Capitol to Unwrap New Film Process

by ELIOT TIEGEL

Hollywood — Capitol Records is investing $1,000,000 in financing a new motion picture process, which “may change many aspects of the motion picture business,” reports label President Alan Livingston.

First use of the process, which Livingston would not spell out, is scheduled for use this fall. It is understood that the process will be used for films that have not been seen before the audience, but the company’s hesitancy to reveal details at this time.

You can say we are financing the development of a new process,” Livingston said last week. “Capitol has a ‘healthy percentage’ of the process, and I can’t say much about it with the idea and who signed the contract. What we are doing is discussing a script and ideas for the process’ utilization.

Called Exciting

Livingston called the film process exciting, but emphasized it is entirely a divergence apart from the record operation. Capitol will not utilize any of its artists in the new film venture, Livingston said.

Last October the company announced its entry into film through the formation of Tower Productions, which would then feature Capitol artists in films. The first project tied the Beach Boys, Capitol’s leading American rock ‘n’ roll group, with Steve Brody, former Allied Artists Pictures President. Two months later the Beach Boys’ film fell apart due to script trouble. The project remains shelved.

B. B. King has since taken on other assignments not involving Capitol.

The current film involvement took several months of negotiation. The entry of the major West Coast record company into the film business portends significant expansive thoughts. Capitol can now cater to an industry based in its backyard, voraciously seeking new ideas and money.

Capitol’s history and strength has been in its recorded repertoire. The company pulled out (Continued on page 16)

Texas ‘In’ As Breakout Spot

by CLAUDE HALL

Dallas—Texas has become one of the nation’s most important areas to the record industry, according to Alfred Muntz, COO of Capitol Records, which is making the record business in Texas so exciting.

Cook: Alan Livingston, president of Capitol Records, has proposed that the owner of a recorded performance should be entitled to a performance fee. As you know, the music publisher and composer receive performance fees from radio and TV each time a selection is performed, but the record companies and artists or arrangers receive nothing for their efforts in the way of performance fees. What are your views?

Rosengarten: There is no question in my mind that Mr. Livingston is correct. A recording is a property that is entitled to copyright privilege. A public performance of a recording should be protected. I would suggest to the owner the right to use his property. In many countries broadcasters pay performance fees to record companies, who in turn make provision for payment to the artists for the right to reproduce their copyrighted material.

Cook: During our visit to one of the music capitals of the world, London, we found a keen desire to raise the world-wide image of the record industry. It has been said that all recorded music is a form of culture and we should be proud of this creative art form. How are your views?

Rosengarten: You probably expect me to say that the Beatles and the Rolling Stones are (Continued on page 16)

EMI Forms Own Distrib Empire, Cites Item Control

by DON WEDGE

London—The need for the manufacturer to control his product right to retail level was behind EMI’s decision to set up its own direct wholesale distribution system. The present system whereby EMI sells rival Decca and other product (and vice-versa) has led to an insufficiently profitable operation. In the current months EMI could not survive as a record company if the system continued.

This was stated by John Frawley, new EMI chief, in an unusually frank paper, presented to highly critical dealers at the annual Gramophone Record Retailers Association conference held here this week. The current practice grew from EMI’s “awakening” a decade or so ago, said Frawley. “We had followed others too often, and decided to take matters into EMI’s own hands.”

The idea, according to Sir Joseph Lockwood, in 1961 EMI decided to enter wholesaling in a big way.

Every dealer’s service has improved. The distributors liked the move. The spot was lost an order if our van didn’t arrive 15 minutes before a competitor’s.

Unconcerned

“Tam not at all unconcerned, Salesmen were taking orders for rival companies,” continued Frawley. (Continued on page 19)
The sound is Nashville, the material is chart-proven, the singer is PAUL ANKA.

"I WISH"

C/w "I Went to Your Wedding" #8839

Enough said! Better order now.

RCA VICTOR

The most trusted name in sound.
**AF to Concentrate Country Pitch on a Few Key Artists**

**NEW YORK — Audio Fidelity's** southeastern territory manager will hinge on a carefully thought out campaign headed by Aubrey M. Turner, who will be concentrating on a few key artists, rather than on only a large stable.

"Key artist in the Little Darlin' (AF's country label) subsidiary is now Larry Paycheck. Paycheck has already hit the charts with three singles, and his first album will be out in June.

A good deal of Paycheck's future is hinging on the arrangement Paycheck made with Baldwin, the old-line piano firm which has made its own line of guitars. Baldwin will handle the marketing of the instruments in the territory. Instead of passing out guitars, Baldwin will loan sets of instruments to artists who use the instrument. Baldwin will concentrate on two or three artists who the firm thinks will make it.

Under terms of the agreement, Baldwin will store more products for Paycheck, and Paycheck will promote the Baldwin guitar on all his personal appearances.

Paycheck— currently touring the Southeast with a package, and a Southern tour with the Jayne Mansfield Show is in the works. In the planning stages is a single release for the Paycheck show. When Paycheck completes his tours, he will headquarter in Nashville with Mayne. The new Nashville offices will house the Baldwin salesmen, Mayne's promotion, Mayhem Music (BMI), Janon Music (ASCAP), and the Little Darlin' Music publishing.

Other artists on the Little Darlin' roster, who will come in for a heavy share of promotion, are Country Johnny Mathis, and Sam Teardrop, a recently signed artist whose first single will be out next month.

**Richmond Organization on 'Oldies But Newies' Swing**

**NEW YORK — The Richmond Organization** is on a revival kick. According to Happy Go-days, the firm that heads TRO's professional operations, three vintage songs, currently figure in the action, following the revival spurt of Petula Clark's "How Do You Turn Turn Turn?" by the Byrds recording for Columbia Records.

The TRO interests are getting another run with "Band of Gold" through Imperial Records' release by Mel Carter. MGM will release a new recording of the song which was a hit in 1967 under "Tracy's Theme" by Seth London this week. And, TRO is preparing a push on "I Believe in Miracles," a hit for the latter songwriter by the late Sam M. Lewis, with music by Pete Werning and George W. Meyer. TRO has licensed the song through a Virginia firm to an independent. The song appears to be a hit.

**DEPARTMENTS & FEATURES**

**Radio-TV Programming** 45 
**Classical Music** 46 
**Radio Rating** 52 
**International News Report** 97 
**Country Music** 45 
**Bill Vanden 54 
**Tape** 55 
**CAR Audio Section 56**

**FEATURES**

**Vox Jot** 51

**RECORD REVIEWS**

**Singles Reviews** 18, Album Reviews ...59, and Back Cover

**RECORDS**

**Kansas City**

**WASHINGTON — A bill to allow copyright owners of musical and other artistic works to claim capital gains tax rates on sale or transfer of one copyright property a year has been introduced by Rep. Theodore Kupferman (R., N.Y.). Representative Kupferman replaced former congressman, now New York's mayor, John Lindsay, as spokesman for New York's famous 17th District, center of theater, broadcasting, music and all the arts.

"This bill is an attempt to establish capital gains status to the transfer of all or substantially all of the allowable copyright or music ownership, even if payment for the copyright holder is made periodically or contingent on further use of the property. Under the 1954 Internal Revenue code, sales of copyrighted material are automatically treated as capital gains.

"Representative Kupferman, former chairman of the Copyright Committee of the Special Association of New York, is a member of the U. S. Copyright Society, told fellow congressmen that the bill would be of material importance because "it is hard to escape the currently prevailing discriminatory tax rates. A similar sale of stock held six months would be taxed at the mid 25 per cent rate. Inventors and patent holders are also allowed the low capital gains rate."

"Representative Kupferman outlined an example of an author who could be affected. A writer who had placed a copyright on several books in stock to another. If each realized sale prices of $100,000 on their property, the stock-owning nephew would pay only $12,500 tax at capital gains rate. The copyright-owning nephew would pay about $70,000 at income tax rates—a difference of $57,000 in taxes.

By CLAIRE HALL

**NEW YORK — Although one of the hottest labels in the business recently lost its original leader, Christie, Herman's Hermits, and the Animals and the Righteous Brothers, \( \text{MGM} \) has established an extensive pop artist-building program to ensure its success.

Mort Nasatir, president of the record company, told the Associated Press that Wilson is now responsible for 23 artists, a number that Nasatir says is more being signed almost any day. Besides acts like Connie Francis, the Animals, and Sam the Sham, Wilson himself— he's just signed the Willows, possibly the first blue-eyed soul band. Other \( \text{R&B} \) acts recently acquired by the label include the Chartbusters and the Dinos. We hope these acts will give us a comeback in the field, Wilson said.

Clarke Ward signed an artist who had just signed onto the company's Blue Verve label. Michigan Wilson's an LP release will be pop records with rock flavor; Charlie Colloredo, who signed the roster includes the Emotions, Roy Ayers, Gil Blandings and Freeda Payne.

To help handle this huge amount of work, Wilson has created the special position of production assistant. Filling this position so far are Bob Slater, the manager of another production assistant, and Bob Slater, the manager of another production assistant.

**EXECUTIVE TURNTABLE**

Morty Kline is now vice-president of the Music Corporation of America, an MCA wholly owned subsidiary. Kline, a 30-year-old former MCA executive in the record business, started the Record Supply Division of the company and helped establish distribution firm to Marcon in 1963. Kline's new post is that of expanded operations for the Marcon distribution firm.

**U.K. Payroll Tax Hits Industry, Aids Another**

**LONDON—Some factions of the British music industry are in turmoil following the announcement of a hefty payroll tax by Chancellor James Callaghan in his annual budget statement. This was to be used for the introduction of $182 annual tax on payroll in the distribution industry.

What is not yet clear is how widespread will be the interpretation of a "manufacturing company" for the purpose of the tax, which makes the tax payable on any products placed on industry by the long-established sales tax.

What is not yet clear is how widespread will be the interpretation of a "manufacturing company" for the purpose of the tax, which makes the tax payable on any products placed on industry by the long-established sales tax.

**Expansion by Handleman Is Still Pending**

**DEPTOIT — Reports for expansion of Canadian interests by Handleman Co. have not been completed, president Paul Handelman told the \( \text{Billboard} \). Handleman owns 60 per cent of the Canadian Handleman & Co., Ltd., a company that supplies to the retail record business.

"The biggest expansion we have made was the purchase of the Record Concessions Ltd., as shown by the last annual report. Re- ported change in our relations to the supply to acquisition of balance of ownership. They also own 100 per cent of Handleman Drug Co. of Canada Ltd."

Paul Handelman's expansion plan would have nothing to do with expanding the retail record business. Instead, the president, it is feared, is interested in diversification.

"Handleman closed its Cleveland office, which handled the American operation, American Distributors, the first of the new companies, after the record rack jobbing business in Cleveland will continue as before, locally administered.
Chappell Ringing in New Pop, Pub, and Special Project Fronts

NEW YORK—Louis Dreyfus, the manager of Ozark Publishing's subsidiaries, has announced a record label on the drawing boards. At the moment, he said, it is a “hanging” label of many of its more popular songwriters.

Following this, Dreyfus has a record label on the drawing boards. At the moment, he said, it is a “hanging” label of many of its more popular songwriters.

Beyond this, Dreyfus hopes to do more business with non-English-speaking producers. In this context, Dreyfus stressed that the Chappell doors are open for both writers and producers.

In addition to the developing picture on the pop front, he has also recently added Arch Lustberg as vice-president of operations. Lustberg, a former TV producer at ABC-TV, is expected to focus on the company's efforts to create new formats for the television producers of new ideas for all types of television content.

A&R Management

New York—With the ever-growing strength of indie record companies and the increasing number of majors dealing with them, A&R men are being placed more firmly in the hands of creative administrators as well as producers.

A&R men are thus at the executive level, said Hal Mooney, A&R director of Mercury Records, the growing indie producer trend has been recognized by many of the majors.

But now, A&R men, while still being able to produce the record sessions of established artists and such special projects as the recording of a hit album, also have other chores.

The A&R man is now supervising the creation of new albums, as well as a producer himself. Mooney, whose talents include music direction, scoring, and nearly every kind of writing, has been known to produce an album with the Staymen.

His greatest hit, the Staymen's second album, has been a major hit for Mercury, and his work has been praised by critics.

In addition to his work as an A&R man, he has also been involved with the New York office. He has arranged and conducted record releases for artists such as Dinah Washington, Sarah Vaughan, and the Four Tops, and the Platters.

He graduated to the A&R sessions, he is currently managing and conducts these sessions.

Roulette Buys Mardi Gras

NEW YORK—Morris Levy, president of Roulette Records, has announced the acquisition of Mardi Gras, Gin, and the Siren. He is presently negotiating for another record company, which he estimates will be one of several in the coming months.

Mardi Gras Records features performers from many countries, including Argentina, Brazil, Panama, Puerto Rico, Columbia, Peru, Mexico, and Tico. Levy will also sign new acts to his label.

The purchased only a couple of months ago, Alege Records has already grossed three four or five times more this year, according to Levy. He has signed several new acts, including Ricardo Ray, Gilberto Monroy, Los Mayoneses, and the Cochranes.

The Latin American business has been very successful, according to Levy. "I've got several albums on Tico and Alege that I feel are selling as well, if not better, than many of our English-language albums on the market today."
Look Ma, another "Flowers on the Wall"!

The latest hit-size single by The Statler Brothers: "The Right One" c/w "Is That What You'd Have Me Do"

And The Statler Brothers' album, still going strong.

Where the action is.
On COLUMBIA RECORDS

What more could a mother ask?
United Recording in WB-Reprise Future?  

LOS ANGELES — Warner Bros. is planning United Recording, a key Western studio rental concern, as part of its extensive deal with Reprise. Internally, the Burbank company has been working on the necessary staffs and now completely occupies a building across from the main studio lot on Warner Boulevard.

Ed West, vice-president and treasurer of United, has looked at United, which gets the bulk of its recording activity dollar, but that no deal has been consummated. He did not want to comment on any proper terms could be worked out, though a deal would go the acquisition route.

The executive explained WB was looking to acquire firms connected with the record industry, writing facilities, and that there were advantages in owning a recording studio. "The idea of owning facilities as we grow, may give us better use of them," he said. WB maintains one of United's main Sunset Boulevard recording facilities among the busiest of the independent rental facilities.

Internally, WB has built four offices for a group and a large suite of offices is the main floor of the two-story building it occupies. The street space was formerly allocated to

StermonDisk Incompatible With U.K. Experts' Thinking

LONDON—The early prospects of a fully successful compatible stereo-mono record—remote—at least as far as Britain is concerned. This is the opinion of an expert technical panel including Arthur Hiddy of Decca and EMI's Dr. G. F. Dutton. They discussed compatible prospects at the recent Gramophone Record Retailers Association conference. 

Haddy said that the acceptance of a compatible record in Great Britain would have to be done in different market conditions. There, manufacturers had given a great deal of thought to the use. Some 4.5 million pick-ups are sold in Germany, of those, only about 470,000 had insufficient vertical compliance.

Pickup Out of Time

In Britain, he said, the pickup situation was not so bad—the proportions might even be reversed. Equipment in common British use had left too much track jumping. He suggested it was more likely that the pickup manufacturers, not the record manufacturer who had to provide the compatibility, sales.

Pointing out that the industry has had difficulty in getting acceptance for compatible records, he said at last year. Dutton said he would have to lose any information on the disk contained. This would be the chief advantage of a compatible record, that it would allow better cartridges were. He would welcome dealers' pressure on equipment manufacturer, but as far as the disk itself was concerned, he was not the word that should be used.

President Reg Reed said he appreciated the "first clearly understandable presentation of the problem." He recommended dealers to pressure cartridge manufacturers. Large parts of the public were not so enthusiastic about a compatible disk, but they would not take track slapping, he said. He called on the Congress of Associated Recordings, an independent already issuing compatible records, that ARK had found low modulation disks were a serious problem. They found difficulty with a few titles and re-pressed these separately in mono and stereo versions, he said.

MPPA CHANGES NAME TO NMPA

NEW YORK — The Music Publishers' Protective Asso. has changed its name to National Music Publishers Assn., Inc. This name has been in use for the past 49 years. In announcing the change, Ardie T. Billings, president of the Association, said, "The name which we have written a 49-year period...development and progress is one of which we are proud. It is no longer appropriate in these days and in the light of our present responsibilities and accomplishments. National Music Publishers' Association as we feel, a more fitting and meaningful designation for our Association in the mid-1960s and in the light of our future plans and progress."
The Sound Of Excitement!

Wilson Pickett

NINETY-NINE AND A HALF
(Won’t Do)

Atlantic ‘2334
The link between a person's heritage and his music is remarkably clear in the case of pianist Horace Silver and his "Song for My Father" and "Cape Verde Blues" albums. Both products are inspirations of the son for his father. Silver's father migrated to the U.S. when he was 21 from Malta, a Portuguese colony in the Cape Verde group of small islands off the West Coast of Africa.

The senior Silver settled in Norwalk, Conn., as unlikely a place for a Portuguese fisherman to settle in as any. When other Portuguese settled in the New England cities of New Bedford, Mass.; Providence and Brooklyn, an Eastern Portuguese "colony" was established as the center of Portuguese native culture.

As a result of their maintaining a link with their own heritage, the Portuguese Americans, as they are always described, will gather their native folk songs in their new homes. "I remember, as a boy my father would play the accordion for a crowd in our house," Silver says. "They'd get their musicians and play string music.

Silver, who was born in the U.S., had developed a love for jazz in high school. "If my father would ask me why I didn't take the Portuguese music and make it jazz, I said it was too square. I think, what really turned me onto my heritage, was a violinist I took three years ago to Rio. I stayed there six months. I'm getting a lot of inspiration from the South American music.

For Silver, a 10-year pact with New York-based Blue Note Records made his dreams a reality. He has been among his most popular and successful. "I've always been crazy about Latin music," the pianist noted, "especially rhythmically." Silver says that the curious frequency of his new music is "boring. The Brazilian music—here the rhythms and harmonies are constantly going. The Brazilian composer has taken American jazz harmonies and mixed them with his own rhythms."

This mixing is the reason, according to Silver, why Brazilian composers have written so many beautiful pieces. Harmonically, he says, "it's very easy to turn a lot from us.

Silver admits a yearning to play in Portugal but doesn't think a trip would help him because "it lacks a calling in this romantic country."

For the past 10 years Horace has led his own group. For a good part of his professional life he has been a songwriter and estimates he has 100 tunes in his Hancock music company. Among his most famous are "Seren Blues," "Dodolud," and "The Preacher," which has been a very popular funky quality. Today, "the point is to be head of a business enterprise called Silverland. I'm a musician enjoys tilling his companies to the best of his abilities (backwards)." Silver operates his own record label he has his own accountants to keep the books singing. All of the sidemen get the same salary.

Almost 85 per cent of Silver's nightclubs book centers around his own compositions and if a recent Muscle Shoals, Ala., and Holly- wood is any barometer, the cove and minimum crowds dig his dispensation.

When Horace has a sideman he looks for them in places where he can play in different veins—"bluesy, funky and hip," he says. Horace's versatile "offers a little more than any other sideman," he is known for his piano style. Silver can play a fret of the saxophone, learning the instrument he claims, because it was obtained fairly in high school and could earn the student extra points by qualifyng him for the band.

Silver's well-rounded fullness was probably the reason he landed a lucrative. TV commercial writing job, which led him to create this new area of expression for the first time. "The commercials were done in Seattle when adman Gay Durman, of the Martini agency, called me. I thought I wanted as original a mobile, but Gay said he wanted to do the TV theme kind of funny. T'S theme is far from funny, however, I wound up writing a 3/4-time arrangement which came out that way."

The music ran for two years, and book Horace two days to plan it out.

Asked to comment on the current long-standing top 40 tunes, Silver answered that there was great material in the pop bug, "But everybody's doing that, so it just seems so different." In Silver's case, different means uninteresting to him. His two chart albums, "Song for My Father" and "Cape Verde Blues" are different, not of the same style, but of different genres.

