 Arbitrate All Copyright Snags: Music Men to MOA

By RAY BRACK

CHICAGO — Seven major music industry organizations have jointly submitted a jukebox music licensing proposal to the Judiciary Committees of the House and Senate to counter a royalty offer made late last year by the Music Operators of America, representative organization of the nation's music machine industry.

The music industry proposal, forwarded to the committees in the form of a memorandum a few weeks ago, has as its main point a new suggestion that all issues of licensing rates for copyrighted music played on jukeboxes be submitted to compulsory arbitration. In the case of the American Society of Composers, Authors & Publishers (ASCAP), the arbitration would be handled by Federal District Judges between individual jukebox operators and the other music licensing organizations—Broadcast Music, Inc. and SESAC, Inc. included, would, should terms of the new proposal find their way into the new Copyright Law, be submitted to the American Arbitration Association.

"It is recognized, of course," said a spokesman for the music licensing industry, "that in most cases bargaining would precede compulsory arbitration, and in most cases the problem would be resolved at that level."

The music industry proposal was drawn up and submitted by the following organizations: American Guild of Authors & Composers, ASCAP, BMI, Music Publishers Association of the United States, National Music Publishers Association; SESAC, Inc., and Composers & Lyricists Guild of America.

MOA Proposal

The MOA proposal, which the music industry memo is calculated to counter, was submitted to the House and Senate Judiciary Committees as substitute language for a section of the Revised Copyright Law—the first revision in half a century—that would repeal the exemption from payment of performance fees which jukebox operators have enjoyed since the automatic (Continued on page 57.)

U.K. Teen Leanings Bring Lean Class Artist Pickings, Says NEWELL

By MIKE GROSS

NEW YORK — The British music and record industries are now looking for ways to bring back the "class" performer. For the past several years, the accent has been on youth and although it's paid off in top disk sales and the emergence of many important new singing groups on their home grounds in England and subsequently into the U.S. market, it's been at the expense of the so-called adult-oriented artist and good music.

According to Norman Newell, who doubles as an A&R producer for EMI in England and a lyric writer, who made a quickie visit to New York and Hollywood last summer, U.S. record industry offers more opportunities for writers like himself to get their songs recorded because of the large number of "class" album artists who are recording here.

"It is an example of the song "More," the theme from the movie "Mondo Cane," for which he wrote the English lyrics to the Riz Ortolani-Nino Olivetti original. E. B. Marks Music, the song's publishers in the U.S., has already lined up 200 recordings on more than 50 different labels, and BMI acknowledges it as one of its all-time money-makers. Despite the heavy disk coverage of the song here, Newell points out that "More" doesn't mean much in England because of the paucity of top album artists who could record it. (Continued on page 14.)

Motown Expansion in High With B'way, TV, Movies

By ELIOT TIEGEL

HOLLYWOOD — Broadway, TV and movies are on the expansion horizon for Motown Records, which is spreading its corporate wings and waving money and talent as it enters into these areas. The seven-year-old Detroit-based label intends to develop into all aspects of recording. The more follows shortly after Motown's expansion of its publishing operation, Jukebox, and its entry into the Columbia Club.

First step in the grand plan is the hiring of Shelly Berger, formerly in personal management, to manage Motown's West Coast office which is being groomed as an all-encompassing operation. Berger, 27, will be involved in securing motion picture role pictures for Tamla-Motown artists, securing movie title songs, and planning artist appearances on TV, explained Mickey Stevenson, Motown's vice-president for special projects, who was here with his assistant, Jeffrey Bowen, last week to launch the company's entry into the film and Broadway arena.

Motown is desirous of becoming a leading Broadway angel, Stevenson said. He and Bowen met with several top composers living in California about backing any of their new works. (Continued on page 10.)

RIDDLE ME THIS: What hot TV star has a brand-new record? Answer ... THE RIDDLER. FRANK GROSSMAN projects two personalities on ASM # BMH THE RIDDLER "NEVER LET HER GO" This personality from the TV Spectacular "Batman," shows himself to be multi-talented as well as multi-faced. (Advertisement)
GET ON THE "BATWAGON"

with this high-steppin' new single by NEAL HEFTI "GOTHAM CITY MUNICIPAL SWING BAND" c/w "TURKISH DELIGHT" #8858

Both sides are from his upcoming album of "Bat-type" music—"Hefti in Gotham City" LPM/LSP-3621. The mass appeal of this type of music, plus the success of Neal's first album, make this a sales natural! Order big on this one.

RCA VICTOR

"BATMAN" © 1966 NATIONAL PUBLICATIONS, INC.
San Francisco — Rock and roll dances have turned into a hot political football involving one audiotorium, Mayor John Shelley, the San Francisco police and youths under 18.

The Fillmore Auditorium, on the fringe of a depressed area, has been running rock ‘n’ roll dances since last January without any problems. Last month, however, two policemen, Ray Keenga and Frank McCoy, arrested several patrons at the location for allegedly being in violation of a state law stating that youngsters under 18 may not enter a dance hall unless accompanied by a parent or other adult.

San Francisco Chronicle critic Ralph Gleason happened to be at the Auditorium the night the raid was ‘raided’ and has led a campaign to right the wrongs he feels were committed to the youngsters and to promote Bill Graham, arrested for allowing side under 18 into the dance.

Graham, Gleason explains, has been sponsoring dances at the Fillmore hiring local and Los Angeles-based rock groups, using the dance permit granted to the hall’s owner Charles Shad. Shad has been granted a permit to conduct dances in his own name was turned down by the city, but Graham has appealed this decision.

(Continued on page 10)

"The Tenth Victim." The promotion campaign will be backed by national advertising and, a co-operative advertising plan made available to distributors. Distributors are being offered with playdates of the movies in order to arrange private screenings for players and critics. The campaign is being supported with a tie-in, the production of movie promotion pieces. The label is also releasing two collections of movie themes, one featuring the Bill Brown Singers and the other Sanctuary Singers.

The New York Times, March 5, 1966

The label’s newest project is the release of a soundtrack album, "The Tenth Victim," a science fiction drama that has been a hit in Europe.

The album features scores by five different composers, including John Coltrane and Miles Davis.

The label is planning to release more soundtracks in the future, including one for the upcoming film "The Exorcist."
16 LP's, Dealer Plan in Decca Country Drive

NEW YORK—Keeping pace with the booming country music market, Decca Records has announced a new promotional plan called "Country Music Month." The label's campaign is timed to coincide with the release of 16 new LP's and an incentive plan for dealers. In addition, a catalog of country music and artists is being made available to qualified dealers, under the terms of the program, an rollout of the year's crop of such standard artists as Bill Anderson, Patsy Cline, Jimmy Davis, and others.

MATHIS ALBUM IS A WHOPPER

NEW YORK—The Johnny Mathis album, "Johnny Greatest Hits," which was issued in 1958 by Capitol Records, last week celebrated its 400th consecutive week at No. 1 on the Top LP Chart. It's the longest run ever of any individual artist on the chart. While "the Fair Lady" or "Ol' Man River" hold the record for longest run, the credit could not be attributed to any of the individual artists. This week the Mathis album was No. 89 on the chart, up eight places from its 97th position last week. Mathis is also on the chart with "Herr lap" and "Slaughter on the二楼." The Mercury album, which jumped from No. 33 last week to No. 21 this week and is still climbing, is a relative newcomer to the chart. It's only been on nine weeks.

London Accenting Hi, Intl. Items in Pitch

NEW YORK—Following on the heels of its five-and-a-half-year string, London Records is now introducing a special six-week sales campaign for the British hit parade, dated billing and other merchandising assists on the entire 30-album Hi Records catalog. The plan includes three 10-inch EP sleeves for each based disk firm, whose products are being sold by London.

At the same time, London is launching a special program on its entire catalog, which includes 30 LP's from countries in every part of the world. On the Hi front, such tops as Willie Mitchell, Ace Cannon, Bill Doggett, and the Hi-Tones will be an integral part of the promo.

As no new London International titles have been scheduled at this time, London is said to have a solid lineup of product for its import sales effort. The special six-week summer program is designed to furnish the impetus for such drive.

Strong promotional efforts on the part of the British hit parade, Hi facets of the summer drive have already been set in motion to be distributed to stations, and floor displays or display pieces showing the three covers have been set for dealer use.
Introducing a talent that needs no introduction.

Columbia Records welcomes Diahann Carroll to the label and invites you to fall in love with her all over again.

You've probably seen and heard Diahann perform before—on television, on Broadway, in nightclubs. You know that her spectacular beauty is matched only by the tremendous feeling she projects when she sings. But that magnetism has never really been captured on records... until now.

For Diahann's first Columbia single, she has chosen a torch song that tells the heartbreaking story of the end of a love affair. It's called 'Don't Answer Me,' and Diahann turns you inside out with her throbbing, throaty rendition.

You've heard of love at first sight. Well, this is love at first sound. That's how quickly this gal and her single will get to you. This is only the beginning of Diahann Carroll's career as a Columbia Records artist.

But already, people who hear her initial effort are asking: "What can she do for an encore?"

DIAHANN CARROLL
'DON'T ANSWER ME' 1-31-61
Where the action is.
On COLUMBIA RECORDS®
Nasatir, MGM Mark Hot Yr.

NEW YORK—Mont. I. Nasatir, MGM Records president, celebrated his first year with the company last week in an enviable position. The firm has been the No. 1 record company in single sales certified by the Record
Pocket Guitar Books by Cole

CHICAGO—M. M. Cole Publishing Co. has released two new, “Pocket Guitar Books,” a set of eight, printed on cardboard, each, and termed an innovation in the field of music instruction. The pocket-size books are available to the dealer in a gold colored cardboard wallet.


Industry Association of America as million-sellers and four albums certified as $1 million sellers.

In addition, the three-volume, "A T V B u y s 5 0 % O f 2 C h a p p e l l P u b . D i v i s i o n s" is also available.

LONDON — The Associated Television Network Limited and the London and Midlands independent television station, both have merged to form a new entity that will broadcast to a per cent interest in two publishing companies of Chappell. They are the New World Music Ltd., a subsidiary of Chappell, and C'est Chanson, also known as the Royal British Musical Publishing Co. The new company will be known as "New World Music Ltd." and will own and operate the former two publishing companies.

ATV already has a 50 per cent interest in the company and now owns 100 per cent of it.

The label currently has 15 LP's on the Top LP's Chart, plus singles on the Hot 100 Chart.

The Four Tops have sold over a million copies of their "Four Tops Spin a Hot Act" album, which was released last summer.

The album has been certified a gold record by the RIAA.

