initial batch of 8-track tapes currently being prepared.

ABC Para. to Enter Market On June 15

New York — ABC-Paramount hits the tape CARtridge market June 15 with 70 releases from the parent company and four of its affiliates—Command, Impulse, Westminster, Danhill and Jeré. The first three are wholly owned subsidiaries. The last two are distributed by ABC-Paramount.

Tapes will be 8-track, packed in Lear cartridges. AVC-Paramount will handle distribution itself, but, just as the distribution pattern will be the same, the number of the output will be the same as the number of the output of the sales unit.

Command will provide 25 tapes, more than any of the other five labels involved. Command product will include the "Persuasive" and "Provocative Perceptions" series and "Strato Sound 35-mm" recordings. Featured Command artists include the Ray Charles Singers, Enoch Light, Doc Severinson, Tony Mottola, Dick Hayman and the Robert DeCormier Singers.

The 29 ABC-Paramount releases include five by Ray Charles, three flamenco guitar albums by Sabicas, and, with the Impressions, three by Eydie Gorme and three by Steve Lawrence.

Impulse contributes 23 jazz releases, seven by John Coltrane, three by Yusef Lateef, three by Chico Hamilton and two by Shirley Scott.

Jerdon is represented by The Mama's and the Papa's, while Paul Revere and the Raiders are the Jerdon entry.

CARtridge Units At Hi-Fi Show

San Francisco — CARtridges and cartridge players were represented at the 1966 Component High Fidelity Music Show held in Los Angeles April 20-24 by Lear & Roberts Electronics, Inc., of Los Angeles.

Much of the equipment shown was not, as of that time, on the market. Roberts' new Stereo 8-track cartridge player for the home is not expected to become available until early June. This $920 instrument is equipped with track selector and remote control and is encased in a walnut cabinet.

Another Roberts item is a player combined with a stereo-recording unit in a single instrument. Tagged the 16x16, this home unit will sell for $339.95 when it goes on the market in June. The recorder is 4-track pieces.

At Lear a comparable home player was offered at $90 when it comes on the market. The Lear unit is encased in metal with a plastic front.

THIS WILL BE OUR MODEL FOR 1967. IT AUTOMATICALLY PLAYS BOTH 4 AND 8 TRACK CARTRIDGES WHICH YOUR權利 TO CALL IT THE AUTOSTEREO 4 PLUS 8. IT WILL BE AVAILABLE WHEN NEW MODEL AUTOMOBILES ARE INTRODUCED.
THE TEMPTATIONS — "AIN'T TOO PROUD TO BEG" (Prod. by N. Whittingfield) (Jubete, BMI) — Hot on the heels of their chart-topping disc, "Get Ready," comes this pulsating winner aimed at a record that will quickly recapture its peak. Flip: Information Not Available.

Coryd 7643

ISLEY BROTHERS — "TAKE SOME TIME OUT FOR LOVE" (Prod. by Robert Gordon) (Jubete, BMI) — Exciting sound from the Wallets in this up-tempo, shuffling number with driving dance rhythm to replace their hit, "This Old Heart of Mine." Flip: "Who Could Ever Doubt My Love" (Jubete, BMI). Tamba 56413

DUSTY SPRINGFIELD — "YOU DON'T HAVE TO SAY YOU LOVE ME" (Robbins, ASCAP) — Excellent lyric ballad production currently the British charts which equally successful for Miss Springfield in the U. S. Flip: "Little by Little" (Rainet, ASCAP).

THE 4 SEASONS — "OPUS 17" (PROD. BY BOB CREWE) (Saturday, BMI) — The boys have another smash hit in this Liver- Randell rocker with excellent vocal and instrumental production. Flip: "Beggars Paradise" (Saturday, BMI). Philips 40370

MICHY RYDER AND THE DETROIT WHEELS — "BREAK OUT" (Prod. by Bob Crewe) (Saturday, BMI) — Teen protest lyric ballad with exciting instrumental backing that should catch on as his hits, "Jenny Take a Ride" and "Little Latin Lupe Lu." Flip: "I Need Help" (Saturday, BMI). New Voice 811

MARVIN GAYE — "TAKE THIS HEART OF MINE" (Prod. by Robinson and Moore) (Jubete, BMI) — Exceptional dance beat tune with solid Detroit sound. Flip: "Written in the Stars" more excitement than his previous hit, "One More Heartache." Flip: "Information Not Available." Tamba 56413

WE FIVE — "THERE STANDS THE DOOR" (Prod. by Frank Werber) (Neesha Menasha, BMI) — Well-blended harmonies on a rousing folk ballad with all the ingredients of a smash hit for the group. Flip: "Somewhere" (Schraper, ASCAP). A&M 900

THE T-BONES — "WHEREVER YOU LOOK, WHEREVER YOU GO, EVERYBODY'S DOING IT" (Prod. by Joe Saraceno) (Ring, BMI) — Dance beat instrument in the vein of "No Matter What Shape Your Stomach's In" is another top-of-the-chart contender for the group. Flip: "Underwater" (Ten-East, BMI). Liberty 55885

JAY & THE AMERICANS — "CRYING" (Prod. by Gerry Granahan) (Atlantic-Rose, BMI) — The boys revive Roy Orbison's goldie with a strong rhythm backing and exceptional vocal work in the Orhanin style. Could repeat at the top. Flip: "I Don't Need a Friend" (Wippity, BMI). United Artists 50016

THE TOKENS — "GREATEST MOMENTS IN A GIRL'S LIFE" (Prod. by Bright Tunes Prod.) (Bright Twelve, BMI) — This tune has follow-up to their "I Hear Heartbeats" is this easy-go, surf-sound rocker. Top of the chart potential. Flip: "Dreamy" (Bright Tunes Prod.). R. T. Pappy 519

JAN & DEAN — "POPSICLE" (Prod. by Jan Barry) (Lower, BMI) — Case summer novelty from the duo above right at the teen market with swinging dance beat production. Flip: "Norwegian Wood" (Macdon, BMI). Liberty 55886

"POZO SICO SINGERS" — "TILL I BECOME" (Prod. by Bob Johnston) (Edmark, BMI) — The talented vocalists lend their unique harmony to this easy rhythm ballad with ear-pleasing results. Disk should top their previous outing, "Time." Flip: "It Ain't Worth the Lonely Road Back" (Penton, BMI). Columbia 43646

ESTHER PHILLIPS — "WHA WOMAN LOVES A MAN" (Prod. by Jerry Westley) (Pronto-Quinny, BMI) — Answer lyrics to Peggy Lee's "Is That All You Love Me For?" are given an excellent reading by Miss Phillips for a strong flip to "Ups and Downs" (Corsin-Ross, BMI). Arista 2335

SANDY POSEY — "BORN A WOMAN" (Prod. by Chip Warren) (Painted Desert, BMI) — Face of the feminine is the topic of this wistful ballad rocker with excellent vocal work by Miss Posey. Flip: "I'm a Left-Eyed winner." RCA Victor 8832

EUGENE PITT — "ANOTHER RAINY DAY" (Prod. by Otis Pollard) (Unart, BMI) — Lead singer of the Five Five goes all out on this emotional blues ballad with lush string backing. Exciting vocal work. Flip: "Why Why Why" (We Three, BMI) — Veep 1299

JOEY EDWARDS — "TRAPPED" (Prod. by J. L. Prod.) (Blackbird, BMI) — Youngster makes an impressive disc debut with this teen-lyric rocker that should establish him high on the charts. Flip: "How Big Is Big" (Blackbird, BMI). Columbia 43629

MOUSE AND THE TRAP — "MAID OF SPICE" (Prod. by Robin Hood Bums) (Sunny Brook, BMI) — Dark horse disk of the week in this rousing rhythm rocker with excellent lead vocal. Strong, instrumental production support. Flip: "I Am the One" (Sunny Brook, BMI) — Veep 1299

CHART SPOTLIGHTS — Predicted to reach the Hot 100 Chart

The charts are compiled by Billboard and provide a ranking of popular songs. Each entry has a predicted chart position.
The Best Show Song Of The Year...
The Best Movie Song Of The Year...

DARIN'S Got Them Both!

BOBBY DARIN "MAME"
From the Broadway Musical Production "Mame"
Music and Lyrics by Jerry Herman
Atlantic-2329

In addition to the Academy Award winner, this album contains the four other nominated songs, plus a collection of new tunes and familiar standards. Superb performances of outstanding songs by Bobby Darin make this album a winner.
Spooners Crowd

TWO IN THE MORNING
CADET 5533

Fontella Bass

I SURRENDER
CHECKER 1137

Ko-Ko Taylor

WANG DANG DOODLE
CHECKER 1135

Billy Stewart

LOVE ME
CHESS 1960

The Girls Three

BABY, I WANT YOU
CHESS 1958

NEW TAPE CARTRIDGE CARRYING CASE

Tape cartridges for automobiles are a hot new accessory item. You'll sell even more - plus realize a handsome extra profit from the Amberg carrying case when you stock this special customer convenience. For only $2.96 (suggested retail), your customer can keep his cartridges dust free and protected... wherever he goes.

This neat, compact - 9" x 6" x 6" - case stores 10 cartridges of any standard brand. Attractive, too quality never covered pinboard. Choice of red, banana (beige) and charcoal. Sturdy, clear plastic handle, nickel clasp and hinges.

SPECIAL DESIGN or private brand cases produced to your specification. Estimate or samples on request. Write or call 819-353-3531.

Amberg - 38 years of service and still growing... young!

Amfile
KANKAKEE, ILLINOIS 60901

250,000

GRT's Monthly Production Rate of 4-track and 8-track stereo Cartridges

$2.50

4/15/66 33,000

General Recorded Tapes, Inc.
1263 Lawrence Station Road
Sunnyvale, California 94086
36 Main Street
Bloomfield, N. J. 07003

MAY 14, 1966, BILLBOARD
THE TWELFTH OF NEVER
Slim Whitman
Top 10 in Atlanta, Chicago, Dallas-Fort Worth, Denver, Detroit, Kansas City, Los Angeles, Miami, Milwaukee, Salt Lake City, San Francisco and Tulsa.

TONIGHT I'M COMING HOME
Buddy Cagle
Pick hit in all 50 states. A fast riser on all national charts.

WESTERN UNION
Frank Roberts
Breakout action in Atlanta, Knoxville, Los Angeles, Norfolk, Philadelphia, and San Francisco.

WELCOME TO IMPERIAL COUNTRY!

WHERE THE ACTION IS!
## Billboard Hot 100

**For Week Ending May 14, 1966**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist(s)</th>
<th>Label &amp; Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Come On Let's Go</td>
<td>McCain, Delaney</td>
<td>Atlantic Pres</td>
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<tr>
<td>2</td>
<td>Backstage</td>
<td>Rod Stewart</td>
<td>Reprise</td>
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<tr>
<td>3</td>
<td>I Love You Drops</td>
<td>Bobby Vee</td>
<td>Imperial</td>
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<tr>
<td>4</td>
<td>You've Got My Mind</td>
<td>Sound Dimension</td>
<td>Capitol</td>
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<tr>
<td>5</td>
<td>The Teaser</td>
<td>Sherman Brothers</td>
<td>United Artists</td>
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<tr>
<td>6</td>
<td>Strangers in the Night</td>
<td>Alphee / Oliver</td>
<td>Epic</td>
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<tr>
<td>7</td>
<td>Please Don't Sell My Daddy No More Wine</td>
<td>CC Skidmore</td>
<td>United Artists</td>
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<tr>
<td>8</td>
<td>Oh How Happy</td>
<td>Nelson / Lewis</td>
<td>Capitol</td>
</tr>
<tr>
<td>9</td>
<td>Make Love All of You</td>
<td>Diana Ross</td>
<td>ABC</td>
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### Hot 100—A to Z

<table>
<thead>
<tr>
<th>Letter</th>
<th>Song</th>
<th>Artist(s)</th>
<th>Label &amp; Market</th>
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<tr>
<td>A</td>
<td>Ain't That Just Like Us</td>
<td>R &amp; B Orchestra</td>
<td>ABC</td>
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<tr>
<td>B</td>
<td>Baby It's You</td>
<td>Eddie Cochran</td>
<td>Epic</td>
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<td>C</td>
<td>Can I Get My Baby Back</td>
<td>Lou Rawls</td>
<td>Capitol</td>
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<td>D</td>
<td>Daydream</td>
<td>The Turtles</td>
<td>ABC</td>
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<td>E</td>
<td>Early Morning</td>
<td>The Beatles</td>
<td>Apple</td>
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<td>F</td>
<td>Feeling Good</td>
<td>Chubby Checker</td>
<td>Mercury</td>
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<td>G</td>
<td>Good Lovin'</td>
<td>The Tokens</td>
<td>ABC</td>
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<td>H</td>
<td>Hands on You</td>
<td>Tommy Roe</td>
<td>ABC</td>
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<td>I Can't Help Myself</td>
<td>The Four Seasons</td>
<td>Epic</td>
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<td>Jesus Wept</td>
<td>The Beatles</td>
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<td>King Of The Road</td>
<td>Odyssey</td>
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<td>Let's Go Fly</td>
<td>The Osmonds</td>
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<td>Never Can Say Goodbye</td>
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<td>Only You</td>
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<td>Please Love Me</td>
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<td>This Week</td>
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<td>Up Against It</td>
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<td>You're All I Need</td>
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### Bubble Under the Hot 100

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<th>Song</th>
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<td>A Million And One</td>
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Compiled from national retail sales and radio stations by the Music Popularity Dept. of Record Market Research, Billboard.
PAINT IT BLACK

is the nation's next NUMBER ONE
it's also the new ROLLING STONES single

45 901
produced by andrew loog oldham
AUDIO retailing

Pirate Stations' Scuttling
Not on the U.K.'s Horizon

Continued from page 4

DBC used to be able to say, "We're on 851 kHz, make your record, and play it once. We must be helping those who can't comprehend the number of artists who come out to our ship and get their music played and get interviewed. Once a record gets on our 'charts,' you can play it anywhere three days a play.'" He said the station, which is based slightly over three miles from the coast, receives visits from the two types of pirates - those rec- operating off the coast of England; others are Radio 390, Radio 270, Radio 390, and Radio Caroline, which operate two ships. In addition, Don Precision, who is planning two more stations - Radio Britain and Radio Eng- land — to operation from a single ship. The so-called pirate stations were referred to as "pirates." The term doesn't give an image of responsibility, Denniss said, "and we want to be part of the community. We’re a responsible business organization." The stations prefer the term "off-shore radio stations."