If in Silver's case, different means interesting to him. His two chart albums, "Song for My Father" and "Cape Verde Blues" are different, not of the same style, but of different genres.

Malick Expands

AKRON, Ohio—Malick Productions has entered the production of records for the Lebanese market. The label benefited the National Foundation on the Arts and Humanities.

NEW LOOK FOR 'FANTASTICKS'

NEW YORK—MGM Records is re-packaging the off-Broadway musical album, "The Fantasticks," for release in the form of an album. "This was made shortly after the opening in May, 1960. The show contained the original music for the show at the St. Playhouse. The hit single, "Try to Remember," has been recorded by many singers and groups and has been featured on television specials.

ATLANTIC RECORDS gave a party in honor of Percy Sledge, who is using Atlantic Records. "When a Man Loves a Woman" at New York's Preludes Club. Shown here, from left to right, are Sledge; Quin, disk producer; Jerry Wexler and Neshaki Ertegun, Atlantic vice-presidents.

MGM is Honoring Cardinal Spellman

NEW YORK—MGM Records is releasing a special album in honor of Cardinal Spellman's 50 years as a priest. Merv Griffin will narrate the comments of the two cardinals, Spellman's speeches, sermons, and official pronouncements, plus providing descriptions of events in which the Cardinal participated. MGM also offers "Cardinal Spellman," arranged for the album theme, "Holy, Holy, Holy," the opening of the book of New York. Part of the money from the album will go to the church.

Music Book's New Chapter

CHICAGO—Billboard's book about the music industry, "This Business of Music," may play an important part in a forth-
WE'RE STARTING TO HEAR FROM YOU! YOU'RE GONNA HEAR FROM ME!

b/w Lonely As I Leave You K-13477
Produced by Pat Costa

IS BUILDING STEADILY INTO A BIG HIT SINGLE!
Texas Now the 'In' State For Record Breakouts

* Continued from page 1

a new record exposed on the air. Too many record companies still are," he said, "and I'd like to make that successfully.

"Texas, Oklahoma and Louisiana have become more and more important. The reason is that there are more secondary radio stations here that are willing—even expected—to play new records. These are the stations that are now setting the pattern for the stations in major markets to follow."

This week, Billboard lists five records as regional breakouts in Texas—Four in Dallas-Fort Worth and one in Houston: Younger Girl," by the Honorells on Mercury; "Didn't We Have A Good Time," by the Mystics on Dot; "Sweet Pea," by Tommy Roe on ABC-Paramount; "All These Things" by the Uniques on Paula, and "The Last Thing on My Mind" (the Houston entry) by the Womennolks, on RCA Victor.

Heavy Airplay

Columbia has brought about several hits recently in the Texas area... use heavy airplay in Texas to boost records on to fame. A current succes

in "Red Rubber Ball," by Cylke, this week No. 90 with a score of 12 in the Billboard's Hot 100 chart. The Peaco Seco Singers' "Time of My Life" on Columbia broke in San Antonio; but Houston and the Dallas-Fort Worth area are considered to be the springboard or launching platforms for many other records. Although "Flowers on the Wall," by the Statler Brothers broke in Kansas City, it was the promotion received in Texas and the heavy work of the Columbia branch's promotion men that boosted it on to national hit status. "Tippy Toe-ting," by the Harden Trio was launched primarily in Houston and Dallas and it was both a country hit and a big Hot 100 single, reaching No. 44 on Billboard's Hot 100 chart. "Pin the Tail on the Donkey," by Paul Peck is a big regional record.

The Columbia branch maintains resident promotion men in various Texas and Oklahoma cities, including San Antonio, Tulsa, Oklahoma City, Salinas still call upon radio stations with records because Rieland feels they can be used to improve programs and make directors about

...what's happening with product. "There is more direct contact and our resident men, we keep them informed on what's happening in this area."

Other labels also have been able to successfully reach the radio stations in the Texas area. "Elvis," by Dallas Fraser on Cap
tioned Records has been a big hit on radio stations in Houston and New Orleans. By Tommy Roe on ABC-Paramount Records, in Billboard's Buffalo Under, and a regional breakout this week, is a big record in the Dallas-Fort Worth area. O. C. Smith's "That's Life" was big in Houston. "I See the Light," by the Communards, got by the Five American, broke first in Dallas and Fort Worth.

Electrographic, TV Producer to Merge

NEW YORK—Video Pictures, Inc., producer of TV commercials; and the Electrographic Corp., which services the graphic arts and advertising industry, have announced they will merge.

One of the engineers of the merger is Larry Kanaaga, Electrographic vice-president, and former chief engineer of RCA Victor vice-president and gen-
eral. Kanaaga said that the merger represents the first major step in the development of an industry that must be set up to benefit our clients by offering an integrated graphic design and printing service to the communications industry as a whole.

Johnny Mathis

* Continued from page 4

solo in his singing ability. And that's enough.

Mathis scored most heavily with the "La Mancha" medley and with "Maria" from "West Side Story." He delivered the latter with a depth of understand-
ing that few artists can match.

He and takes done-to-death standards like "Shuffle of Your Smile," and makes them sound like they're being sung for the first time.

Working with the Young Generation, Mathis came through with a number of "Downtown" and "Chim Chim Cher- reh." Working with his own generation, working on its own, was impressive with "Hey Look Me Over!"

AARON STERNFIELD

EMI Forms Own Distrib

Empire, Cites Item Control

As EMI's distribution turnover has been rising, the company's profit has nearly doubled. We see fierce competition in the years ahead. Retail prices are likely to rise, but we believe the company's position is strong. Our own distribution system is adequate. We will continue to increase our world-wide distribution facilities.

CHECKER, C-P-Tiff Over; Record Set

NEW YORK—Chubby Checker and Cameo-Parkway Records have patched up their differences, and the artist will cut his first release in months in a couple of weeks.

The tiff, which had been going on since last year, involved the payment of money which Checker maintained was owed to him. Al Rosenhal, who was recently named C-P executive vice-president under the new management, was able to effect a complete settlement to the entire satisfaction of both parties.

Checker's heyday began in 1961 when he introduced "The Twist," with the label's rise coinciding with the growth of the rock and roll craze. He last hit the charts with "Let's Do the Freestyle."

Roulette Acquires

"Handy Panky" Disk

PITTSBURGH—Roulette Records last week purchased "Handy Panky," featuring Tommy James and the Shondells. The Snap Records single was a breakout here, reportedly selling 28,000 copies in 10 days. Negotiations for the master were handled by Red Schwartz, national promotion chief of Roulette, with Bob Mack, who moves a group. Mack operates 11 teen-oriented nightclubs here.

The T.M. & S. Music copyrighted tune was released two years ago, but didn't happen. Red Fox bought a job lot of the single and immediately moved action from them, and had to press more. Other action is reported in Cleveland and Memph-

NEW YORK—Peer-Southern Productions has sold the master of "Shadow of Your Smile," b-w "Everybody's Got a Home But Me" to Dot Records. The deal was negotiated by Billy Walters of Peer-Southern's West Coast office.

BRENDA LEE, 10 GOLDEN YEARS-- MAY 28

It's hard to believe that Brenda Lee is 21 years old already. It seems like only yesterday when... . . .

. . . Well, read it all in the report of Brenda's luminous career in the Anniversary in Show Business Feature--
the first big hit of summer breaks out of memphis

"high school days"

brian stacy

atco 6418
Available in the Munz Stereo-Pak Cartridge Library

General Recorded Tape Hires
Hershfield in Expansion Plan

SUNNYDALE, Calif.—Herb Hershfield, formerly Ampe-
son Stereo Tape's national sales manager, has been hired
by General Recorded Tape as sales manager. This expansion
deployed in the duplication field. The Alan Bayley-headed
company has Hershfield traveling the country setting up au-
tomotive facilities and forming a new recording and duplicat-
ing setup. Hershfield moves here from Chicago at the end of
the spring school term.

GRT has additionally selected 10 new distributors and 12 com-
mando dealers for its present line of cartridges. It is cur-
cently duplicating 21 labels simultaneously with three
others.

An aid to dealers, GRT is developing a "polyv groove" pack-
for cartridges. Bayley explains the wire pack is 5 feet
tall and mounted on the floor on a counter once its legs are
detached or hung on about eight, it will be available within
a month through GRT distributors.

Holds 210 Tapes
The new structure holds 210 cartridges and is opened only
by a store employee. Tapes may be inserted anywhere in stop
way, both systems allowing for simple identification and in-
ventory. Each pack will be offered full of tape or empty.

Bayley indicated he was ne-

gotiating with two labels for
contract business. He has just released his first 28-track
cartridges, based on records of
from Amy, Arco-Atlantic, Bang, Bell, Cima, Decca, Danc-
mand, Mala, Moonglow, Musi-
land, New Voice, Scepter, Star-
day, Stax, Vee-Jay, Vee-Jay and
Bayley foresees the duplication
end of the cartridge busi-
ness growing for a small
number of labels, but working with the modern audio
medium. "The trend is for a company to pull out its licenses," he
said, "and if to pay a number of duplicators the business on a
common license basis.

Not quite one year old, GRT started duplicating 4-track car-
ridges April 1, having started in reed reproduction. GRT's
duplication process involves a full "pan-
cake" of tape and then loading this tape back into the machine.

Cap, Duplication Machinery
Being Set Up at Plant

JACKSONVILLE, Ill.—Capitol has begun installing high-
speed 8-track tape CARTRIDGE
duplication equipment in its fac-

dory here. A 35-year-old senior executive with the company's Los Angeles
factory, has been named here as manufacturing superintendent of
the tape duplicating oper-
ation. The equipment being manufactured for Capitol by several compa-

nies.

A mid-August date for the complete installation of duplicat-
ing machinery is reported. Once in operation, the equipment will be fully
operational, the plant, which
is currently in use, should add additional speed to tape production line operations.

The $2.5 million plant, opened in July 1965, is considered the
firm's West Coast facility and offers room for expansion and an
eidentally central shipping point.

Steejay to Handle
Lear-8 Players

NEWWARK, N. J.—Steejay, Inc., has been set up to dist-
ibute Lear-8 cartridge players in the New York
metropolitan and northern New Jersey
area. Barry Koenig is president and Joel
Koensig, vice-president of the new company. Both are head Chancel-
ler Electronics, selling this electronic

lucky break was

right.

FOLK, AVAILABLE

8 THORN, 182
31 THE SONGS OF
99 TRIN
101 I STARTED AS A CHILD
107 ARTHUR BRESSY
108 THE BAND
114 THE SOUL OF
122 I'M THE ONE WHO LOVES YOU
125 THE LOVE YOU SAVE
128 LOOK AT US
134 THE BEST OF THE THIGHTHRU BROTHERS
135 THE KUNG KONTROVERST
136 I SEE THE LIGHT
140 UNFAIR
141 SOLID GOLD SOUL
142 ROY ORBISON'S GREATEST
143 FOR ANIMALS ONLY

911 MY LOVE
922 HOUSTON
929 SEE WHAT TOMORROWS
99 TRIN
131 IT'S A LONG WAY TO
132 I'M SORRY FOR
137 THE JOLLY BUS
138 JOE THE BEAR
139 THE WAY YOU
140 UNFAIR
141 SOLID GOLD SOUL
142 ROY ORBISON'S GREATEST
143 FOR ANIMALS ONLY

FROM THE WORLD'S LARGEST LIBRARY OF CONTINUOUS 4 AND 8 TRACK STEREO CARTRIDGE, INCLUDING THE ENTIRE ROCK, FOLK, JAZZ, POP AND CLASSICAL CATALOGS OF 65+ MAJOR LABELS! OVER 40,000 ALBUM SELECTIONS - FROM 2,000 ALBUM CARTRIDGE LIBRARY

TAPE CARTRIDGE

Top LP's

Billboard Chart

Position: 5/21/66

No 1 If You Can Believe Your Eyes and Ears
170 ROLLING STONE
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITHERS
114 BILL WITH
United Artists Records is pleased to announce the first release of Miss Shirley Bassey under her new, exclusive recording agreement.

Miss SHIRLEY BASSEY sings "Don't Take the Lovers; From the World" more than a song, more than a recording... an emotional experience.

UA 50031 / Produced by Jack Gold / Arrangement by Arnold Goland
ATTENTION:
MANUFACTURERS OF PRE-RECORDED TAPE, REEL-TO-REEL, 4 AND 8-TRACK CARTRIDGES.

THIS IS YOUR FREE MISTAKE PREVENTION KIT

FOR NORTHERN CALIFORNIA DISTRIBUTION

CALL US! WRITE US!
TAPE DIVISION
33 GOUGH ST.
SAN FRANCISCO
CALIFORNIA 94119


CALECTRON
(Salesmen and warehouses in Sacramento and Fresno as well as San Francisco)

TAPE CARTRIDGE

Rosengarten: View From Abroad

- Continued from page 1 -

a bunch of noise. Well, I don't say it. These groups and Bob Dylan and most of the young artists on records today have a lot to say. They are communicating to the world the attitudes and emotions of youth. It is the expression of our youth, their protests and their desires what make the folk music of today. Of course, the great operas, the classics, the motion picture scores and great original cast Broadway and London shows, the folklore of country music and of rhythm and blues music are all expressed on records and contribute a great deal to our culture. The music business can be proud of the role it plays in bringing so much pleasure to so many people. The record industry should launch a world-wide campaign to let the public know all of the excitement that is contained in recorded form.

Cook: Speaking of recorded forms, what are your views on the stereo tape CARtridges?

Rosengarten: I believe this to be another market for recorded music. In America, you had a great advantage of the Ford automobile company promoting the pleasure of stereo music tapes. It is our hope here that some of the American automotive firms will urge their European partners to promote the extra enjoyment that auto stereo can bring to the new car buyer. At present, here in Europe, we have two non-compatible tape systems. This is not good for the music industry. We can only hope that it will not be too long before one system is acknowledged to be best and will be adopted by the entire industry.

Col.'s Greater Hits

- Continued from page 4 -

signed a 6" x 6" cork-bottomed ceramic-tile trivet featuring the covers of various "Greater Hits" LP's. This ceramic-tile trivet will be distributed to disk jockeys and Columbia dealers throughout the country. For special in-store broadcasts, Columbia has prepared a series of tapes which feature vocal-cuts of various artists advertising their respective "Greater Hits" LP's.

Columbia has also created a special radio station presentations box which will be sent to disk jockeys on Columbia's Subscription Service Plan. The presentation box contains the new "Greater Hits" releases, plus a brochure listing all of the other LP's in the "Greater Hits" catalog. These albums may be purchased by subscriber radio stations at a special dollar-on-album rate. To complete the merchandising-advertising campaign for the "Greater Hits" promotion, Columbia has prepared a series of 300, 600 and 2,400-line ad layouts, complete with headlines, artwork and copy.

C-P Production Deal

NEW YORK — Cameo-Parkway has signed a production agreement with Ramot Enterprises, Bloomfield, N. J. The deal calls for the release of all Billie and Lillie records produced by Ramot through C-P. Negotiating the arrangement were Neil Bogart of Cameo and Tom DeCicco of Ramot. The initial release, "Nothing Moves Without a Push," will hit the market next month. The act is touring the country to promote the record.

Cap Film Process

- Continued from page 1 -

of a side venture in electronics equipment. In April 1964, three years after it began domestic distribution of EMI tubes, TV cameras and video tape. The electronics wing had acquired two additional firms which handled video tubes and pushed traveling wave tubes. All these products were sold to two California companies.

Complementing its recorded catalog, Capitol sells a line of phonographs, distributes Hohner harmonicas and has an extensive catalog of reel-to-reel tapes and will shortly unveil stereo tape tape

Ray Lawrence Firm

HOLLYWOOD — Ray Lawrence has opened a marketing and merchandising firm here. He will specialize in promoting records and servicing rack jobbers, one-stops and retail record outlets. His first clients are Hickory Records, Musicor Records, Tower Records and Masters Releasing, Inc.

Lawrence has been with Record Merchandising of Los Angeles, Colpix marketing director, and head of Caston's Los Angeles office.

Oldies But Newies

- Continued from page 3 -

trolls the Lewis interests in the song, through its Creswell Music Firm.

Godoy has sent dubs of the original Warner version to a number of record companies this week. The Warner name, which has been absent from the music business scene for some years, came to the fore recently through the Lovin' Spoonful's click version of "Daydreams." CARtridges. Its record club activity competes in this field.

When Answering Ads . . . SAY YOU SAW IT IN BILLBOARD

THIS IS AN AUTOSTEREO WARRANTY

AUTOSTEREO, INC. 1497 KESWICK STREET
VAN NUYS, CALIFORNIA 91405

WORLD'S LARGEST MANUFACTURER OF CONTINUOUS-LOOP STEREO TAPE DEVICES

MAY 21, 1966, BILLBOARD

AUTOSTEREO, INC. 1497 KESWICK STREET
VAN NUYS, CALIFORNIA 91405

WORLD'S LARGEST MANUFACTURER OF CONTINUOUS-LOOP STEREO TAPE DEVICES
WORLD PACIFIC'S BIG
5
BIG ALBUMS • BIG DISPLAYS • BIG SALES!