The album features such hits as "I Can't Help Myself," "Baby, If You've Ever Been in Love," and "Reach Out."
NEW ALBUMS FOR JUNE ON RCA VICTOR

The most trusted name in sound
EXCITING NEW POP RELEASES

IN MY QUIET ROOM
HARRY BELAFONTE

Sings ballads, backed by strings.
Try to Remember," "In the Dark," "Quiet Room," "Rain Drops." LPM/LSP-3571

Roy Hamilton
The Impossible Dream

Roy sings "The Impossible Dream" (The Quest), "Island in the Sun," "And I Love You," "Blows in the Wind." LPM/LSP-3532

JOHN GARY
YOUR ALL-TIME COUNTRY FAVORITES

Great country standards will make this a winner! "Tennessee Waltz," "Oh Lonesome Me," "Cold, Cold Heart" Backers. LPM/LSP-3570

DON GIBSON
WITH SPANISH GUITARS

Piano and harpsichord combined to play "Can't Help Myself," "Yesterday," "Barry Trees," "Maria Elena," "Blues in My Mind." LPM/LSP-3598

Andy Previn with Voices


The Bunch
Written and Directed by Julian Barry

Broadway and TV personalities in a hip spoof about five Vassar-type girls. Will create strong sales interest. LPM/LSP-3593

SINGIN' IN THE SUMMER SUN
SKEETER DAVIS

2 summer songs. "Under the Boardwalk," "Please Don't Talk to the Lifeguard," "One More" "Summertime." LPM/LSP-3567

The SONS OF THE PIONEERS
BOB NOLAN

Follows up his fantastic first album with material that includes pop, country and service-type selections. Great! LPM/LSP-3605

Sergio Franchi
La Dolce Italia


Song of Willie" (RINGO LEE)

"Song of Willie," "California," "I'm Free," "You Don't Fool Me." LPM/LSP-3594

THE BEST OF
CHET ATKINS


Muriel Kerr
SINGS OF BEAUTIFUL SONGS

Muriel Kerr has an established following. For this kind of program in which she plays works of great masters. LM-2801

SINGIN' IN THE STORM

One of the most appealing stars sings songs and ballads, including "Strange Fruit" and "Lamenta Esclavo." LPM/LSP-3589

ARTHUR RUBINSTEIN/CHOPIN

Artistic, sensitive, and beautiful. LPM/LSP-3574

Shirley Verrett
SINGS THE RAGTIME MUSIC OF WILLIAM J. TUCHECK

"Tuckever's Ragtime" along with "Bluebird," "I've Got My Boppa," "Me and My Shadow." LPM/LSP-3581

COUNTRY SINGERS

Sure to repeat the success of the first "live" concert recording of Highlights from "An Evening of the Pops." LM/LSP-3582

THE BEST OF
THE BROWNS

Their easy style. "The Three Bells," "You Don't Have to Be a Jew," "Let's Do It." LPM/LSP-3585

*Recorded in Dyanprose sound

www.americanradiohistory.com
Local Sued on Suing

LAS VEGAS—Eleven officers of the Las Vegas local of the Musicians Protective Union were sued in U.S. District Court here to account for union funds spent on a jazz festival and on a State District Court civil action.

The suit was brought by band leader Benny Short and three other members of Local No. 319 to replace in the union treasury any funds illegally expended on the new festival.

Short's suit contends that the union treasury lost $53,253 on the jazz festival July 7, 1962. The suit then alleged assessed on the members 1 per cent increase in dues and week tax to compensate for the loss. Three years ago, Short won a $30,000 judgment against the union and band leader Louis Elias, who became u nited states trustee of Riviera Hotel band in the new civil action contends that the union officers illegally expended funds from the treasury to defend Elias and themselves in District Court for an alleged illegal act.

Attorney Morton Galane prepared the action on behalf of Short and three other musicians, Victor Hamann, George W. Smith and Lyall W. Bowen, all members of Short's band.

Defendants in the action are Elias; Jack Foy, president of the musicians' union; Roy Jarvis, president's assistant; Bud Bennett, president's assistant; Jimmy Blount, trustee; Mark Tully, trustee; Bill Jones, vice-president; Charles Teagarden, trustee; Moe Garter, trustee; George Beede, president's assistant and Dave Becker, trustee.

The action was brought under terms of the Labor Management Reporting and Disclosure Act of 1959, more commonly known as the Landrum-Griffin Act. The Act requires that union officers are responsible for reporting and accounting for moneys expended from the union treasury. Short is asking the court to order the defendants to replace the money spent.

MGM Meeting Set

NEW YORK—MGM Records will hold its national sales meeting of distributors July 6-8 at the Waldorf-Astoria Hotel here. Besides unveiling new product, President M. L. Nelsat is promising the distributors some new marketing ideas to raise profits.

Taos Haven for Indian Songs

TAOS, N. M.—A small recording company located in this remote section of New Mexico is preserving the folklore of the American Indian and has become a supplier of product for folk craft stores throughout the world.

The record company is Taos Recordings, owned by Jenny Vincent and her husband, who formed it in 1961. Their first product was a compilation of songs done by two Pueblo Indians. The company tapes folk songs while visiting collectors in such countries as Africa, Switzerland, Mexico and Sweden, and is mounted in museums around the U. S. A. A favorite item in the small label's catalog is "More Taos Indian Songs." Co-owner Vincent calls the labels "American folk music" because they are designed to preserve the musical heritage of northern New Mexico.

Baez in Switch, Cuts R&R Disk

LOS ANGELES—Joan Baez has followed Bob Dylan's example and has recorded a rock 'n' roll album. Miss Baez's brother-in-law, producer Brad Koppleman, produced the LP of arranged and ad lib (head) sessions.

Four drummers were utilized over the four weeks the project was under way for Vanguard Studios, where Tracks, woodwinds on three and a score of guitarists.

On one supporting vocal effort, the Chambers Brothers were utilized for the duet, "Just the Two of Us." Miss Baez over-dubbed her parts. She had announced her intentions to record a rock album last summer at the Big Sur Folk Festival.

Dot to Handle Garrett's Viva

HOLLYWOOD—Dot Records will distribute Snuffy Garrett's new label, Viva Records. First release includes, "My Way of Life," by Sonny Curtis, and "The Good Thing You Are." by the Shindogs, the latter making its disk debut after having previously been on the "Shindig" TV series.

Dot has also released the soundtrack LP of the Paramount film, "Nevea Smith."}

Main Line Adds

CLEVELAND—The indie record division of Main Line Cleveland, Inc., has added a third new disc for the year to the lines it distributes. Added in the last several weeks are Ascot, Hanna-Barbera, Mira and Mirwood, Musicro, R.S.V.P., Prestige, Surrey, United Artists, Vanguard and Uptown.

Richard Moves on Two Fronts

NEW YORK—The Richmond Organization obtained American rights for two new British properties. The associated Cheshire music firm got a single by Eddy and Bowbe and the Lower Third on Warner Bros., "Can't Help Thinking About Me" and "And I Said to Myself." Melody Trails obtained the songs of Bert Jansch's one-time folk singer, Jansch is the writer of 10 of the 12 songs in his new album, "Du like Felix and Elektra's Judy Collins, who has given Jansch's "Needle of Death." The Jansch LP was produced in London by Transatlantic Records; Heathside Music, an affiliated publishing firm, holds the copyrights.

Impala Re-Formed

PHILADELPHIA — Impala Records, inactive for several years, has been reorganized by Frans Williams. A two-man operation utilizing two publishing firms, Center Music, Louwin Music, and one National distribution for Impala will be handled by a larger label, to be named.

KEY MEN IN KR RECORDS are, left to right: Max Cooperstein, national executive, Brothers; Robby Hatfield, left, and Bill Medley, senior vice-president, KR Records, and Don Rubin.

D'Amato in N.Y.

NEW YORK—Tony D'Amato, ad director for London's Phase 4 sound series based in London, was in New York last week for a round of meetings and planning sessions with London executives here. D'Amato has been living in England for the past four years and visits here three times a year to keep in touch with the American market.

Details of D'Amato's release schedule are the Phase 4 debut by maestro-aranger Robert Farnon, who conducts his orchestra in a "Symphonic Suite" version of the score of Gershwin's "Porgy and Bess."
My boys have another hit.*

THE YOUNG RASCALS

YOU BETTER RUN

#2338

Written by: Felix Cavaliere and Eddie Brigati
Published by: Slascor, BMI

* Management: Sid Bernstein
Booking: Associated Booking Corporation
Motown Expansion Move in High With Broadway, TV and Movies

*Continued from page 1*

Stevenson indicated his impressions about chatting with Paul Francis Webster, Arthur Hamilton, Livingstone and Ray Evans. "Motown will definitely get into Broadway play production," he said. "We are looking for good musicals and we have some scripts given to us.

The executive explained that no definite deals have been set, but rather that this trip was an exploratory journey to introduce Motown to California composers and reveal to them the company's desire for expansion into Broadway production.

Motown is willing to invest up to $600,000 in a Broadway property, depending on its involvement. We have had some very successful in the record business," Stevenson said, "so we might as well stretch out into new areas."

Motown believes its phenomenal success in the record industry, its method of operation in controlling artists, and its financial strength are all plusses for Broadway producers. Stevenson explained that if Motown has the score for a play, its artists will record the songs. If the tunes have not yet been written, the Motown executives will make them a drawing card for the play.

The company has become TV conscious. "We're definitely going in this direction also," Stevenson said. "We're in motion now and we have our minds on specials for the Supremes and other acts. The key is finding the right people to put the shows together."

In the film area, Motown is eying jobs for its Detroit writers. "We're interested in writing scores for films," Stevenson said, "and we've found interest for this proposal on the part of several studios. An integral aspect of the label's film activities would be bidding for soundtracks, with Shelly Berger handling negotiations. One of Motown's publishing firms, Stein and Vanstock, was being groomed as the music house for new, talented young writers who could compose for films, explained Steven-

House Group Digs Away At CATV Hot Potato

*Continued from page 4*

Copyright office spokesmen do not agree. They think the natural answer would be for ASCAP and BMI to negotiate blanket licenses with the record companies and broadcast stations, eliminating the need for detailed notice and clearances. During last year's copyright revision hearing, an Association of Maximum Telecasters said CATV could get prior-clearance licenses just as easily as the smallest radio station in the country.

The final question to be answered, when all the legalities are settled is: How many CATV stations would come from CATV music licensing? What would a reasonable price be for such soundtracks? For example, for a third-division broadcast network, to station C, CATV, all three holding copyright licenses? Some feel that few would be based on a percentage of the CATV subscriber base. There are almost a thousand public-service non-commercial radio stations in the country, for which market placements are reluctant.

Another aspect regarding copyright fees out of CATV is the clamp put on new growth or expansion of existing systems in the top 100 metropolitan market areas. Only existing CATV systems are "grandfathered" under the FCC rule (which it helps the House Commerce Committee will uphold). New CATV's in these top market areas could not import distant signals.

This rule, if upheld, would make it more difficult and expensive for CATV's to import music to their customers. There is no way for CATV's to increase their music line but by increasing the cost of music to the consumer. This will make it more difficult for CATV's to compete with other forms of entertainment, such as television and movies.

R&R, Raids, Rights Scène at Dancehall

*Continued from page 3*

Gleason says the police have claimed that a "bad element" frequents the dance, but business associates say otherwise and support Gra-

in the same area as the Fillmore and patrons of the same age groups are meeting the teenage dances. Neither has been roused by the police.

The Fillmore have become quite popular with teenagers, but adults and the police have been dancing clubs in the North Bay, attracting teenagers to the house. A police raid has been reported, but the police have not been called.

As a result of the imbroglio at the Fillmore and the space that drew in local papers, a delegation of high school students attempted to initiate contact with Motown executive, said to Gleason, according to Gleason, while another reportedly from and the official policy to admit the under fourteen to the dance was violated by the police.

Shelley has now asked a committee of students to set a time and place for the meeting. If a time and place is set, Motown will definitely give its support to the proposal.

The dances at the Fillmore will be held on Friday and Saturday nights. Contemporary pop music is broadcast on three radio stations—WFMA, KFRA, and KDIA. The latter a rhythm and blues station.