Dennis is No. 2 in a personal popularity contest in which the station reaches as well as EMI.

22 Million Reached
Pirate ships reach about 22 million listeners, according to an NOP poll. Dennis says they’re too popular with the public.

If a ship works with a stack of records in a box in front of them, going from top to bottom. The format is based each half.

KAYO TAKES COUNTRY TITLE IN SEATTLE AREA

SEATTLE — KAYO here became the second major market radio station in the country to reach the top of the audience ratings surveys with a country music format. A February-March Mediascan survey based on 20 Washington and April 1-22, 1969, when KAYO was recorded by the National Association of Broadcasters from 4 p.m. during weekdays.

A 5.8 KBM rating has borne out the results of the Mediascan survey, showing KAYO No. 1 through the entire teen group and No. 2 at other times," said program director Bobby Wooten. On Saturday, KAYO becomes a new station as alternating between first and second with KR.

WAXY-DM Scott House and John R. DeMeo credited Wooten with "producing the finest sound of my career."

WABC-FM Aims for Larger Audience

NEW YORK — WABC-FM still will be at 93.5 MHz, Saturday and his 10-mid-
Saturday has been added and Paul Coughlin will host this also.

Sunday programming will be highlights of a series of per-
"Encores," a new Sunday program, is also being slated for Sunday.

The Saturday line-up of shows marks the first move toward Hot 100 mass audience programming in New York, CBS announced, which will feature WCBS and its seven-owned stereo outlets that will be nearly identical. In July, for 52 specials will be syndicated by Triangle program sales.

Artists featured on the specials include Doris Day, Robert Goulet, Dick Shawn, the Dion Brothers, Eddie Fisher, Johnny Mathis, Eddy

are your new favorite station among the stations who are making the move into audience programming music. An "Almanac of Folk Music" show hosted by Paul Coughlin will be voted 93.5 MHz, Saturday, May 15, 1969.

The station's format is being changed to a soft rock format, after in August 1964, switched back to good music. The station is now inject-

KEWB Will Go Easy Listening

OAKLAND, Calif.—KEWB, now under Metromedia ownership, will go Easy Listening within the next few weeks and change its call letters to KNEW. Varner Paulsen, recently named general manager, confirmed the switch from a Hot 100 sound to an adult-oriented program-

KEWB's Show to be Syndicated

PHILADELPHIA — WFL's 90 Minutes With WFLB's radio show, launched in March, will enter national syndi-

KF7J's Tabloid "A Hot Seller

LOS ANGELES—KF7J, the powerhouse 600-kilowatt outlet here, has launched its own tabloid newspaper. —Soul. The first issue of the "two-color, eight-page newsletter was paper was 10,000 . . . alone go from distribution points within 24 hours; second issue was 20,000 copies. The station is selling the paper; a year's subscription is $5. Besides listing the top 25 records on the sta-

May 14, 1966, BILLBOARDS
PROUDLY PRESENTS

PAT BOONE

with His New Smash Single

FIVE MILES FROM HOME

# 16871

THE GREATEST TALENT ON RECORDS

www.americanradiohistory.com
1. THE WORLD OF COMEDY WYLD (eta)

2. GUS MCDUFF'S Tunesette Station.

3. POP LPs

4. MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

5. CONSERVATIVE

6. COMEDY

7. FOLK

8. CLASSICAL

9. STATIONS BY FORMAT

10. POP LPs

11. PROGRAM DIR., PROGRAM LIB, OR LIBRARIAN

12. R&B

13. COUNTRY

14. RESPONSE RATING

15. WHOL

16. WMF

17. WWNO

18. WISH

19. WSM

20. WBMP-FM

21. WKBW

22. WMAQ

23. WOR

24. WABC

25. KIRO

26. WWJR

27. KFH

28. WOR

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(Continued on page 38)
WE FIVE

THERE STANDS THE DOOR

B/W

SOMEWHERE

A & M 800

Produced by Frank Werber for Trident Productions
Radio-TV Programming

Collins: Radioland's Mystic of West Coast

By ELIOT TIEGEL

SAN FRANCISCO—Al (Jazz-)
bo) Collins, powerhouse KSFO
personality, creates a mystic
mood for his weekly evening
program. He broadcasts from a
mythical setting, the studio.
I half stories below the station,
from a different, Harrison. The
long member of the long-
tailed Tasmanian wolf species, 
who is 167 years old, Dr. Ven-
tic Caliari, a mud scientist, 
and Dr. John Chapman, a
space scientist. There is also
an underground tube to Chit cow.

Radio and Musical

Radio has been entertaining
San Franciscans 8-11 p.m.
with its purple grando and its
classic tunes for five years. For
the next five years he will broadcast
from a new studio in the heart of\nthe WNEW in New York.

Collins plays 24 to 26
records, 24 hours a day. The
songs are made in the-
formation, the jazz, lasting
programs his own show and limits to expose
the grando. Following his theme, he
introduces a Grando and a grando.

Collins has discovered a
long-lost show. The show is
corded material, spoken and mu-
sic.

Jazzbo has been entertaining
San Franciscans 8-11 p.m.
with its purple grando and its
classic tunes for five years. For
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introduces a Grando and a grando.

Collins has discovered a
long-lost show. The show is
in the new studio in the heart of
WNEW in New York.

Collins plays 24 to 26
records, 24 hours a day. The
songs are made in the-
formation, the jazz, lasting
programs his own show and limits to expose
the grando. Following his theme, he
introduces a Grando and a grando.

Collins has discovered a
long-lost show. The show is
Here's the hit song from "STAGECOACH"—just as Wayne Newton sings it on the movie soundtrack!

STAGECOACH TO CHEYENNE
b/w Somebody to Love
5643

(Soon to be released; "Stagecoach", a 20th Century Fox motion picture, produced by Martin Rackin.)

WAVE NEWTON
"Stagecoach to Cheyenne"
the title song from Martin Rackin's "Stagecoach," released by 20th Century Fox

NOW!
Great new Newton album package—complete with full-size color fan photo!
(S)T 2445
German Artists and Producers Would Rather Switch-And Do

BY OMER ANDERSON

HAMBURG — Sharpening competition among German disk firms has led to an unprecedented switching of contracts among the top German recording artists.

There has never been such a mass migration of stars and contract terms as has occurred among this country's top producers and artists over the last two years. And in the last six months there have been a record number of switches. The latest batch of switches involves two of Germany's top artists, Gildo Torriano and Rex Gildo.

By switching to a top artist with Teldec, has signed an exclusive contract with Philips, which already has issued his first

German operetta star, to a long-term contract. The switching of labels by top German artists reflects mainly the drive now being pressed by Ariola and Philips to overtake Deutsche Grammophon and Electrola as the German industry's Big Two. Comparable to the Ariola group in signing Rex Gildos is Ariola's luring away from Deutsche Grammophon of Peter Alexander, long a featured artist with Grammophon's Polydor arm.

CBS Schallplatten, the third German firm pushing for the top, took care of a different approach. CBS is concentrating

THE LOVIN' SPOOFFUL, were welcomed to London by Pye Records top, is taking a some-what different director; Steve Boone, Bob Cavaio, Spoolfup manager; Joe Butler and Zal Yanowsky.

STEREO LP'S NOT GOING OVER IN U.K., ASSERTED RO

OSLO—"What surprised me most was the lack of interest in stereo LP records among the British public. As far as I could gather only 40 per cent of the LP market in the U.K. is stereo, while in Norway it is at least 75 per cent, including some compatible LP's," said general manager Hans Ro of Carl M. Iversen, the man recently appointed to the EMI operation here.

Talking about the stereo sales, Ro claims that Norway is selling more stereo each year and soon the LP will be available. It is the general opinion that the compatible record is not of the same stereo quality and that the pure stereo LP's will in due time take over all sales, he feels.

Talking of the Beatles, Ro claims he wants to issue more singles taken from the Beatles' LP's. However, Brian Epstein's permission is needed in each case, and this is not always granted.

Remo' Songs Faring Better

ROME—The disk sales of the Sun Remo Festival 1966 songs are continuing a pronounced upward trend over last year after 30 weeks in release.

The winning number, "God, How I Love You," has taken a back seat to five other numbers which received a lesser number of votes from juries. The sales championship undoubtedly will go to "No One Can Judge Me," in version by both Gene Pitney and Caterina Caselli. While the former seems to have sold more, the latter has probably profited more personally from the festival than any other singer.

Mina, who did not take part in the festival, recorded "A House on Top of the World," the song presented by Pino Donaggio, one of the authors, and Claudio Villa, and gave this tune an extra lease on life. Adriano Celentano is eliminated in preliminaries with "The Boy From Via Gluck," has fared especially well with good sales. The tune, which falls into the folk category, has a given a

(Continued on page 34)

The Walker Brothers received a portable TV set presented recently by Leslie Gould, managing director of Philips Records, for their hit, "The Sun Ain't Gonna Shine Any More," No. 1 on the British charts for four weeks.

MAY 16, 1966, BILLBOARD

Chappell Will Handle Liberty's Overseas Publishing Interests

• Continued from page 1

with Chappell. This was signed here last week by Bennett and Chappell's manager, William Ricketts.

Benjamin went on to reacquire the Travis, Sheldon and Fairway catalogs which Liberty owned 50-50 with BMG. Liberty took over Imperial Records. Having achieved this, he placed all the songs in the music library category — giving it some 10,000 copyrights.

Benny Carter has been appointed professional manager of Metro-Music in London and will devote his time exclusively to the company within the Chappell group.

Bennett also talked with EMI's group director Len Wood and managing director Geoffrey Bridge about release in the U.K. of a number of recordings made for him three years ago by Engelbert Humperdinck. The foremost personality of Britain's hottest new vocal group, the Walker Brothers. The trio records for Philips.

(EMI this week issues a Scott English, who won an America for Capitol "I Only Came to Dance With You").

Bennett's first album that Liberty's agreement with EMI will run for three years will at this stage he didn't envisage his company setting up the British market.

Bennett said that he was extremely happy with Liberty's worldwide distribution. Bennett was enjoying the most successful year in its history. In the last year our business is up 250 per cent on what it was at this stage two years ago.

"But if there is an area in which I am unhappy is in the lack of success with hit singles in Britain by artists we prove success- ful time and time again in America. Johnny Rivers and Chantilly Lace are two examples, it is amazing how they don't get hits here but we know the difficulties. We have great difficulty getting the hits record- ers away and yet, of course, this is the reason why you are here."

"Our big problem is co-ordinating promotion tours by our American acts in Europe to get the most important TV and radio dates from each area on a short visit. This is something we have to work on.

Bennett left London for Italy to review the company's situation there, accompanied by his European distributors. After that he is going to California, where he travel to Paris and on to Amsterdam prior to Bennett's return to Canada.

Bennett took a copy of Cilla Black's British hit, "Alfie," which he said he will cover with a Liberty artist when publishers release is announced. The song was written by Bert Bacharach to coincides with the film, "Alfie," for which he wrote the score.

Clash Over Baden Baden Bash

BONN — German disk firms are split down the middle over the 1966 hit tune festival, which seems likely to spark even more controversy than did last year's dinnertime-ridden presentation at Baden Baden.

Whereas all German disk firms supported (with varying degrees of enthusiasm) the 1965 festival, three major labels stuck out of the 1966 festival protesting that its anti-industry bias precludes record company competition.

Disk companies boycotting the event — the first time in the six years — are Electrola, Teldec and Metronome. The three firms an- nounced they wouldn't have anything to do with the 1966 affair.