WP-1843/WPS-21843

WP-1844/WPS-21844

WP-1845/WPS-21845

WP-1435/WPS-21435

WP-1842/WPS-21842

Copyrighted material
WILSON PICKETT—NINETY-NINE AND A HALF (Prod. by Steve Cropper) (East-Peoria, BMI)—Hot follow-up to his “634-5789” smash is this wallin’ blues rocker which will hit hard in both pop and R&B markets. Flip: “Danger Zone” (East-Coil lion, BMI). Atlantic 2334

THE GRASS ROOTS—WHERE WERE YOU WHEN I NEEDED YOU (Prod. by Sloan & Barri) (Tread- dale, BMI)—Great folk-rock tune from the pens of P. F. Sloan and Steve Barri is given a roaring, big beat treatment by the exciting group. Could go all the way. Flip: “These Are Bad Times” (Tread- dale, BMI). Dunhill 4029


LESLEY GORE—OFF AND RUNNING (Prod. by Quincy Jones) (Columbia, BMI)—Upbeat lyric rocker has exciting instrumental production backing and excellent vocal work. Aimed at the teen market, the disc should surpass her “Young Love” single. Flip: “I Don’t Care” (Buffée, BMI). Mercury 72589

ANDY WILLIAMS—HOW CAN I TELL HER IT’S OVER (Prod. by Robert Mersey) (Columbia, BMI)—The Mann-Weill ballad rocker gets an exciting, commercial performance by Williams for a top-of-the chart entry. Flip: “The Summer of Our Love” (Burnaby, ASCAP). Columbia 43659

THE VENTURES—COMIN’ HOME BABY (Prod. by Joe Saraceno) (Coli lion, BMI)—Top teen dance beat disk from the seasoned musicians should fast replace their “Secret Agent Man.” Flip: “Blue Star” (Victor Young, ASCAP). Dolton 320

EYDIE GORME—IF HE WALKED INTO MY LIFE (Prod. by Mike Berniker) (More, BMI)—Beautiful lyric ballad from the new Broadway musical, “Mame,” should put the songwriter well up on the Hot 100 chart. Flip: “Tell Him I Said Hello” (Westside, BMI). Columbia 43660

THE PACKERS—PINK CHIFFON (Prod. by Hanna-Barbera Prod.) (Workout, BMI)—Exceptional instrumental number in the vein of their “Hole in the Wall” smash should be equally successful. Flip: “Brondocks” (Workout, BMI). Imperial 4786

IKE AND TINA TURNER—RIVER DEEP-MOUNTAIN HIGH (Prod. by Phil Spector) (Trio, BMI)—Exciting dance beat production back a wallin’ Tina vocal on a solid rock tune penned by Barry and Greenwich. Flip: “I’ll Keep You Happy” (Mother Bertha, BMI). Phillips 131

JESSICA JAMES AND THE OUTLAWS—WE’LL BE MAKIN’ OUT (Prod. by Bob Guadio) (Saturday, BMI)—Exciting new group has a strong chart contender in this Crewe-Guadio tune with solid dance beat production backing. Flip: “Lucky Day” (Saturday, BMI). DynaVoice 220

CRISPAIN ST. PETERS—THE PIED PIPER (Prod. by David Nicolson) (Robbins, ASCAP)—Currently topping the British charts, the disc should be equally successful in the U. S. FFlip: “Sweet Dawn My True Love” (Gallito, BMI). Jamie 1320

BUZZ CASON—TH’ GOOD SIDE OF JUNE (Prod. by King and Cannon) (Rising Sons, BMI)—Off-beat music ballad melody penned by Cannon could be the sleeper of the week. In the vein of the Spoonfuls’ “Daydream.” Flip: “Come to Me” (Music City). Monument 938

THE SPIDERS—HOW COULD I FALL IN LOVE (Spector, BMI)—Top Japanese rock group makes an impressive direct debut in the U. S. with this up-tempo lyric ballad sung by the septet in English. Flip: “No No Boy” (Spectorious, BMI). Phillips 40363


LESLEY GORE—OFF AND RUNNING (Prod. by Quincy Jones) (Columbia, BMI)—Upbeat lyric rocker has exciting instrumental production backing and excellent vocal work. Aimed at the teen market, the disc should surpass her “Young Love” single. Flip: “I Don’t Care” (Buffée, BMI). Mercury 72589

ANDY WILLIAMS—HOW CAN I TELL HER IT’S OVER (Prod. by Robert Mersey) (Columbia, BMI)—The Mann-Weill ballad rocker gets an exciting, commercial performance by Williams for a top-of-the chart entry. Flip: “The Summer of Our Love” (Burnaby, ASCAP). Columbia 43659

THE VENTURES—COMIN’ HOME BABY (Prod. by Joe Saraceno) (Coli lion, BMI)—Top teen dance beat disk from the seasoned musicians should fast replace their “Secret Agent Man.” Flip: “Blue Star” (Victor Young, ASCAP). Dolton 320

EYDIE GORME—IF HE WALKED INTO MY LIFE (Prod. by Mike Berniker) (More, BMI)—Beautiful lyric ballad from the new Broadway musical, “Mame,” should put the songwriter well up on the Hot 100 chart. Flip: “Tell Him I Said Hello” (Westside, BMI). Columbia 43660

THE PACKERS—PINK CHIFFON (Prod. by Hanna-Barbera Prod.) (Workout, BMI)—Exceptional instrumental number in the vein of their “Hole in the Wall” smash should be equally successful. Flip: “Brondocks” (Workout, BMI). Imperial 4786

IKE AND TINA TURNER—RIVER DEEP-MOUNTAIN HIGH (Prod. by Phil Spector) (Trio, BMI)—Exciting dance beat production back a wallin’ Tina vocal on a solid rock tune penned by Barry and Greenwich. Flip: “I’ll Keep You Happy” (Mother Bertha, BMI). Phillips 131

JESSICA JAMES AND THE OUTLAWS—WE’LL BE MAKIN’ OUT (Prod. by Bob Guadio) (Saturday, BMI)—Exciting new group has a strong chart contender in this Crewe-Guadio tune with solid dance beat production backing. Flip: “Lucky Day” (Saturday, BMI). DynaVoice 220

CRISPAIN ST. PETERS—THE PIED PIPER (Prod. by David Nicolson) (Robbins, ASCAP)—Currently topping the British charts, the disc should be equally successful in the U. S. FFlip: “Sweet Dawn My True Love” (Gallito, BMI). Jamie 1320

BUZZ CASON—TH’ GOOD SIDE OF JUNE (Prod. by King and Cannon) (Rising Sons, BMI)—Off-beat music ballad melody penned by Cannon could be the sleeper of the week. In the vein of the Spoonfuls’ “Daydream.” Flip: “Come to Me” (Music City). Monument 938

THE SPIDERS—HOW COULD I FALL IN LOVE (Spector, BMI)—Top Japanese rock group makes an impressive direct debut in the U. S. with this up-tempo lyric ballad sung by the septet in English. Flip: “No No Boy” (Spectorious, BMI). Phillips 40363


BILLIE JOE SPEARS—Conscience Keep an Eye on Me (Pleas, BMI). UNITED ARTISTS 20321

ROY ACUFF—LOST HIGHWAY (Prod. by Wesley Rose) (Fred Ross, BMI)—Acuff revives the Leon Payne oldie with a warm, emotional reading. Disc should re-establish the country favorite on top of the charts. Flip: “Golden Treasure” (Golden Western Melodies, BMI). Hickory 1394

BOBBY LORD—Loves Me Like Me (Euro Rosie, BMI). MERCURY 1309

LISA FLATT & EARL SCRUGGS—Cats (Southern, ASCAP). COLUMBIA 43827

HOLLY K. LEWIS—Just Before Special Love (Davis, BMI). KAPP 737


AUSTIN INN—Harbor (Tree, BMI). JUBILEE 1916

BOBBY LORD—Loves Me Like Me (Euro Rosie, BMI). MERCURY 1309

LISA FLATT & EARL SCRUGGS—Cats (Southern, ASCAP). COLUMBIA 43827

HOLLY K. LEWIS—Just Before Special Love (Davis, BMI). KAPP 737


AUSTIN INN—Harbor (Tree, BMI). JUBILEE 1916

BOBBY LORD—Loves Me Like Me (Euro Rosie, BMI). MERCURY 1309

LISA FLATT & EARL SCRUGGS—Cats (Southern, ASCAP). COLUMBIA 43827

HOLLY K. LEWIS—Just Before Special Love (Davis, BMI). KAPP 737


AUSTIN INN—Harbor (Tree, BMI). JUBILEE 1916
heading for the top...

I'm a road runner

Jr. Walker and the All Stars

SOUL 35015

The Sound of Young America
THE BLOSSOMS
MY LOVE, COME HOME
B/W LOVER BOY
#0475
reprise

Billboard TOP 40
EASY LISTENING

MAY 21, 1966, BILLBOARD
The coolest pop hit this summer.

"POPSICLE"

JAN & DEAN

Give it a lick.

PRODUCED BY JAN BERRY FOR SCREEN GEMS, INC.
BREAKING INTO POP CHARTS WITH POP SALES FROM COAST TO COAST

"MINE EXCLUSIVELY" BY THE OLYMPICS

MIRWOOD 5513

#1 R & B SELLER GOING, GOING, GONE POP IN AIR PLAY AND SALES

Mira PRODUCTION, INC.
9028 SUNSET BLVD., LOS ANGELES, CALIF. 90069 /278-1125
HEADING THIS WEEK FOR #1 IN L.A., ON THE TOP CHARTS ALREADY IN SAN FRANCISCO, SEATTLE, DENVER... ON TOP STATIONS ALL OVER THE COUNTRY—WMEX (Boston) WCFL, WLS (Chicago) WEAM, WWDC (Washington, D.C.) KRIZ (Phoenix) WXYZ (Detroit) WMPS (Memphis) KILT (Houston) and many others.

THE ORIGINAL—THE HIT RECORD OF HEY JOE

HEADING FOR NATIONAL #1 BEST SELLER
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist &amp; Orchestra</th>
<th>Title</th>
<th>Record Company</th>
<th>Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Buddy Holly</td>
<td>Rave On</td>
<td>Columbia Records</td>
<td>Columbia 45695</td>
</tr>
<tr>
<td>2</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>36</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>38</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>41</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>42</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>43</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>44</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>45</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>46</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>47</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>48</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>49</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>50</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>51</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>52</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>53</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>54</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>55</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>56</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>57</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>58</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>59</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>60</td>
<td>1964-05-21</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

For Week Ending May 21, 1966

Record Industry Association of America seal of certification as million selling single.

HOT 100—A TO Z—(Publisher-Licensee)
This is the hit

The Animals

kicked off on the Ed Sullivan Show!

Don’t Bring Me Down

b/w Cheating K-13514
**Radio-Television Programming**

**KHOW's Key Word Is Showmanship**

DENVER—KHOW, the Easy Listening station, has named the major influence on popular albums sales in the Denver area—indicating a vast young adult audience, believes in showmanship 100 per cent. In fact, most of its air personality roster doubles as entertainers.

Since the arrival of Hal Davis, president and general manager, launched the station’s present format almost three years ago and originated the “16th & Independence” theme. As an umbrella term to identify the air personalities, the station has climbed from the sloer-rank category to a power in the market.

Radio Response Rating showed the station as No. 1 in influence on album sales with a hefty 25 per cent of the votes of the men who depend on these sales for a living—record dealers, distributors, one-stop operators, and local and national record company executives. In addition, Buzz Lawrence, program director for KHOW, showed a strong ability to shape sales patterns, receiving 44 per cent of the votes for creating album sales in Denver.

(Continued on page 39)

**Hit Sound a Hit for Station KIMN**

DENVER—If a record is a hit at 4 p.m., it’s a hit at KIMN, the American Top-40 station. KIMN program director Ted Atkins, that’s why the station is consistent in its programming—aiming strictly at the listeners who want the hits.

“They know what to expect and they think, ‘5 days later it’s terrible our music is our music, that’s why the station is consistent in its programming—aiming strictly at the listeners who want the hits.’” Atkins said.

KIMN was named the major influence—with 60 per cent of the votes—on pop singles records sales in Billboard’s latest Radio Response Rating survey of the Denver market. Voting were record dealers, distributors, one-stop operators, and local and national record company executives. The major air personality, This station—one of the first station to feature singles sales in the market were all of the KIMN staff Hal Moore with 29 per cent, Jay Mack with 24 per cent, Ted Atkins and Robert E. Lee with 14 per cent. The only time the station deviates from its programming is in the summer, when the day is a “very Oldie” type of tune until listeners have had their fill.

The Hot 100 format station has a playlist of over 100, but about six to eight of these “dead” records that receive little or all, any. Atkins said the station had a strong influence on the preference of record stores and that the station’s listeners would continue to seek out the radio stations that play the hottest hits.

**Strong Pushing**

This station—one of the first station to feature singles sales in the market were all of the KIMN staff Hal Moore with 29 per cent, Jay Mack with 24 per cent, Ted Atkins and Robert E. Lee with 14 per cent. The only time the station deviates from its programming is in the summer, when the day is a “very Oldie” type of tune until listeners have had their fill.

The Hot 100 format station has a playlist of over 100, but about six to eight of these “dead” records that receive little or all, any. Atkins said the station had a strong influence on the preference of record stores and that the station’s listeners would continue to seek out the radio stations that play the hottest hits.

**Godfrey Talent Exposure King**

NEW YORK—The list of major recording artists who owe thanks to American Top 40 reads like a Who’s Who of the industry. In the 12 years his “Teddy” Talent Show was on radio, and 10 years on TV, Godfrey gave national exposure to such artists as Pat Boone, Vic Damone, Rosemary Clooney, Tony Bennett, Richard Hayman, George Shearing, the McGuire Sisters, Al Martine, Jean Valli, Steve Lawrence, Johnny Nash, Jimmie Rodgers. To illustrate how important the exposure was, even the major hits of the major artists were not on television.

Ten years ago, the station produced a special show for television and produced an hourlong show that aired on local television stations.

**Vocalist Contest On Clark Show**

HOLLYWOOD—Viewers of Dick Clark’s Monday through Friday afternoon ABC-TV show “Where the Action Is” will be asked June 10 to select next week’s regular female vocal week.

Competing on the show will be咋录 Days of Liberty Records; Tina Mason, Capitol Records; Cindy Malone; Susan Raffey of Verge Records; Darlene Rotig, and Karen Verrell of Capitol Records.

The winning vocalist will be asked to join the regulars of Steve Alaimo, Keith Allison, Paul Revere and the Raiders, the Knickerbockers, and the Aces on the show’s next season.

**WHA TV Debuts an R&B Show**

ATLANTA—WHA TV debuted a half-hour R&B music show May 7. Host is Bill (Boss Man) Allen, veteran air personality. Titled “The!!! Best,” the show will feature name stars plus the regulars of the!!! Best Boys Band with guitar. The lineup includes: Bill Dunlap, Rufus Jordan, Richard Haynes, Richard Noll, Thomas Lawrence, Rosemary Clooney, Jackie Gilchrist, Joe Crawford, Butch Huns, and Godfrey. Band members are: John Parker and Joe McCullough.

**Arthur Godfrey Show to Debut**

SHREVEPORT, La. — “The Arthur Godfrey Show,” a daily hour-long show featuring Godfrey, a regular female vocalist, and a d u l t e n e - p a r t i c i p a t i o n g e n e r a l e s , debuts June 6 on KTAL.

Godfrey has a record with Ray Noble, “By the Light of the Silver Moon,” that sold over a million and a half copies. On his own, “The Old Master Paint- er” record was a tremendous hit. In 1950 he signed to do “Your Hit Parade TV” show, a top-10 variety show. His latest album is “Tens of Great Hits” on Dot Records.

**Roulette to Produce ‘Oldies But Goodies’**

NEW YORK—Roulette Records will produce “Oldies But Goodies” albums for radio stations WOL in Washington and WWVA in Baltimore. These special station promotion albums will feature jackets according to the station; they’re promoted by the stations on the air and in tot sale in local stores. Red Schwartz, national manager for Roulette, said this

(Continued on page 40)

**WHN Switches Over To Easy Listening**

NEW YORK—WHN, a 50,000-watt station, switched last week to an Easy Listening format in a drive for audience rat-ings. The station had been strictly an album programmer, but program director Graham Slater said that he heard what is playing hits of a non-rock & roll nature. This includes such artists as Eddy Arnold, Herb Alpert, Jan & Dean, Gary beaches, Jack Jones, Jerry Vale, Lainie Kazan and Bobby Darin.

“Any band that would never have considered these artists,” Slater said. “We stayed with albums that the news we could find. Now we’re striving for a less-sweet sound . . . for greater consideration to be more contemporary.” He said the change has been instigated slowly during the past two to three weeks: last week the station switched completely. New man added to the station is Bill Colvin, handling 9 to 11 a.m. slot. Slater said he would not go as deep into the Top 100 as WHN’s program director, who was CHW. WHN is programming only two singles per night. There had been rumors circulating that the station would go country music or Hot 100.

(Continued on page 49)
IMPORTANT ANNOUNCEMENT

WALT DISNEY'S

MARY POPPINS

NOW

IN A NATION-WIDE POPULAR RELEASE
IN MORE THAN 7000 THEATRES DURING

JUNE, JULY & AUGUST

BACKED BY A FULL-SCALE MILLION DOLLAR
ADVERTISING / PUBLICITY CAMPAIGN INCLUDING
TV • RADIO • NEWSPAPERS • EXPLOITATION

STOCK UP NOW - BE READY
FOR EVEN GREATER RECORD SALES

HERE ARE THE THREE BEST-SELLING
'MARY POPPINS' RECORDS IN THE WORLD

MARY POPPINS
JULIE ANDREWS DICK VAN DYKE
ORIGINAL CAST
SOUND TRACK BV-4026

10 SONGS
FROM PICTURE
DQ-1256

STORYTELLER
PICTURE BOOK
ST-3922

and the SURPRISE HIT LP MARY POPPINS EN FRANCAIS BV/STER 3335
IF YOU STOCK UP AND ARE READY YOU WILL SELL
MORE MARY POPPINS RECORDS THAN YOU CAN IMAGINE

CONTACT YOUR DISNEYLAND/VISTA DISTRIBUTOR TODAY!

© 1965 Walt Disney Productions

www.americanradiohistory.com
Born in Mariana, Fla., in January 1941, Bobby Goldsboro attended high school in Dothan, Ala. Before entering show business, he studied music at Samford University. At one time he was a guitar player for Ray Oklahoma. Then, in 1964, a friend took a record to Jack Gold, ad director at United Artists Records. Gold signed him immediately, and the first release was the hit "See the Funny Little Clown," which he wrote.

Artists treated here have a new record on Billboard's Hot 100 Chart that is rising rapidly in sales; Goldsboro's latest release is "I Know You Better Than That," this week No. 09.

Mark West has joined the air personality roster at KLIF, Dallas. He's handling a noon to 3 p.m. shift, which he took over on Dallas' KLIF, is on 7 p.m. until midnight. From KDIX, Coming Christi, Tex., needs Easy Listening as producer and air personality, KLIF, Dallas, Tex.

AIR PERSONALITY Joe McCuskey, billed as WilP's "Morning Mayor," chats with Johnny Desmond, who dropped by the Philadelphia station.

Robert Eeneman is a new record on Westwood's KLZ-FM, Denver, Colo., the Hot 100 AM.FM radio format in the city. Eeneman, who joined KLZ-FM last fall, has been a DJ for the past 14 years on KDEN, Denver's other 100% AM.FM radio format in the city. Eeneman also does "The M-FM Gold Rush" on KDEN.

Denver, Colo., the Hot 100 AM.FM radio format in the city, is the home of the "Music Lovers" radio format. The "Music Lovers" radio format is dedicated to the appreciation of music, with special emphasis on the music of the 1950s, 1960s, and 1970s. The "Music Lovers" radio format is hosted by Bobby Goldsboro, who is a native of Denver and a former resident of the city. Goldsboro is also a former resident of Miami, where he was a DJ for the Hot 100 AM.FM radio format in Miami. The "Music Lovers" radio format is Broadcast by Colorado Broadcasting, Inc., which owns and operates KDEN, KDEN-FM, and KDEN-A, all of Denver, Colo.

DENVER, Colo. - Colorado's 24th Radio Market (16 AM, 9 FM). KARMA's new "The New Music Lawyer" is hosted by Bobby Goldsboro, who is a native of Denver and a former resident of the city. Goldsboro is also a former resident of Miami, where he was a DJ for the Hot 100 AM.FM radio format in Miami. The new radio format is broadcast by Colorado Broadcasting, Inc., which owns and operates KDEN, KDEN-FM, and KDEN-A, all of Denver, Colo.

KARMA's new "The New Music Lawyer" is hosted by Bobby Goldsboro, who is a native of Denver and a former resident of the city. Goldsboro is also a former resident of Miami, where he was a DJ for the Hot 100 AM.FM radio format in Miami. The new radio format is broadcast by Colorado Broadcasting, Inc., which owns and operates KDEN, KDEN-FM, and KDEN-A, all of Denver, Colo.

KARMA's new "The New Music Lawyer" is hosted by Bobby Goldsboro, who is a native of Denver and a former resident of the city. Goldsboro is also a former resident of Miami, where he was a DJ for the Hot 100 AM.FM radio format in Miami. The new radio format is broadcast by Colorado Broadcasting, Inc., which owns and operates KDEN, KDEN-FM, and KDEN-A, all of Denver, Colo.

KARMA's new "The New Music Lawyer" is hosted by Bobby Goldsboro, who is a native of Denver and a former resident of the city. Goldsboro is also a former resident of Miami, where he was a DJ for the Hot 100 AM.FM radio format in Miami. The new radio format is broadcast by Colorado Broadcasting, Inc., which owns and operates KDEN, KDEN-FM, and KDEN-A, all of Denver, Colo.
**BIGGER PROFITS and MORE SALES FROM REDISCO!**

**DIAMOND NEEDLES at BELOW WHOLESALE PRICES!**

Here are the 16 diamond needles that will cover 95% of replacement calls! Buy any 12 . . . get any one FREE!