The dances are a much-needed event in the community. The Fillmore has become a popular destination for teenagers looking for a place to socialize and have fun. The Fillmore's success has also helped to establish Motown as a major record company. The Fillmore's reputation has been enhanced by the presence of Motown artists, such as the Supremes and the Temptations.

A&M teachers trade ABC's to secretaries

LOS ANGELES—A music school for secretaries—in which music is a minor order, numbers, copyrights, royalties, disk jockey copies and hit lists predominate—ends its first spring term is under way at A&M Records.

Office manager Jolene Madden, with seven years experience in the record business, is the resident lecturer. Wednesday sessions are from 5:30 to 6:30 p.m. in the firm's offices. Guest speakers from other companies have dropped by to address the group.

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This year the program for A&M's own staff of 12 girls, plus secretaries from other companies.

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Ray Stevens is Freddy Feelgood and his Funky Five Piece Band.
**CHICAGO** — The home entertainment products division of Mercury Records will begin marketing five new entries in the stereo CARtride field this summer. The 4-track "real-to-real" inside the cartridge" units will be issued for home versions as well as all auto (DC) model.

The players will be of the same genre as the previously introduced Mercury, Wollensak, Norelco and General Electric monaural reel-to-reel cartridge units. Together the world supply of the machines is Mercury's parent company, Phillips of Holland, which has been marketing similar players in Europe and the Orient for more than two years.

The new Mercury stereo machines had earlier units, Wollensak, Norelco, with a similarity at the start of the annual Home Theater Show in the Chicago Cartridge Industry. The presentation was made at the meeting of the Chicago Radio Association. Where Aleppo and the Tijana Brass played for drop in the stereo market at 3:00 p.m. and the at 7:45 p.m. was a demonstration of the addition which 250 people heard.

The sales manager of Cartridge was a "FIRST" in the industry and an innovation which, we believed, have an exclusive practical in this field.

This is not the only "FIRST" for ITCC. We are the only company to offer: 60 different important model labels in 4 and 8 track cartridge tapes. 30 of the 60 labels are included in the exclusive label of being added each month.

ITCC is "FIRST" to use five manufacturing facilities with production in New York City, Fair Lawn N.J., Detroit, Mich., Omaha, Neb., and Toledo, Ohio, plus additional facilities which will be at work within the next three months to meet the tremendous demand for ITCC 4 and 8 track cartridges.

ITCC enjoys these many "FIRSTS" at the beginning of this new industry, and our goal is to keep our distributors and their dealers happy.

If you are a distributor and would like to know more about ITCC, or if you would, the name of your nearest distributor please contact us.

**ADVERTISEMENT**

**TAPE CARTRIDGE TIPS**

by Larry Finley

Chicagoland — The home entertainment products division of Mercury Records will begin marketing five new entries in the stereo CARtride field this summer. The 4-track "real-to-real" inside the cartridge" units will be issued for home versions as well as all auto (DC) model.

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If you are a distributor and would like to know more about ITCC, or if you would, the name of your nearest distributor please contact us.
More than 280 cartridge tapes now available, including product by other labels manufactured and distributed by RCA VICTOR. Summer travel and vacation time is the peak selling season for 8-track stereo cartridge tape—developed and introduced by RCA VICTOR. For the name of your nearest RCA Stereo 8 distributor, write RCA Stereo 8, Dept. EW, 155 E. 24th St., New York, N.Y. 10010.
CARtridge Lectures Set Up by Liberty

HOLLYWOOD — Liberty Stereo-tape's two chief executives, Lee Mendell and Mike Elliott, have begun a series of out-of-town interviews with such stars as John Travolta and Lyndall Newmark and then conducted a tape seminar in New York City Saturday (4) for the record company's five district sales managers. The presentation, given by John Z. Davis, Macoy Loveman, Jerry LaCourtiere and Dick Bowman, was the explanation-inductroduction seminar, according to Mendell, is designed to explain, as fully as possible all that has been learned about cartridges. "The biggest problem is ignorance of potential," noted Mendell who has been in the p.m.'s seat seven weeks, having shifted over from the record operation.

Liberty expects its district managers to return to their territories and similarly conduct cartridge seminars. "There has to be an educational campaign," Mendell added, "so that district managers and salesmen can walk into the event with a little bit of education, and we get a little bit of recognition for each tape cartridge."

Rand Quits ITCC

NEW YORK — Ray Rand, vice-president and director of marketing of International Tape Cartridge Corp., resigned his post last week. He is leaving for a four-week vacation in the Caribbean. On his return he will announce his new affiliation in the tape cartridge industry.

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NEW YORK — Ray Rand, vice-president and director of marketing of International Tape Cartridge Corp., resigned his post last week. He is leaving for a four-week vacation in the Caribbean. On his return he will announce his new affiliation in the tape cartridge industry.

MKII Slogan

At that time MKII attorney Lester May will present evidence and witnesses to substantiate his theory that the ringleaders of a ruling halting the station's usage of the ITCC cartridge was motivated by anti-MKII influences and would be damaging. This question arose last Thursday during testimony before the investigating committee in MKII's survey were discussed.

Abak contends that its "Ever-Not Love" single has qualified in four of the categories comprising the station's playlist formula. These categories, according to Abak attorney G. H. Kelsoe Jr., are record sales, audience reaction, requests and national charts. How the station weighs these ingredients will play a large role in the case, according to the judge.

Since the station did not have to reveal a week's worth of placements on any of its survey ingredients, Abak commented that he felt sales were the greatest barometer of public opinion.

MGM Explores

MGM has started work on a talk show that will not be seen on television.

LEAR or LEAVE IN SWITZERLAND

GRENADA — Lear Jet has opened its first sales office here to co-ordinate marketing in Europe, the Middle East and Africa. The company is planning to open a sales office in London next year.

LEARN OR LEAVE IN SWITZERLAND

GRENADA — Lear Jet has opened its first sales office here to co-ordinate marketing in Europe, the Middle East and Africa. The company is planning to open a sales office in London next year.
Announcing the tape cartridge conference

Sept. 9-10, 1966
Edgewater Beach Hotel
Chicago, Illinois

MAKE YOUR PLANS TO ATTEND NOW

The conference will take place immediately following the NARM Convention being held in Chicago on September 7-8.

A limited number of registrations are available and will be accepted and acknowledged in the order in which they are received. We suggest prompt return of the accompanying coupon.

Write directly to the Edgewater Beach Hotel to make your room reservations.

The Tape Cartridge Conference
ROOM 1408
500 5th Avenue
New York, N. Y. 10036

☐ We wish to have ______ people from our company attend The Tape Cartridge Conference. Please enter our reservation @ $100 per person, check enclosed (payment must accompany coupon and make it out to The Tape Cartridge Conference). Send acknowledgment by return mail.

☐ Please send full agenda and details on topics to be covered.

PLEASE BE SURE TO COMPLETE THIS SECTION
(Choose appropriate boxes)

1. We are ☐ manufacturers; ☐ wholesalers; ☐ dealers; ☐ other: ____________________

2. We are associated with the ☐ music-record industry; ☐ automotive field; ☐ other: ____________________

3. We are primarily interested in The Tape Cartridge Conference as it pertains to a. ☐ playback equipment for ☐ autos; ☐ homes; ☐ both; b. ☐ prerecorded tape cartridge product; ☐ other: ____________________

Make check payable to The Tape Cartridge Conference for $100 per person. Price includes all work materials and luncheon on Friday and Saturday. Please be sure to submit names of all registrants on company letterhead.

COMPANY:

INDIVIDUAL'S NAME:

TITLE OR FUNCTION:

ADDRESS:

CITY: STATE: ZIP:

Return to Room 1408, 500 Fifth Avenue, New York, N. Y. 10036
**POP SPOTLIGHTS**

**TOP 20**

**THE MIRACLES—WHOLE LOT OF SHAKIN’ IN MY HEART** (Prod. by Frank Wilson) (Writer: Frank Wilson) (Jobete, BMI)—Hot follow-up to the group’s “Going to a Go-Go” smash is this Detroit rocker with solid dance beat instrumental backing. Flip: “Oh Be My Love” (Jobete, BMI) 

**THE WONDER WHO — ON THE GOOD SHIP LOLLIPOP** (Prod. by Bob Crewe) (Writer: Claude W. Williams) (Movietone, ASCAP)—YOU’RE NOBODY TILL SOMEBODY LOVES YOU (by Bob Crewe) (Stax-Morgan Cavanaugh) —LOLLIPOP! Two exciting sides from the “Mystery” group. Shirley Temple’s classic gets a humorous dance beat revival and is backed by an up-tempo, big beat version of Larry Stock’s famous composition. 

**TONY DORIO—HAPPY SUMMER DAYS** (Prod. by Phil Khayam) (Writer: Phil Kuykendall) (Unart, BMI)—Another hit disc in this offbeat somber tune with musical-hall instrumental support. Flip: “Long After” (Phil Kuykendall) 

**MANFRED MANN—PRETTY FLAMINGO** (Writer: Mark Barkan) (Shapiro-Bernstein, ASCAP)—Unusual lyric ballad penned by Mark Barkan is currently the No. 1 song in the U. S. Flip: “You’re Standing By” (Bren). United Artists 59904

**COUNTRY SPOTLIGHTS**

**TOP 10**

**CONNIE SMITH—AIN’T HAD NO LOVIN’** (Prod. by Bob Ferguson) (Writer: Dallas Frazier) (Blue Crest, BMI) —Dallas Frazier ballad a happy, up-tempo reading that has the potential of a No. 1 country song. Flip: “Five Fingers to Spare” (4 Star, BMI) 

**DEE REEVES—GETTYN’ ALL YOUR FEED FOR YOUR COUNTRY** (Prod. by K法宝 Herston) (Writer: W. Merritt) (Central, BMI)—Another novelty smash for Reeves, as this tune penned by the writer of “May the Bird of Paradise Fly Up Your Nose.” Disk has equal potential in pop and country markets. Flip: “Plain as the Tears on My Face” (Mons-Rose, BMI) United Artists 50935

**ROY DRUSKY—THE WORLD IS ROUND** (Prod. by Jerry Kennedy) (Writers: Steen-Stanger) (4 Star, BMI)—UNLESS YOU MAKE HIM SET YOU FREE (by Jerry Kennedy) (Writer: Druky) (Putwax, SESAC)—Top side is a cleverly written Billy Mize tune and it’s backed by a pretty ballad penned by the popular vocalist. Either could top the country charts in short order. Columbia 43680

**MARTY ROBBINS—THE SHOE GOES ON THE OTHER FOOT TONIGHT** (Prod. by Law & Jones) (Writer: B. Mize)—IT KIND OF REMINDS ME (Prod. by Law & Jones) (Writer: Robbins) (Mojave, BMI)—Top side is a cleverly written Billy Mize tune and it’s backed by a pretty ballad penned by the popular vocalist. Either could top the country charts in short order. Mercury 72589

**JERRY WALLACE—WALLPAPER ROSES** (Prod. by Garrett & Carito) (Writers: Robertson-Spina) (Mel-Rose, ASCAP) —Wallpaper gets a top Wallace reading and will hit the chart quickly. Flip: “The Son of a Green Beret” (BMI) 

**TOMMY VANN & RAY CRAWFORD—IF YOU WANT IT, COME GET IT** (Prod. by Marvin Hughes) (Writer: Mary Taylor) (Central Songs, BMI)—The talented twosome has a solid chart-topper in this amusing, well-performed love number. Flip: “I’m Not a Wife” (Central Songs, BMI) 