The three firms accuse one another of trying to promote their companies to the strong anti-industry tune which is evidenced by their boycott of the 1966 festival.

Dishonored

The organization which sponsored the 1965 festival dis- banded after criticism that the festival was being misused for the advancement of the disk firms at the cost of the com- posers. Critics claimed the inter- pretation overshadowed the music, and that instead of an insti- tution to encourage the writing of hit tunes by new talent it had become a vehicle to promote already established composers — and 1965 year's disk concerns.

This year's festival has been taken over by the Verein zur Foerderung der Deutschen Tanz und Unterhaltungsmusik as an association to promote the writ- ing of dance and entertainment music, in cooperation with Ger- many's First Program (ARD) radio TV network.

German disk firms have been warned the 1966 music festival in the naming of interpreting artists, but they have been put on notice that if they don't participate in the 1966 festival will be sharply circumscribed. A festival official said, "There will be no doubt left in anybody's mind as to who is running this year's festival, and that the festival is for the composers and writing and not for the artists except in a sup- porting role.

Composer-writers seem to be taking the new sponsors at their word. Their have been about double the entries in this year's festival over that last year.

From the over 400 entries, the jury has picked 18 tunes for the semifinals May 21 at Send- ner Freies Berlin (SBF), the West Berlin radio-TV station. Twelve final will be taken from the 18 for the finals on June 25 at Baden Baden.

Juries Announced

Juries were composers Frido- lin Materna, Gerhard Mobe, Heinz Kiesling, conductor's Rolf H. Haag, Mueller (Sandwein- funk), Rudiger Pieker (RIAS), the U.S. radio station in Berlin and radio stations in Hamburg (North Ger- man Radio), and Peter Liebweitz and Heinz Schindler representing the pop music section of the German TV First Program network.

(Continued on page 32)
A sensational young star is born with a smashing debut single!

Arnie Corrado

"My World" c/w "How Nice"

Published by Screen Gems:
—Columbia Music, Inc., BMI.

DON'T WAIT. GO DATE. CONTACT YOUR NEAREST COLUMBIA RECORDS DISTRIBUTOR. OR CALL DATE RECORDS. (212) 245-5233-4. 51 WEST 52 STREET, N.Y.C.

ALL GREEN!... ALL GO!... ALL GREAT!... ALL DATE!
Mimi Trelp

Off to Europe

LONDON—Mimi Trelp, overseas distribution manager for London Records and head of the label's American office, has returned from an extended trip in the United States. She will meet with Mr. Edward Lewis, British Decca managing director, in Tideway, Milne, the London-based label manager; Marcel Stellman, European London label manager; and John Addis, the new head office of Burlington Music Co. of England.

Mr. Trelp will also consult with British Decca personnel in connection with the expansion of London's American office.

In Stockholm, Miss Trelp met with Mr. Eriks-Ericson, Swedish Telefunken head, and Stig Bengtsson, head of the Decca office, in the publishing branch of Burlington of Sweden Ltd.

During her stay, she worked with Mr. Arne Wansenger, Joseph D'Oyley, and Joseph Berggren, the President of Telede in Hamburg, and W. Hamburch of Norland Polyphon, London-Detroit office, in Copenhagen.

She was in the midst of a trip in Amsterdam with Reinhard Klaassen and John Ros of N.V. Phonogram when she left for England. Trelp was in London for the appearance of London artists at the Dutch Grand Gala du Disque, Sept. 30-Oct. 1.

M.K., SOVIET LABEL, GETS RUSH BY TRANSATLANTIC

LONDON—Transatlantic Records is this month launching an ambitious advertising and promotion campaign behind the Soviet M.K. label, for which the promotion incentives are stepped up and a competition with big prizes is open to collectors across Britain.

In the 18 months it has been transacted, M.K. has sold 125,000 of the Soviet albums. The campaign is another step closer to better Soviet-business in the United States. The arrangements have to stand at the British industrial exhibition in London, in two years after two years of negotiating with the Russians.

M.K.

FROM THE MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Phonogram rush-released this week the newest Rolling Stones album, "Aftermath," for the Dutch market. Initial orders were far higher... French top.enter, cutlery manufacturers were present here for a TV taping with the group. The Stones, according to reports, were in town to play on the TV show "The Rondo".... The last group to make an appearance on the show was "Nowhere Man," high in the charts in England. The Dutch Don's Grand Hotel is the home of the Rolling Stones, and the hotel's management plans to release an album... An English group who have been turned down by several contracts... only last week are expected to sign with the English Decca label... M.K. (Continued on page 34)

MELBOURNE RADIO STATION 3XY's first annual Australian Album Chart was released yesterday. The chart, which was named most promising artist and received a contract with the Melbourne Deedent Agency, London. The first awardee, country musician Rod Weller, won a Telstar, a popular disc player, and a ten-dollar gift certificate..... The second awardee, Robb, also received a Telstar and a five-dollar gift certificate.... The third awardee, Brian Jones, also received a Telstar and a two-dollar gift certificate....

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BUDDY'S SPECTACULAR
INITIAL SINGLES
OFFERING ON
REPRISE:

"YOU DON'T HAVE TO SAY YOU LOVE ME"

B/W
KEEP THE LOVIN' FEELIN'
#0474 reprise

GREAT!
FROM THE MUSIC CAPITALS OF THE WORLD

* Continued from page 32

Ely Netter. Moreover, Riff will issue albums by Lino, Gigliotti, Fausto Leali and I Met 66.

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100,000 SOLD IN LESS THAN TWO WEEKS

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MCKINNON RECORDS CO.
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<td>EMI (RCA)</td>
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<td>29</td>
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<tr>
<td>30</td>
<td>+</td>
<td>The Beatles</td>
<td>EMI (RCA)</td>
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STEVE SANDERS makes his record debut with a blockbuster

SHE LOVES THE LOVE I GIVE HER

b/w LAND OF LOVE K-13475

Record Management by William Bloom

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
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<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<td>EVERYBODY GOTTA BE SOMEPLACE</td>
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<td>SHE'S JUST MY STYLE</td>
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<td>PUT A SPELL ON YOU</td>
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<td>OUR PLACE</td>
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<td>THE VENTURES A G-GO-GO</td>
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<td>TROLL THEM AGAIN</td>
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<td>148</td>
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<td>UNBELIEVABLE</td>
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<td>MEMPHIS BEAT</td>
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<td>ONE STORMY NIGHT</td>
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<td>MEMPHIS BEAT</td>
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<td>THE DUKE AT TANGLEWOOD</td>
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Compiled from national retail sales and radio stations shipped by RIAA-Recorded Music Industry of America.
ALL OVER THE WORLD ANYWHERE YOU FIND RUSSIAN DRESSING, DUTCH CHOCOLATE, FRENCH CHAMPAGNE, CHINESE CHECKERS, TURKISH TOWELS, DANISH PASTRY, PERSIAN RUGS, BRAZILIAN COFFEE — YOU WILL FIND BILLBOARD

BILLBOARD IS NUMBER 1 INTERNATIONALLY — IN CIRCULATION, REPUTATION, PENETRATION. READERS IN EUROPE SEE BILLBOARD AS SOON AS IT IS SEEN IN THE UNITED STATES. IF YOU WANT TO GET ON TOP—GET WITH BILLBOARD!
New West Coast Group Promotes Gospel Music

SAN DIEGO, Calif. — "Our goals are to promote gospel music on the West Coast," explains Bill Anthony, one of the founders of the United States Gospel Association. The organization, formed last January, has been the subject of comment by the Nashville-based Gospel Music Association, formed in October 1964.

Anthony said the new organization hopes to "collate" members of the Nashville gospel group and the Eastern Gospel Association, who have been putting on a mutual benefit concert in San Diego, into one organization. He said it has been filed in San Diego and is awaiting state clearance. Like the GMA, it has a 210 membership dues, but Anthony emphasized that the organization has not made any money, but has used whatever funds it has to promote the music and schedule live concerts.

Anthony claims the organization is nonprofit, and that his personal appearances are being handled by Moeller Talent Inc., Nashville.

Mac Wiseman Opens Agency

NASHVILLE — Veteran country music personality Mac Wiseman last week launched his own booking agency with offices at 1449 W. Va. The booking office, to be known as Wise-O-Man Talent Agency, will occupy quarters on the 10th floor of the Hotel Building in Nashville which also houses the offices and studios of Station WWVA. Wiseman plans to book the many regular members, past and present, of the WWVA "Jam- boree," and will work in close cooperation with "Jamboree" director Lee Sutton.

Bob Jennings Crowned 'King' At NECMI's 3rd Annual Meet

NASHVILLE — WWVA Radio and Wheeling, W. Va., played host to the Third Annual Northeast Country Music Inc., convention here April 29-30. Talent, "Jamboree" producers, representatives of record companies and country music attend. WBZA disk jockey Bob Jennings was crowned "King DJ of the Great Northeast" and was the recipient of a large trophy award.

Many of the convention were a banquet, with introduction of all convention openers. A general meeting is held in which a few new policies of the NECMI were announced. A show at the Wheeling Elks Club gave all members a chance to perform.

Officers for the coming year are: Dusty Miller, WBZA, president; Lee Sutton, client director; and Richard Roberts, WBMD, Baltimore, vice president. The newly elected Bob Jennings was appointed chairman of the banquet.

The convention was climaxd with the WWVA "Jamboree" in which several member artists performed. King DJ Bob Jen- nings and NECMI president Dusty Miller were introduced by "Jamboree" director Lee Sutton and spoke from the "Jamboree" stage. Miller announced that NECMI had designated Wheeling as its "home" convention site and would hold its convention there each year.

Stated that, too, that NECMI has voted to include West Virginia as the ninth state in its group. All country music artists, disc jockeys, programmers, etc., of West Virginia are invited to join NECMI.

Bob Jennings, Glen Falls, N. Y., vice-president, new members of the board of directors are: Bob Jennings, WBZA, Glen Falls, N. Y.; Hugh Clinton, WBDX, Dover- ton, Pa.; Quentin (Red) Weekes, WBPX, Baltimore, W. Va., and Red Wilson, public relations director, WBMD, Baltimore, Artist Kenny Roberts was appointed an honor- ary member of the board. The newly elected Bob Jennings was appointed chairman of the banquet.

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Dave Dudley, currently on an extensive tour along the Eastern Seaboard, Iowa and Louisiana, is due in Nashville next week for a series of recordings which will include single and album sessions. Following their stay here, Dudley and the Roadrunners embark on a 30-day jaunt through the Northeast and Canada.

After a month of solid road work in the Northwest and four recording sessions for RCA Victor, Bobby Bare is relaxing this week around Music City's lake and streams. His next set for short is scheduled to hit Michigan and Wisconsin.

Fingerpicks, Inc., an Indiana firm, has signed a deal with RCA Victor for a new recording of Frank Gage's "Jamboree." The recording will be done in Nashville and will be handled by professional John Hite and Bob Luman's "Poor Boy Blues." Reportedly, the deal was closed by NBC's Club Manager at NBC, Mary Allen signed by Jack Roberts, of Seattle, for a tour of the Pacific Northwest.

Birthdaying: Hank Snow, May 9; Jamboree director Will Bennett, May 14; Billy Walker, May 15; Sonny's Millers, May 16; Jack Rucker, May 17; the Wilburns, May 18; Sonny & The Talisman, May 19; Tropical打得d May 21; Johnnie Wright, May 22; Sonny James, May 23; the Countrysides, May 24; Sonny James, May 25; the Countrysides, May 26; Sonny James, May 27; the Countrysides, May 28; Sonny James, May 29; the Countrysides, May 30; Sonny James, May 31.

After 25 weeks on the country music charts, Sonny James' Captal Records single "Here's Where It's Happening" takes its place as one of the nation's 10 best-selling LP's. And now, the Southern Gentleman has just released a new album titled "True Love's Never Far Away" (COT 5 000), containing, besides the hit title song, Sonny's current smash "Take Good Care of Her." Sonny James is an Epiphone artist, playing an Epiphone Ex- cellent that top guitar for all recording and in-person perform- ances Epiphone guitars and amplifiers are used. In his choice of pianist and vocal artists who can hear the difference.

(Opposite page)

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“The Lovin’ Machine” – headed for No. 1 on the charts – Billboard, CashBox, Record World.

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Johnny Paycheck

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NEW RELEASE!

The Lovin’ Machine

B/W “PRIDE COVERED EARS”

Produced by Aubrey Mayhew

Guitar Exclusively by

Baldwin

Cincinnati, Ohio

Direction

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Booking

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BMI

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Exclusive Writer

MAYHEW MUSIC CO.