$5.95 EACH  
**SUGGESTED LIST**

**YOUR COST**

$1.19 EACH

- Replacement for Acoustic 214 Order: 2135500
- Replacement for Evolution 374 Order: 2135500
- Replacement for Evolution 372 Order: 2135500
- Replacement for Sono Tone 8061 Order: 2135500
- Replacement for Sono Tone 7520 Order: 2135500
- Replacement for Sono Tone 7050 Order: 2135500
- Replacement for Acoustic 214 Order: 2135500
- Replacement for Sono Tone 8061 Order: 2135500
- Replacement for Evolution 372 Order: 2135500
- Replacement for Sono Tone 7520 Order: 2135500
- Replacement for Sono Tone 7050 Order: 2135500
- Replacement for Acoustic 214 Order: 2135500
- Replacement for Sono Tone 8061 Order: 2135500
- Replacement for Evolution 372 Order: 2135500
- Replacement for Sono Tone 7520 Order: 2135500
- Replacement for Sono Tone 7050 Order: 2135500

$4.95 EA. SUGGESTED LIST

**YOUR COST**

$1.09 EACH

- Replacement for Acoustic 214 Order: 2135500
- Replacement for Evolution 374 Order: 2135500
- Replacement for Evolution 372 Order: 2135500
- Replacement for Sono Tone 8061 Order: 2135500
- Replacement for Sono Tone 7520 Order: 2135500
- Replacement for Sono Tone 7050 Order: 2135500
- Replacement for Acoustic 214 Order: 2135500
- Replacement for Sono Tone 8061 Order: 2135500
- Replacement for Evolution 372 Order: 2135500
- Replacement for Sono Tone 7520 Order: 2135500
- Replacement for Sono Tone 7050 Order: 2135500
- Replacement for Acoustic 214 Order: 2135500
- Replacement for Sono Tone 8061 Order: 2135500
- Replacement for Evolution 372 Order: 2135500
- Replacement for Sono Tone 7520 Order: 2135500
- Replacement for Sono Tone 7050 Order: 2135500

**REDISCO, THE NATION'S LARGEST SUPPLIER OF PHONOGRAPH NEEDLES.**

FREE! REDISCO'S COMPLETE LISTING OF EVERY MANUFACTURED PHONOGRAPH NEEDLE - SEND FOR THIS LISTING AND SEE THE TRENDS OF PROFIT YOU CAN EARN!

One Stop — One Day Service! Strictly Wholesale — Orders Filled and Shipped Same Day Received! No Extras! No Gimmicks! Quantity Discount Programs Always Available!

**RONETTE ASTATIC REPLACEMENT NEEDLES**

PACKAGED 12 ON DISPLAY CARD

1 or 2 CARDS $4.99 per card. 3 or more CARDS $3.99 per card.

EARN $27.24 PROFIT PER CARD!

**SAPPHIRE NEEDLES**

(MYTHICAL)

SPECIAL! BUY ALL 3 CARDS GROSS $102 — YOU CANNOT BEAT THIS OFFER!

RONETTE # BF40 1504-12

- SPECIAL OFFER
- NET RETAIL $8.95
- WHOLESALE $5.95
- RETAIL PRICE $30 per card

SONOTONE # 1T 1385-12

- SPECIAL OFFER
- NET RETAIL $8.95
- WHOLESALE $5.95
- RETAIL PRICE $30 per card

**ELECTROVOICE**

- #21D 26D 1506-12
- SPECIAL OFFER
- NET RETAIL $8.95
- WHOLESALE $5.95
- RETAIL PRICE $30 per card

**REDISCO, THE RECORDS DISTRIBUTING CO.**

1355 S. Avalon Ave., Los Angeles, Calif.

**THE RECORDS DISTRIBUTING CO.**

Wholesale one-stop—one-day service.

Send your address so you can be on our mailing list.

**USE THIS HANDY REDISCO ORDER FORM**

**DIAMOND NEEDLES**

**QUANTITY**

- NEEDLE NUMBER

- NUMBER 1

- NUMBER 2

- NUMBER 3

- NUMBER 4

- NUMBER 5

- NUMBER 6

- NUMBER 7

- NUMBER 8

- NUMBER 9

- NUMBER 10

- NUMBER 11

- NUMBER 12

- NUMBER 13

- NUMBER 14

- NUMBER 15

- NUMBER 16

**RONETTE ASTATIC REPLACEMENT NEEDLES**

**QUANTITY**

- CARD(S)

**SPINDLES**

- VM Reg.
- BSR Short
- BSR Reg.

**QUANTITY**

**QUANTITY**

**QUANTITY**

**45 R.P.M. ADAPTERS**

**RECORD CLEANING CLOTH**

**SAPPHIRE NEEDLES**

**QUANTITY**

- CARD NUMBER

- NO. 1504-12

- NO. 1506-12

- NO. 1385-12

**REDDISCO - 1318 GUARDIAN AVENUE HALIFAX, MARYLAND 21202 SHIP TO . . .**

**NAME**

**ADDRESS**

**CITY**

**STATE**

**ZIP CODE**

- O.P.S.
- RUS.
- PARCEL POST
- C.O.D.
- SPECIAL DELIVERY
- CHECK ENCLOSED

**MAY 21, 1966, BILLBOARD**
Tight Playlist Pitch Puts KJH on the Top
By ELIOT TIEGEL

LOS ANGELES—A tight playlist emphasizing hits and aggressive promotion has helped KJH, Los Angeles’ Hot 100 format station here after an up-and-down year. According to the latest Pole and Hoover surveys, KJH is now second in the market, behind KRLA.

KJH, switched format May 5, 1965, from adult- oriented KFI. It is now trying to entice the frenetic number singles with KRLA and KFWB. In the Pulse book, from 6 p.m. to 11 p.m. on most Mukta, KJH has an 8 share, KRLA, 6, and KFWB, 5. From noon to 6 p.m., KJH has 10; KRLA, 7, and KFWB 6. From 6 p.m. to 11 p.m. on most Mukta, KJH, KRLA, and KFWB are all running out-

KJH has a very aggressive marketing plan. The station has spent $100,000 on advertising and promotion, including a huge media campaign. KJH’s slogan is “We’re all about the hits.” The station is also running a variety of contests, including a $1,000 cash prize for the best hit song of the week.

KJH’s format is aimed at the 18-34 age group, and the station’s programming is designed to appeal to this demographic. The station plays a mix of current hits and classic rock, with a focus on the latest hits from the top charts.

KJH’s success is due in part to its strong marketing efforts. The station has invested heavily in advertising, including radio, television, and online ads. KJH has also used social media to promote its new format and to engage with its audience.

KJH’s format is also a departure from the traditional oldies format that KFI had. KFI was known for playing a mix of classic hits, but KJH’s music is more modern and upbeat.

KJH’s success is a testament to the power of strong programming and marketing. By focusing on the hits and appealing to its target demographic, KJH has been able to differentiate itself from its competitors and attract listeners to its new format.
**SPECIAL MERIT PICKS**

Special Merit Picks are new releases of outstanding merit which deserve accurate and wider coverage and which could have a separate appeal within their respective categories of music.

**POP SPECIAL MERIT AWARD**

**DATE SIGHT**

Johnny Mathis Singers: Liberty LP 3407 (M); RS 45076 (S)

The sounds emerging from the Johnny Mathis Singers are more interesting than they first appear. Their work here covers a variety of pop material, ranging from the catchy, light fare to more serious, sensitive songs. The ensemble is well balanced and the overall presentation is quite pleasing.

**POP SPECIAL CONCERTO PARA BONGO**

Pepé Faro, United Artists UA 1409 (M); UA 4409 (S)

One side of this LP—77:25 minutes worth—is devoted to a large concerto for percussion ensemble. The other side contains a variety of shorter pieces, including "Fantasía," "Eléctrico Australiano," and "Mano a Mano." The percussionists are highly skilled and the overall presentation is quite exciting.

**JAZZ SPECIAL MERIT AWARD**

**MONEY IN THE POCKET**

Joe Zawinul, Atlantic 3004 (M); SD 3004 (S)

Zawinul's third album, written by Zawinul himself, is a tribute to the American folk tradition. It features some fine jazz arrangements and features the talents of Miles Davis, John Coltrane, and others.

**JAZZ SPECIAL MERIT AWARD**

**JAZZ FOR THE BET SET**

Dave Pike, Atlantic 1457 (M); SD 1457 (S)

A sophisticated jazz-in-pop approach is featured here. The result is a mix of jazz and pop sounds, appealing to audiophiles. Pike's music is firmly rooted in the jazz tradition, but it also has a strong pop appeal.

**INTERNATIONAL SPECIAL MERIT AWARD**

**GOLDEN GREEK HITS**

Teddy Kehloulis and orch. Kapp KL 1728 (M); K 1728 (S)

Saxophone and sweet music are featured here. The result is a mix of traditional and contemporary Greek sounds, appealing to foreigners and Greeks alike.

**INTERNATIONAL SPECIAL MERIT AWARD**

**THE EXCITING SOUNDS OF THE MIDDLE EAST**

Gus Vili, United Artists UA 3404 (M); UA 4404 (S)

Middle Eastern music, mostly Greek in nature, and highly exotic. Vili's clarinet lends the war an exotic touch as does Naga's "Galadriel," "Gloria," "Ushuaia."}

**FOUR-STAR ALBUMS**

**THE BEST OF JOE HARNEMAN**

Kapp KL 2013 (M); RS 65409 (S)

These are the MIND BROTHERS
disc DLP 1980 (M); DLP 2980 (S)

MICKEY PENNY—AMERICAN NO. 1 SPOKESMAN
Disc DLP 6598 (M); DLP 2958 (S)

WHATEVER IS FAIR
The Howard Roberts Quartet. Capitol T 4755 (M); TD 4755 (S)

UNFORGETTABLE SONGS BY JOHNNY HARTMAN
ABC-Paramount ABC 547 (M); ABC 547 (S)

ORGAN MELODIES OF LOVE
Kapp KL 2002 (M); RS 4394 (S)

HOLLWOOD SINGS
Capitol T 2706 (M); TD 2706 (S)

WHATEVER IS FAIR
The Howard Roberts Quartet. Capitol T 4755 (M); TD 4755 (S)

UNFORGETTABLE SONGS BY JOHNNY HARTMAN
ABC-Paramount ABC 547 (M); ABC 547 (S)

MORE MELODIES OF LOVE
Kapp KL 2011 (M); RS 4394 (S)

HOLLYWOOD SINGS
Capitol T 2706 (M); TD 2706 (S)

**POPULAR**

**THE BEST OF JOE HARNEMAN**

Kapp KL 2013 (M); RS 65409 (S)

**THESE ARE THE MIND BROTHERS**
disc DLP 1980 (M); DLP 2980 (S)

**MICKEY PENNY—AMERICAN NO. 1 SPOKESMAN**
disc DLP 6598 (M); DLP 2958 (S)

**WHATEVER IS FAIR**
The Howard Roberts Quartet. Capitol T 4755 (M); TD 4755 (S)

**UNFORGETTABLE SONGS BY JOHNNY HARTMAN**
ABC-Paramount ABC 547 (M); ABC 547 (S)

**ORGAN MELODIES OF LOVE**
Kapp KL 2002 (M); RS 4394 (S)

**HOLLWOOD SINGS**
Capitol T 2706 (M); TD 2706 (S)

**GREAT MEMPHIS SOUNDS**
Mark-Path, Stax LP 7007 (M); SD 7007 (S)

**THE ACADEMY AWARD WINNING SHADOW OF YOUR SMILE & OTHER GREAT THEMES**
Andre Kostelanetz, Columbia CL 2647 (M); CS 9267 (S)

**THE BEST YEARS**
Charlie Rich, Smash MOG 29708 (M); SRS 47076 (S)

**DID 'JA COME TO PLAY CARDS OR TALK**
Christina Nelson, Reprise R 2620 (M); RS 4209 (S)

**NEW BEATLES SONGBOOK**
Mollyfried Stringers, Capitol T 3420 (M); ST 2439 (S)

**BIG SPENDER**
Perry Lee, Capitol T 2437 (M); ST 2437 (S)

**FUGS**
ESP 1028 (M); (No Stereo)

**THREE-STAR ALBUMS**

**THE RETURN OF THE MAN WITH THE GOLDEN ARM**
Panther, Capitol T 3420 (M); ST 2439 (S)

**COUNTRY MUSIC 1964**
Emory Roberts, Dot DLP 3110 (M); DLP 25714 (S)

**CLASSICAL**

BETHOVEN PIANO CONCERTO NO. 5 IN C MAJOR
Sinfonia in a Flat Major for Piano and Orchestra
Lis Kraus/Amsterdam Philharmonic Society Orch. (London), Vienna State Opera Orch. (Vienna), Moscow ORCH 1095 (M); MCR 1095 (S)

**TCHAIKOVSKY: MAZEPPE (O 13) L'OPÉRA**
Sung by the Chorus of the Bobleth Theater (Bolshoi) and the Bolshoi Orchestra, Moscow. Radio BR 2845/2852 (M)

**EERTY: QUARTET FOR BRASS INSTRUMENTS: HAMILTON, NOCTURNE WITH GARDNER: NEUSER**
New York Radio Orchestras (Bolshoi) and the Bolshoi Orchestra (Bolshoi), Radio BR 1974/1975 (M)

**INTERNATIONAL SONG OF THE SADOW**
Art Institute Wind Pacific WP 1145 (M); WP 1146 (M)

**ALONG MEXICAN HIGHWAYS**
Balfour, Capitol T 4755 (S)

**THE SONGS OF SOEUR SOURBE**
Ostello (Leipzeg) International TR 1301 (M); TR 1302 (M)

**ENF FESTIVAL SEED PARTY**
Various Artists, Polydor 4400 (M); Polydor 4400 (S)

**WITH LOVE FROM RID**
Various Artists, Polydor 4502 (M); Polydor 4502 (S)

**WITH LOVE FROM VIENA**
Various Artists, Polydor 4503 (M); Polydor 4503 (S)

**WITH LOVE FROM ROME**
Various Artists, Polydor 4504 (M); Polydor 4504 (S)

**ARABIC SONGS**
The Constantinople Orchestra (Matross), Muzikal MT 471 (M); MT 471 (S)

**AMERICAN SONGS**
The Constantinople Orchestra (Matross), Muzikal MT 471 (M); MT 471 (S)

[Continued]
THE NEW COMEDY SMASH ALBUM!!

OUR HERO... PAT COOPER
Featuring "An Italian Wedding"

ACTION!

ALPHA DISTRIBUTORS—NEW YORK, N.Y.
Reordered 5000 copies 5/3

TRINITY DISTRIBUTORS—HARTFORD, CONN.
Reordered 1000 copies 5/2
Reordered 1000 copies 5/3
Reordered 2000 copies 5/6

GERBER DISTRIBUTORS—SYRACUSE, N.Y.
Reordered 2000 copies 5/2
Reordered 1500 copies 5/5
Reordered 2000 copies 5/10

MAIN LINE DISTRIBUTORS—CLEVELAND, OHIO
Reordered 1000 copies 5/6

And the reorders are pouring in from
Pittsburgh, Boston, Chicago, and Los Angeles

"OUR HERO—PAT COOPER"—SALES DYNAMITE!

Watch it shoot to the top of the charts!
on the growing giant
SATURDAY MUSIC CONGRATULATES SANDY LINZER-DENNY RANDALL

Saturday Music, Inc., is mighty proud of the fact that their firm's writing team, Sandy Linzer and Denny Randall, has just received a contract with ABC, Paramount for calling for the records they produced on their own Oliver label.

Both men had written with Bob Gaudio, and Denny had written arrangements for Four Seasons before they became as writing team in 1964.

Linzer-Randell A Natural

The Linzer-Randell duo is a natural. They work together as a perfectly coalesced unit. They have the feel of years of experience, and yet they are composing songs that are destined to become hits. Their hits in the first month of their chart debut were included The Mouse, a hit for Scoury Sales; Has He Gone, a hit for Master, and the answer single, I'm Sorry. They wrote that one with Bob Gaudio, and although Denny Randall's song hit 660, he also is responsible for songs recorded by the Four Seasons, including Us! The sun also has risen and from all indications are already solidly established as a standard. Denny Randall and Sandy Linzer are destined to become chart greats, but their hits are being adapted from The Misfits, a Glenn Miller hit of 1965, which was also recorded by the Four Seasons. They are among the few songwriters who have created a hit from their own composition. Last year's hit, Come Back to Me, was also adapted from The Misfits, and it is now being recorded by the Four Seasons.

Thus far in 1966 they have come up with another hit for the Four Seasons, Last Turn, which is a smash for the Four Seasons in their first month of chart debut. The song is a natural for Denny, who has always been known as a songwriter of the club hits. His songs have been recorded by many artists, including the Beatles, the Rolling Stones, and the Beach Boys. The Four Seasons have been one of his top chart hits, and they have recorded many of his songs, including the hits Come Back to Me, and Last Turn.

The Four Seasons have been one of the most successful groups in the history of rock and roll, and they have recorded many of Sandy Linzer and Denny Randall's songs. The Four Seasons have been one of the most successful groups in the history of rock and roll, and they have recorded many of Sandy Linzer and Denny Randall's songs. Their hits have included Come Back to Me, Last Turn, and many others. The Four Seasons have been one of the most successful groups in the history of rock and roll, and they have recorded many of Sandy Linzer and Denny Randall's songs.
UK Levels Payroll Tax on Distrib Industry; Gives Break to the Mfr.

- Continued from page 3

ers are anxiously studying govern- ment plans to increase the current level of the payroll tax in the coming weeks and are considering how they can best minimize the impact of the tax on their businesses. With payroll expenses accounting for a significant portion of total costs for many manufacturers, the increase in payroll tax is expected to have a substantial impact on the financial health of the industry. The news of the payroll tax increase has caused some manufacturers to reevaluate their operations and costs, leading to a potential slowdown in production and job creation. Additionally, some manufacturers may need to pass on the increased costs to consumers, which could result in higher prices for goods and services. Overall, the payroll tax increase is a significant concern for the UK manufacturing sector, and businesses are looking for ways to mitigate its effects on their operations.

Maitland Strengthens Global Ties

LONDON—Further strengthening of worldwide operations is in the works as part of a current review of Warner Bros. records chief Mike Maitland. He is currently touring Europe introducing new Warner-Reprise international sales manager Phil Rose to the label’s principal affiliates.

Maitland has made a big point of close personal collaboration with heads of European affiliates, such as France’s Pierre Benjamin, Vogue’s Loon Cabat and Neumann’s Gregor Osterland, and with the parent Warner firm’s film interests also mean that Maitland will have less time for traveling than in the past. This coincides with the current reshuffling of upper management in charge of the Warner line with Decca in Canada.

In the fall, Maitland is planning a visit to Australia, Japan, etc., to introduce Rosé to licensees. Rose is likely to be visiting affiliates more frequently, however. Maitland believes that by maintaining his international sales executive at the home office, he will keep with Warner-Reprise management thinking in line with the company’s overall strategy, thus enabling him to best leverage the exact role of the record industry will be sent long before the

What seems clear now, however, is that most of the remaining independent wholesale distributors and self-employed dealers, will be substantially increased. So, too, will employers of the independent wholesalers to show promoters and broadcasting organizations. Work and profits will rise accordingly, bringing in the new industry will approach $900,000.

EMI RECORDS’ deputy managing director J. B. Stevenson, left, and U.S. records director W. W. Townsend, executive director from Mr. and Mrs. Takeo Nishino, leaders of a party of Japanese record dealers currently touring key European and U.S. record centers.

O’Keefe Centre Line-Up Seen as Disk Sales Booster

TORONTO—The O’Keefe Centre in Toronto this month announced many of the attractions for its 1966-1967 season, which promises to boost the sales of recordings from “Fiddler on the Roof,” “My Fair Lady,” and “Mancha.” “On a Clear Day You Can See Forever,” the hit musical from London, “Robert and Elizabeth,” and “Barbora,” a new musical, will be among the attractions. Record companies and dealers have reported that in the past that the run of a musical or personal appearance of a recording star at the O’Keefe has been an important factor in sales.