**BILLY STORM—PLEASE DON’T MENTION HER NAME** (Writers: Vegas-McDaniels) (Hanna-Barbera, Anhainbar, Novaline, BMI) —Impressive debut on HBR for the talented vocalist as he renders a top dual-track reading with solid dance-beat instrumental backing. Flip: “The Warmest Love” (Hanna-Barbera, Anhainbar, BMI) HBR 474

**NO R&B SPOTLIGHTS THIS WEEK**

**CHART**

**SPOTLIGHTS—Predicted to reach the HOT COUNTRY SINGLES CHART**

**OSBORNE BROTHERS—Here’s Old Jim (Soul, BMI) DECCA 51977

**R&B SPOTLIGHTS**

**TOP 10**

**NO R&B SPOTLIGHTS THIS WEEK**

**CHART**

**SPOTLIGHTS—Predicted to reach the R&B SINGLES Chart**

**LENNY CURTIS—Who Are You Gone Run To (Vee, BMI) END 961 THE VAN DYMES—I’ve Got To See You Without You (Jax, BMI) MALA 311

**VALENTINE DUNN—The Way of Love (P管控, BMI) VANGRO 3529 THE FOUR LIEutenants—You Got the Power New Best-Collections (Dollas, BMI) KERRIT 998 THE CAPELLES—Life Goes On (Phant, BMI) DECCA 51977

**BRIAN FORLEY—Where Are we Going in Such a Hurry (Garin, BMI) BUDDY GUY—Back Door Man (Mamie, BMI) MONUMENT 493

**CHRISTINE COOPER—Never Me Away My Baby. (50% BMI) BILLY BOY—RELATIONS (Central, BMI) W. C. FIELD, MEMORIAL ELECTRIC STRING BAND—You’re Not My Stepping Stone (United Artists, BMI) EVAN GORDON DOUGLAS, BMI) RUAH 400

**SHARP GEAR/Goodnight Inn (Steve, BMI) BOMM 4009

**June 11, 1956, BILLBOARD**
Hit
No. 2

THE
SHADOWS OF KNIGHT
OH YEAH

... from their best-selling album
GLORIA
DUNWICH #666

Distributed by

Management: Windy City Management Inc., 25 E. Chestnut, Chicago
Publicity: William Kermit Smith
Booking: Willard Alexander Inc., 333 No. Michigan, Chicago
New Releases

Chicago, Minneapolis, San Francisco, Smash!
The I'des Of March
YOU WOULDN'T LISTEN
#304
Production: Mike Considine

Immediate Response - POP and R&B
Barbara Lynn
I'M A GOOD WOMAN
#8316
A Huey P. Meaux Production

"The Untouchable Sound"
Bill Black's Combo
HEY, GOOD LOOKIN'
#2106

parrot®
A DIVISION OF LONDON RECORDS, INC.

TRIBE RECORDS
THE AMERICAN LONDON GROUP

THE AMERICAN LONDON GROUP
<table>
<thead>
<tr>
<th>Rank</th>
<th>Song Title</th>
<th>Artist(s)</th>
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<tr>
<td>1</td>
<td>The Sun Ain't Gonna Shine (Anymore)</td>
<td>Bob Dylan</td>
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<td>2</td>
<td>Sloop John B.</td>
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<td>I Love You Baby</td>
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<td>6</td>
<td>How Does That Grab You Darlin</td>
<td>Little Richard</td>
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<td>7</td>
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<td>Bob Dylan</td>
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<td>I Love You 1,000 Times</td>
<td>Little Richard</td>
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<td>Oh Yeah</td>
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<td>Freak Out</td>
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<td>Lil' Red Riding Hood</td>
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<td>Younger Girl</td>
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<td>Rain</td>
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<td>Count Down</td>
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<td>52</td>
<td>Don't Touch Me</td>
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<td>The Piped Piper</td>
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<td>59</td>
<td>Lil' Red Riding Hood</td>
<td>The Animals</td>
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ASCAP
Proudly Congratulates its Members,
JOSEPH DARION and MITCH LEIGH
Upon Winning the 1966
NEW YORK DRAMA CRITICS CIRCLE AWARD
for their
"MAN OF LA MANCHA"
Publisher: Sam Fox Publishing Company, Inc.

Down through the years, ASCAP writers have
regularly won this distinguished Award for the Best Musical. We salute these winners:

1955 HELLO, DOLLY!
1962 HOW TO SUCCEED IN BUSINESS
1948 THE MUSIC MAN
1957 THE MOST HAPPY FELLA
1955 MY FAIR LADY
1954 THE GOLDEN APPLES
1953 WONDERFUL TOWN
1952 PAL JOEY
1951 GUYS AND DOLLS
1950 THE CONCEAL
1949 SOUTH PACIFIC
1947 BRIGADOON
1946 CAROUSEL

Michael Stewart, Jerry Herman
Abe Burrows, Jack Weinstock,
Wallie Gilbert, Frank Loesser
Michael Stewart
Morricco Wilson
Frank Loesser
Frederick Loewe, Alan Jay Lerner
John Latscha, Jerome Moross,
Joseph Fields, Jerome Chodorov,
Betty Comden, Adolph Green,
Leonard Bernstein
Richard Rodgers, Lorenz Hart, John O'Hara
Abe Burrows, Jo Swerling, Frank Loesser
Glenn Carlino Menotti
Richard Rodgers, Oscar Hammerstein II,
Joshua Logan
Alan Jay Lerner, Frederick Loewe
Richard Rodgers, Oscar Hammerstein II

Your college contribution is a round-trip ticket

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

COLLEGE IS BUSINESS' BEST FRIEND.
Published as a public service in cooperation with
The Advertising Council and the Council for Financial Aid to Education
After recording one of his songs in my new “Crying Time” album, I knew that Jimmy was one of the great young writers of today. He writes with soul. As a singer it’s the same story — Jimmy’s great.

Ray Charles

BABY I LOVE YOU
AS PERFORMED BY
JIMMY HOLIDAY

Remember, every MINiT COUNTS
FORT WORTH—Most major Hot 100 format stations, when summer comes, begin to go all-out with hard rock ‘n’ roll records in the daytime as well as the afternoon. But KFJZ, named the major Hot 100 station here by Billboard’s latest Radio Response Rating survey of the market. The station received 48 percent of the votes of record dealers, distributors, one-stop operators, and local and national record companies as being the No. 1 information source for record sales.

This summer KFJZ will not harden its sound this summer—same reason last year—as it always plays higher ratings, said program director Bill Enis. who also holds down daily disc jockey, received 53 percent of the votes in the personality category for influencing singles. sales, Mark Stevens of KFJZ.

KGIL Making Bid For 2d ‘Adult’ Spot

By ELLIOT TIEGEL
SAN FERNANDO, Calif.—KGIL, which reaches most of Los Angeles, is out to capture second place as an adult music station.

The station is shooting for a reputation as an Easy Listening outlet—behind powerhouse KMPC, a Golden West Station. Baseball broadcasts limit the music on both KMPC and KFJZ so there are hours when only rock ‘n’ roll is available. KMPC covers the California Angeles and KFI the Dodgers and, on days when both clubs are working, there’s little music. For Los Angeles AM band is gap a voiding in non-rock and single and album sounds. Hence KGIL’s concern with building an image as a good news radio. KMPC a run for the money and to pick up listeners who are disenchanted with the usual talk format. KLAC, a Metro media output, had been a good music single and LP station, al beit down in the rating columns. It’s being run as a summer station for around six months.

There is one station which plays adult music during the day, KRKD, but its emphasis on news and public service. KPRL, which is befuddled with labor problems, is a background music station and does not warrant consideration as a record product.

KGIL does play new records and over the past year has changed its attitude about when it will play them. This station is now thinking in broader times.

After the old KMPC, with its aggressive merchandising and advertising, 90 percent of the copy, its new record promotions—programs the broad spectrum of non-raucous rock ‘n’ roll, KGIL’s task is to narrow it in the concept. The station plays Bud Shank, Ray Charles, and other artists. Still, the station has a hard time getting a record to pick up with a lefffielder that’ll sell it.

Another Reason

One thing the station goes all-out on, however, is playing local records. Of, which, "we have a lot of. If these are at all successful, then they’ll be used in a few times. The kids like this. Owner, George Enis, says that if the record is in the air, even if only once in a while record like this will break wide open. He mentioned Mrs. Frank Wilson’s ‘Last Kiss,” “Hey, Paula” and “Hey, Baby” all dollar records. KFJZ—records the station helped push to national fame. "Major Bill Smith is probably behind 75 percent of the talent here,” said Enis. "Bill has got to listen to every record he turns out, because you don’t know when it’ll be the one that’s going to建立起 a full program."

A local record the station was spinning last week was “You’re Gonna Miss Me,” by the 13th Floor Elevators, a Dallas group, on Contact Records. It was just because it was a local record, for national release, said Enis.

WBAP Is it ‘To Young Adults

FORT WORTH — With an Easy Listening station in the market, WBAP has virtually wrapped up the young adult audience here. This is the major influence on albums sales. The station is 2 million people. ‘We’ve built this image, now that the two cities are almost one metro area, because of the station’s popularity in these years.”

The major personality influence on record sales was Gene O’ Bannon, of WBAP, who had 67 percent of the votes. O’Bannon, said Clark, "has the happy faculty of being able to be pleasant without being overly talkative...he’s a good morning companion. He never has a bad morning. More even important to us, from the commercial standpoint, is that he has the ability to convey a fairly heavy advertising load without sounding like it. This takes skill. But he never appears to be pressed. Better to be too easy than to tire of listening to him.

Mike Hoye, of WBAP, was the No. 2 deity influence on album sales, followed by Al Hunter,各式各样 the No. 3 influence. Hoye had 22 percent of the votes and Hunter had 11 percent, an excellent rating. Both are50 years old. The 18-24 year olds are a small group. They programs only one vocal per half hour, sticking otherwise to instrumental music. Some of them are played back-to-back, then a cluster of commercials.

Broadcast Chain Sets Up Moffat Memorial Awards

CALGARY, Canada—Moffat Broadcasting Limited, with stations in Winnipeg, Calgary, Vancouver, and CKXL in Calgary, has established the Lloyd E. Moffat Memorial Awards for outstanding all-Canadian contributions to recorded music. Trophies will be awarded to the record companies winning in four categories: best best record; best middle-of-the-road record; folk or country record. The reward the record which best demonstrates Canadian talent and originality, regardless of type, and for the work of the awards, the records must feature all-Canadian talent, include non-canadians, and must have been within the past five years. Between Jan. 1, 1986, and June 30, 1987. It is desirable, but not essential, that the music and lyrics also be by a Canadian. Each record company is allowed only one entry. Records entered will be featured on the three Moffat broadcasting stations at pre-announced times, and listeners will vote for the records they feel best meet the qualifications in each category. If the competition wins the interest and support of the record industry, Moffat hopes it will make an annual competition.

Help Wanted

HELP WANTED

DEALER CALLS, ALL AREAS—WANTED FOR LEADER POSTING: Billboard, 201 N. Broadway, New York City.

SITUATION WANTED

BRIDGET BOWTIE, 25, dependable, mentally stable, housewife, desires position as secretary. Address: 345, New York City.

SALES UP 30%* The Davis Broadcasting Company has purchased another station. We are expanding and need talented people. Program Director, Station Manager, Sales Manager, Production Manager, W. Sullivan, D. L. call or write Bill Wheeler for full particulars.