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### COUNTRY MUSIC

#### HOT COUNTRY SINGLES

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<td>GO NOW PAY LATER</td>
<td>YEAR GOOD</td>
<td>RCA Victor 8778 (42)</td>
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<td>28</td>
<td>SHINING DOORS</td>
<td>MAXI RAMPET</td>
<td>Capitol 5060 (26)</td>
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<td>VICTOR WBLUE B</td>
<td>MAXI</td>
<td>Capitol 5060 (72)</td>
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<td>31</td>
<td>THE SHIRT</td>
<td>MAXI</td>
<td>Capitol 5060 (72)</td>
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<td>32</td>
<td>TELL MY SET UP HAS NOT GONE AND GONE</td>
<td>Peter, Paul and Mary</td>
<td>Decca 30970 (22)</td>
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<td>33</td>
<td>THE MINUTE MAN (Aren Turning in Their Graves)</td>
<td>Tresswell Jackson</td>
<td>Columbia 45350 (28)</td>
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<td>34</td>
<td>IN THE SAME OLD WAY</td>
<td>Hank Snow</td>
<td>RCA Victor 8500 (22)</td>
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<td>35</td>
<td>COMMON GRASS AND BROKEN HEARTS</td>
<td>Porter Wagoner, RCA Victor 8500 (22)</td>
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<td>I JUST GAVE TO SMELL THE FLOWERS</td>
<td>Rhythm Queen, Capitol 5097 (22)</td>
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<td>TONIGHT I'M COMING HOME</td>
<td>Cubs Cagle, Imperial 46161 (22)</td>
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<td>George Hamilton IV</td>
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<td>39</td>
<td>JIMMY MARTIN</td>
<td>I'M IN LOVE WITH HER</td>
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<td>BARBIE B</td>
<td>JIMMY MARTIN</td>
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<td>ONE RUN TOWN</td>
<td>Jim Reeves, United Artists 50001 (22)</td>
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<td>EVIL ON YOUR MIND</td>
<td>The Holland, Decca 31929 (22)</td>
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<td>43</td>
<td>THE LAST WORD IN LONESOME IS ME</td>
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<td>I'LL TAKE THE DOG</td>
<td>Jean Shepard &amp; Ray Pillow, Capitol 5023 (22)</td>
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<td>DON'T TOUCH ME</td>
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<td>A WAY TO SURVIVE</td>
<td>Ray Price, Columbia 45050 (22)</td>
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### HOT COUNTRY ALBUMS

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<td>ROLL OUT THE RED CARPET FOR BUCK OWENS AND HIS BUCKAROOS</td>
<td>Capitol 1 2440 (54)</td>
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<td>NICK SMITH GOES TO NASHVILLE</td>
<td>Columbia 2 2484 (54)</td>
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<td>3</td>
<td>I WANT TO GO WITH YOU</td>
<td>RCA Victor 2501 (55)</td>
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<td>4</td>
<td>THE BEST OF JIM REEVES, VOL. II</td>
<td>RCA Victor LPM 2546 (54)</td>
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<td>5</td>
<td>THE UNTOLD STORY</td>
<td>RCA Victor LPM 2546 (54)</td>
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<td>ROLL, TRUCK, ROLL</td>
<td>American 1 2441 (54)</td>
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<td>7</td>
<td>THE UNTOLD STORY</td>
<td>RCA Victor LPM 2546 (54)</td>
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<td>8</td>
<td>TOLD YOU SO</td>
<td>RCA Victor LPM 2546 (54)</td>
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<td>9</td>
<td>OUR WORLD</td>
<td>RCA Victor LPM 2546 (54)</td>
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<td>GIDDL UP-DO</td>
<td>RCA Victor LPM 2546 (54)</td>
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<td>I LIKE 'EM COUNTRY</td>
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<td>BALLADS OF THE GREEN BERTHS</td>
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<td>JUST BETWEEN THE TWO OF US</td>
<td>RCA Victor LPM 2546 (54)</td>
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<td>CHEY ATKINS PICKS ON THE BEATLES</td>
<td>RCA Victor LPM 3031 (22)</td>
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<td>CUTE IF COUNTRY</td>
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<td>RCA Victor LPM 3031 (22)</td>
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<td>COUNTRY FAVORITES-WILLIE NELSON STYLE</td>
<td>RCA Victor LPM 3031 (22)</td>
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<td>THE MANY MOODS OF CHARLIE LOWN</td>
<td>RCA Victor LPM 3031 (22)</td>
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<td>20</td>
<td>THE OTHER WOMAN</td>
<td>RCA Victor LPM 3031 (22)</td>
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<td>21</td>
<td>THE BUCK OWENS SONG BOOK</td>
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<td>22</td>
<td>LOVE BUG</td>
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<td>HANG ON</td>
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<td>I'M AN ARTIFICIAL NOSE</td>
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<td>THE HILBURN BROTHERS SHOW</td>
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**JIMMY MARTIN**

**has a habit-forming hat!**

**"I CAN'T QUIT CIGARETTES"**

**DECCA #31931**
The Queen of Country Music

KITTY WELLS

With A Brand New Single

"YOU LEFT YOUR MARK ON ME"
C/W "IT'S ALL OVER"

31957

DECCA RECORDS
A Division of MCA INC.

AND A BRAND NEW AWARD FROM NARM

NATIONAL ASSOCIATION OF RECORD MERCHANDISERS

BEST SELLING COUNTRY & WESTERN ARTIST (FEMALE) 1965

KITTY WELLS
DECCA RECORDS
**POP SPOTLIGHT**

**OVER THE RAINBOW**

Patti Labelle & the Bluebelles, Atlantic 8117 (M; SD 8117) (S)

The talented girls sizzle up a mixt marvel of rhythm and blues and country, cooking it up with the splashy vocals of Patti, plus Wlady's arrangements of each song, rarranting a "Over the Rainbow," this Top Ten, "Drowned World," support artist work, the group's singles, "All of Nothing," is also included.

**CLASSICAL SPOTLIGHT**

**BERUSSO: CLARINET SHAP- scody, SAXOPHONE SHAP- scody, HONEYDREG: RUGBY PARCELS 231 PASTORALE D'ETES**

Leonard Bernstein. Columbia 36009 (M; AR 6639) (S)

Bernstein and the orchestra offer irreplaceable arrangements to Unknown. Silver F. Fehling in the clarinet joined in and out. The ensemble is a rich, intense sound that is thoroughly enjoyable. The arrangement work is played with sharpness.

**POP SPOTLIGHT**

**GREAT MOVIE SOUNDS OF JOHN BARRY**

Columbia CL 2493 (M; CS 9929) (S)


**POP SPOTLIGHT**

**MR. ACKER BILK IN PARIS**

Aero 181 (M; SD 181) (S)

Mr. Acker Bilk's clarinet, with the London Session Big Band. He does it all. The music is easy and the sales and spinning potential are strong.

**CLASSICAL SPOTLIGHT**

**BERNSTEIN CONDUCTS IVES**

Leonard Bernstein. Columbia ML 6254 (M; AR 6632) (S)


**SPECIAL MERIT PICKS**

Special Mentor Picks are new releases of outstanding merit which deserve attention and which could have commensurate success within their respective categories of music.

**ALBUM REVIEW POLICY**

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

**SPOKEN WORD SPECIAL**

**MERIT**

**IVANOV (5-12 LP)**

Original Cast, RCA Victor VDM 109 (M; VDS 109) (S)

The original Broadway cast recording of Ivanov's "Ivanov" has such dramatic locomotive as John Gilbert and Victor Lewis to give it some pizzazz. The role lacks dramaturgy, certainly, but not necessarily the exuberant and effervescence give it some spice.

**FOUR-STAR ALBUMS**

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by main dealers, one-star picks within this category.

**SOUNDTRACK**

**BORN FREE**

MGM K 438 (M; NE 438) (S)

**TRIPLE FEATURE**

Soundtracks, Epic LN 2459 (M; BN 2459) (S)

**POPULAR**

**BIG HITS FOR STRINGERS**

Kay Ellis. ARI 187 (M; SD 187) (S)

**THE GOLDEN HITS OF LOUIS PEPSI**

H RR 850 (M; CS 850) (S)

**THE "MODS" SAMPLES BEAT**

MGM SN 2458 (M; NE SN 2458) (S)

**THE THEME FROM THE GOLDEN AGE OF \*HOLLOP**

Various Artists. Capitol P 6639 (S)

CONTINENTAL ZIEBES**

Beth Warwick. Capitol T 2472 (M; RS 2472) (S)

(Continued on page 55)

May 14, 1966, Billboard
LOVE

A BIG CHART LP
EKL-4001 (mono) EKS-74001 (stereo)

AND

A HIT SINGLE
MY LITTLE RED BOOK
B/w A Message To Pretty
EKSN-45603

A NEW DIMENSION IN GROOVY MUSIC

ELEKTRA RECORDS 51 WEST 51 STREET NEW YORK CITY, N.Y. 10019 • 7, POLAND STREET, LONDON W.1 ENGLAND
NEW YORK—Displays have proven to be a popular and profitable pastime for stores such as Bonti, downtown outlet, this year. Dave Leblang, manager of the downtown operation, estimated that the complete display of old items with sharply reduced prices accounts for about a third of RCA Victor stereo CARE tridges within a week after they were displayed.

Leblang also set up other discount racks, including a $2.25 price for a box of old phonograph records. He set up a 95-cent rack, which moved out quickly, and a popular $1 rack. A display area has been set aside for the display of old items.

Among the items Leblang has featured in his display is a complete set of 1,500 canned music records, which were purchased for the store at a cost of about $500. The display area is set apart from the regular display of new items, and is open to customers at all times.

The store also carries a variety of old items, including old phonograph records, old phonograph machines, and old records. The display area is open to the public, and customers are encouraged to browse through the items.

Leblang said that the display area is popular with customers, and that it helps to promote the sale of new items. He also noted that the display area is a good way to introduce customers to the history of the music industry.
NEW ACTION ALBUMS

BEETHOVEN: SYMPHONY NO. 5/SCHUBERT: SYMPHONY NO. 9—Boston Symph. Orch. (Munson), RCA Victor VC 3205 (M); WIC 1023 (S)

EINSTEIN-KRASAVIV: SCHUBERT—Len. Symph. Orch. (Manteau), RCA Victor VC 3002 (S)

SEBILJUS: SYMPHONY NO. 5—Lj. Symph. Orch. (Gibbon), RCA Victor VC 3387 (M); WIC 1017 (S)

PAGANINI: SONATAS—E. & M. Kozlovski, Mace HC 9025 (S); SM 9025 (S)

SCHUMANN: CONCERTO/E. & M. Kozlovski, E. Geesey, London Phil. Orch. (RCA), RCA Victor VC 1016 (S); H 71044 (E)

SEBILJUS: SYMPHONY NO. 5—Halle Orch. (Barbirolli), Ewerman SV 137 (M); SV 137 50 (S)

NEW ISSUES REKINDLE SALES FLAME

*Continued from page 46*

time favorites while Gedda is an Angel mainstay, appearing on a wide variety of releases in several languages.

London has transferred most of its older sets to its budget Richmond label, but has retained two packages of "Gotterdammerung" in the catalog, the older mono set with Kistein Flagstad and Svanholm and the Birgit Nilsson-Wolfgang Windgassen mono-stereo discs. A London spokesman says that the older listing has sufficient sales to maintain its catalog status.

Most of the Richmond operas have Renata Tebaldi competing with her newer London appearances. However, one other London conflict exists as Miss Tebaldi's interpretation of "La Traviata" continues to sell in the face of a newer set starring Joan Sutherland.

Angel's new "La Bohème" with Mirella Freni and Gedda scoring well on the best-selling classical charts, while that company's Callas-Giuseppe Di Stefano pressing continued to sell well.

The new version also was thought to have aided sales for the old Victor Ticciati set with Licia Albanese and Jan Peerce.

London's Tebaldi-Carlo Bergonzi version also starring Anna Moffo and Richard Tucker on Victor.

Vic's new "Lucia de Lammermoor" with Anna Moffo, also on the charts has reportedly helped Victor's Roberta Peters and Peter Pears set, as well as the London set with Miss Sutherland and the Angel set with Miss Callas.

Victor spokesmen point to "La Scala"'s observance of the 100th anniversary of Toscanini's birth with their sales of his LP's including complete packages of "Aida," "Otello," and "I Trovatore," as well as "Un Ballo in Maschera," which will have competition from a new Van Cliburn release in February by Miss Price and Benaroya.

The Angel spokesman concluded, "If the records weren't selling, we couldn't keep them in the catalog. We need the space. They're selling enough to keep us in business, even the albums in business, too."

Frankl to Make N.Y. Debut at College

NEW YORK — Hungarian pianist Peter Frankl, who has recorded for Vox, will make his local debut in the 1966-1967 Hunter College Saturday evening Subscription Series. Also scheduled for a series are the Arthur Grumiaux, Belgian violinist, and pianist Mieczyslaw Horsowski.

Other artists listed were soprano Christa Ludwig and baritone Walter Berry, sopranos Marilyn Horne, pianist Guingouin Novas, cellist Leonard Rose, violinist Leonid Kogan, and pianists Elizabeth Schwarzkopf, pianist Emil Gilels, and I Musici. Cellist Mstislav Rostropovich will give a nonsubscription concert to benefit Hunter's music-school scholarship fund.

American Ups Schedule

NEW YORK - A 26-concert season is set for the American Symphony Orchestra under Leopold Stokowski for 1966-1967 at Carnegie Hall, an increase of six. The orchestra's recording of the "Symphony No. 4" by Prokofiev on Columbia has hit the top of the classical charts.