The O’Keefe Centre next season are the Lincoln Center production of “Showboat” (Oct. 16-22); “Fiddler on the Roof” (Nov. 19); “Man of La Mancha” opening Jan. 2 for three weeks at the Elgin (Feb. 23); the Lunt-Fontanne’s “The Odd Couple” (Mar. 1). Donald Swanson and Michael Flanders in “At the Drop of Another Hat” direct from London (Nov. 28-Dec. 10). Although negotiations are not yet finalized, the O’Keefe Centre also expects to present “On a Clear Day You Can See Forever,” the hit musical from London, “Robert and Elizabeth,” and “Barbora,” a new musical, will be among the attractions. Record companies and dealers have reported that in the past that the run of a musical or personal appearance of a recording star at the O’Keefe has been an important factor in sales.

The O’Keefe Centre next season are the Lincoln Center production of “Showboat” (Oct. 16-22); “Fiddler on the Roof” (Nov. 19); “Man of La Mancha” opening Jan. 2 for three weeks at the Elgin (Feb. 23); the Lunt-Fontanne’s “The Odd Couple” (Mar. 1). Donald Swanson and Michael Flanders in “At the Drop of Another Hat” direct from London (Nov. 28-Dec. 10). Although negotiations are not yet finalized, the O’Keefe Centre also expects to present “On a Clear Day You Can See Forever,” the hit musical from London, “Robert and Elizabeth,” and “Barbora,” a new musical, will be among the attractions. Record companies and dealers have reported that in the past that the run of a musical or personal appearance of a recording star at the O’Keefe has been an important factor in sales.

The O’Keefe Centre next season are the Lincoln Center production of “Showboat” (Oct. 16-22); “Fiddler on the Roof” (Nov. 19); “Man of La Mancha” opening Jan. 2 for three weeks at the Elgin (Feb. 23); the Lunt-Fontanne’s “The Odd Couple” (Mar. 1). Donald Swanson and Michael Flanders in “At the Drop of Another Hat” direct from London (Nov. 28-Dec. 10). Although negotiations are not yet finalized, the O’Keefe Centre also expects to present “On a Clear Day You Can See Forever,” the hit musical from London, “Robert and Elizabeth,” and “Barbora,” a new musical, will be among the attractions. Record companies and dealers have reported that in the past that the run of a musical or personal appearance of a recording star at the O’Keefe has been an important factor in sales.

THEATRE FEATURE

EMI, U.K. DECCA PLAY HOSTS TO JAPAN DEALERS

LONDON—Eighteen Japanese record dealers visiting key music-record centers in London, including RCA, Decca and Polydor, were hosted here by EMI and Decca, with many leading industry figures in attendance.

The group was headed by Takeo Nishino of Yokohama, president of the Warner Record Dealers’ Association. He addressed Sir Joseph Lockwood and Sir John Wingfield, Decca chiefs, respectively, on behalf of Warner President Tsakura Otsuki.

Noting the difference in music culture, he promised further Western ties by Japanese dealers’ design to better their understanding of European products.

Before reaching London, the party had visited Amsterdam. Subsequent stops were slated for France and the U.S., where CBS, RCA, and Capitol were acting as hosts.

Barclay Plans Push in Scandinavia

PARIS—Following a tour by the International Division, Henri Brossy, Barclay is planning a more systematic and intensive promotion of its products in the Scandinavian countries.

Rossi met representatives of Tono (Denmark), Novo (Norway) and Musico-Fazer (Finland) and found that all countries were showing a great interest in Barclay’s first-rate young star, Mireille Mathieu, whose first disk has been a big seller in Scandinavia. Sales in France alone are approaching the 500,000 mark.

After her successful trip to the States Mireille Mathieu is expected to make appearances in Moscow and Warsaw.

Cantaeuropa Rolls Aug. 28

ROME—A two-week tour of eight different European countries, including France, will open on Aug. 28 with the schedule of the first Cantaeuropa (Singing Tour of Europe), which will terminate on Aug. 28. The tour is directed by Ezio Pinza, who is accompanied by his assistant, the successful Targo and former chief of the San Remo Festival. The tour begins at the Palace of Sport, the tour will leave Aug. 28 for Marseilles by special train, then they will visit Barcelona, Paris, Luxembourg, Frankfurt, Hamburg, and East and West Berlin on successive nights (Aug. 30, 1, 2, 3, 4, 5, 6, 7, 8, 9, 10).

London of Canada Realigns Its Staff

MONTREAL—London of Canada, Ltd., has designated its head of sales and promotion responsibilities by label. Sales and promotion responsibilities for London and London group product, John Toews holds that title for the Philippines-Malaysia group company.

EMI RECORDS’ deputy managing director J. B. Stevenson, left, and U.S. records director W. W. Townsend, executive director from Mr. and Mrs. Takeo Nishino, leaders of a party of Japanese record dealers currently touring key European and U.S. record centers.

Trio Capture Scotch Prize for Top Song

PARIS — The 1967 Scotch prize, awarded to the best French song of the year by the Societe des Auteurs, Compositeurs et Editeurs de Musique, was won by Pascal-Rene Blance, who now works for the French music company, for their song “Mon Coeur d’Auteur.”

More Bookings For Lloyd

PARIS—Second and third rounds in Europe are now being booked by Decca Records for London for Charles Lloyd, currently topping its first European tour with a stand- out engagement in Stockholm.

The tour is directed by Ezio Pinza, who is accompanied by his assistant, the successful Targo and former chief of the San Remo Festival. The tour begins at the Palace of Sport, the tour will leave Aug. 28 for Marseilles by special train, then will visit Barcelona, Paris, Luxembourg, Frankfurt, Hamburg, and East and West Berlin on successive nights (Aug. 30, 1, 2, 3, 4, 5, 6, 7, 8, 9, 10).

LOCKWOOD IN PITCH FOR U.K.

LONDON—Sir Joseph Lockwood, Electric and Musical Industries Ltd., says he is looking for seven business leaders named party-time members of the British government’s $420 million Industrial Reorganization Corporation. They will head the state agency which will invest public money for modernizing private industry.
FROM THE MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Although budget line classical LP's are taking over from EP's in The Netherlands, there are still some happy surprises to be found within the vinyl market. Both monaural and stereo, they include a wide range of classical-standard recordings... Viennese conductor and violinist Willy Bokovsky here for a special concert May 5 in Amsterdam will also be followed by the premiere of American, European and other tourists to the Netherlands has always been the home of the LP for record dealers.

Fast track to Tonhalle, the "Pied Piper" by Christiaan St. Peters... ditto... via Amsterdam, Doca label released this week an outstanding LP by Britisher Marianne Faithful... Californian Bud Shank recorded Beaster's success, "Michelle," which was still well played in Holland... EMI's general manager, division Mr. J. G. Stanford, visited the Boeing Co. this week, where Boeing's president, Gary Oord, showed him the latest in Boeing's Columbia label, booking studio sales for an "inspired" Invito alla Musica... LP series for Eurodisc with the recording of Kodak-Barlet and Brillick work's by the Kodaly Choir of Bucharest... in Helsinki there's been a few strong presentations on the solo piano and a few issues by Manuel and "Music of the Spanish Revolts"... The "Man with the Golden Trumpet" for RCA.

MUSIC

American, Request Californian EMI's initials the Spanish... Carruthers, one of the last hit-making groups... the Melodia Publishing House is exploring the copyrights for success songs "Daydream" by the Lopis'... Album from the Dutch singer Johnny Lion is happy to be seen in the shops in the US for Singapore with his Philips LP... the Who is booked for a Dutch propaganda LP... it's certain the Righteous Brothers, who have an international tour afoot, will visit this country within short time for series of performances. One of the main events this week was for Robert Osgin is happy that his LP is shipped to the US. However, he explained his company's campaign for its classical catalog... the Lharghona of Bulgaria... and the Nygla of Man... the Rayle Brothers and Kniss Westen... Boy's Big Band is scheduled to perform at the Holland Festival this summer and lead boy band director, Mike Melchioring with the Montreal World Fair Band... Meanwhile, Artistic's new album on Columbia... featuring the 18-piece group, is doing well... the Band of the Jade Band and the Queend of Minja Mengsberg will take part at this year's Jazz Festival of France... Arionian pianist Gavaro Mansfield is happy to announce his multi-recorded piano treatment of "Ambaris." BASH HAGEMAN

LOS ANGELES

"Only Lovers Left Alive," a novel by English author David Peace, will be made into a TV presentation for the play for the movie debut of the show. The script has been bought by American film companies and is expected to receive a 1 million dollar bid from British Decca for their movie rights. A second round is due to start by the end of the month... the Mudders, their ode and Allen... and Balli... the film will be shot in Italy... Writers P. F. Sloan and Steve Barlow will write the Universal Radio Station XKLX-FM in a discussion of the evolution of a contemporary song... Lopez' Polo to provide the show... to other college stations.

Dawes, EMI

David E. Wilkins, who gained a TV acting part in University's two-hour show...

Dawes is one of the International Federation... Los Angeles. Dawes will be appearing at the University radio Station KZLU-FM in a discussion of the evolution of a contemporary song... Lopez' Polo to provide the show... to other college stations.

Dawes, EMI

LONDON — Richard Dawes, director of Electrical and Musical Industries (EMI) and president of the International Federation... Los Angeles. Dawes will be appearing at the University radio Station KZLU-FM in a discussion of the evolution of a contemporary song... Lopez' Polo to provide the show... to other college stations.

Iracme Begins U.K. Distribution

LONDON—Keith Prosser has promised a major move in the distribution of the Dutch-based classical label, Framo. Nine albums have been released thus far, but there are plans for a number of releases during the next few months. The recordings are an international affair with the transfers from the Netherlands being done in Amsterdam by a team of engineers, and many by Aricola and the pressing in London by Framo's Dagenham plant. The sleeves will be designed by a firm in Copen... to be known here as Iracme, the label has been released... to the producers... for a quick trip to New York, Rio de Janeiro, Sao Paulo, Buenos Aires, and New York.
tion of Buddy De Franco at the Glen Island Casino, New Rochelle, on June 23. The "Night of Non- \ntalgia" opened in a major way as De Franco
in as its major fund raising function. His accom-\nplices in this major event were Harry Doane and Curtis Knight who will be appearing at the same \nplace on June 18. The Soul Searchers and the \nCombines will follow until June 1.

The Supremes have been voted the favorite vocal trio of the U. S. Forces in Vietnam. The Supremes' Artists' \nRecords' Denny Mckean will appear in those presentations of \n"The Roar of the Greasepaint, the Smell of the Crowd, \nwhich has been a success in Business Without \nReally Trying," the Supremes' current hit. The Smothers Brothers set for the Minnesota State Fair on Aug. 31 \nand Sept. 1.

The Highwaysmen did a cover of a \n有趣" song, the rolling stones' "Sister \nthe Jade," on the March 20th issue of \n"Record World." The group is composed of the \nlate great guitarist Billie Joe Armstrong, \nthe lead singer of the late great guitarist \nEddie Rigby, and a former member of \n"Sister Jade," a country-western \nband single out of Houston and \nDublin, California. This is none other than \nBuddy Holly, first American to die \nApril 19, 1960. Holly's first hit, \n"I'll Never Be Anyone But Me," \nas appeared on his first album \n"The Best of Buddy Holly.

Udo "Merci Cher" Jurgen was in Paris \nfor a week of appearances on the \nprogram "Sciorama," "Doucils Exhuman," \n"Thom Thomson," and "The Big Band of \nJuliets." The show is sponsored by \nthe French National Broadcasting \nCompany and is broadcast in \nScandinavia.

Scotsman Brian Raford, \nson of Scottish actor Brian Raford, \nhas been seen in London as \nthe lead actor in \n"The Sound of Music." Raford was born in \nEdinburgh and has appeared in \nnumerous plays and films in the \nBritish theatre and cinema.

Rome

Batti became the first soloist to hold \nthe leading role in the opera \n"Aida," at the Metropolitan Opera \nHouse, New York. Batti was born in \nMilan, Italy, and studied at the \nCesare Chieppa Conservatory. He \nmade his debut at the Metropolitan \nin 1895 and has been a regular \nmember of the company ever since.

Salle St. Martin, the opera house \nin Paris, will present an all-French \nproduction of \n"La Traviata." The opera, which was \nfirst performed in 1853, tells the story \nof a young woman who falls in love \nwith a middle-aged man and is \nultimately rejected by him.

Paris

Johnny Cash, who has been \nrecorded for CBS since 1958, \nhas announced that he will be \nleaving Columbia Records and \njoining the newly formed \nDecca Records. Cash's first album \nin the new contract is due out \nin September.

The series has not been available in Canada previously. After \nbreaking through in the United States and \nCanada, Cash will now begin \nrecording for Canadian record labels.

The series has been a hit in the United States and \nCanada, and is expected to \ncontinue its success in Canada.

The series has been a hit in the United States and \nCanada, and is expected to \ncontinue its success in Canada.
**Discount Houses Causing Disk Sales Slump in N. Y.**

**By FRED KIRBY**

WHITE PLAINS, N. Y.—Classical disk sales have been hit hard by discount houses in suburbia, a Westchester County survey shows. Some local outlets have bucked the trend because they carry a more complete selection of classical artists. Few dealers report any significant effect because of their nearness to New York City.

John C. Pease of John C. Pease and Co. of White Plains said he moves very little classical disk inventory mainly because of discount stores. "We couldn't afford to sell at that price." 

Hollywood Record shop of Hastings-on-Hudson is thinking of eliminating its classical line completely, according to Mrs. Margaret Henkel, because sales are "Awful." She was not certain the full reason was discount stores. "Who can figure it out?" More kids than adults buy records. Even the adults seem to buy rock 'n' roll for their kids or for themselves. Maybe people are taping classical pieces from their radios. Maybe good FM stations are affecting sales.

**Sales Slogan**

Myron Kohl at Regency in Rye called classical sales "rotten." "I think discount stores affect the business so because those records are generally more expensive. Discount stores can afford to sell for less than I'm paying for records because of volume buying."

A. P. Torriti of Garth Radio in Scarsdale said discount houses had a generally bad effect on sales. "Sales by discount houses hurt the record business. It's all house. We may stop selling through them because of carrying inventory if you can't move it. It's been sold out for 20 years. I'm just 10 cents above discount houses, but people don't want to spend the money. We just can't compete."

At Frank's Musical Exchange in Tuckahoe, N. Y., manager explained, "Discount stores hurt classical sales. They take off the cream. People develop the habit of going into cut-rate places. People get used to paying low prices, looking for bargains. Discount stores are even carrying fuller lines now."

Sotolario found it difficult to evaluate the effect of the nearness to New York City on business. "We picked visitors from New York City, though they may have traveled to New York City on shopping trips." In Yonkers, Ben Bush of Symphony Music said classical sales had become very limited because of a change in his area, not because of discount houses. "Some people think Carmina Burana, by Carl Orff is a disease. We had to ride with the tide."

Bob Sayers of Normandy Piano and Music of Yonkers reported the outlet still did a good show of classical business. "We carry the major labels. Sales are bigger around Christmas, then taper off until the turn three or four months a month until they get all they want." Sotolario probably hit another store," He called New York City the "Frying Pan" for the best selling Vladimir Horowitz disk on Columbia.

The Music of White Plains has felt some effect from discount houses, according to Mac's Kevin Falcone, but a more-rounded collection was signed through the dealers returning. Service also helps classical action as does the speedy filling of orders, usually within a week. As Falcone remarked, "We are trying to sell records to stay in business."

Peter Watson of Downes Music in Mt. Vernon reported for classical sales except at Christ.

(Continued on page 44)
Discount Houses Causing Disk Sales Slump in N. Y.

- Continued from page 43

mas and Easter, when works such as those by Handel went well. He was expecting an in- crease in business as a result of the CBS television series "Amos 'n' Andy" on which he is the music director and on which he is an frequent performer (3). Watson was one of the few dealers to find a definite increase in business at Christmas, both as to quantities and as to dollar volume. On the other hand, Miss Kirk's inventory was down last season compared with the year before.

Where the Sales Have Declined

But the sales slump was not universal. The Muziek Center, in New York City, announced a complete sales decline at the end of the season, but the firm's president, Dr. H. S. Schmitt, said the decline was due to the high price of new records and the low price of used records. The firm's sales of new records were down 25 per cent last season compared with the year before, but the sales of used records were up 15 per cent.

The Village Shop, in New York City, also reported a decline in sales, but the firm's president, Mr. A. H. Smith, said the decline was due to the high price of new records and the low price of used records. The firm's sales of new records were down 25 per cent last season compared with the year before, but the sales of used records were up 15 per cent.

The Village Shop, in New York City, also reported a decline in sales, but the firm's president, Mr. A. H. Smith, said the decline was due to the high price of new records and the low price of used records. The firm's sales of new records were down 25 per cent last season compared with the year before, but the sales of used records were up 15 per cent.

The Village Shop, in New York City, also reported a decline in sales, but the firm's president, Mr. A. H. Smith, said the decline was due to the high price of new records and the low price of used records. The firm's sales of new records were down 25 per cent last season compared with the year before, but the sales of used records were up 15 per cent.
PUBLISHER BILL LOWERY recently hosted a 10th anniversary party in honor of the writers of "Young Love." With Lowery, glass in hand at right, are Ric Carter and Carole Joyner, who were 11 years old when they penned the tune in 1956. Columbia Records artist Billy Joe Royal is behind Lowery.

Dave Dudley

STEVENS POINT, Wis. — Fans and friends of Dave Dudley turned out en masse here April 23 to honor him at a Dave Dudley Homecoming Celebration. Dignitaries from throughout the State were on hand and he received numerous wires of congratulations from city and State officials and fellow artists.

The day's festivities concluded with a big show at the high school auditorium, where Dave was presented a plaque for his contribution to country and western music. Appearing with Dave on the show were Billy Grammer, Bobby Lord, Linda Manning, George Kent and June Spaulding.

GAC Sets 3 C&W Units on Western Dates

ANAHEIM, Calif. — General Artists Corporation's country music department has three major c.w. packages set for dates in the West over the next two months.

The first package, highlighting Hank Thompson and His Brazos Valley Boys, Buck Owens and His Buckaroos, Minnie Pearl, Mary Taylor, Cagle and Roy Clark, plays the Melodyland Theater here May 24-29.

A second unit, made up of Hank Thompson and the Brazos lads, the Marty Robbins aggregation, Minnie Pearl, Roy Clark and Mary Taylor, headlines the Nevada Rodeo & Livestock Show at Reno June 17-18.

The Thompson group plus Buck Owens and the Buckaroos, Wanda Jackson and Her Party-Timers, Don Bowman and Jerry Naylor make up a third GAC package which is booked for the Cricket Star Theater, San Carlos, Calif., July 26-31.

Myrna Lorrie

HOLLYWOOD —Gaiety Records with headquarters at 6153 Lexington Avenue here, reports its entry into the country and western field with the signing of Myrna Lorrie to a recording contract. Gaiety president is Don Grashey, who discovered Myrna in 1955 and signed her to Faber Robinson's Abbott label. Miss Lorrie is best remembered for her recordings of "Are You Mine" and "Underway." She cuts her first session for Gaiety this week.