KWIZ

105 East 5th St., Santa Ana, Calif.
Phone: 714-547-0050*
Do you ever WONDER WHO will have the next top 5 hit?

THE WONDER WHO?
are back with a creative exciting super hit...
ON THE GOOD SHIP LOLLIPOP
B/W
YOU'RE NOBODY TILL SOMEBODY LOVES YOU
40380

if you still wonder who get a scissors

PHILIPS RECORDS
One world of music, on one great label
**RADIO-TV PROGRAMMING**

**KGIL Bids for 2d ‘Adult’ Spot**

*Continued from page 22*

cali Singers, Al Hirt, Hullaballoosingers, Perry Como and Sammy Kaye, for example. All songs are selected by program director Doug James, who tries for immediacy in air- ing new products. The disk jockeys have over 1,200 albums in the active library to select tunes from, going back four years. James says the station’s acquired a gold record library of vintage titles for additional inclusion. Each day the station is programmed on half-hour blocks, with a rotating roster of artists: male, female soloists, vocal groups, instruments, etc.

Chatter Bare

James works with a current singles library of 50 titles which changes once a week. DJs keep the chatter bare. “We want to be a music station,” James explained, “because we feel the people, listen to us for the music.”

The station is reaching for the 18-50 year-old crowd, explains the program director, who contends that when teenagers develop an appreciation for Frank Sinatra, Nancy Wilson, and the big bands, they seek out KGIL. “We feel we’re placing that kind of music in the right place.”

In an hour the station will play four female vocalists, four male vocalists, and two instrumental. “People need to hear the music and the emotion,” says James, “and as a result, will pay attention to the over-all sound of the station.”

What reason does 5,000-watt KGIL offer listeners to tune its jazz? “Pure entertainment without out irrits,” James answers.

The DJ staff includes Doug James, Dudley Williams, John Gilbert, Andy Southcott, Gary Parker and Larry Fingers. The Buckley-Jager Broadcasting outlet is managed by Rick Buckley.

Guest declay recently on KSTP, Minneapolis-St. Paul, was Minnesota governor Karl Rolvaag, helping to celebrate the station’s Jazz Pop Hot 100 format station, also has a new air personality—Terry Todd, formerly of KGV; Westwood in holding down a mid-morning slot and mix of music and sportscasts.

J. Draper, formerly with WPLV in Pullaski, Va., is now with WAMC in Roanoke, Va., and has been promoted to program director. The Roanoke station, an affiliate of KXOLFM, has also been named vice- president and general manager of WCBX. He had been director of sales, WCBX.

(Continued on page 29)

**STATIONS BY FORMAT**

**AM RADIO FREQUENCIES**

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>WFAA</td>
<td>Dallas</td>
<td>1100</td>
</tr>
<tr>
<td>KRLD</td>
<td>Dallas</td>
<td>1080</td>
</tr>
<tr>
<td>KSL</td>
<td>Kansas City</td>
<td>1570</td>
</tr>
<tr>
<td>KIXI</td>
<td>Idaho Falls</td>
<td>1230</td>
</tr>
<tr>
<td>KFYI</td>
<td>Salt Lake City</td>
<td>1140</td>
</tr>
<tr>
<td>KSLD</td>
<td>Los Angeles</td>
<td>1310</td>
</tr>
<tr>
<td>KTVK</td>
<td>Phoenix</td>
<td>1190</td>
</tr>
<tr>
<td>KPHO</td>
<td>Phoenix</td>
<td>1500</td>
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**FM RADIO FREQUENCIES**

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>Frequency</th>
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</thead>
<tbody>
<tr>
<td>KLBJ-FM</td>
<td>Austin</td>
<td>93.7</td>
</tr>
<tr>
<td>KLRU-FM</td>
<td>Austin</td>
<td>89.5</td>
</tr>
<tr>
<td>KUT</td>
<td>Austin</td>
<td>90.3</td>
</tr>
<tr>
<td>KUHF</td>
<td>Houston</td>
<td>89.3</td>
</tr>
<tr>
<td>KERA-FM</td>
<td>Dallas</td>
<td>91.5</td>
</tr>
<tr>
<td>K240CF</td>
<td>Fort Worth</td>
<td>100.9</td>
</tr>
<tr>
<td>K241CF</td>
<td>Fort Worth</td>
<td>101.1</td>
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**BY TIME SLOT**

<table>
<thead>
<tr>
<th>Time</th>
<th>Station</th>
<th>City</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>5:00 PM</td>
<td>WFAA</td>
<td>Dallas</td>
<td>News/Talk</td>
</tr>
<tr>
<td>6:00 PM</td>
<td>KLBJ-FM</td>
<td>Austin</td>
<td>Classical</td>
</tr>
<tr>
<td>7:00 PM</td>
<td>KSLD</td>
<td>Los Angeles</td>
<td>Jazz</td>
</tr>
<tr>
<td>8:00 PM</td>
<td>KSL</td>
<td>Kansas City</td>
<td>Rock</td>
</tr>
<tr>
<td>9:00 PM</td>
<td>WFAA</td>
<td>Dallas</td>
<td>News/Talk</td>
</tr>
<tr>
<td>10:00 PM</td>
<td>KLBJ-FM</td>
<td>Austin</td>
<td>Classical</td>
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**TOP DISK JOCKEYS**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Jockey</th>
<th>Call Letters</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bill Melody</td>
<td>KFJZ</td>
</tr>
<tr>
<td>2</td>
<td>Mark West</td>
<td>KELF</td>
</tr>
<tr>
<td>3</td>
<td>Mark Wulf</td>
<td>KSOL</td>
</tr>
<tr>
<td>4</td>
<td>Ron Beddy</td>
<td>KXOLFM</td>
</tr>
<tr>
<td>5</td>
<td>Ron Beddy</td>
<td>KXOLFM</td>
</tr>
<tr>
<td>6</td>
<td>Ron Beddy</td>
<td>KXOLFM</td>
</tr>
</tbody>
</table>

**TOP TV BANDSTAND SHOW**

<table>
<thead>
<tr>
<th>Name</th>
<th>Show (or company)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sonny &amp; the Young Companys</td>
<td>WFAA-TV (Dallas)</td>
</tr>
</tbody>
</table>

**THE RADIO RESPONSE RATINGS of individual personality have been free of charge. The method used was an industry standard survey of local and national research companies, including broadcast, print, direct mail, and television surveys. Not a population sample, but a comparison of the ability of individuals to differentiate between the radio personalities who influence their listeners to purchase products or services advertised on radio stations.**

**FORT WORTH, TEX.... 3rd Cycle**

**JUNE 11, 1966**
CHART COMMOTION!

DEDICATED FOLLWER OF FASHION

THE KINKS

#0471 reprise RECORDS

KINDA KINKS R-6173
KINKS KINGDOM R-6184
THE KINK Kontroversy R-6197

www.americanradiohistory.com
THE BEST SHAPE ENTERTAINMENT HAS EVER BEEN IN

NANCY AMES · CHET BAKER · THE CARMEL STRINGS
VIKKI CARR · MEL CARTER · CHER · THE CHIPMUNKS
PETULA CLARK · VIC DANA · MARTIN DENNY · JACKIE
DE SHANNON · DICK & DEE DEE · FATS DOMINO · GIL EVANS · THE 50 GUITARS OF
TOMMY GARRETT · 50 VELVET BRASS · THE FLEET
WOODS · THE FOLKSWINGERS · GIL FULLER · DIZZY
GILLESPIE · EDDIE HEYWOOD · THE HOLLIES · JAN
& DEAN · THE JAZZ CRUSADERS · SPIKE JONES · BIL
LY LARKIN AND GARY LEWIS AND THE DELEGATES
DON · HENRY MANN · THE MARRYS · THE PLAYBOY
NY MANN SINGERS · CHI BRASS · LES McCracklin · Mcc.
RERY MULLIGAN · SANDY NELSON · JOE PASS AND THE
FRANCK POURCEL · PERRYITY STEREO-TAPE
ANNOUNCES 75 CARTRIDGES...4-TRACK AND 8-TRACK
BACKED WITH A COMPLETE MERCHANDISING/ADVER
TISING PROGRAM...AVAILABLE NOW...GO GET 'EM!

...the best shape entertainment has ever been in!

LIBERTY STEREO-TAPE
IF IT'S BIG DON'T MINIMIZE IT

IF YOU HAVE SOMETHING COLORFUL TO SELL—OR COLORFUL TO TELL... SAY IT WITH FULL IMPACT... SAY IT IN FULL COLOR BILLBOARD FOR THE MUSIC-RECORD INDUSTRY—THE ONLY "FULL COLOR VOICE" IN THE WORLD

www.americanradiohistory.com
GRAND PRAIRIE, Tex.—The major country music station in both Fort Worth and Dallas, according to the latest Radio Response Rating surveys of both markets, is KPCN, located in the suburb of Grand Prairie, near Dallas.

The station received 56 percent of the vote for Fort Worth and 57 percent for Dallas, and was named champion for Fort Worth of record dealers, distributors, one-stop operators, and local National record company executives for selling sales of country music records. This personality influencing country music record sales was Joe Poevery—by one large majority of votes in both cities. Poevery is no stranger to the Dallas music market, he is a recording artist, in fact he records in that right and has BMI awards for writing "Worried Of Luck," "She Looks Good To The Crowd," and "Loose Lips." Poevery is the first to speak for the "sound" of KPCN. The programming policy is that deejays select their own tunes but follow the pattern of Top-seller, newcomer, classic. "We're not a hillbilly station, but we're not a Top 40 country station either," Poevery said. "No reference is ever made to the position of a record on the chart, we have no jingles. We try to talk less and play more music, but our deejays are strong personalities."

The station tries to stick to the major-selling country music records. No bluegrass is played because "you couldn't give it away in this market," Poevery takes pride in his song local talent, but limits it to one record every half hour. This type of programming is one of his most successful months in history, he said. Poevery is not the only one on the station who has strong ties with country music; Horace Logan, another deejay, promotes the "Big D Jamboree" live country music show in Dallas.

JOHNNY SEA
Warrner Brothers Records

Artists treated here have a new record on Billboard's Hot 100 Chart. Johnny Sea's "Day for Decision" on Warner Brothers 2874, which first week in the chart with a star, is raising rapidly.

YESTERDAY'S HITS

Change-over programming from your librarian's shelves, featuring the disks that were the hit songs in the last 5 years and 10 years ago. See how they ranked in Billboard's chart at that time.

POP SINGLES—5 Years Ago
June 12, 1961

1. "Under Thesame Sky," by Dean Martin
2. "I Like It," by the Beaumonts
3. "My Man," by the Shirelles
4. "Cherry," by the Beach Boys
5. "Do You Love Me," by Martha Reeves
6. "Sherry," by the Ventures
7. "Shadows of the Night," by the Shadows
8. "Be My Baby," by the Ronettes
9. "My Girl," by the Temptations
10. "This Magic Moment," by Jerry Butler

POP SINGLES—10 Years Ago
June 9, 1956

1. "Heartbreak Hotel," by Elvis Presley
3. "Bye Bye Baby," by the Platters
4. "I'll Remember April," by the Ventures
5. "Teenage Idol," by the Angels
6. "The Twelve Days Of Christmas," by the Furniture Store Singers
7. "Dear Old Kewpie Doll," by the Crew
8. "The Darktown Strutters' Ball," by the Heptones
9. "Don't Be Cruel To A Snowball," by the Penguins
10. "My Boy," by the Four Tunes

ALBUM REVIEW

WONE's LP Features 'Best'

DAYTON, Ohio—Radio station WONE showcases 12 local rock 'n' roll groups in this Prism Records recording, "Teenage Scene." Groups featured are the winners of a Battle of the Bands held at WONE as a promotion. The album, too, is a promotion of local talent produced and engineered by Eddie Gale, Gene Shively and Floyd White. The cover jacket shows pictures of all six on the station's air personality. Outstanding performance on the LP, Gale said, are the Others who do "Don't Cry," a tune with fine arrangements which were turned in by the Raging Winds and the Dowkies. Gale said the album were the Travelers, Juliet's Valentines, the Vondelles, the Xcelcents, the Forums, the Har-risons and the Clausinaires.