The first concert will be on Oct. 10 with Stokowski conducting. Guest conductors will be Karl Bohm (Deutsche Grammophon), Paul Kletsky (Angel, BMI Booklet to Go Behind 'Curtain'

NEW YORK — "Concert Music U.S.A.," the BMI publication, is being distributed in May and June at the Warne Book Fair, Poznan Trade Fair and the Budapest Trade Fair. It supplied 15,000 copies for selective distribution at the request of the U.S. Information Agency.

Booklets will be available in a special audio section of the U.S. exhibit, which will feature American music "U.S.A.," published annually by BMI, contains facts and statistical information about American music. It is available to educational institutions, orchestras and other music groups.

The Angel spokesman concluded, "If the records weren't selling, we wouldn't keep them in the catalog. We need the space. They're selling enough to keep us in business, even the albums in business, too."

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TALENT

'Mame'in Boston
A Bam! Pow! Hit

BOSTON — Many a musical has shuffled into Boston and bolted before it's blooms later on Broadway. But "Mame," the new Jerome Lawrence - Robert E. Lee presentation of the Patti Dinh novel, "Auntie Mame," seems to have fallen into the right category. It stormed into the Shubert Theater here (25) with nary a drop missed, in faultless production, stylish and flamboyant pace. Not in years has an allegedly solid Boston audience been given any musical opening a more tumul- tuous welcome.

It is of necessity a little corny, but then the 1920's seem to us that way nowadays. Actually the piece has been preserved in its pristine, wacky way and the sheer absurdity of the proceeding's place it on a level with "Hello, Dolly" and "The Unsinkable Molly Brown" destined for the same smash-hit acceptance. While much of it is due to the bouncy, inexhaustible energy of Angela Lansbury, Miss Dinh, the rest of the cast is uniformly excellent. All of them, of course, are aided and abetted by a genuinely amusing book, which although permeated with an air of staginess, somehow emerges consistently hilarious.

Few would believe that the usually dignified Miss Lansbury would succeed so well in this utterly amuse role despite a hint of it in "Annie Get Your Gun." Some of the show's best moments are in her pairing of配 with Beatrice Arthur whose clausorythmical comedy style endures to keep the audience happy. The girls' soft shoe in "Boston Boulevard" is a showstopper as is Frankie Mckee, who plays

Patrik Dennis at age 10, is a miniature Wayne Newhew, and sings and acts appealingly.

The forthcoming Columbia album should be replete with near full cast, especially "Mame," and a host of other "Hello, Dolly!" style. Few in the cast really sing very well, but Miss Lansbury, Miss Dinh, and Beatrice Arthur's style is well met in such as "Open a New Window" and "It's Today!"

The show's direction is skillful, swift and sure, and if this roll- over package doesn't become a big Boston hit it'll satisfy BOSTON."CAMERON DEWAR

Doc Severinsen
To Bow a Combo

NEW YORK — Doc Severinsen, trumpet star on Capitol Records, will become an "in- person" act May 12 when he introduces his new combo, the Doc Severinsen Sextet.

Severinsen's decision to form the group after receiving hundreds of requests for a combo is a fairly common one. The record fan and TV viewers who've seen him on NBC's "Tonight Show," on NBC's "Your Show of Shows," the world's favorite integral part of Skitch Henderson's orchestra. The Baton Street date is being made to cater to the combo's fans.

"Now," he said, "I can get back to seeing writers and music publishers who are the source of the material which is really the life-blood of the business." Doc revealed that at Warner Bros. and Capitol he was for the most part, material he didn't enjoy doing. A singer has to enjoy a song, it was too, Doc said.

The first two sides that Doc enjoys doing for Victor were "You Don't Have to Say You Love Me" and "Slip Away." The first was issued last week and now Doc is in the process of gathering material for his first LP on the Victor label.

In his canvassing of writers and music publishers for songs, Doc is looking for RCA Victor as a way of getting back in stride with the music business. His deal with Victor gives him the right to select any song to be recorded as long as he has with Warner Bros.

Doc is planning a new sound, a "mellow" sound. For Doc, it's the only way.

BENNY GOODMAN, right, signs up for a long-term run with Decca Records to the delight of Leonard W. Schneider, label's executive vice-president. Goodman brings his band into New York's Rainbow Room May 19 for three weeks.

Damone's RCA Deal:
A Custom-Made Job

NEW YORK — Vie Damone is looking to his affiliation with RCA Victor as a way of getting back in stride with the music business. His deal with Victor gives him the right to select any song to be recorded as long as he has with Warner Bros.

"Now," he said, "I can get back to seeing writers and music publishers who are the source of the material which is really the life-blood of the business." Damone revealed that at Warner Bros. and Capitol he was for the most part, material he didn't enjoy doing. A singer has to enjoy a song, it was too, Doc said.

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Stuttgart Band
To Tour the U.S.

NEW YORK — Egerlander Musikverein, who traveled from Stuttgart, Germany, arrives here next week on a promotion tour. The band is the locale's No. 1 group in Germany, which has an affiliate in Stuttgart, and has been playing there for 18 years. The 18-man group will appear in New York at the Waldorf Astoria and Telefunken will record one of the Carnegie Hall concerts for an album.

NEW YORK — The Bobby Fuller Four, in their opening Monday (2) night at Onetime discothèque, presented an exciting show featuring tunes polished to a sparkling gleam, and indicated a potential staying power. Fuller, a young, cutie- cut man who shuns the long- hair look, has a lot of the gay musical appeal of a young El- vis Presley. He sings with con- viction and has the talent to do such tunes as "Candy Man," "La Bamba," Do You Want Dance," and hits covers music flavored "I Bought the Love" and "Love's Made a Fool of Me." London Records has just acquired the last-named for overseas distribution. Top num- ber of the night was "Let Her Dance," in which Fuller played guitar in a wild, roaring style.

Every song had more entertainment- entertainment value than most rock 'n' roll groups offer, yet the group is definitely hip on pleasing teens. This is one of the most exciting groups in the business today. Fuller is a real showman.

CLAUDE HALL

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Bobby Fuller Four Fills
Nitary With Excitement

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CLAUDE HALL

Sylvia Syms
Encantadas

NEW YORK — In her return to New York's Living Room last week (25), Sylvia Syms came on strong in song and personality.

Offering one of her best balanced repertoires, she left no tune untried. She opened big with "Before the Parade Passes By" from "Hello, Dolly!" and kept up a swift pace with "Let Me Love You" and "I Am Amazes." Turning to her humorous side, she delivered Phil Ford's composition, "The Cary Grant Blues," which she was forced to repeat as an audience-participating singalong. For a full dramatic and emo- tion-superb range, she was completely absorbed in the lyric content of "What Did I Have That I Don't Have Now," "On a Clear Day" and the Oscar winning "Shadow of a Car." The RCA Victor recording, "There's Gotta Be Something Better Than This" from "Paint Your Wagon" was a real showstopper, with an encore and lead into her film hits, "Look at Me, Mom" and "I Loved." The Bob Ferrio Trio provided the vital backing.

Closing out the evening was half of the bill, Howard Storm was in rare form with his warm and engaging voice and his "You Belong to Me." He is now in the big league of comedy acts. Opening the show was the young legt singer Don Grilly, who scored with his Broadway hits "Tonight," "Maria" and "Just Say I Love Her."
MUSIC ON CAMPUS

By JIM FRAGALE

Dottie West got a standing ovation at a benefit performance at Tennessee Technological University's "Dottie and Bill West Day" concert April 27. The benefit, whose proceeds go to a special music scholarship program at Tennessee Tech, honored the 1956 Alumnus, Dottie and Bill, who have become renowned in the country field. "Dottie and Bill West Day" began with a motorcade and ended with a concert where Dottie received a plaque from the college in recognition of her achievement in the country field. On the bill with Dottie and Bill were: Dixie, Carole King, Maxine Pearl, and the Hurdon Trio and Waylon Jennings. Although the college audience was not country oriented they enjoyed every performer and Maxine Pearl brought "the house down," according to Billboard college correspondent Charles (Pat) Lash, who added that this concert received the "best reaction from Tech's audience of any during my three years of attendance." Lash also found it "interesting that a college market will accept country entertainment."

Duke University's campus correspondent Bill Bryan reports that the Beach Boys were a success when the Student Union Committee at Duke managed to book them a few days before the concert to replace the canceling Supremes. The Supremes had been promoted a month before their April 29 planned performance. To promote the day, the committee purchased 50 plugs on two local radio stations announcing the rescheduled concert. A capacity crowd of 9,000 showed up at Duke indoor stadium for the "biggest success in Duke entertainment history," said Bill Bryan, Billboard correspondent.

COUNTRY MUSIC Grammy award winner Dottie West receives plaque from Tennessee Technological University's President Everett Deryberry at recent Tennessee Tech concert.

for Central Michigan University at Mt. Pleasant, reports that the station has adopted a 34-hour-a-week, Hot-100 programming format to replace the former all Fine Arts programming. Hot 100, which now comprises 50 per cent of programming, reaches 20,000 listeners. Stevens reports that the WCMU staff pooled their money together to buy records for the station. New manager of campus radio station, WRUW (closed circuit AM at the U. of Rhode Island) is Phil Irving business manager, Jeffrey Felsman (Billboard's campus correspondent). Mark Polansky, Billboard's reporter at Schenectady, New York's Union College reports that campus station WRUW has become affiliated with the American Broadcasting Co. and will carry ABC news and entertainment programs beginning September.

Rick Stevens, a student at WCMU-FM, campus radio station

MAY 14, 1966, BILLBOARD
Capitol will swing you into the fastest-growing market in the instrument biz

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"Billboard" reports that more than 40% of all dealers are now stocking harmonicas. There's mighty good reason for that kind of action, too. There's no faster-growing item in the entire musical instrument business. Now Capitol makes it possible for you to get in on this big profit, low investment impulse market with a special offer.

Get in on the big advertising allowance. You get 5% off the face value of the invoice on orders over $50 on your orders dated May 18. Fill out the coupon. Make sure a Capitol Records Distributing Corp. representative calls on you in plenty of time to tell you about the allowance, the selling aids and the deferred terms.

5% advertising allowance from Capitol on your May 18 orders.
BIB RECORDING TAPE SPLICER, produced by MulticoreSoldiers Ltd., Harrow, England, is an inexpensive device to be used for home editing of tape. The precision instrument is simple to use and makes professional quality splices. Units are accompanied by instructions about their use.

PAUL ZAKARAS
This chart is based on terminal sales of the top 40 single records as reported by record stores in 10 Top Markets.

(TW) THIS WEEK  (LW) LAST WEEK

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MAY 14, 1966, BILLBOARD
EXTRA! EXTRA!
READ ALL ABOUT GOLDEN WORLD HAS 2 SMASH HITS HEADING FOR THE TOP

EDWIN STARR
RIC-TIC 114

I'LL LOVE YOU FOREVER THE HOLIDAYS
GOLDEN WORLD 36

MAY 14, 1966, BILLBOARD

www.americanradiohistory.com
Blues Harps Blow in Chi Wind

John Agonote, owner of the Agonote Music Center, told Billboard that "there has been a great increase in sales of the type of harmonicas among teenagers. They are in a limited group, from about 16 through 18, and they have been buying the harmonicas and holding on to it at a good rate during the last four months. I’d say sales have tripled so far this year.”

Department Store

Marshal Field’s, Chicago-based department store chain, has recently increased its stock of harmonica products in its record departments and reports increased sales of “harp” type in its stores. Holton’s Marine Band and S.R. Hotz, "Attie Boy," salesmen told Billboard, are two of the top sellers.

In nearby Kankakee, Ill., Mrs.

NEW PRODUCTS

The following new products were selected by Billboard editors of the special section "New Products" in the Feb. 18 issue.

GUILD Radio

GUILD Radio AM/FM radio. Called the Town Orien, seven tubes, built in AM/AM and FM antennas, printed circuit chassis, side-rail speaker control, three IF stages, balanced ratio detector. Operates on AC and DC. No price.

ARVIN Radio

Six transistor pocket radio by Arvin. Direct tuning control, AM tuning band, 9 volt battery, earphone, plastic case and leather carrying case. No price.

National Record Promotion

Music Modern Promotion Network

* New York City
* 20 Years Dependable Service
* Erie St., Cleveland, Ohio
* Distribution Network
* Major Stores, Independent Dealers
* Advertising Agenter

CALL CLEVELAND 35-1221

BRITE STAR

18850 Overlook Dr., New Jersey

150 MILLION RADIO LISTENERS

FOR ADDITIONAL INFORMATION, CONTACT: Classified Ad Dept., Billboard, 188 W. Randolph St., Chicago, Ill. 60601

MAY 14, 1966, BILLBOARD
Mich. Mobile Radio Big on Auto Sound

- Continued from page 16

car lot since the age of 16 repairing auto radios, Frankford opened his first outlet to sell car radios in 1960. Late that year the business was expanded to include citizen bands. In 1962 Motorola Vicosonic sound units were added. In May of the following 18 months later, the A. C. Automatic Record Changer Electronics 4.5 p.m. machine. Late in 1964 and early the next year, cartridge players were added.