Great Artist + Great Ballad = BIG HIT

THE BAND

5136 W. 41st Ave.
Denver 12, Colorado
Tel. (303) 455-4118

MAY 21, 1966, BILLBOARD
COUNTRY MUSIC

HOT COUNTRY SINGERS

This Week Last Week Title Artist & Publisher

1. I JUST CAME TO SMELL THE FLOWERS Peter Cetera, RCA Victor 3843 (Atlantic, BMI)
2. THE MINUTE MEN Commerce, Columbia 39332 (Wildwood, BMI)
3. THE SWEET SECRET Loretta Lynn, Decca DL 5741 (Decca, BMI)
4. NAVIN BLUES Ray Bryant, Capitol 2214 (Foster, BMI)
5. WAITING IN YOUR WIFE'S LOVE Lefty Frizzell, Capitol 2295 (Stuart, BMI)

HOT COUNTRY ALBUMS

This Week Last Week Title Artist & Publisher

1. ROLL OUT THE RED CARPET FOR BUCK OWENS AND HIS BUCKAROOS Capitol T 2442 (MI) ST 2443 (S)
2. MISS SMITH GOES TO NASHVILLE Cobby Smith, RCA Victor LPM 3330 (MI) LP 3332 (S)
3. I WANT TO GO WITH YOU Bobby Darin, RCA Victor LPM 2667 (MI) LP 2669 (S)
4. MEAN AS HELL Johnny Cash, Columbia CL 3446 (MI) CS 3448 (S)
5. I LIKE MY COUNTRY Louie Lytton, Decca DL 4744 (Decca, BMI)
6. KEEP IN THE TEAR Sunny James, Capitol T 2413 (MI) ST 2415 (S)
7. ROLL, TRUCK, ROLL Red Sovine, Capitol T 2404 (MI) ST 2406 (S)
8. MY WORLD Bobby Bare, RCA Victor LPM 3466 (MI) LP 3468 (S)
9. TELL ME SOMEBODY Billy Lee Riley, RCA Victor LPM 3465 (MI) LP 3467 (S)
10. JUST BETWEEN THE TWO OF US Sixto Owens and Martha Haggard, Capitol T 2433 (MI) ST 2435 (S)
11. CHET ATKINS PICKS ON THE BEATLES RCA Victor LPM 3333 (MI) LP 3331 (S)
12. ARTIFICIAL HUSH Jimmy Newman, Decca DL 4748 (Decca, BMI)
13. ROGER MILLER/GOLDEN KISSES Jimmie Rodgers, RCA Victor LPM 3473 (MI) LP 3474 (S)
14. THE BEST OF JIM REEVES, VOL. II Jimmy Reeves, RCA Victor LPM 3477 (MI) LP 3478 (S)
15. GIDDY-UP GO Tom Jones, Decca DL 4747 (Decca, BMI)
16. BALLADS OF THE GREEN BAREFOOT S/S Rare, Stamps, RCA Victor LPM 3545 (MI) LP 3546 (S)
17. COUNTRY Favorites—Willie Nelson Style Bobby Bare, RCA Victor LPM 3532 (MI) LP 3533 (S)
18. A SIX PACK TO GO Buddy Holly, Decca DL 4749 (Decca, BMI)
19. LOVE BUG George Jones, Musicor MMS 2001 (M) MI 2003 (S)
20. SOUTHEAST SINGS Sixto Owens, RCA Victor LPM 3490 (MI) LP 3491 (S)

a soaring single success

by JAN HOWARD

"EAT ON YOUR MIND"

31933

DECCA RECORDS, A Division of MCA INC.
Two sides of the Nashville hit story...

A Tommy Collins single!
(Remember "If You Can't Bite, Don't Growl"!")
"Be Serious, Ann".
"Shindig in the Barn"
4-0348

A Flatt & Scruggs single!
(one of the most successful teams in the business)
"For Lovin' Me", "Colours"
4-0327

Where the "pop-country" action is.
On COLUMBIA RECORDS
FREE LISTING
IN BILLBOARD'S 1966-1967
INTERNATIONAL BUYER'S GUIDE
of the music-record industry
MAIL THIS COUPON TO US TODAY*

ELIGIBLE CLASSIFICATIONS
- RECORD MANUFACTURERS
  (Please list labels owned & repre-nted separatrly)
- RECORD MANUFACTURERS SERVICES & SUPPLIES
- DESIGN & ARTWORK
- DIRECT MAIL SERVICES
- ENVELOPES & MAILERS
- JACKET MANUFACTURERS
- LABEL MANUFACTURERS
- LICENSEES, TAPES & RECORD MASTERS
- MANUFACTURERS OF MUSICAL INSTRUMENTS
- MUSIC MANUFACTURING ORGANIZATIONS
- PAPER PRODUCERS
- PRINTING PUBLISHERS
- PUBLISHING
- PRODUCING STUDIOS
- RECORDING STUDIOS
- RECORDS
- STUDIO EQUIPMENT
- TRADE ASSOCIATIONS

*IF YOU HAVE ALREADY RETURNED A QUESTIONNAIRE TO US PLEASE DISREGARD

PLEASE AIR MAIL IMMEDIATELY TO:

*Urgent—Please Use Typewriter If Possible—Thanks

*COUNTRY MUSIC

WELW and WQAI Go All-Country
CLEVELAND — Radio sta-
tions WELW, Willooghby, Ohio, and WQAI, Ashtabula, Ohio, have changed their for-
mats to modern country and western music.
Bob Campbell, president and 
general manager of both stations, 
said the changes were made after 
surveys showed high interest 
in this type of music through 
record sales, jukebox 
activity and attendance at coun-
try music shows. 
WELW serves all of Ohio's 
largest county, while WQAI 
offers its programming to the 
Cleveland area. Both stations are 
daytimes.
Wait Lhamon, formerly with 
the Rivers group in the South-
east, is music coordinator for both stations.

DURWARD ERWIN has a sleep-
er hit record in "The Gypsy's 
Secret" Canedy Records 6413, now re-released by DJ and 
jukebox demand. Copies and 
information, 'Tim Gaytie, Na- 

tional Publicity, 6376 Yucca, 
Hollywood, Cal. 90028. Tel. 
462-2153 or 465-6258. A. C. 
213. (Advertisement)

FRANK IFIELD, whose U.S. recordings are released on the Hickory 
label from Tennessee Gov. Frank Clement 
during Ifield's visit to Nashville last week, Ifield was in Nashville 
for extensive recording sessions. With Governor Clement (seated) from 
left are: Norris Paramore, adr director for EMR, Roy Acuff, Ifield, Wesley 
Rose and "D." Kilpatrick.

YESTERDAY'S COUNTRY HITS
Change-of-pace programming from your library's shelves, featuring the disks 
that were the hottest in the Country field 5 years ago and 10 years ago this week. 
Here are how they rank in Billboard's chart at that rank.

COUNTRY SINGLES—
5 Years Ago
May 22, 1961
1.Hello, Walls, Faron Young, Capitol
2. Foolin', Ancil Bows, Capitol
3. Don't Worry, Marty Robbins, Columbia
4. The Blizzard, Jim Reeves, RCA Victor
5. Heart Over Mind, Roy Price, Columbia
6. I Fall to Pieces, Patsy Cline, Columbia
7. Window Up Above, George Jones, Mercury
8. I'll Just Kneel One Cup of Coffee, Glenda Gray, Mercury
9. Shugy-Eyed John, Johnny Horton, Columbia
10. Three Hearts in a Tangle, Roy Drusky, Decca

Haney, WEEZ Set Spec for 
Philthy Hall

PHILADELPHIA — Carlton 
Haney, Rossko, Va., manager-
promoter, in association with 
Ernie Tannef, owner of WEEZ, 
Chesier, Pa., and WEEZ general 
manager, Bill Dalton, is bring-
ing into a topsoch country music 
pacagae to Convention Hall 
here May 28 for a single 
performance. It will be the first 
attraction of its kind ever to 
play the huge 

Covinising the talent line-up 
for the show will be Roy Acuff 
and His Smokey Mountain 
Boys, Faron Young and His 
Country Deputies, Roy Drusky 
and band of Dale Roberts 
an aggregation, Dave Dudley and 
the Roadrunners, Red Smiley 
and His Cut-Ups, Earl and 
Pearl Butler, Don and Ronnie

Bohlen Gen. Mgr.,
Continued from page 26

the WCWN stations, is leaving 
that position to join the parent 
firm, W. L. Follmer, Inc., in an 
executive capacity as a vice-

According to many stars, Chrissy Lane is so her way to C&W 
stations with her first smash, "JANIE TOOK MY PLACE."

"STOP FOOLIN' WITH ME"

BOHLEN GEN. MGR. OF THE WQAI NASHVILLE STATION

CHRISTY LANE...

Sweetest voice this side of 
heaven.

According to many stars, Chrissy Lane is so her way to C&W 
stations with her first smash, "JANIE TOOK MY PLACE."

"STOP FOOLIN' WITH ME"

BOHLEN GEN. MGR. OF THE WQAI NASHVILLE STATION
TOP SELLING R&B LP's

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; No.</th>
<th>No. of Wks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>LOUD ANGELS LIVE!</td>
<td>Capitol T 2540 (LP)</td>
<td>9</td>
</tr>
<tr>
<td>2 GET MY MIND WORKING</td>
<td>Jimmy Smith, Vertee V 8641 (78)</td>
<td>5</td>
</tr>
<tr>
<td>3 TEMPTATIONS</td>
<td>ABC-Paramount ABC 744 (LP)</td>
<td>25</td>
</tr>
<tr>
<td>4 BONNIE'S LOVE SONG</td>
<td>Sutter SPV 554 (LP)</td>
<td>5</td>
</tr>
<tr>
<td>5 CRYING TIME</td>
<td>Atlantic ABC-Paramount ABC 744 (LP)</td>
<td>5</td>
</tr>
<tr>
<td>6 LONELINESS</td>
<td>Jimmy Smith, Vertee V 8641 (78)</td>
<td>5</td>
</tr>
<tr>
<td>7 RIDIN' HIGH</td>
<td>ABC-Paramount ABC 546 (LP)</td>
<td>11</td>
</tr>
<tr>
<td>8 UNWRITEABLE</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>9 SOUL ALBUM</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>10 GET YOUR LOVE BACK</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>11 MIRACLES GOING TO A SO- SO</td>
<td>Taw Film, ST 507 (LP)</td>
<td>5</td>
</tr>
<tr>
<td>12 BROTHERS IN SONG</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>13 I HEAR A SYMPHONY</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
</tbody>
</table>

RHYTHM & BLUES

HITS OF THE WORLD

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; No.</th>
<th>No. of Wks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 VOICE OF LOVE</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>7 I WANT TO SING</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>8 I'M A MAN'S MAN</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>9 I LOVE YOU</td>
<td>Atlantic ABC-Paramount ABC 744 (LP)</td>
<td>5</td>
</tr>
<tr>
<td>10 I WILL BE LOVED</td>
<td>Atlantic ABC-Paramount ABC 744 (LP)</td>
<td>5</td>
</tr>
</tbody>
</table>

TOP SELLING R&B SINGLES

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; No.</th>
<th>No. of Wks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>24 BILLION DOLLAR MAN LOVES A WOMAN</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>11</td>
</tr>
<tr>
<td>25 BILLION DOLLAR MAN LOVES A WOMAN</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>11</td>
</tr>
<tr>
<td>26 BILLION DOLLAR MAN LOVES A WOMAN</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>11</td>
</tr>
</tbody>
</table>

Billboard SPECIAL SURVEY for Week Ending 5/21/66

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; No.</th>
<th>No. of Wks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>12 SUNNY GIRL</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>13 CRISTINA WALTER</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>14 GROWN MEN</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>15 I'M A MAN'S MAN</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>16 I WANT TO SING</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
<tr>
<td>17 I WILL BE LOVED</td>
<td>Vertee, Cde CP 716 (LP)</td>
<td>7</td>
</tr>
</tbody>
</table>

**Attention all Songwriters**

Are you getting all the royalty due you? Are your copyrights paid on time? Are you getting the best income in the business? Get the facts on ASCAP. Write to American Guild of Authors and Composers. 50 West 57th St., New York 19, N.Y. 10019. (212) 564-4400.

**American Guild of Authors and Composers**

50 West 57th St., New York 19, N.Y. 10019. (212) 564-4400. Street Sweeping Over 50 Years.

**A New Sound is Born**

**TAMMY LEVON**

A 17-year-old dream with her latest

**A SCHOOL GIRL'S DREAM**

b/w

**SHOW ME THE WAY**

Truly a two-sided teen hit . . . now getting strong air play in Milwaukee, Chicago, Detroit, Cleveland, Pittsburgh, Philadelphia, Memphis and New Orleans.

**SALEM-NATION RECORD CO., INC.**

7369 S. Westworth Avenue, Chicago, Illinois 60649 (312) 495-2062.
Caiola Will Do A Turn On Nightclub Circuit

NEW YORK — Al Caiola, who records for the United Artists label, is planning to introduce a Solid Gold Guitar. As a recording artist, Caiola has already been issued LPs as "Guitar for Lovers," "Guitar for Lovers, Part II," and "On the Trail of 50 Fabulous Italian Favorites." And "Solid Gold Guitar" has just been released.

It's the sound that he gets into these albums that will carry the Caiola name out on the nightclub circuit.

Tight Playlist

* Continued from page 30

Gayle Williams and Johnny Mitchell, the most recent addition as the swing shift man.

V/F Bows New Promotional Tacks

By AARON STERNFIELD

NEW YORK — Verve's folk-pop label, is flying at the face of traditional record exploitation, and promoting its artists through the Greenwich Village Establishment and college radio.

Jerry Schoenbaum, who heads the label, feels that while most artists can be built in the conventional single-album manner, hard on a single, then breaking

unison with an album after the single hits—the formula is absolute.

A case in point is the Blues Project, a group which Schoenbaum considers the label's hottest property. The Project has a couple of singles under its belt, but neither of these singles were used as an intense attack, and the sound was way off the commercial beat, and air play was disappointing.

20,000 Shipped

Six weeks after the Project's first album, "The Blues Project Live at Cafe Au Go Go," was released, over 20,000 copies of the album to college radio stations.

But more important than the college radio exposure is what Schoenbaum feels is the Greenwich Village Establishment, The Establishment, a jet set of the college crowd, a group which Schoenbaum feels extends for beyond the narrow geographical confines of the Village.

Schoenbaum feels that the college kids are very much a solid base from which the record can be sold. When the album's critical success, and the college radio exposure, Schoenbaum feels that the album could make it without having to use the college radio, and primarily through college radio exposure and a boost from the Greenwich Village Establishment.

College stations go heavy on album play, and Schoenbaum can sent copies of the disk to all key campus stations. Partially as a result of this pre-release offer, more than 20,000 copies of the album have been sold.

Bands to Take to Stand for Championship of Michigan

BAY CITY, Mich. — The third annual Music Mania will be held here in a series of Tuesday and Thursday night sessions June 7 through Sept. 6. The Championship battle will be Aug. 30 with the annual dance Sept. 6.

The battles are held in the State Park Roll-Air-Rink; last year more than 50 groups competed in the summer contests, seen by over 20,000 fans. Two local teachers and radio station WKNX of Saginaw are behind the project. The risk, which converts to a dance floor that will held as many as 2,500 fans, is owned and operated by school teachers Octavia Gavrilin and Robert Darby.

Columbia Records' John Hammond, director of talent acquisition, will be on hand for the finals. Two new stages with all new sound equipment have been installed. There will be 10 competition rounds, two semi-final events, plus the championship night.

Five bands will perform each night. Bands traveling from out of the Tri-City area will receive expense money. Round winners will get a $250 prize each, first prize for the finals winner will be $250; third, $150. Winners are also guaranteed $1,000 in book- ing fees and WKNX monies, plus a private audition with Hammond.

Pop (Petula Clark) to Meet Jazz (Basie) in 'Experiment'

LOS ANGELES—A musical experiment takes place May 13 when pop vocalist Petula Clark and the Count Basie orchestra make band perform together in concert.

Of her debut in the U.S. with a jazz band, Miss Clark said, "What I do really isn't swing, and Basie playing Tony Hatch, isn't that something?"

The musical blending takes place at Purdue University, and the following evening at McCormick Place, Chicago's huge indoor complex.

Miss Clark admits one thing in her favor: "People who come to see the jazz band won't be coming to see Petula Clark, Miss Clark is a very interesting experiment. Basie's worked with Frank Sinatra and Tony Bennett, but he's never backed a female vocalist whose American reputation is that of a top 40 artist, the point out. Actually, the Count will not be at the keyboard at the two dates. Instead, Frank Owens, the area musicians, when he opens at the Rainbow Grill here May 19. He'll have Hank Jones on piano: Tom Brown, guitar; Doc Cheatham, drummer and the great organists and Bill Lee, bass. Annette Sangs will handle the vocal chores. Goodman records have signed an exclusive recording contract with Decca.
In San Francisco HOTEL BELLEVUE

at Geary and Taylor Streets

MUSIC ON CAMPUS

By JIM FRAGALA

"Sing-out '66," the vocal youth corps that has made its medium of expression song in public places on German streets, has returned to the United States. The group, known as the German Youth Movement, consists of about 20 young men and women who sing and play instruments in public places in the United States. They perform as a way of bringing German culture to the attention of the American public.

The group's repertoire includes traditional German songs as well as contemporary popular music. They sing in German and English, using both the German and English languages to communicate with their audience. The group's performances are often accompanied by dance and other forms of physical expression, creating a lively and engaging atmosphere.

The German Youth Movement performs at a variety of locations, including public parks, libraries, and community centers. They also perform at private events, such as weddings and birthday parties. The group's performances are known for their high energy and enthusiasm, and they have a strong following among young people in the United States.

The German Youth Movement was founded in 1965, and since then has performed in many countries around the world. The group has become an important symbol of German culture and has helped to increase awareness of German language and traditions in the United States. The group's performances are often accompanied by dance and other forms of physical expression, creating a lively and engaging atmosphere.

The group's repertoire includes traditional German songs as well as contemporary popular music. They sing in German and English, using both the German and English languages to communicate with their audience. The group's performances are often accompanied by dance and other forms of physical expression, creating a lively and engaging atmosphere.

The German Youth Movement performs at a variety of locations, including public parks, libraries, and community centers. They also perform at private events, such as weddings and birthday parties. The group's performances are known for their high energy and enthusiasm, and they have a strong following among young people in the United States.

The German Youth Movement was founded in 1965, and since then has performed in many countries around the world. The group has become an important symbol of German culture and has helped to increase awareness of German language and traditions in the United States. The group's performances are often accompanied by dance and other forms of physical expression, creating a lively and engaging atmosphere.
NAMM Outlines Plans For 65th Music Show

CHICAGO — The National Association of Music Merchants last week announced a general outline of events and list of exhibits for the 1966 convention and Music Show to be held at the Conrad Hilton Hotel here. Attendance for the event, according to music educators, should exceed 20,000 persons.

Business sessions will be conducted through Wednesday (11-13) from 8 to 10:30 a.m. A Sales Promotion Clinic and a Merchandising Electronics session will be held on Monday. Tuesday's session is called "Total Selling Service—Music." Wednesday will include a session on "Short Range Management" and will have exhibits on Piano Foundations and Hi-Fi Components.

Ward's Plans Tie With Ticket Sales

CHICAGO—Barry Nordin, national buyer of phonograph records for the Montgomery-Ward chain, told Billboard last year that Ward's large store here is planning an experimental ticket-tie-in for this summer. "We have recently started selling tickets for all sorts of events in this store," he said, "including tickets for teen concerts coming up this summer. For the first time in our specific concert, we will have signs at ticket windows telling customers that all the records of groups appearing at that concert are available in our record department.

"If the record department will be extra special for the records of groups appearing in this," he added, "and we plan to advertise the whole package in the newspapers."}

POPULARITY OF HARPS VARIES IN NON-METROPOLITAN AREAS

Editor's Note: This is the conclusion of a Billboard series on record dealers.

"Hammonica," the news of a new wave of popularity in the large metropolitan areas continues to grow. Strongly conscious tone and youth market has been opened up for them, have also penetrated the smaller city and rural markets to some degree.

Some small towns, of course, have always been exceptionally good harp-horn markets. Ypsilante, Mich., for example, has been a great harp-horn town ever since World II. James Manley, manager of Carty's Music Box in Ypsilante, said, "We had a bolder plant here than just a few people, and a few people come from West Virginia to work here. Country and western, bluegrass and folk music have all done well, and they all require harmonicas."