R&B SINGLES—5 Years Ago
June 12, 1961

1. "Stand by Me," by Ben E. King, Atco
2. "Every Beat of My Heart," by Pips, Vee Jay
3. "I'm gonna Love You Just A Little More," by the Five Stairsteps, Imperial
5. "The Night We Called It A Day," by the Isley Brothers, T.B.O.T.

R&B SINGLES—10 Years Ago
June 9, 1956

1. "Can't Help Myself," by the Four Tops, Motown
2. "The Summer of '42," by Chubby Checker, King
4. "I Can't Help Myself ('Sugar Pie, Honey Bunch')," by Four Tops, Motown
5. "One Last Dance," by the Isley Brothers, T.B.O.T.

WPEG HAS PEG: "IN-HOME DJ'S"

WINSTON-SALEM, N. C.—Radio station WPEG 880 has a unique format—not only is it a country music station, but listeners often become deejays. Via phone, the station gives its listeners access to any rare country music records they have, and Russ Ryan, station manager, reports 50,000 calls of frantic acceptance, he said; "However, one of the biggest broadcasting I've never heard of an all-request format going 24 hours a day. It's fun."

WPCN "High in Listen Sadder"

KPCN, a Fort Worth AM station, is being marketed by Joe Poevery as "High in Listen Sadder". Poevery is a record executive in that right and has BMI awards for writing "Worried Of Luck," "She Looks Good To The Crowd," and "Loose Lips." Poevery is the first to speak for the "sound" of KPCN. The programming policy is that deejays select their own tunes but follow the pattern of Top-seller, newcomer, classic. "We're not a hillbilly station, but we're not a Top 40 country station either," Poevery said. "No reference is ever made to the position of a record on the chart, we have no jingles. We try to talk less and play more music, but our deejays are strong personalities."

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Word's Out—Bookstores Move In

By OMER ANDERSON

BONN—West German retail disk outlets are looking with alarm at the steady inroads being made on retail disk sales by bookstores.

There are about 4,000 retail bookstores in West Germany, and at least half of them are now selling phonograph records. Sales have climbed steadily in recent years. It is estimated that about 60 percent of all LPs sold are being moved from bookstore shelves.

The ratio varies from area to area, but, over-all, bookstores are moving boldly into the disk business. The door was opened by the prose disk. The spoken

disk has gained tremendous popularity.

Everything is now being waxed on LPs—from the wisdom of Germany's top soccer stars to the addresses of Queen Elizabeth on her state visit here last year.

The waxing of words began several years ago with a Deutsche Grammophon album by Gustav Grunyedgen reading his famous role in "Faust and I." Despite a price of $19, the recording by the late famous German director and actor sold 50,000 copies. An astronomical figure for the German market and for this type of LP product.

Grunyedgen's success spurred a literal flood of prose platters.

'Four' Draws Top-Drawer Names

By SAMT STEINMAN

ROME—Success of five previous editions has brought an outstanding cast of names to the 6th Cantiaggio Singing Tour of Italy. The tour gets under way June 22 and runs until July 9 through various cities.

Gianni Morandi, Bobby Solo, Domenico Modugno, Little Tony and his Three Amigos are among the outstanding pop singers who will appear in Section A, which features name recording artists. This quintet of attractions ensures participation by RCA, Ricordi,ucci and Durium labels, with others to follow.

Other than Section A, there will be the usual competition of newcomers in Section B and the introduction of Section C, which will feature eight comics. The first to enter was RCA's Rakes and Ricordi's Equipe 84. Gigi Cicchello will be on RCA's director. The orchester will accompany the singers on the tour which will run from Bologna in the north to the usual two final nights at Piazza, the spa near Rome. Intermediate haits have already been set at Ancona, Bologna, Busto Arsizio, Brescia, Genoa, Macerata, Sestri Levante, Turin and Verona, with several others to be added.

Among the other sponsors of the event are an American gasoline firm, a watch company, a food manufacturer, and a car firm. The event's dramatics on each day's tour is preceded by a caravans of advertising vans with posters and statues of the artists. There's also a traveling shop record company where some 40 records will be issued by the various labels containing official songs of the Cantiaggio.

The current 23-day bicycle race will be held in its 49th year, has added a group (Continued on page 48)

Royal Expands As Pub, Producer

EDMONTON, Canada—The Royal Talent Agency here has entered the business of independent record producing fields. As part of the expansion, as of July 1, the company has moved into new offices and built a recording studio. Royal, founded by RCA studios Ray Short and Al Johnson, owner of the Lakeview entertainment center, reports booking $74,000 in talent since being established in September 1965. The firm is now booking for all of western Canada and is establishing working agreements with talent agencies in the rest of Canada and the U.S.

French Critics Pan Dylan

PARIS—Although Bob Dylan's first appearance in France was greeted by a record number of journalists and photographers at his press conference in the George V Hotel, and although he was a sellout at his concert at the Olympia Theater, the folk-singing idol suffered a severe mauling from critics.

"Bob Dylan, Go Home!" ran the headlines of the tabloid daily Paris. The critic accused Dylan of insulting the audience by taking 10 minutes between each number to turn his guitar and by refusing to acknowledge applause.

The conservative Figaro described Dylan's appearance as "The Fall of an Idol" and 24 Hours talked of a complete disaster.

When the audience whistled, Dylan walked with his back to them between songs. Dylan laceratingly assured them, "I'm just as anxious as you are. Don't you have any paper to make a sign?"

Pointing out that Dylan's reported fee for the concert was equivalent to what the average worker would earn in 10 years, the Paris Jour critic commented: "Dylan, you should have stayed home."

Top actors rushed to record the classics. Even religious leaders joined the act. Bishop Dibelius, for example, recorded "Christ Is Always Ready to Serve."

Germany's piano has been there for the barbed political cabaret, which lampoons politicians and society, and is likely to become the spot for live recordings. Phono Union now has over 1,000 titles in its repertoire. Deutsche Grammophon, Ariola and Polydor are emphasizing prose and documentary records. Bookstores will have a grim figure for the German market and for this type of LP product.

MUSICIANS' UNION SINKS PIRATE STATIONS' SHOW

LONDON—The Musicians Union stepped in to prevent programs from being taped for use on Britain's off-shore radio stations.

The programs being pre-recorded for Pirate stations for Curry, the sponsor, as well as other pirate stations, were for Radio City, both Radio Caroline stations, Radio London and Radio Scotland—pirate ships beaming into Britain.

In involved in the ban were Kenny Ball's Jazzyk, Pinkerton's Assorted Colours, the Swingin' Blue Jeans and the

See Red, White & Blue—So Red Sox Ban 'Green Berets'

See Red, White & Blue—"So Red Sox Ban 'Green Berets'

BERLIN—East Germany has ordered a ban on playing the "Ballad of the Green Berets," a big hit behind the Iron Curtain.

The Communist youth newspaper Junge Welt (Young World) excoriated U. S. Special Forces in its editorial, saying the song is sung all over East Germany and played at dances.

The official East German press promised that it would discuss the song thoroughly. The song, naturally, is not available in East Germany in sheet music or records. Nor is it played on the East German TV or radio network.

But this barrier has not prevented the song from becoming East Germany's top hit. Bootleg tape recordings from the U. S. military bases and forces network (AFN) stations in West Berlin and West Germany have been played at dances.

How "Berets" has taken East Germany by storm can be gleaned from a letter written

Sales of 2 Miller Intl. Disks Soar

HAMBURG—Miller International claims a four-year total of 2 million sales of its Crescent and Europa disks. For the aggregate of 1962 and 1963 was only 300,000, but the 1964 figure was $500,000. Last year, sales soared to $1.2 million disks. Accorded to the Miller Firm, its biggest future sales are in the 5.5 trillion bred-gold, which has had 16 releases to date.

Two-thirds of the 75 releases on the $2.45 Somerlet label have been pop classics. Best sellers include "He Fledermusik," "Famous Operatic Choruses" and "Rhapsody in Blue." Miller will move its factory to nearby Quickborn next year.

Fanon's Barclay LP Is 'Illegal'

PARIS—A Paris court last week ordered the seizure of all copies of a new 10-song LP recorded by singer Maurice Fanon for Barclay.

The court also ruled that Fanon, signed on a six-month contract by Barclay earlier this year, is still under contract to CBS, his signed three years ago.

On the expiration of the three-year contract, CBS took up the option of Fanon's services for the second year. Fanon has decided that this option is illegal, and that this contract signed with Barclay is void.

JUNE 11, 1966, BILLBOARD
I am sorry that I was not able to spend some time with you at the NARM Convention in Miami, as I personally wanted to thank you and Lee Zhito for BILLBOARD's outstanding contribution to the tape cartridge industry.

While in Florida, I mentioned to Lee that our weekly column, as well as the acceptance of our eight page section in the Special Tape CARtridge issue, is overwhelming.

Up to the time of writing this letter, we have received, from the special section alone, 2,691 inquiries from dealers requesting the name and location of their nearest distributor. This truly is proof of the great pulling power of advertising in BILLBOARD.

We owe a great deal of gratitude to you as well as to the entire staff at BILLBOARD for contributing to the tremendous success that the tape cartridge business is experiencing at this time.

Most sincerely,

Larry Pinley
President

NOTHING CAN MATCH THE IMPACT AND RESPONSE OF ADVERTISING IN BILLBOARD because

NOTHING CAN MATCH THE QUALITY AND QUANTITY OF BILLBOARD'S READERSHIP

WEEKLY PAID CIRCULATION – NOW 24,000 COPIES THROUGHOUT THE WORLD
FROM THE
MUSIC CAPITALS OF THE WORLD

HAMBURG

"Exotic beauty with a cherry-blossom voice"—that's the way Philips in Amsterdam describes the Korean singer Li-Fe. who is featured in an upcoming magazine of the collection of most famous songs from the Far East. Li-Fe's career in Germany was arranged for her to study music in Germany by the former German ambassador in South Korea. Equipped with the latest Philips equipment, she will release her first album, "Jungle West" featuring a young named Lotha Grath. He said he heard the song played on a tape recording at a dance he attended in Leona, a Saxony Communist stronghold, May 1.

I was outraged at this brazen display of disloyalty to our Socialist (Communist) ideals," wrote Grath. "We do not need such songs from the other side. We have enough good songs of our own."

The majority opinion, however, is apparently represented by the statement given by Herbert Herzberg. "She amazed the editors of Jungle West by saying she often heard the song and liked it."

In Germany, "Berets" is a runaway hit under the title, "Hundert Mann und ein Beinfeld."