Michigan Mobile Radio also is involved in the distribution of cartridges to other dealers, both in and outside of Michigan. Frankford pointed out that the cartridge market was different from the record field, thus making it difficult for record distributors to hit major outlets in the automotive line, including service stations.

Frankford said there were now three dealers, records, 8-track cartridges and 4-track cartridges. He conceded he couldn’t supply record dealers, who work through their own record distributors, but he said he supplies an inventory of cartridges product to non-record outlets.

No Price Cutting
- Continued from page 16

track business of four more companies.

“My 4- and 8-track cartridge volume now exceeds 3,000,000,” Fabri said. “The demand for cartridges has skyrocketed.”

Musicapex is currently distributing a full 4-track catalog available in eight colors. Fabri said.

Musicapex is currently distributing a full 4-track catalog available in eight colors. Fabri said.

MAY 14, 1966, BILLBOARD
SCHOENBACH CO.  
Manufacturers Representative  
Access - Arco Distributor  

AMCO  
Sanitary Vendor  
Model 21-F

OAK  
Sanitary Vendor  
Complete supplies  
Available

CHICAGO - The National Vendors Association trade show here two weeks ago was a showcase for the proliferation of four bulk vending machine manufacturers. Two new machines, a ballpoint pen and a card vender, were exhibited by Oak Manufacturing Co. of Los Angeles. Follows reports on each exhibit:

Federal Machine Corp.

This firm, located in Des Moines, Iowa, came to the show primarily to acquaint diversification-minded operators with the new Federal pop corn vender. "And my trip was quite worthwhile," reported Federal sales manager Lou Kirshbaum. "We found many operators here ready to expand." In addition to the popcorn vender, Federal was offering candy and cigarette vender models. It was Federal's first time at an NVA show.

The Morlan Co.

Another new NVA exhibitor, this Chicago firm displayed its plastic laminator, called "De Best. Vending laminator." As hard to describe than name was the unit.

National distributor R. C. Barrows of Best's Plastics Sales, Kansas City, Kan. Offering the unit at $2,792 a month, he said that the machine has been doing $67 per month on a low period. Top feature of the unit, Barrows said, is cold pressing and its easy maintenance.

Northeastern Corp.

The complete line of Northwestern venders and stands were on display for the first time at the show. The Model Sixty series of machines and accessories, the Super Sixty series of service units, the Northwestern Bulk Pak machine, the Moon Rocket and Saturn 2000 machines, three units in the Model 49 series and the tab and package gum series. The 58 stand alternatives offered by Northwestern at the show ran from its single-machine floor stand at $5,610 list through its fiveseason quarter machine floor stand at only $19,450 list.

Sales manager Ray Greiner was on hand at the stand to greet operators.

Oak Manufacturing Co.

The new Oak pen vender shown for the first time in Chicago has a capacity for 300 ballpoint pens. It may be bulk loaded. It will vend other cylindrical items expected to come on the market soon. Coin conversion is "as easy as 1-2-3." Will vend penny, nickel, dime and quarter items.

The new card machine, which will vend multiple cards, holds 1,000 small cards or 500 postal size cards. It is equipped to accommodate any coin denomination.

Both new machines fit the Oak Trade or Trade Stand cases. They have anodized aluminum corner posts are available in durable baked epoxy stamped metal or different simulated wood-grain effect.

Oak also showed its Acorn line standard, 300, 450, tab gum Big League and hot nut II; wrapped gum machine, a variety of stand uppers and also Oak Vista cabinet machine.

TRAIL BLAZER BERT FRAGA (in truck cab) is greeted in Los Angeles by Sam Weitzman of Operators Vending Machine Supply Co. as Fraga makes initial cross-country truck delivery of bulk vending merchandise from his Oakland, Calif., Standard Specialty Co.
CHICAGO — The National Vendors Association meeting here two weeks ago elected the following members of the industry to serve as members of the board of directors during 1966: C. A. Applegate, Clayton, Ohio; Anthony Bianco, Brooklyn, N. Y.; Waldo Bolen Jr., Morris, Ill.; Harry Bell, Chicago; John Brehm, Columbus, Ohio; Carmen D’Angelo, East Boston, Mass.; Gordon Engle, La Porte, Ind.; William Fark, Freeport, Ill.; Harry Feild, Ontario; J. N. Irvin, Goshen, Ind.; Gayle Kyle, Mich.; Michael Goldberg, Franklin Square, N. Y.

$92,405 Net for Retarded Children

CHARLOTTE, N. C. — Since late in 1964, merchandising executives of Southern Sales have sponsored a campaign to provide special equipment for the retarded. The program has netted $92,405.03 in three States. The campaign was headed by Lee Smith and Jack Thompson.

Vendors Recommend New Grand Rapids Fee Sked

GRAND RAPIDS, Mich. — Local operators, who recently banded together calling themselves the Kent County Vending Operators’ Liaison Committee, have made several recommendations relevant to local health department ordinances. A major recommendation was a revised schedule of machine license fees.

Operators of penny vendors now pay an annual fee of 50 cents per machine. The Liaison Committee has submitted the following schedule to the county fathers:

1-5 machines: $5 16-20 machines: $12 21-40 machines: $20 41 and over: $65

Vending machines accepting coins of larger denomination are, under the present ordinance, liable on the basis of a gauge. The vendors committee suggested that the following schedule he established for annual license fees on all other food and beverage vending machines:

1-5 machines: $1 6-15 Machines: $30 16-50 machines: $50

BULK BANTER

MOBILISIR

Both Bernard Bitterman, and son, Alan, made the Chicago trek for the Southern Sales directors meeting last month before journeying on to the sales tours for Omaha and Nebraska, in the case of the former, and Wisconsin and Ohio in young Alan’s case.

Bitterman’s product has been moving in the New York area, and Bitterman has been putting his money into revising the various cities area county according to the Bitterman and the only way to get his message across is to hammer it on: mutters, rings, catch phrases.

But still, with all the ill news, Alan, is the “Go Go” rings from Golden Spritc and Bitterman.

Several operators have been in visiting with Bitterman and his suppliers and equipment lately. These include John Barrett, Mountain Grove; Donald Gable, Omaha, Neb.: Joe Markan, Wichita, Kan.; and Ed Woodhead, Fort Scott, Kan.

Over in St. Louis, trade sources are saddened to learn of the passing of Irv Katz, but would like to learn that Irv, one of the hardest working and most successful bulk vendors in the Midwest, has been suffering from a slipped disc. He’s better and back at things looking forward to attending the Chicago convention.

Earl Veatch at Central Dist. Observed that the late shows of Rabbitman product are unfortunate and that also he feels that the Rabbitman product is “Greatly over-priced.” Said Veatch, “No doubt, this is due to the rights on this product which had to be such to save, but I’ve seen no evidence that it did so much of it over-priced. I wonder what our others will do when they get the minimums are full of Rabbitman nickel product. Rabbitman dime merchandizing was factory penny items.”

Despite the many notes of premium. Earl is still selling all still selling the banana product he can get hold of and finding its merchanidizing operators are quite enthusiastic about the acceptance of the can in.

EARL PAIGE

NVA’s 66 Board


Sheldron thinck in Miami, Fla.; Earl Grout, Minneapolis; Robert Gugenheim, Jamaica, N. Y.; Lee Hardman, Pittsburg, Pa.; Max Murvin, Binghamton, N. Y.; Vernon Jackson, Grand Praire, Tex.; Charles Kanak, Houston, Tex.; Irwin Katt, St. Louis; Rolf Lohbl, Chicago; Dwayne Lohke, Minneapolis.

NVA Accepts 4 New Exhibitors

CHICAGO — The National Vendors Association board voted last week here to accept four new exhibitor members.

They are Creative House Promotion, Pittsburgh; Novelty Co.; Federal Machine Co. and the Marlen Co. Lawton paid $1,500 exhibit fee but did not exhibit due to controversy surrounding the election at the NVA convention. (See story elsewhere.)

The board voted not to accept the exhibit application of the AI Fisher Co, because the application was received late. The board approved a motion stipulating that all applications for exhibitors must be received at least 30 days in advance of the convention. The body will act on the Fisher application at its October meeting.

MERCHANDISE & SUPPLIES

MANNED GUARANTEED USED MACHINES

BULK GUM VENDOR PACKAGE

This amazing vendor is a bare is but for your profits. A retailing merchandise and fast selling with five flat sales is worth the price of this product. It is a total of a $10.95 gross ticket price.

"Insured" delivery to top of fast sales.

MERCHANDISE & SUPPLIES

CHARM THE KIDS WITH North Western's SUPER 60 CAPSULE MACHINE

Charm the kids — and your profit! Send a huge capacity globe and front-mounted plastic display disc. This will boost sales with the younger generation. Picture projection, wide chute and foot step can unit makes this one a real. No dipping or mixing of merchandise. Start moving to profit with the Model 60 Capsule Vendor. Wire or phone for complete details.

RAPIIDS MACHINES

WE HAVE IN STOCK ALL THE LATEST CHARMS AND CAPSULES

Now is the time to upgrade every top-notch location with the NEW VICTOR MULTIPLE STANDS AND EQUIPMENT. We'll immediately get BIGGER COLLECTIONS. Write for free color catalog.

LOGAN DISTRIBUTING, INC.

116 W. Sheffield Dr. Wheeling, Ill. Phone: (312) 819-6499

MERCHANDISE & SUPPLIES

BULK BANTER

Distributor: American Distributors, Inc. 300 N. Main St., Peoria, Ill.

MANNED GUARANTEED USED MACHINES

BULK GUM VENDOR PACKAGE

This amazing vendor is a bare is but for your profits. A retailing merchandise and fast selling with five flat sales is worth the price of this product. It is a total of a $10.95 gross ticket price.

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NORTHWESTERN SALES AND SERVICE CO.

CHARM THE KIDS WITH

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Northwestern

NORTHWESTERN SALES AND SERVICE CO.

COE MANDELL

446 W. 36th St., New York 18, N. Y.

Larger 4x4467
Giant-Screen Scopitone, Remote Unit Are Coming

By RAY BRACK

CHICAGO—Scopitone is introducing a big-screen jukebox cinema.

This latest wrinkle in coin-operated entertainment, as previewed privately on the West Coast recently, utilizes the standard Scopitone projection unit, wallbox selector and a movie screen measuring four by six feet.

According to A. A. Steiger, president of Tel-A-Sign, Inc., manufacturer of the Scopitone cinema-jukebox, "only a stronger projection lamp is required to flash Scopitone films on a big screen, using existing equipment. He said that the projection unit built into a jukebox would be out of sight and operated by remote selection units much like jukebox wallboxes.

Home Unit

Date for delivery of the remote selection equipment to distributors was not announced. Steiger said the unit is perfected, however, and full production is imminent.

The Television manufacturer also announced that Scopitone has a new home machine. The unit, adaptable to educational and promotional use as well, is the size of a television set and is priced, Steiger said, for the department store.

Cartridge Fed

Notable, from the coin machine industry standpoint, about the Scopitone home unit is the fact that it is 8mm Cartridge fed. Developed by a camera division of the French electronics giant C.R.S. (owner of the original Scopitone), the new cartridge was described by Steiger as "the single most important step on the market." He said that new design permits film reversal and precludes any film marring through internal construction faults.

Steiger was asked if development of the unit on which Cameca holds patents and Scopitone plans to go into production is imminent. That Scopitone will introduce an 8mm, cartridge-fed unit for the coin machine industry, (Present Scopitone units are 16mm reel-to-reel machines.) has announced plans to introduce a low-priced cinema-jukebox of the cartridge design.

"We are aware of everything that is going on, and when there are developments in the audio-visual field, we will be ahead of them," Steiger said. Industry observers (Continued on page 63)

Let Us Meet Experts: Levy

• Continued from page 8

and record companies. Mechanisms for a seminar in which both groups may meet and get down to the nitty gritty of jukebox programming will be announced directly, Granger said. Granger also announced that prior to the conversion MOA will mail a questionnaire to all members asking for their opinions for improved communication with record company representatives. The questionnaire will be followed by a letter to members asking that they mail their pro-

exporters, he said, to the show.

"Little LPs are a growing portion of our business here."

Florida Association to Host Wallace, Granger

DAYTONA BEACH, Fla.—Music Operators of America president John Wallace and MOA executive vice-president Pro Granger will address a meeting of the Florida Amuse-
ment & Music Association here May 28. The appearances of the MOA officials will highlight a three-day meeting of Florida operators that represents an apparent resurgence of interest in the FAMA. The association was organized three years ago, primarily to combat adverse legislation, and interest has flagged somewhat in the interim. FAMA officers report that a group of enthusiastic operators have vowed to put the Florida association on the map and plans of the gathering here are shown for attendance by 200 operators.

Registration will begin and continental breakfast will be held on Friday evening, May 27.