Peoria, Ill., a town of over 100,000, has been a good harmonica area. John Cornelson of the A. J. Music store, said that "Caterpillar Co. and other plants around Peoria have always had a very strong market for records. The problem, however, is that we have seen increased sales of folk records and some blues groups. The latter buy a chord harmonica which is a great demand here. We carry six chords and is used with a number of the modern blues sound arrangements.

"In Terra Haute, Indiana, a store of Indiana University, harmonica sales have picked up noticeably. Warner Paige, owner of the Pea Music Co., told Billboard that "we are selling four different types of harmonicas now as we did three years ago. Much of the increased business is due to the fact that university students have been buying."

Not all smaller cities are fortunate enough to have a large campus as a factor. For example, harmonica sales have not yet approached the popularity notes of the large cities. "We don't plan to carry harmonicas here, the five or ten or hundred that harmonicas now as we did three years ago. Much of the increased business is due to the fact that university students have been buying."

"In Gretna, N. C., only one of six record stores contacted by Billboard was a retailer of harmonicas. "We have been selling a lot more of them in the last seven to eight months than we ever have," said Willie Fitzhugh of the Big Horn Records. "We think the popularity of folk music has caused it."

The other shops contacted in Charlotte, as well as many other record dealers, are finding that record sales, of course around the country—particularly in folk record sales—calls for them to make it profitable to stock harmonicas. Those in Charlotte have been able to stock them have done so strictly on the basis of what they can make because—as far as there has been no extensive promotion aimed at the teen in mind which is using the harp as part of its "new" sound.
ford to stock slow-moving mer-
chandise, and he can scarcely af-
ford to be as competitive on the
Billboard items because he has no way of covering his costs as
this markup. This, plus the fact that we offer added cus-
tomer services, has made us
competitive on the hot sellers
and has brought customers into
our store for the non-Billboard
albums.

Sales are successful selling de-
sive, said Turner, but he added
he had not held enough of them
to be able to determine a defi-
nite pattern. "A recent storewid-
e-wide sale offering all merchandise at
discount prices produced some
interesting results," he said. To
the first three days of the sale
the total dollar volume of all
records increased by 323 per-
cent. The classical department
alone increased dollar sales by
967 per-cent—indicating that
classic record buyers are quite
price conscious.

"Even more significant, the
total number of all albums sold
increased by 461 per cent," he
said. "Such data will eventually
serve as a guide for various price-
ning alternatives. After some time,
errors will be reduced to a mini-
mum. Faced with the need to know
what price to charge for every
kind of record, for various times
of the year," etc.

Suppliers

The Audiophile buys directly
from distributors in the Denver
area. "Not only are our suppliers
very capable," said Turner, "but
they are also very co-operative.
Without advice and assistance
from people such as Bill Davis
of Davis Sales Co; Grace Barger
of Walter Slagle and Co.;
Bob Stevens of Craig Distrib-
uting (Columbia) and all the
others, this business would have
been quite a bit harder to
handle."

The store's distributors had
equally kind things to say about
the Audiophile. In every record
category, they said, it is an out-
standing retail outlet. Grace
Barger was as astonished at the
volume of jazz sales as Boyd
Distributing Joe Canavera was
about the classical turnover.
Al Sheahan, National Sales Co-
ordinator of Supercords, Inc.,
said the store is Sony's largest
dealer in Boulder of tape rec-
torders. Turner's partner Rob-
erts has been chiefly responsible
for this by arranging several
outstanding promotions for Sony
products.

But success means moving
ahead. Roberts and Turner feel,
and the Audiophile is moving
to gain even more of the campus
market. It is currently financing
a group of university students
to prepare a marketing survey in
order to determine how the
Audiophile can improve its image
on campus.

Rutgers, New Jersey
FTC Contact Clears Way for SEBVA Sponsorship Machines

By LAMAR GUNTER

CHARLOTTE, N. C.—Members of the Southeastern Bulk Vending Association (SEBVA) gathered here at their annual convention how a civic group tried to prevent Freedom Vending Co., New Bern, from placing sponsored vending machines in a certain area. They also were told by re-elected President Lee Smith, and Ralph Morris of East Coast, how the association is able to stop the pressure and coercion exerted against East Coast.

Smith explained that he contacted the Federal Trade Commission and reported the results of that contact in the form of the letter to the civic group. Morris said the pressure against himself and partner Bill Guitrin "began to ease off almost immediately."

Smith explained that the civic group in question had sponsored machines and tried to exert pressure to keep the East Coast machines sponsored by an association for the mentally retarded from being placed.

The FTC considers such efforts a restraint of trade. Smith told the members and wanted them to shun such tactics themselves.

East Coast Vending was not a member of the association at the time it approached the association, but Morris and his partner joined at the conclusion of the convention meeting, along with Harold Foltz of New York as an associate member and Willard Thompson of Cavalier Vending of Virginia.

President Smith told the membership that the association's members now have vending machines in 158,728 locations.

In other business action, the association elected Hugh M. Eckardt of Eckardt Vending in Conover, N.C., treasurer after separating the combined office of secretary-treasurer. Jack Thompson, Lee Smith's partner in Raleigh, North Carolina, continues as secretary.

T. J. Martin of Painetto Vending Co. in York, S. C., was elected a director, replacing a man who is no longer in the vending machine business.

The association voted to change its annual convention meeting this fall and make Charlotte the permanent site of the fall meeting. The past couple of fall meetings have been held at Myrtle Beach, S. C.

The association voted to hold the spring meeting at different cities in various States in order to better serve its membership.

(Continued on page 55)

WWMOA Holds L. A. Meeting

By SAM ABBOTT

LOS ANGELES—Although a bountiful buffer hosted by Oak Manufacturing Co. and Operators Vending Machine Supply Co. was served, the quarterly meeting of Western Vending Machine Operators Association pulled a discouraging attendance of fewer than 15 members.

The meeting was held at the Acorn crown in Los Angeles (26) with Eddie Rosen, Operators Vending Machine Supply Co., Los Angeles, presiding. Hot and cold buffet was served at 7 p.m. followed by the meeting at 8 p.m.

The session was conducted by Ken Ferrer for the first time since his election as president in January, Eugene L. Zela, Beverly Hills attorney and WWMOA executive secretary, read the minutes of the last meeting and reported on pending increased licenses.

Robert (Bob) Feldman, of Acme Vending Co., reported on the May 10, 20-21—Ohio Automatic Merchandising Association convention, Sheraton-Columbus Hotel, Columbus, Ohio.

May 26-22—North Carolina Vending Association and South Carolina Automatic Merchandising Association the National Vendors Association convention in Chicago. Leo Weiner, Norman Weitzman and Joe Arguelles, who also attended the convention, were present.

Feldman said the most interesting activity, in his opinion, was the workshop conducted by Robert (Bob) Feldman, of Acme Vending Co., reported on the meeting.

ASSEMBED EVENTS

SNEAK PREVIEW BUILDS VENDOR'S DOLLAR VOLUME

BIRMINGHAM, Ala. — A local vending operator reported a dollar volume by using the "sneak preview" or "unannounced" technique that worked so well for the TV and motion picture industry.

Walt Adkins, suburban Birmingham bulk vendor, told Billboard that "the change was so rapid in the bulk business we can count on at least three or four new ideas being introduced every minute. Instead of putting away the sample along with his order, I took them home, carefully, decide which I am going to buy and take them out to several locations. I spot them in machine and invite our customers to keep an eye out for them."

Adkins' "previews" his future lines by using the same sort of white card which is normally employed for current-content material. The card is being passed around, the second card, placed on either side of the main one, shows anything but the current item. The card will be added to the regular play, with the notice: "Watch for These"—"Coming Next Week"—"To Be Added in July." Most of the products are plastic, rubber or metal novelty items worth 5-cent and 10-cent machines. Wherever he has employed his "Coming Attractions" theme, Adkins invariably finds that the new item begins selling at a furious pace, simple because youngsters have had their curiosity piqued. "They actually go out of their way to watch for the new item to be added," said Adkins.

Adkins, a veteran operator in the area, has several hundred locations in Birmingham, Bessemer, Vestavia, Enidley and surrounding suburbs.

YOU COUNT MORE WITH OAK

OAK TREE

The Oak Tree makes an ideal stand for Vista Model Cabinet Machines. This multiple vending unit makes your merchandise really stand out. There is no need to disassemble the upper row of machines to service the bottom machine. The wheel-mounted base is 13" x 16", the overall height is 50 inches. Shipping weight is 195 lbs. It is available in natural and red open enamel or automotive chrome finish.

Time payments available on OAK Machines through all distributors.
By EARL PAIGE

ST. LOUIS—Some 20 area vendors put cash on the line last week during a two-night policy planning session of the newly formed Metropolitan Bulk Vending Association. Dues for membership were set at $25 per year for distributor associate members and operators with over 100 machines; $15 annually for operators with less than 100 units; and $10 for operators with less than 50 vendors.

Organizational officials were named to serve until formal election of officers is held. Sam Phillips is chairman and handles dues and registration. Lew Block is legislative chairman.

NORTHWESTERN Model 60 Bulk-Pak
Will not slip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEET'S DUBBLE BUBBLE TAC GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

BIRMINGHAM VENDING COMPANY
Eldridge, Alabama Phone: Palace 6438

NEW VICTOR 27 GUM & CAPSULE VENDERS
A REAL SALES STIMULATOR ANY LOCATION
Beautiful eye-catching design. Makes mechanical display. Convenient, all-copper, all-capsule display. 29- and 54-capsule models. Vends 100 cents, 50, 25, 10 and 5 cents. V-1 and V-2 capsules. Available with 12 or 24 compartments. Complete with metal base and removable cash box for easy col-
clecting. 100 to 300 machine capacity. With 3"x 5" venders, extra 100 cent model, 350 vender capacity. 29-compartment model and 54-compartment model available. PRICE $39.00 each with WRITE, WIRE OR PHONE

GRAFF VENDING SUPPLY CO., INC.
1926 West Ridge Road
Dallas, Texas

Please check complete information and price on Northwestern Southern Mutual
Bell Gum

Vender (as illustrated) as well as other Northwestern machines.

NAME
COMPANY
ADRESS
CITY
STATE
ZIP

BETTER MACHINERY
Member National Vending Machine Ass'n
4711 E. 27th St., Kansas City 37, Mo. Phone: WA 5-9190
We handle complete line of vending machines
"It's 30 in KCMD"

MAY 21, 1966. BILLBOARD

NORTHWESTERN HOLD Annual Convention
Continued from page 54
The spring meetings, formerly open to all, will be closed except to members, and Smith said, "This should give some of you who are not members the incentive to join the association so you can get in on the spring meetings.

Pay Expenses
In one other business matter, the association voted to pay the expenses of Irwin Nable, National Vendors Association president, while in Charlotte, and recommended to the NVA that it pay the fare for the NVA president to travel to various regional conventions.

Main speakers of the evening were State Sen. Martha Evans of Charlotte who came on crutches due to a broken leg, and State Rep. James B. Vogler, dean of the Mecklenburg (Charlotte) County delegation to the State House of Representatives.

Mrs. Evans spoke briefly of the work being done for mental-
W. Va. Operators Assisting State-Wide Cancer Campaign

CHARLESTON, W. Va. — The Virginia Music & Vending Association has announced that it will participate in a State-wide American Cancer Society drive by donating one cent per machine to the cancer fund. If the drive is successful, the idea may be utilized on a national scale by the Music Operators of America.

John Wallace, president of the association, told Billboard that the drive will go into effect on their machines on May 30, Memorial Day, to inform the public that one day's play will go to the fund.

"The stickers will stay on the machines one or two weeks, depending on how often they are normally serviced," said Wallace. "Then either 1/7 or 1/14 of the total will be remitted to the Cancer Society."

NO COST

"It won't cost the operator anything," he said. "We did something like this 10 years ago in connection with the March of Dimes and found that people put more money into jukeboxes that had the stickers on them."

"I hope it will turn out well," Wallace added. "It is successful, we will have it here on an all year basis. Possibly, we can introduce it to the national organization (MOA) and have a similar program on an industry-wide level.

"We approved this idea during our board meeting and we have notified the State Cancer Society of our decision. From this point on, they will actually do all the work. Their regional men will visit operators to give them the stickers and to work out details of collecting the money."
THE LAW SAYS...

Routemen May Be 'Outside Salesmen'

By S. JOHN INSALATA

So often labor relations and law problems are discussed in an extremely technical fashion. The result is that operators walk away still wondering what the problem is all about (let alone thinking they might have some answers).

It is hoped that the following may provide some insight, in as plain English as possible, into the ways in which a court decision on the subject of the Federal Fair Labor Standards Act (usually called the Federal Wage-Hour Law) could possibly effect your business.

The year 1965 has been the year of the Wage-Hour Law in the coin machine business. A great deal of money and effort has been expended by all concerned on meetings, seminars, experts, publications, travel, etc. related to the law and its application to our business. In these discussions about the wage-hour law and its effects upon the industry, court cases dealing with everything from warehouses to department stores have been included. But a case decided by the United States Circuit Court of Appeals in January 1966, just before the industry's wage-hour whirl really began, has been generally overlooked from these discussions; and its possible importance has been virtually unlooked over.

The case is "Witte v Charleston Coca-Cola Co., Inc." The operator in question is the Charleston Coca-Cola Bottling Company, which Charleston Coca-Cola (with Vendors Unlimited, Inc., Fountain Products of Charleston, Inc., and G. Simms McDowell Jr.) was in the lower court of S. District Court, Charleston, S. C., could have serious import for the coin machine operator. The cigarette vending operator might be particularly affected by the court's decision.

The basic question presented by the case was whether employees referred to as route helpers were "outside salesmen" within the meaning of the Federal Wage-Hour Law. If they were, "outside salesmen," they would be exempt from the requirements of the law. Essentially, these helpers assisted the route driver employed by Charleston Coca-Cola in unloading and carrying away cases of product.

The court ruled that the helpers were "outside salesmen" and were exempt from the provisions of the Federal Wage-Hour Law. The Federal Department of Labor appealed that court decision and the case came before the United States Court of Appeals. The Court of Appeals disagreed with and reversed the lower court.

The high court held that the evidence which the companies had introduced in the lower court trial could not support a finding that these employees were "outside salesmen." In the language of the court, it was "insufficient evidence" to support the court's conclusion that this type of an employee performed the kind of work that would qualify him for an exemption.

However, IF YOU CAN PRESENT THE RIGHT PROOF, AUXILIARY EMPLOYEES MAY BE ENTITLED TO THE SAME WAGE-HOUR EXEMPTIONS THAT YOUR OTHER EMPLOYEES HAVE BEEN GRANTED.

The Court of Appeals in the Charleston case held, in effect, that it had not been proved that the helpers were "outside salesmen," specifically noting that no evidence as to their training as salesmen had been introduced. In other words, sufficient evidence showing the external character of these employees' work had not been presented in the case. But please note, the Court of Appeals did not close the door entirely and say that these employees could not, if the right evidence were presented, be ruled to be exempt employees.

Further, the lower court, which was reversed in this case, had specifically ruled that these helpers were exempt.

The MISIMPRESSION which operating companies have is that their routeemen can NEVER qualify for the "outside salesman" exemption. The result of wage-hour administrators not the courts, have led to this conclusion. Without stating a flat-footed position one way or the other, the remarks of industry experts (or self-styled experts) have tended to convey this misimpression. Routeemen can qualify for the "outside salesman" exemption if there is sufficient evidence of externalities and status. The wording of the Charleston case tends to support this thinking.

The fact that a Federal District Court, even though it was reversed on appeal, found employees who were not "outside salesman" routeemen to be outside salesmen tends to support the possibility that the "outside

(Continued on page 50)
L. A. Distributor Voices Need for New Games

By BRUCE WEBER

LOS ANGELES—A respected industry voice told Billboard the coin machine business would only keep in step with the needs of the operator.

Paul A. Laymon, president of the Laymon Co. of Los Angeles, and coin in the coin machine field since 1928, insists additional sales and profits are easily available if manufacturers would keep pace with industry needs.

He feels steps can be taken by the manufacturers to streamline games made popular by other generations, and to be more inventive in producing new games with mass appeal. Reassuring vintage equipment, Laymon said, would attract a new generation of players that have never seen games popular 10 and 20 years ago.

Says Laymon:

"By streamlining equipment, putting a new face on the games, and constantly trying to improve the product we already have," Laymon said, "the industry will make rapid strides in gaining new players and new business.

Too often, Laymon said, we are missing the market for granted, not advancing with fresh equipment and not feeling the pulse of the market. Although the industry is healthy, he said, we must maintain our positions and win new friends from among the young adult set.

Laymon said he has a word of caution for operators. "The biggest mistake the operator makes is to shop his equipment. Games should be alternated now and then to provide players with new challenges and the operator with additional profits.

By alternating games, Laymon feels, players are not tired of the same piece of equipment. "The equipment doesn't have to be new or fancy, but it should be kept in proper working order to better serve the public.

"At times, the coin machine manufacturer and the operator fail to see how difficult it is to compete for the leisure time dollar. However," he said, "if the industry wishes to gain that dollar it must be willing to be more inventive and more aggressive than it is now."
ICMOA Meets in Chicago

CHICAGO — The Illinois Coin Machine Operators Association met here Saturday and Sunday (14 and 15) in the Pick Congress Hotel.

Operators of neighboring States—Indiana and Wisconsin—had been invited to attend. Lou Casola, president of the ICMOA, said Illinois operators would be happy to reciprocate by attending meetings of other State organizations if invited.

Casola said such co-operation would benefit operators throughout the Midwest.

The meeting opened Saturday with a board of directors assembly followed by a hospitality gathering that lasted the better part of the evening.

Sunday's events started with a noon brunch and were followed by several panel discussions, including one on "Contracts and Leasing" held by guest Bill Cannon, president of the New Jersey Council of Coin Machine Operators.

Other panels included: Fred Granger, executive director of the Music Operators of America; and of TAA service, William S. Fishman, president of Automatic Retailers of America, Inc., told Army and Air Force Exchange executives at two sessions on Creative Thinking and Selling at the U. S. Army Quartermaster School here.

Fishman, who has twice served as president of the National Automatic Merchandising Association, cited "tremendous advances already made by the industry and the sophistication of its services." After tracing the history of vending from its early and cruder days, the AAA president reported that this highly new method of service has gained increased acceptance from customers everywhere.

"The ability to sell at prices near what the public has been paying and thus to sell more for the same amount of money, are the fundamentals of vending success," Fishman said.

Seek Tax Boost On D.C. Cigars

WASHINGTON—The U. S. Senate Committee on the District of Columbia has reported out a bill which would raise cigarette taxes in Washington from 2 to 5 cents per pack.

The tax increase, to help balance the city's budget, for the coming fiscal year, is in excess of the 1-cent per pack increase requested by District Commissioners.

The increase is subject to resistance from the House District Committee, chaired by John L. McMillan (D., D.C.), which has been opposed to all proposed tax hikes on cigarettes.

Vendo Precedent

Continued from page 37

the matter and if necessary take it to court.

Seeburg has 30 days to answer the complaint. From the hearing officer the matter could go before the full Commission, and from there, if necessary, to court. Exhaustion of remedies in such matters sometimes takes years.

GREGO BROTHERS, Thomas, Joe, Jack and Frank, sponsored two service schools recently, one at their home office in Glasco, N. Y.; the other in Albany, N. Y., a day later. Shown here are servicemen attending Glasco school, in front of class are Rock-Ola field service representatives William Findlay (right) and Frank Greco. Seated on Frank's right is Tom Greco.

the innovation that changes the coin-operated industry

Continued from page 58

VENDING NEWS DIGEST

watching a tax proposal to raise the levy 2 cents per pack to finance $28 million worth of civic improvements here.

The Riverside city council has yet to approve the tax boost formally, but did vote to approve plans for the city manager to raise the levy on cigarettes in an informal session.

Although no mention was made to boost the license tax on cigarette machines, operators say they see no reason but to approve it. "We have no plans to raise the license fee on coin machines. It has never come up during our study on increased city taxes."