Philadelphia used a London pub to record LPs of Jimi Hendrix, John Fruin, and more. Only 500,000 LPs of Hendrix are released. Philips have used the magazine "RING" for many years. Dr. Malik has amazed the record buyers by their first appearance locally in almost a year. The Rody Sparks and the folk clubs are embarking on a new campaign of their own. The Rody Sparks and their group are the signing of the Smashers Brothers for a one-shooter June 3._cookies own groups, including the Rolling Stones and others, are not just for fun.

EGILD TIEGE

LONDON

Manufacturers of approximately 100 different LPs. The release of a Winter session is also underway. The present co-op has an agreement with Reed, president of the Gramophone Record Retailers' Association. The case could be considered if the Recording Industry of the United States of America were to continue its campaign without prior notice is given by the Recording Industry of the United States of America. It is.

Disk Sales Pitch by Magazine Pays Off

HAMBURG—Ster, a major weekly magazine sold more than 400,000 LPs through its own marketing organization last year. The publication works with four German record manufacturers: Polydor, Philips, CBS and Metronome. It regularly offered the first 500,000 LPs in the market, with recorded 40,000 LPs. Topping sales was the Beatles, the Rolling Stones, the Beach Boys and several artists, and "Ein Ahend nur Freudy." "An Evening with Freddie."

In association with Polydor, the magazine has also increased the "Johannes Hesse
ter Zeit," a special series by disk stars of the 1930's. Initial titles were "Zah, zwei, drei, vier," "Johannes Hesse" and "Das Blaue Engel." The magazine also published "Onomatopoeien" and "Opereitent-Revue". New releases in the main series were "Friedrich" by Leonard Bernstein LP on CBS and "Juliette Greco in Germany."

Reds Ban Green Berets

continued from page 30

TO MARK the Alexander Brothers' selling of their estimated sold Dutch market, Pyle managing director Louis Benjamin, second right, presented with silver dishes. Tony Match, second left, has produced all the Alexander's albums as well as E.P.'s, which have sold more than 80,000. Gloria has been held over at the Hotel Carlton in Miami Beach. The Council on International Non- Theatrical Events has voted the Golden Eagle Award to "A Time to Live," an industrial film scored by composer-conductor, arranger Ray Martin. The Columbia Records, "Columbia Rec- ords" employee magazine, received an Award of Merit by the International Council of Industrial Editors.

Chuck Taylor, the newly formed Chuck Taylor, is at the Neurological Institute of the Columbia Presbyterian Medical Center, recovering from a severe injury. GLG Productions, headed by Ken Green- grass, moved to larger quarters at 460 Madison Avenue. Mike Gross.

OSLO

The Hell Star's latest Olga re- cording, "Wedding," which they co-produced for the A.S. Larsen this week and quoted quite a sizable sale. The opinion being that the record, which is Bach-inspired, should be a hit. ...Preparations for the Roberta Beri- te recording have been made and the Paramount label will go on sale in Europe June 10. Sales man- agers of the NEOMMAC. Records ex- pects the Mannas and the Papas to (Continued on page 36)

Merlin Retires

PARIS—Louis Merlin, 65, director general of radio station Europe 1, has retired. Merlin, who held top posts with Radio Luxembourg from 1942 to 1945 and Europe 1 since 1954 after studying commercial radio techniques in the United States. It is now one of the most powerful commercial radio stations in Europe. President of the Coo d'Or de la Chanson Franche, Merlin was also founder of Festival Records.

TELEDIC'S LIEBER GROUP HEAD

Hamburg—Lieber, a Teldec executive has elected chairman of the Bundesverband der Phonogrammverleihung Wirtschaft e.V., the German record industry group, succeeding Helmuth Hahne, chief of Deutsche Grammophon. Lief Kralf (Metronome) and Kurt Kriekle (Grammophon) were elected deputy chairman. Huette, who turned down an offer to return to a lifetime member in recognition of 20 years' service to the record industry.

JUNE 11, 1966, BILLBOARD
THANK YOU
COLUMBIA SALESMEN
FOR PROMOTING
AND SELLING
MY RECORDS FOR THE
PAST 16 YEARS
WITH SUCH
GREAT SUCCESS
JUNE is Country & West

HISTORY REPEATS ITSELF - BUDDY STARCHER
COUNTRY MUSIC SPECIAL - JOHNNY WRIGHT
MY ALTAR - JIMMIE DAVIS
THE HIGH, LONESOME SOUND OF BILL MONROE AND HIS BLUE GRASS BOYS

MR. GOOD 'N COUNTRY MUSIC - JIMMY MARTIN
ORIGINAL HIT PERFORMANCES! - ALL-TIME COUNTRY AND WESTERN, VOL. 7 - VANDUS ARTISTS
MOUNTAIN BALLADS AND OLD HYMNS - ASHER SIZEMORE & LITTLE JIMMIE

PLUS THE ENTIRE ALBUM CATALOG BY THE GREATS

BILL ANDERSON
PATSY CLINE
ROY DRUSKY
RED FOLEY
BILLY GRAMMER
GOLDIE HILL
**LEADING IN RECORDS**

Coming up first in publishing in NORWAY

NOR-DISC A/S

**Oslo, 8**

**PARIS**

Two new LP series put on the market by Philar and Harmony around the World, featuring the folk music of 24 countries and "Air of France." 12 LP's of recent records are sent first disk in French. Disk includes a French adaptation by Alain Souchon and his orchestra for "Faisons de la Farine," a young French massacred in a 1955 massacre and a song with "L'Accordeon" by Antoine, "I'm for Allie," by Billa Black, "Je Sais Anglais," by the National Harmony, and "Chanter," by Enrico Morino. Current top-selling LPs here include "Les Eclectures," by Antoine (Vogue), "Mon Je n' Ai Pas Diable," by Enrico Morino, "Prendre / Marce," and "Les Crocodiles" will be heard in Europe (Barclay). The Moody Blues topped the hit at a Mississippi concert at the Olympia Theater in June. Planning is to produce top-selling LP albums. Artists set for the August-June season include from July 23-28 include the Dixieland Band, Louis Armstrong, Charles Lloyd, Anita O'Day, and Mahalia Jackson.

**MANNY HENNESSEY**

**ROME**

Both Rita Pavone and Mina were interviewed here by Dave Victorson for appearances on new Caesar Television Las Vegas. Caterina Cassini in four weeks filming her latest. The film was based on her best selling San Remo song. The film will be released this month and is expected to sell by the million. Dino d'Angelo intends to film an American-style musical in Italy. Gene Pitney and Van Johnson will co-star in "One Gangster, Two Men," made by the famous Italian film music. Forty years of film soundtracks throughout the world will be reviewed in the past five years. Music-Rama, prepared by Angelo Frattini, Carlo Silva and Giorgio Calafate, will be released in "Jazz Singer." Singers participating register of greats. Roberto has contributed later recordings of "A Dollar's Worth of Love," by Stanley Black, and "The Way": the Bandleader and Fred Bonfanti performed at the annual award of TV direction prizes at State Television.

**SAMUEL STEINMAN**

**STOCKHOLM**

Gusmend Brothers start their Scandinavian tour in Gothenburg June 10, Stockholm June 11... George Fame will be back this year, and open his tour in Britain. The sound of the famous Walker Bros. is coming to the area. Ex-England's recording of the Eurovision will be released in France and Sweden, out in 12 countries on the Monument label, and in Hollywood, Sweden... The Walker Bros. will be in Hollywood, Sweden...销售代表。
Educators Molding Students as The Record Buyers of Tomorrow

By FRED KIRBY

NEW YORK—"Where are the classical record customers of tomorrow coming from?" record dealers are wondering as they look at recent Billboard surveys. Benjamin S. Chancey, director of music for the New York City Board of Education, hopes he has an answer to the question in a new program in this city's more than 300 schools.

Forming a major objective of the program, the "development of consumers of music," Chancey explained, "is the more participation we can obtain through performing music. It is the more apt we will be to develop consumers of music, those who will be willing to pay to listen to music, either live in a concert hall or on records."

Several of New York's top classical aggregations assist through small concert tickets. About 32,000 junior and senior high school students attended 12 free concerts of the American Symphony Orchestra at an alternative school during the 1965-1966 school year, while the Brooklyn Philharmonic Orchestra also staged 15,000 free performances in elementary and junior high school pupils of the Brooklyn Academy of Music. The Lincoln Center for Performing Arts also formed a network of "school in concert" programs, including performance by the New York Philharmonic.

Many of these schools also are members of the Metropolitan Museum of Art, which offers a few students to attend classes and concerts at the Met for a small fee. Other schools have been reasonably priced ticket prices to special student performances. Several recording artists have participated in these performances, including Sviatoslav Richter, Rudolf Serkin, Kuch, Lucine Amata, Herva Nelli, Laurel Hurley, John Vickery, Rosenfield, Elisa, Mignon Dunn, Regina Resnik, Jerome Hines, Ero Flagello, Walter Casell and Fernando Corena.

Music in the schools begins in kindergarten with singing, playing of rhythm instruments, dancing, matching and a limited use of records to set the stage in second grade. There other types of instruments are introduced, using recorders, violin and bells, and greater emphasis is placed on listening. Children also are acquainted with the various periods of music.

The system has been approved list of music books and recordings of teachers can order from. Teachers order from the list available by school, which includes books and records. The Board of Education provides a basic disk library for every school. Each teacher also may order recordings not on the approved list, but such requests must receive the approval of Chancey's office. The records on the approved list are subject to being bid for by dealers and other suppliers.

A Summer Festival at the Philly Outdoor Concerts

PHILADELPHIA—Lineup of musical entertainment is set for this summer in the 37th annual series of concerts at Robin Hood Dell, Philadelphia's open-air music theater in scenic Fairmount Park, a symbol to concertgoers and recordings alike. Many old favorites will be back, including the Metropolitan Opera at New York, for his 26th appearance—full-time record which never will be surpassed. Dell's debut will be made by three conductors and four soloists.

Announcing the 1966 schedule, Dell President Fredric R. Mark said: "Dell soloists making their Dell debut, Philadelphia's Mozart Festival, the erstwhile of the former Philadelphia Symphony, and Stanislaw Skrowaczewski, the Philadelphia Union Symphony."

Soloist at Concert

Soloist at the William Kapell Memorial Concert, an annual tribute to the memory of a great teacher, the music of the great composers, will be Daniel Barenboim, a young Israeli pianist making his Dell debut, France will be saluted again this season, a special salute, by the Philadelphia Orchestra, featuring pianist Nicolas Machiet-Schweitzer in their debut de

Summer Series at Dartmouth

HANOVER, N. H.—Five composers who are represented on recordings will participate in the New Hampshire Music Series at the Dartmouth College Library. The concerts are scheduled for Aug. 29 to Aug. 20. Composers in residence will be Peter Minn, Edward Elgar, and Arthur Schuman. Artists include many of the best in the country. Dichter's "Twilight of the Gods" by Richard Wagner conducted by George Solti (Chicago and London), and "Postludium" by Ludovic Bortolosky, William Sydeman and Boris Blacher. Pianist Henry Greenberg is the soloist for the first of the three concerts.

For pianist Van Cliburn, it will be his third Dell performance. Other artists include Robert Bartole and baritone Robert Merrill will also be on the roster. "Dell" is the name in music this summer. Program will be announced in the next two weeks.

Sisters of the Sorcerers: Three of the sisters have been with the Dell orchestra for six years, serving as concertmaster and assistant conductor. Concertmaster of the Philadelphia Orchestra, he will be music director and conductor of the new Chamber Symphony Orchestra. He also will conduct the orchestra.