General business sessions will be held at 10 a.m. and 2 p.m. the following day, with Wallace and Granger speaking in the afternoon. The MOA officials are expected to take up such

Copyright Committee Expert Likes MOA's Record Royalty Proposal

By MILDERD HALL

WASHINGTON—The jukebox industry's proposed plan for royalty payments to copyright owners, rather than to performance of copyrighted music, in the new copyright revision bill "represents a genuine step toward an ideal solution of the difficult problem," said Rep. Herbert Tenzer (D., N. Y.) member of the House Copyright Subcommittee, during an outline of the current copyright bill before the University Law School Forum in New York recently.

Although Representative Tenzer said the opinions expressed were his own and did not necessarily represent those of the sub-committee, Rep. Robert K. Kas-
tennemer (D., Wash.), chairman of the sub-committee, endorsed member Tenzer's remarks in the Congressional re-

sider. Chairman Kastennemer, whose committee had held more than 20 executive meetings this session on problems in the proposed bill, said Representative Tenzer was "uniquely qualified for the subject by virtue of his dedicated attendance and participation in the Copyright Office and in the making of the bill itself."

Representative Tenzer told his Fordham audience and copyright experts on the speakers panel, "There is no question that the pro-
posal (to tie royalty to records bought for use on jukeboxes) has obvious drawbacks from the owners' point of view, I believe it represents a genuine step toward an ultimate solution of this difficult problem and that, if not in its details, at least in its broad framework, it will receive consideration by the sub-committee.

"This is the strongest and most public indication yet that serious consideration is being given the MOA proposal, submitted in response to the sub-committee's request for compre-

mises suggestions—or some similar idea. In opposing the copyright revision of the traditional jukebox exemption in the 1965 copyright revision bill (H.R. 5407), MOA suggested an addi-
tional payment of 2 cents per record to be used in jukebox programming.

The Music Operators' Association said payment would bypass licensing groups, and go directly to the copyright owners of the music, possibly through some central office, and without involving record manufacturers.

Jukebox users of copyrighted music, MOA said, are "an integral part of the Copyright Office and submit-

(Continued on page 65)

COPYRIGHT

West Coast Firm Bows New Timed Pool Table

LOS ANGELES—A revolution-

ary pool table, which has an adjustable coin-operated timing mechanism, will soon be introduced by a Southern California firm.

According to Gordon W. Murray, president of Murrey & Sons Co., Gardena, Calif., a

firm which specializes in the manufacture of bowling and billiard equipment, the firm will make its initial venture into the coin machine field with the release of coin-operated pool tables.

The tables, which will be distributed by Murrey & Sons in 11 western States, will be on the market in two weeks. Murray re-

vealed plans to manufacture "about 50 tables per week" when his operation is fully geared to produce the coin-operated equipment.

Although billiards is enjoying a peak period, Murray said, 'more must be done to make the game appealing. New, mod-

ern equipment is needed to stimu-
alize the industry," he said.

Restricted

Murray said his entrance into coin machine field will be re-

stricted to the coin-operated tables, but hints of future ex-

pansion. 'We're leaving the door open to all expansion possi-
bilities, but we have nothing on the drawing board right now for further exploration of coin machines,' he said.

Murrey & Sons is the largest bowling and billiard equipment manufacturer in the 11 western States, operating in California since 1940. The operation (Continued on page 84)
TOAST OF THE INDUSTRY

- Bubbling With Profit Potential. The Wurlitzer 3000 is unquestionably the phonograph of the year. This high-styled console design attracts play. The true high-fidelity stereo sound stimulates listening pleasure. Reliability and earning power go together. It will pay you to see your Wurlitzer Distributor TODAY. Let him prove to your ears and to your experience as an operator that anywhere, any time a Wurlitzer 3000 will make you MORE MONEY.

Wurlitzer
MODEL 3000 STEREO CONSOLE

THE WURLITZER COMPANY • NORTH TonAWANDA, NEW YORK
Expose Nationwide Blue Sky Swindle

CLEVELAND — A nationwide blue sky promotion was exposed by The Plain Dealer here after a number of local service station operators fell prey to the scam.

In a copyrighted story, the newspaper reported that the salesmen had "measured" a number of Greater Cleveland businesses buying dubious, homemade cigarettes and candy machines. The promoters have reportedly been peddling their cheap wares in widely scattered areas of the country and have caught the attention of local Better Business Bureaus.

Established coinmen estimated the value of the machines at $150 to $200 each, but purchasing them "cost" as much as $900 for a single vender to own.

False Promises
Several finance companies, which bought the worthless notes, feel certain they will lose money on the deals. One company, which has reportedly taken some $35 million in notes, indicated that buyers of the machines are reluctant to continue payments for the machines when they learn the total cost of financing and discover that the (Continued on page 66)

EDITORIAL
Blue Sky, Black Eye

Out of the West rode a gang of clever hombres, reports The Plain Dealer in a three-column-page story, to unload coin-operated machines at exorbitant prices, unsuspecting Cleveland businessmen. Seems the hucksters were working one of the biggest blue sky promotions in the area in recent years. The team had been foiled before by Better Business Bureaus in many localities. Thanks to its alertness, The Plain Dealer reported, the promoters were run out of town. (See story elsewhere.)

Locations stung in the promotion bought a line something like this: Why can a cutout vending machine in the product carry a 14 cents on a pack of cigarettes instead of only 2 cents? Thus many service station operators were lured into a business about which they are ignorant—until it was too late.

Coin machine operators have been making the point to locations that this type of operation isn't open to them. But before we snuggle say "I told you so," let's remember that blue sky gives the legitimate coin machine industry a bad name. The industry has worked hard in recent years with Better Business Bureaus, and the newspapers to sharply curb unscrupulous promotions. Let's stay alert.
“The Magazine of Automatic Vending”
published TWICE a month

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

VEND, 2610 Patterson Street, Cincinnati, Ohio 45224

Tel. 216-701-9000

MAY 14, 1966, BILLBOARD

United Doubled Vending

Output of ‘300’

NEW YORK—In response to the increased demand for United Billboard Model 300 pool table, president Art Daddo said that distributor reaction to United’s first-color table has been remarkable, forcing the firm to double its production capacity within the next 30 days.

Daddo said that distributor reaction to United’s first-color table has been remarkable, forcing the firm to double its production capacity within the next 30 days.

The success of the “300” is led to the introduction of the Model 400, a 98” x 93” color pool table, which is being shipped this week. Exclusive features of the “300” include a stainless-steel cue rack, a 5” diameter rack, and a 5” diameter ball return. The table is designed to meet the needs of serious pool players and club owners.

With distributors from coast to coast in New York, United Billboard is now available in all major markets.

Say You Saw It in Billboard

“MAY 14, 1966, BILLBOARD”

Incorporated in the new model.

Daddo, who opened United’s doors in November (Billboard, Nov. 20, 1965), plans to start production of the Model 400 within the month and has plans for the Model “200” on the drawing board.

With distributors from coast to coast in New York, United Billboard is now available in all major markets.

Say You Saw It in Billboard
Making Money With Music: The Broadway Buff Jukebox

Here is the fourth in a series of 1965 reports on outstanding jukebox locations in the U.S. Locations treated in these reports stand as examples of imaginative music merchandising.

CHICAGO—The Rush Street region, center of this town's nightlife, boasts some of the finest jukebox locations in the country.

These locations are notable both for profitability and good jukebox programming. (Indeed, can the two be divorced?) Some of these locations make it by catering to aficionados of one sort or another. And there's a place of this type on Rush near Oak Street called Puchinello, a nightclub within the building for buffett areas. The Rock-Ola Princess Royal on the 15th Floor is one of the gimmick Jukebox programs accordingly.

Will Eleet

The gathering will come to a close on Sunday. On that afternoon the association members will elect new officers.

Incumbent officers of the association are President L. J. Logue of Perry, vice-president Tolissio of Clearwater, Simon Wolfe of Jacksonville, Charles Livingston of Pensacola, James Mufflin of Miami, Ron Reed of Orlando, Additionally, Sr. of West Palm Beach, George L. Adame of Cocoa Beach and Secretary- Treasurer James H. Factor of Daytona Beach.

Board members are Fred Deeh of Sarasota, G. J. Hall of Tampa, Jack Andrews of Gainesville, Joe P. Smith of Crestview, E. L. Morgan of Miami, F. A. Blakely, Sr. of Pensacola, Bill Owens of Vero Beach, Frank Bell of Orlando and Gleston Stambaugh, Jr. of West Palm Beach.

The committee

Named to the convention committee were: along Wesley Lawson of Winter Haven, Tolissio, James B. Brown of Miami, Reed and Wolfe.

The nominating committee is made up of Deeh, chairman, Gleason Stambaugh, Jr., Andrews and Elois Ross of Jacksonville.

Charley Beyer of Daytona Beach who became chairman of a special dues structure committee consisting of F. M. Pott of Orlando, O. W. Fallin of Layton and Bill Hall of Tampa.

Highlighting social activities at the meeting will be a cocktail hour and dinner Saturday evening. Those attending will have opportunity for such recreational diversions as boating, fishing, swimming, racing, dancing and golf.

How Coin Distributors Broaden Their Markets

LOS ANGELES—Executives at Badger Sales & Vending Co. here have discovered a fresh approach to increasing sales without harming their coin machines' industry image.

By entering the home recreation market, a field now closely associated with pool tables and coin machines, Badger executives believe they can increase sales but still maintain the proper image of the coin machine industry.

William Happe, president of Badger Sales, Joseph S. Duarte, secretary-treasurer, and Leo Simone, sales manager, feel new markets are needed for distributors to provide an extra margin of volume for expansion. In order to explore these recreation markets, Badger has released a booklet on planning a recreation room with an eye toward providing the construction industry with home pool tables and recreation-type amusement games.

Leisure

The booklet is geared for (Continued on page 65)
Giant Screen Scopitone, Remotes

A separate projector, filmstrip, cartridge-fed, has been readied for installation in existing Scopitone cabinets for advertising purposes. Each machine will accommodate about six ad spots, one of which will be an institutional spot for the location. The ads will play between selections and during off time.

"We'll not burden the patrons with too many ads," Steiger said. The lease price of 16mm Scopitone films, Steiger said, will be reduced by the end of the year. He said the reduction has been made possible by the increase in number of machines, effected economies in film production and the co-operation of distributors in the rotation of films.

Once in short supply, Steiger said that Scopitone now has a backlog of American-made films that have not yet been printed.
INTRODUCING ANOTHER NEW WINNER!

CHICAGO COIN'S

Medalist

NEW 6-PLAYER PUCK BOWLER with 6 SCORING FEATURES

PLUS...
- REGULATION
- FLASH-O-MATIC
- STEP-UP
- DUAL-FLASH

ALSO FEATURING PROFIT PROVEN "EXTENDED PLAY"

NEW FASTER GAME SCORING
Average Game Time
Now Less Than 1 Minute.

YOUR DISTRIBUTOR IS NOW DELIVERING
TV BASEBALL • CORVETTE • PAR GOLF

SANDLER VENDING CO., MINNEAPOLIS, MINN., UNDER NEW PRESIDENT WALTER Sandler, the holder of the Minneapolis-Dakota, South Dakota, Iowa and Western Wisconsin coin-vending area, has been sold to a company located in Chicago. The new owners plan to continue the operation of the company as before.

ST. PAUL—New distributors in widely scattered U.S. markets have been named by Automatic Machine Co., Paris, Ill. The company's products, Smokey cigarette vender and Candy shop, are now being distributed in southern Texas by Gulf Coast Distributors Co., of Houston. The firm has a branch in San Antonio.

In southeast New York State, Long Island, New York City, and the line will be handled by Albert Simon, Inc., New York.

In New Jersey, North Bergen, N. J., is now distributing Smokey Shop and Candy shop in northern New Jersey.

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In southeast New York State, Long Island, New York City, and the line will be handled by Albert Simon, Inc., New York.

In New Jersey, North Bergen, N. J., is now distributing Smokey Shop and Candy shop in northern New Jersey.

Sandler Vending Co., Minneapolis, Minn., under new President Warren Sandler, has the Minneapolis-Dakota, South Dakota, Iowa and Western Wisconsin coin-vending area, has been sold to a company located in Chicago. The new owners plan to continue the operation of the company as before.
PUBLIC RELATIONS

Baltimore Vendors Build Image

EDITOR'S NOTE: This is the first of a Billboard series of reports on the topic of "The coin machine business and public relations." Subsequent reports on this subject will appear throughout the year on approximately a one-a-month basis.

Baltimore — The April 1966 issue of "Baltimore," a monthly publication by the city's chamber of commerce, carries a prominently placed article entitled "Vending's New Dimension." The context of the article, as well as its appearance in the magazine, serves to give an enormous boost to vending's image within Baltimore's business community.

The article (by John C. Schmidt) contains no astounding revelations. It merely states, clearly and simply, the basic economic facts about the vending business and relates these facts to the rest of the national and local economy.