Future Is Unlimited: Fishman

FORT LEE, N. J.—The future of vending in providing food and refreshments service is unlimited, waxed William S. Fishman, president of Automatic Retailers of America, Inc., told Army and Air Force Exchange executives at two sessions on Creative Thinking and Selling at the U. S. Army Quartermaster School here.

Fishman, who has twice served as president of the National Automatic Merchandising Association, cited "tremendous advances already made by the industry and the sophistication of its services." After tracing the history of vending from its early and cruder days, the AAA president reported that this highly new method of service has gained increased acceptance from customers everywhere.

"The ability to sell at prices near what the public has been paying and thus to sell more for the same amount of money, are the fundamentals of vending success," Fishman said.

Seek Tax Boost On D.C. Cigars

WASHINGTON—The U. S. Senate Committee on the District of Columbia has reported out a bill which would raise cigarette taxes in Washington from 2 to 5 cents per pack.

The tax increase, to help balance the city's budget, for the coming fiscal year, is in excess of the 1-cent per pack increase requested by District Commissioners.

The increase is subject to resistance from the House District Committee, chaired by John L. McMillan (D., D.C.), which has been opposed to all proposed tax hikes on cigarettes.

Vendo Precedent

Continued from page 37

the matter and if necessary take it to court.

Seeburg has 30 days to answer the complaint. From the hearing officer the matter could go before the full Commission, and from there, if necessary, to court. Exhaustion of remedies in such matters sometimes takes years.

GREGO BROTHERS, Thomas, Joe, Jack and Frank, sponsored two service schools recently, one at their home office in Glasco, N. Y.; the other in Albany, N. Y., a day later. Shown here are servicemen attending Glasco school, in front of class are Rock-Ola field service representatives William Findlay (right) and Frank Greco. Seated on Frank's right is Tom Greco.

the innovation that changes the coin-operated industry

Continued from page 58

VENDING NEWS DIGEST

watching a tax proposal to raise the levy 2 cents per pack to finance $28 million worth of civic improvements here.

The Riverside city council has yet to approve the tax boost formally, but did vote to approve plans for the city manager to raise the levy on cigarettes in an informal session.

Although no mention was made to boost the license tax on cigarette machines, operators say they see no reason but to approve it. "We have no plans to raise the license fee on coin machines. It has never come up during our study on increased city taxes."

Future Is Unlimited: Fishman

FORT LEE, N. J.—The future of vending in providing food and refreshments service is unlimited, waxed William S. Fishman, president of Automatic Retailers of America, Inc., told Army and Air Force Exchange executives at two sessions on Creative Thinking and Selling at the U. S. Army Quartermaster School here.

Fishman, who has twice served as president of the National Automatic Merchandising Association, cited "tremendous advances already made by the industry and the sophistication of its services." After tracing the history of vending from its early and cruder days, the AAA president reported that this highly new method of service has gained increased acceptance from customers everywhere.

"The ability to sell at prices near what the public has been paying and thus to sell more for the same amount of money, are the fundamentals of vending success," Fishman said.
Routemen as Outside Salesmen

Continued from page 57

A salesman's exemption may still be available to operating firms in a given case. But the fact that the Court of Appeals in the Charleston case left the door open, in a sense, for a case in which the right set of facts might exist, raises the possibility that auxiliary employees such as those who assist your routemen or your food employees (if you have them) might also fall under the same exemption granted the kind of employees you assist or support in their daily tasks.

Sales Team

Even though the Coke case dealt with the existence of a "sales team," made up of the routeman and his helper, it is not beyond the realm of possibility that the same reasoning could be applied to cases involving the interstate carrier, food handler or other exemptions.

The lesson to be drawn here: WHERE ONE CATEGORY OF EMPLOYEE IS EXEMPT UNDER THE FEDERAL WAGE-HOUR LAW, EMPLOYERS WHO HELP OR ASSIST THAT CATEGORY OF EMPLOYEE MAY ALSO BE EXEMPT, IF YOU CAN OFFER THE RIGHT KIND OF PROOF.

With this column, we welcome S. John Insalata as a regular contributor to Billboard. A former member of the staff of the National Automatic Merchandising Association, Mr. Insalata holds his degree in law and a Masters degree in industrial relations from Loyola University, Chicago. He is the only man so qualified to have ever served on the staff of a national coin machine trade association. He is a member of the Illinois, Federal and United States Supreme Court Bars. Next week, Mr. Insalata will deal with the question of what states, license fees and related items may lawfully be excluded by you in figuring your sales volume for Wage-Hour coverage. If you or your attorneys should desire full particulars and legal citations on the case outlined in this article, write S. John Insalata, Billboard Magazine, 188 West Randolph St., Chicago, IL 60601.

Making Money With Games—Foosball Is Finding U. S. Fans

We present another in our 1966 series of special articles on profit-improvement in amusement game operations. We deal in this installment with an intriguing European import that shows considerable coin-operating promise.

CHICAGO—Foosball—soccer shrunk to passable dimensions—is showing signs of becoming the second most popular indoor sport on many college campuses.

From Seattle University to the University of Wisconsin, fraternities and dorms are alive into the late hours with youths gripping the play handles of Foosball games—much to the neglect of their studies.

"This game is going to send me to Vietnam," moaned a fun-loving freshman at Milwaukee, Wis.

Two Regions

Two U. S. regions are vying for the distinction of having introduced coin-operated Foosball in the U. S. The Stalwart High Plains operators say they jumped on the game first. And it is true that Hymie and Eddie Zornisky of H. Z. Vending Sales, Omaha, moved a lot of Foosball units in the early days to their customers in the Dakotas some three years ago.

It is also true that at about the same time—we feel that it was perhaps six months later—Foosball hit the Northwest in a big way.

At any rate, both regions are active markets for Foosball, a game involving two four-player teams of two facing each other to flip a ping-pong-sized ball back and forth on the miniature soccer field. Today there is furious competition in the Portland Foosball League. And a tournament involving Northern State College students at Sioux Falls, S. D., where operator Mac Hasvold is Foosball agent, attracted some 400 competitors.

The Foosball mania is so strong that in some locations a "two-in, two-out" rule is enforced. When two people finish play, they must leave in order to make room for another couple in the location.

12 States

Foosball in the U. S. is handled for the most part by Patterson International of Cincinnati and the Mondial Corp. of New York. Patterson has exclusive contractural arrangements with German manufacturers for production of the game. Mondial imports an Italian make. Patterson, which entered the Foosball field first, has switched from appointment of distributors and is using operator-distributors; has now ap-

(Continued on page 62)

Now is the time for

FOOSBALL

where the action is

Call collect
Area code 513, 281-7717

coin machine
products group
Patterson International Corp.
Patterson 328 Building
Cincinnati, Ohio 45206

MAY 21, 1966, BILLBOARD

Available in Add-A-Ball Model "HURDY GURDY"

"HURDY GURDY"

MODEL 513; 1281-7717

D. Gottlieb & Co.
1210-30 N. Wabun Ave. • Chicago, Illinois 60651

(Continued on page 62)
Chicago Coin Releases New Line of Flipper Games

*Continued from page 56*

The company has also instituted new quality control procedures applicable to the production of flipper games. Addi-
tions have been made to the existing molders and numbers, visual and electrical inspection procedures, and the major moves in this area—tipped off by an outside laboratory inspection of a crate of games

Chicago Coin Machine Co., founded in 1931 as a distributor of toys, began to manufacture coasters in 1932. Its first stamp was a $100 North Western Avenue in Chicago (later to be occupied by Atlas Motion Co.)

**Present Location**

In 1935 Chicago Coin moved to its present location at 1723 West Divorsky Boulevard on Chicago's mid-north side. During several years the firm has purchased premises with another well-known manufacturer of coin-operated equipment. Only a fire door separated the two firms. The other company eventually moved to other quarters, and Coin Situation

**Improved; May Eliminate Half**

*Continued from page 56*

ings that they are continuing the costly crash program to make sure the country's coin needs will be maintained. The sub-committee report would like to include a Treasury to come up with some better ideas for anticipating shortages.

The Monetary Affairs sub-committee chairman put into the Congressional Record a letter from the National Automatic Merchandising Association (NAMA) praising the compatibility of the new coinage in vending machines. The letter from NAMA director Thomas B. Hargisfield arrived too late to be included in the sub-committee's recent report. Representative Fasell pointed out Representative Fasell said the letter was part of the ample proof given by his subcommittee that the new clad coins are functioning well, and a credit to the government.

The NAMA letter did knowledge that there had been some complaints about the new cupronickel quarters in vending machines, but complaints proved to be the fault of mechanisms that were dirty or needed adjustment. Some sticking occurs with all new nickels because of production "bumps," said the NAMA director. Over-all, the NAMA members report that the new clad coins were serving their purpose well.

The report recommends a continuing study of metal use in coins. It urges an early end to the coin shortage program, and an early start of the work of the special Commission on Coinage called for in the 1965 legislation. The report notes that any changes in metal content of U.S. coinage would be to accommodate needs of coin-operating mechanisms.

The subcommittee heard Federal Reserve Board's George W. Mitchell testify that new technologies could again change the country's monetary situation sharply reducing the need for coins. Card and computer transactions may increasingly replace use of coins by retailers, leaving the vending industry to be the main source of coin needs, said Mitchell.

GOLD RUSH is loaded with "came-close" excitement, every ball surging toward a climax of last-ball suspense and the "try again" repeat play appeal that insures top earnings. See and play GOLD RUSH at your distributor today.

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

MAY 21, 1966, BILLBOARD
pointed such agents in a dozen States. Mondial is appointing distributors and is reportedly moving a good amount of product also. Distributor Ken Glen of K. C. Sales, St. Paul, moved over a dozen units at a recent meeting of the South Dakota Music and Vending Association.

The game was invented some 30 years ago in Switzerland and became, known from Scandinavia to Cape Town. It has remained a relatively popular year in and year out in Europe. The machines are to be found in many public places in Europe. Some 2,000 machines are produced annually for German use alone.

It is estimated that some 5 million U. S. servicemen have been exposed to Foosball in Europe since the end of World War II. American seems to be the same, the NATO Headquarters in Paris recently acquired 2,000 machines for its facilities in the vicinity.

Patterson is introducing Foosball with a complete publicity campaign which includes promotional material, “Foos-"er" sweat shirts, lapel buttons and bumper stickers. (Foosball’s"

CIA News.

“Proceeds" the last-named is circulated in the main on campuses. The general drive slogan is "Where the Action Is."

With the game’s growing popularity, States, regional and national tournaments are now being set up by a new organization, National Foosball Association. This group will sponsor all tournament play and will award prizes of $500 to the national champions.

CIA News has a standing offer to challenge all such tournaments.

Meanwhile, in Canada Foosball is becoming so popular that the game is featured in television advertising by major business firms.

Enter Stretch In UJA Drive

NEW YORK—With three weeks to go before their annual victory dinner, New York coinop men have raised over $14,000 in their annual United Jewish Appeal drive. To date, some 437-doubtedly the June 4 dinner at the Statler-Hilton, honoring Abe Lipsky, have been sold.

The entertainment for the evening will include Joe Harrell, Theodore Bikly, the Clyde, the Four Seasons and the Steel Drum Band. Joe E. Lewis is the comic, and Jackie Phillips the emcee. Music will be provided by the Jeanie Claire-Tony Leonard band.

Attending the Wednesday (11) executive committee meeting were Gil Sonin, Abe Lipsky, Mike Bernson, David Freeman, Ben Morrison, Ben Chicosky, Bill Kober, Leo Wolburg, Marwyn Simkin, Teddy Blatt and Herb Wood.

Copyright Draft 'Within Month'

Univertsy forum in New York, the subcommittee member said the Jackpot industry’s suggestion to tie operator royalty to records used in jukeboxes has favorable drawbacks from the copyright owners’ point of view, but represents a genuine step toward an ultimate solution of a difficult problems. As originally worded, the 1965 revision bill would simply end the dual monopoly, thereby eliminating the performance royalty, compelling operators to negotiate with the licensees abroad, BPI and AMIL.

Rep. Tenzer also said the subcommittee had reached a point on a rate for mechanical royalties on records, under which the computing license would be reflected in the copyright royalty. The revision bill originally included a 3 cent over the 2 cent rate in the present copyright law, or 1 cent per hour of play.

Record people said this was too steep, but composer-publishers opposed it. Mayor said some reason for the delay was the opposition of some of the major labels to a rate of 3 cents over the 2 cent rate in the present copyright law, or 1 cent per hour of play.

Copyright, of course, is a serious matter, and the American Society of Composers, Authors, and Publishers have put one of the "heaviest burdens" of all, that of Rep. Tenzer said. Failure of the two groups to reach new compromise would be decided on any statutory limits to free use by educators.

http://www.americanradiohistory.com

St. Louis Trade

A retail license will be sought in Downey to replace the former machine tax that $10 for penny machines and $3 for nickel units. 1

St. Louis Trade

This group will be fighting for more favorable enforcement of existing license provisions, members decided. Area operators who buy annual licenses have long felt that they have been at the losing end of a squeeze play from exotic license fees on one hand and sporadic enforcement of laws requiring display of stickers on machines on the other.

Membership in the MBVA now comprises approximately 500 men in the buying business in metropolitan St. Louis. The organization will hold its next meeting on June

St. Louis Trade

May 21, 1966, BIBLEBOSS
London Buses Coin Operated

LONDON — An American machine, Stourgeon, has been recently introduced into London’s buses as the American court of England took another step forward.

Automatic turnstiles are apparently rare in the British Isles, but in the bus station there are a number of machines. With the turnstiles come another American product—the automatic change machine mounted in the vestibule of the bus. Unlike American drivers, the British do not have to have the machine mounted in the passenger compartment and are pleased that the elimination of the human factor resulted in a fully automated coin-operated fare system which did not burden them with extra work.

New All-Tech Table Meets N. Y. Regulations

HIALEAH, Fla.—Jack Mittenich, sales executive of All-Tech Industries here, has stated that All-Tech has developed a 36" x 72" (full-size inside measurements) coin-operated pool table to comply with New York State regulations. The table incorporates all the features found in All-Tech’s other tables and will be ready for delivery in 30 days. According to Mittenich, the table is up for approval of the N. Y. State commission now.

The firm has also unveiled a new 4' x 8' home table which is being shipped to their distributors. The home unit has a 1½ slate and a formica top, as well as the features found in the company’s other tables.

In the coin-operated kiddie ride field, Mittenich reports the development of a Bat-Car, which is expected to receive outstanding reaction from kiddie ride operators.

MONY Backs Tax Case Appeal

NEW YORK—Ted Blatt, attorney for music Operators of New York (MONY), said last week that the New York State Supreme Court decision on the test case of Bathrick Enterprises against the New York State Tax Commission would be appealed before the Appellate Division Court.

Blatt is co-operating on the case with the law firm of Montgomery & Swartz, who represent the interests of the New York State Coin Machine Association. In announcing the decision to appeal, Blatt said: “The Appellate Division will not be the final word.” If the plaintiff's appeal fails in the Appellate Court, the next step would be to bring the case before the Court of Appeals, the highest court in the State’s judiciary system.

LeStourgeon Adds

CHARLOTTE, N. C.—LeStourgeon Distributing Co. here has added Charles L. Haffter, Jr. to assist in office and field work. His appointment was announced last week by company president Lawrence LeStourgeon.

Kentucky Jury Frees Confiscated Flipper Games

BOWLING GREEN, Ky.—A Warren Circuit Court jury ruled last week that 82 confiscated multiple-coins pinball machines were used or intended for gambling.

Another 47 single-coins machines, however, were neither “so used nor intended,” the jury decided. The 129 machines had been seized in an October 1965 raid by Paul Huddleston, special counsel for the State, who contended they were illegal.

The jury ruled that both types of machines would be illegal if they were to be used for gambling, but pointed to a recently passed State law (See Billboard, March 5, 1966) which exempts single coin flipper games from antipinball legislation.

Circuit Judge Robert Coleman said he would issue a judgment next week to determine what should be done with the condemned machines. Robert Simmons, an attorney who represented the machines on trial, said he would wait for Coleman’s judgment before deciding whether to appeal the case.

Huddleston, prosecuting the case, still contends that both types machines are evil. There is a feature on the single coin machines which has been overlooked by the new State law, he said. “It is a mechanical numbers game,” he announced pointing to the number which lights up at the end of a game and matches the last number of a player’s score.

Huddleston was appointed last year by Gov. Edward T. Breathitt for the specific purpose of “combatting” pinball games.

The FIRST OF A Succession of Money-Making 1, 2, and 4-Player Pin Ball Games

CHICAGO COIN'S
NEW 2-Player

HULA-HULA

CENTER HOLE FEATURE SCORES

- SPECIAL
- SHOOT AGAIN
- FLASH SCORES

Flash Score Travelling Lites on Playfield Vary from 10 to 100 Points.

5 SCORING TARGETS

5 POP BUMPERS

with Changing Score Values

3 INDIVIDUAL COIN CHUTES—
5c-10c-25c

Extra Large Cash Box with Individual Coin Separators

- AUTOMATIC BALL LIFT
- Adjustable Tilt for Complete Game or Only Ball in Play
- Adjustable 3-5 Ball Play
- Brilliant “Long-Life Finish” Playfield
- Stainless Steel Moulding and Trim
- Number Match

STILL DELIVERING THESE PROVEN PROFIT MAKERS...

TV BASEBALL • MEDALIST • CORVETTE • PAR GOLF

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.
1735 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614
**PERRY COMO**

*Pop Spotlight*

Perry Como, RCA Victor LPM 3557 (M); LSP 3559 (S)

Lightly Latin

An exciting departure for Perry Como, this set features Como interpreting his old standards in a Latin Jazz style.

**WINNERS**

*Pop Spotlight*

Nero's keyboard talents are highlighted against a Woodward backdrop in this group's Top LP pick. "Twenty Fingers" and "The Thinker's Private Life" are outstanding examples of Nero's style.

**FRANCIS LEE ROYALTY**

*Pop Spotlight*

Francis Lee Royalty, RCA Victor LPM 3555 (M); LSP 3553 (S)

California Dreamin'

The instrumental rendition of current vocal hit "California Dreamin'" is performed with a force and vivacity, capturing the essence of the original hit song.

**RAGS TO RICHES**

*Pop Spotlight*

Lenny Welch, Kapp KL 1481 (M); KS 3481 (S)

Soulful performance by the exciting vocalist, Lenny Welch, on the eponymous title cut and "Soul Talk," showcasing his vocal range and dynamic style.

**COUNTRY SPOTLIGHT**

*SPECIAL DELIVERY*

Del Reeves, United Artists UAL 3489 (M); UAS 6489 (S)

Newly minted superstar Del Reeves on the spot, "Soul Talk," "Can't Help But Cry," and "What's Wrong With You?" are some of his hits.

**JAZZ SPOTLIGHT**

*Spotlight Pick*

Billy Edd Wheeler, Kapp KL 1479 (M); KS 3479 (S)

"The Coming of the Rooster," a beautiful tune that he wrote, will help boost sales of this album, "Bringing Mary Home," a ghost tale, and "Sounds of Silence" and "September Song" are also winners. A tremendous package.

**GOSPEL SPOTLIGHT**

*Spotlight Pick*

Garnet Mimms, United Artists UAL 3478 (M); UAS 6489 (S)

Garnet Mimms' smooth vocals shine on this gospel quartet's album, which was recorded at the historic Pilgrim's Rest Church.

**INTERNATIONAL SPOTLIGHT**

*Spotlight Pick*

Chuck Jackson, Atco UAL 3489 (M); UAS 6489 (S)

Chuck Jackson presents a diverse selection of Latin American music, including rumbas, boleros, and merengues.

*Billboard* magazine (1967)

An issue of the popular music magazine *Billboard* featuring reviews of albums and singles from various genres, including Latin, jazz, and gospel.