The author defines the vending business as "the only form of merchandising where the money is collected before the product is delivered," and goes on to give the reader some idea of the vast number of products that are merchandised by coin-operated machines. He cites the billions of dollars in annual sales generated by the industry and breaks down this figure to show the specific dollar volume of the more important products handled by vendors.

From there the story moves quickly to the location of the coin machines and shows other businesses just how, directly or indirectly, there is a coin machine connected with their business.

In factories, the article says (and mentions the names of several leading Baltimore firms), vending products are saving management by providing a relatively inexpensive means of serving food and drinks to employees. For makers of paper cups, paper plates, local dairies, coffee companies, soft drink bottles, disposable plastic dishes, cigarette manufacturers and makers of other vended products, the author writes, the vending business builds and sustains sales volume. Finally, he brings home the fact that vending is close to everyone — for the office worker as well as the factory employee is likely to buy vended products day after day. (Although the article did not mention it, the thought of how the office coffee machine might impair the efficiency of white collar workers, should be enough to make a believer out of anyone.)

The article ends with a brief description of the organization and problems of the vending business itself and predicts a rosier future for the industry by aligning it directly with the nation's economic and technological progress.

The article was promoted by the public relations committee of the Maryland Automatic Merchandising Council, members of which placed several ads in the magazine.

The high quality of the magazine, the color photos of modern vending equipment, the information in the article and the attractive ads certainly will not hurt commerce in Baltimore. The benefits may be the immediately apparent — they rarely

(Continued on page 66)

Coin Distribs Broaden Markets

• Continued from page 62

buildings, managers and owners of motels, hotels, apartment houses, retirement communities, trailer parks and institutions. Badger also would like to interest golf and sports clubs, managers of resorts, fraternities, youth centers and condominium homes.

"In our affluent society, the increase in leisure time must be taken into account by owners, builders and managers of large properties where people live or work," said Duarte. "For the coin machine industry to neglect the trend in the recreation market is to risk losing a pool of income."

Simone said the Badger sales staff is geared to give builders and owners, thinking of recreation rooms, advice on choice of amusement equipment, prices, layout and floor plan.

Calling itself "Your Southern California Headquarters for Recreational Equipment," Badger is offering a variety of home billiard equipment, including the AMF Grand Prix and Detray, the Fisher Empire, Duchess, Regent and Fiesta, the Brunswick Celebrity and the Karo Ambassador: cue cases, billiard cues, cigarette and candy vending machines, shuffleboard, bowling, baseball, golf and hockey games, pool table and phonographs.

"A well-equipped recreation room does wonders for morale," Duarte said. "It gives people an attractive place to get together, have fun and relax without disturbing others."

"Although we are eager to make inroads in the home recreation market," Hoppel said, "Badger Sales has not neglected the coin machine industry. The operator is still our most important customer."

GOTTLIEB'S 1-player CENTRAL PARK

7 Bell-ringing features...

10 built-in targets advance value of yellow and green center targets.

4 Pop bumpers light in pairs not other high score.

Additional advances also scores special.

10 rollers with built-in pin targets.

Quality and Originality

D. Gottlieb & Co.

1460-50 N. Western Avenue • Chicago, Illinois 60651

MAY 14, 1966, BILLBOARD
PHILADELPHIA

Donald Grempans, who is associated with his father in vending machine operations, is heading for a No. 12 wedding in this beautiful June week in Gayle Cooperith, a member of the staff of the Philadelphia County Court. Robert F. Williams, who heads up the Wilkinson Vending Company based in the bordering Bellwood Hills, has expanded his operations to meet every requirement of the expanding Main Line suburban area from a single automatic vending machine to a complete automatic cafeteria.

- Harold Birenbaum, back from a Havana holiday with the minuets, expands his music to the neighboring Lower Town community.

- The recent passing of 53-year-old C. F. Payne was mourned by all who knew him. He was associated with the National Vending Service, Inc. and his name appeared in the May issue of the Retail Vending Guild.

- A. A. L. Reynolds, who operates the Flour Bar in the center of town, now that the city, have branched out into the cigarette vending machine business with their Pick-A-Pack Vending, Inc. that handles national cigarette machines.

MAURIE H. ROGODENBER

ST. LOUIS

Attending the Rock-Ola service school at Musical Sales, the firm's St. Louis distribution, April 4 were: George Brewer, Renner Amusement Co., Collinsville, III.; Lawrence Hilde, Hale Amusement, Fonto, Mo.; Eugene Zobin, Ams Machine Co., Chicago; Harry Bright, B. P. & K. Vending, Alton, Ill.; Emil Landwehr and Tom Clements, Adair, St. Louis; Larry Howard, Vending Equipment, Glen Carbon, II., and Mack Meiers, R. T. R. Sales, Inc., St. Louis.

Among the local school held on Musical Sales April 3 were: Warren Amusement, Rolla, Mo.; George Burrow and Ed Gill, St. Louis; and Junior Novelli, St. Louis; Al Marks, Al Marks Amusement, Webster Acres; Joe Shelton, Chicago; Grant Paar, St. Louis; Bill Bunning, Independent, Pine Bluff, Ariz.; Al Sheen, Sheen's Coin Vending Co., Collinsville; Joe Delano, Delano's, Collinsville; Indian, Collinsville; Mo.; Victor Ronen, Renner Amusement, Collinsville; Ill.; Hans Krietz, MARK Coin, St. Louis; Hubert Burnette and Harold Burrow, War Novelly, St. Louis and Tommy Trokey and Stanley E. Seer, Musical Sales, Inc., St. Louis.

Still one of the biggest one-stop in town and a mecca for many visiting operators is Originals with Dora Trokey and Rachel Harley keep things going for long-time one-stop operator John BEAU PAGE

- Expose Nat's Blue Sky Gyp

- Continued from page 60

- Hucksters' promises about investigator services generally were false.

- The hucksters had reportedly been selling the machines in Atlanta, Baltimore, Chicago, Minneapolis and various cities in the States of Arizona, Washington, and California before hitting Cleveland. There were indications that the smoothing-out gang was to expand operation in Ohio but were thwarted by the ingenuity of the operators' expose. The overseers of the local "blue sky" operation let town on the one-stop operator.

- The group's method of operation was to send advance forces to the area to "size it up." Then as soon as the machines were on the scene and flit from business to business, usually concentrating on service street.

- The hucksters' chief selling point, it was reported, was that ownership of the machines would increase location earnings for example, from 2 cents to 14 cents a pack on cigarettes.

- A Baltimore Better Business Bureau official stated as saying: "This is strictly a jack-in-the-box outfit, practically working out of the car."

- Liaison Committee Has Effect

- GRAND RAPIDS, Mich. — One of the recommendations made recently by the newly organized Kent County Vending Operators' Liaison Committee has been tentatively approved by city Health Department officials.

- The committee, in making several recommendations with regard to new Health Department ordinances, asked that the department assign a special inspector to handle all the operator post on each licensed machine his company name, address, service telephone and his health department number.

- The health department, which earlier planned to issue serialized machine stickers, color-coded to indicate size of fee paid, agreed to the recommendation. The health department will not likely act on other liaison committee recommendations until fall, according to Norm Levin, committee secretary.

- NAMA Issues Report; Has 1,500 Members

- CHICAGO — The National Automatic Merchandising Association released its annual report yesterday which keeps track record of the industry. The report shows attendance fell off from 10,011 individuals and 3,533 firms in 1964 to 7,509 individuals and 2,873 firms in 1965. Exhibitors dropped from 167 at the Chicago convention in 1964 to 125 at the 1965 session.

- Biggest Cigarette Shipment Gain in Year

- WASHINGTON — The biggest gain in cigarette shipments since March 1965 jumped 252 per cent over March 1964 was reported for February of this year by the Internal Revenue Service.

- Some 450,000 manufacturers shipped 42.289 billion cigarettes in the month compared to 46.2 billion in the previous year. This is an increase of nearly 10 per cent.

- Wometco Sells 55 Million Coin

- NEW YORK — Mitchell Wolfson, president of Miami's Wometco Enterprises, told the Society of Security Analysts here last week that the company is about to conclude an agreement with Prudential for a loan to purchase its own $25,000,000 of stock.

- The company, involved in television, movies and vending, is reportedly entering another new field.

- Penn. Association Elects Rosen


- Some 300 persons attended the meeting, at which the Council revised its dues structure in addition to electing officers and a board of governors. Duties for all members were reduced from $75 to $25. This $25 was applied to operating firms, for 3 employees, $15; 4 to 15 employees, $30; 16 to 75 employees, $50; over 75 employees, $200. The new dues become effective next year.

- Illinois Assn. Meets Friday, 13th

- CHICAGO — The Illinois Automatic Merchandising Council has been reorganized and will hold its next general meeting here this Friday (13).

- Purposes of the meeting is to adopt bylaws and elect a board of governors. The meeting will be held in the Continental Plaza Hotel at 8:30 p.m.

- Committee Says Markets a Market

- CHICAGO — "The growing enrollments in elementary and high school classes, the increasing numbers of families of low income, the large number of schools not under the federal subsidy programs . . . make schools a potential market for many of our member firms," said National Automatic Merchandising Association President W. T. M. F. Martin, in making known preliminary conclusions of an NAMA committee on school vending (March 31).

- Appointed in 1965, the committee is expected to come up with some information for operators later this year, Manning said.

- To Build a Pneumatic Vender

- TULSA, Okla. — A multi-purpose vender operated on the principle of pneumatic transportation is to be built here by a firm called Bratton Manufacturing Co.

- According to owners Lou and D. C. Bratton and Cliff Dorsey, they have been working for 22 years to develop a machine that it everything "from hobby bins to cigarettes to combos." Money will not return the cost of Bratton's new machine new to conveyer belt into a safe installed in the wall behind the machine.

- A $150,000 plant is under construction for the manufacture of the machine, with additional investments about $3,000 to $5,000 per unit and cost to operators to be from $5,000 to $8,000, depending on accessories.

- Public Relations

- Continued from page 65

- The service of the public relations offices and their public relations activities of any business. The article will probably be interesting to the editor departments, called "The In Basket," a grateful letter from a member of the industry.

- Detroit, Mich. — When the May edition of "Baltimore" is issued, it might contain in the public relations activities of any business. The article will probably be interesting to the editor departments, called "The In Basket," a grateful letter from a member of the industry.

- Baltimore whose sympathetic attitude toward the industry may prove very beneficial in long-range terms.

- How do you feel about the idea? When the May edition of "Baltimore" is issued, it might contain in the public relations activities of any business. The article will probably be interesting to the editor departments, called "The In Basket," a grateful letter from a member of the industry.
Extra-ordinary earners$$

Each Consolette is like having another phonograph at work in the same location. Each one makes it easier for patrons to spend. And Seeburg Consolettes get you into the big money with the highly profitable Little LPs. (Of course, they play singles, too—but Little LPs, at 25¢ a side, pile up income faster.) Consolettes generate extra play and give you the benefits of overplay. Make every location work harder for you with these handsome, personalized units. Available in chrome, and now in the new Antique Brown finish that harmonizes beautifully with wood paneling. (This is the color so popular in today’s high-style refrigerators and ranges.)

THE SEEBURG SALES CORPORATION, INTERNATIONAL HEADQUARTERS, CHICAGO 60622

Seeburg Stereo Consolettes

Proved 3 years in America’s top music income spots.
**SPOTLIGHT PICK**

**WONDERFULNESS**
Bill Cosby, Warner Bros., W 1624 (M); WS 1634 (S)

His new LP is again another hit value package of new and hilarious monologues by the comedy star currently monopolized at the top LP chart with three best sellers. This LP is re-recorded live at Hershey, PA. It’s long and heavy on the jokes, and the comedy is a little too fast, but the material is exciting. The hits are "The Playground," "The Curb," and "Chick-Dick T vi' I NEIA.

**POP SPOTLIGHT**

**HITS AGAIN**
Gary Lewis & the Playboys, Liberty LP 3483 (M); LST 7457 (S)

Boost the package on their latest single, "Surely," for another hit. The hit single "Surely" has been a big seller, and the other hits are "Fight," "I Love You (Baby)," "Raving," and "One Fine Day." Dealers will report rapid sales action on all LP chart winners.

**UP-TIGHT**

**THE FAMILY AWARD-WINNING SHADOW OF YOUR SMILE & OTHER GREAT TUNES**

Andrew Kostelanetz, Columbia CL 2467 (M); CS 9367 (S)

Andrew Kostelanetz’s rich and polished sound specializes in classic hit tunes. His LP, "Shadow of Your Smile," is a collection of hit songs from the 1960s. The album features hits like "My Girl," "Green Door," and "What a Wonderful World." It's a perfect choice for fans of classic pop music from the era.

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**CLASSICAL SPOTLIGHT**

**THE MUSIC OF ARNOLD SCHONBERG, VOL. 4, THE COMPLETE MUSIC FOR SOLO PIANO:**

Columbia A 121 (M); AV 121 (S)

Glen Gould, Columbia A 121 (M); AV 121 (S)

Gould exhibits the taste and technical skill he gave his previous recordings. "The Family," "The Sound of Music," and "Rhapsody in Blue" are among the highlights on this LP.