Other artists appearing in the series will be Jean-Pierre Rampal, R. W. K. Lawes, Jean-Bernard Lafor, Arthur Grumiaux, Yehudi Menuhin, George Szell, and Hephzibah Menuhin, the new New York Chamber Orchestra.

Little Orchestra Likes James Set

NEW YORK—With two popular-crash concert series, one in the summer and one in the annual series, the Little Orchestra Society for its second season at Philadelphia Hall. Each series will of four concerts.

Bach Festival, for Philharmonic Hall

NEW YORK—A six-part Bach Festival is in its first season at Philharmonic Hall. These concerts are scheduled for Sunday evening, with tickets available on subscription and single-concert basis. The initial program of "Bach Festival" will be recorded for Deutsche Grammophon and the Philharmonic Society of New York (Concert). David Blum, conducting, Kirkpatrick will also present the "Bach Festival." The new J. Peter Claver (Book Two). Other artists appearing in the series will be Jean-Pierre Rampal, R. W. K. Lawes, Jean-Bernard Lafor, Arthur Grumiaux, Yehudi Menuhin, George Szell, and Hephzibah Menuhin, the new New York Chamber Orchestra.

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pliers to get the best possible price, according to Chance. In addition to budget allocations, dealers can also purchase through use of small purchase funds or student exchange at each school.

Instrumental programs, which progress as the children advance through the school grades, are limited, but a pilot project started for 14 junior high schools in the fall will give every student the opportunity to play either the clarinet or violin for the first time, day or day, for 10 weeks. Chance said this experience will help pursue students become appreciative of the player and the skill required to perform.

Many concerts are given by students and faculty on a school basis and also between borough and all-city through all-city orchestra, band and chorus. Children also have an opportunity to compose music. Last month's all-city and concert included a work by an 18-year-old student.

Special Projects
In the 1,677 junior high schools and almost 90 senior high schools, students can elect special music classes such as conducting, theory, and music appreciation and history. In addition, every senior high school student is required to take a four-credit program in music which includes the listening of a solo singing. The number of schools with special music classes varies from schools and bargaining facilities also is increasing. Such listening facilities also are provided by the board for schools lacking them. Students also are directed to local radio and television programs on music over the board's station, WNYT, an educational TV station.

Classical music is the dominant style in the schools ranging from antiquity, but stress begins with the Baroque period and continues through the contemporary period. Some of the popular pieces to include include a future in all city concerts. The selection of a large share of concert programs submitted by the different and the arrangement of the variety of classical styles represented. A recent orchestral concert at Philharmonic Hall included works of Wagner, Tebald, Debussy, Verdi, Ravel, Stravinsky, Beethoven, Rimsky-Korsakov, and Copland. A modified version of the program, featuring the same composers was given afterwards for children and their parents attended Technical High School.

All-school orchards, bands and choirs are selected through auditions. Concerts under the program have presided at Carnegie Hall, Hunter College. Queens College and on Staten Island. The all-city orchestra contains 108 musicians with 125 in the all-city band. The all-city bands have 240 singers.

School Function
Chance explained why music program is a by-product. "It is the function of the school to interest the students in the arts, but is a lasting value based on tradition and music which becomes the addition of themselves. A group of students, in turn, take the ideas through the ages as a work of art. Mass communication is supplied by our students through the arts, and our development of the idea is secured in the arts which the students can appreciate. It is the arts which are the most significant and the most important musical development for students."

The director acknowledged that the program he outlined was the ideal program which is not realized in some schools because of little training, equipment, and limited abilities and backgrounds of pupils in some areas, but stressed, "Our big job is to provide for our students a way of life through music. We can encourage them, in their future keyaure, to develop an ability and an interest in music and to use their lives up their level of taste. There is an art also in this jazz, but there certainly is an art required in listening to opera and other serious music."

JUNE 11, 1966, BILLBOARD

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**BEST SELLING CLASSICAL LP's**

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<td>TCHAIKOVSKY: ORCH.</td>
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<td>GERSHWIN: Rhapsody In Blue (3.12&quot;</td>
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**BEST SELLING SEMI-CASUAL LP's**

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<td>THE ART OF EUGENE ORMANDY (1.12 LP)</td>
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NEW ACTION LP's

**PENNAH PLAY'S CHOPIN FOR YOUNG LOVERS**

Capitol P 8026 (M); SP 8026 (S)

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**Classical Music**

**Record Buyers Of Tomorrow**

*Continued from page 39*

Metropolitan at Lewisohn

*Continued from page 38*

Oletha, Tom Paston, the Pen- nywhittles, Peter Segress, the Dave Brubeck Quartet, the Thelonious Monk Quartet, the Jimmy Smith Trios, and the Lionel Hampton All-Star re- union with Teddy Wilson, Gene Krupa, Coleman Hawkins, Ray Ellington, Clark Terry, Illinois Jacquet, Frank Foster, Wes Montgomery, and Billie Holiday.

The season will open with a concert by soprano Lina Alt- hausen and baritone Robert Merrill and close on Aug. 13 with Miss Tchalb. Programs will in- clude a MS 6825, a "Latin American Evening" and the tra- ditional nights devoted to music of Vienna. Rogers and Hammon- stein and George Gershwin. Art- ists for those special evenings will include pianist Hans Boepp- le, Latin vocalists Celia Cruz and Ruth Fernandez, Trio Puenté and his orchestra, and conductor John Green.

Among other Met artists listed are singer Jean Penn, Beverly Sills, Joan Grillo, Rosalind Elias, Clifford Harout, Barry McNeill, John Reardon, and Gerhard Pechner, and conduc- tors Silvio Varviso, Lamberto Gardelli, Franz Herr, Kurt Adler, Joseph Rosenberg, George Schick and Robert LaMarche. Tickets will be sold for four week subscription combination plan and singly from 30 cents to $4.50.

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**ALBUM REVIEWS (continued)**

**POP SPOTLIGHT**
AND NOW... THE ANITA KERR ORCHESTRA

Womar Bros, W 1640 (M); IS 1640 (S)

Anita Kerr's latest big-bore instrumental ensemble is a first-class orchestra album. It's the sound of the Schuller School, and it's a closer to the kind of music that chickens are made of. The musicians are attentive and the arrangements are tasteful. Just the kind of music we need to help us through the lean months ahead.

**CLASSICAL SPOTLIGHT**

**STRAVINSKY:** AGON SCHUL-LEH 7 STUDIES OF THEMES OF PAUL KEEF

Boston Symphony Orch, (Lakel- dorf); RCA Victor LM 2879 (M), LSC 2879 (S)

RCA puts together an fascinating arrangement of two contemporary composers' ideas in one new country. Agon has an idea, for example, that represents a combinad reading of the best of both worlds.

**CLASSICAL SPOTLIGHT**

**OFFENBACH:** GATE PARISIENNE

New Philharmonia Orch, (Munch); London SP 21011 (S)

Even though "Gate Parisienne" isn't a fine recording, Munch conducting the New Philharmonia on London is, and gives this set a special interest. The fact that it's a set is the house where the show is done, and it's an interesting, but not a sales winner.

**CLASSICAL SPOTLIGHT**

**MOZART:** SYMPHONY NO. 40 & 41

New Philharmonia Orch; (Galin); London CS 6479 (S), CH 6479 (M)

DISSON gives a sweeping, enterprising treatment to No. 40 & 41 that compare favorably with previous recordings of the same works. Adderly, composer, or rather, composer and personal style which create a more individualized and graceful setting. The performance is a marvellous, distinguished production.

**HYMN SPOTLIGHT**

**WHISPERING HOPE**

Jim Roberts and Norma Zim- mar; Word W 3364 (M); WST 5797 (S)

Promoted on the Lauren Wells 'TV show, of which Jim Roberts and Norma Zimmer are regulars, this LP will be one of the biggest selling LP's in the field. Songs featured include "Whispering Hope," "If a Friend Were in Your Place," "This Night of Agony," and "Ch Ski in the Wilderness."
Mad, Meaningful, Musical Spoof of the Political Scene...


WASHINGTON IS FOR THE BIRDS
The Authentic Voices of Lady Bird Johnson, L.B.J. and People like that

Note: reproductions of this album cover suitable for framing are available free of charge by writing to Warner Bros. Records, 4000 Warner Blvd., Burbank, Calif.

Conceived and produced by George Atkins and Hank Levine

Music Composed, arranged and conducted by Hank Levine
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<td>BILL IS MY VERY FUNNY FELLOW, RIGHT?</td>
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<td>THAT WAS THE YEAR THAT</td>
<td>I'LL BE HOME</td>
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<td>THE VENTURES</td>
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<td>FIDDLER ON THE ROOF</td>
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<td>HOW GREAT THOUGHT</td>
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<td>I STARTED OUT AS A CHILD</td>
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<td>CHOICE</td>
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<td>A TOUCH OF TODAY</td>
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<td>TEMPTING TEMPTATIONS</td>
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<td>ANDY WILLIAMS' NEWEST HITS</td>
<td>I'LL BE HOME</td>
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<td>TIJUANA BRASS</td>
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<td>MY LOVE</td>
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<td>WHERE THE ACTION IS!</td>
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<td>TRINI</td>
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<td>GLORIA</td>
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<td>HERE I AM</td>
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<td>THE SOUL ALBUM</td>
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<td>ZOEBA THE CREEK</td>
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<td>DIONNE WARWICK IN PARIS</td>
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<td>THE IN CROWD</td>
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<td>THE MARVELOUSTS' GREATEST HITS</td>
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<td>THE MAN FROM MR. NICE</td>
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<td>HOUSTON</td>
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<td>I REMEMBER YOU</td>
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<td>TURN! TURN! TURN! TURNO!</td>
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<td>MAN OF THE MANCHA</td>
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<td>THE BLUES PROJECT LIVE AT THE CAFE AU GO GO</td>
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<td>ONE STORMY NIGHT</td>
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<td>BEST OF LITTLE ANTHONY &amp; THE IMPERIALS</td>
<td>I'LL BE HOME</td>
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<td>THEY'RE PLAYING OUR SONG</td>
<td>I'LL BE HOME</td>
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<td>MIDWAY 61 REVISITED</td>
<td>I'LL BE HOME</td>
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<td>THE KINK CONTROVERSY</td>
<td>I'LL BE HOME</td>
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<td>OUT OF OUR HEADS</td>
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Let's go to the movies

and all that jazz

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YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES—5 Years Ago
June 12, 1961
1. Heflin, Watts, Faron Young, Capitol
2. Three Hearts in a Tangle, Ray Driskell, Decca
3. I Fall to Pieces, Patsy Cline, Decca
4. Foolin' Around, Buck Owens, Capitol
5. Louis Toll, Buck Owens & Rose Maddox, Capitol
6. Heart Over Mind, Ray Price, Columbia
7. Sweet Lips, Webb Pierce, Decca
8. Mental Cruelty, Buck Owens & Rose Maddox, Capitol
9. Heartbreak, U. S. A., Kitty Wells, Decca
10. Flat Top, Cowboy Copas, Starday

COUNTRY SINGLES—10 Years Ago
June 9, 1956
1. Heartbreak Hotel, Elvis Presley, RCA Victor
2. Blue Suede Shoes, Carl Perkins, Sun
3. You and Me, Red Foley & Kitty Wells, Decca
4. I've Got Five Dollars, Faron Young, Capitol
5. Yes, I Know Why, Webb Pierce, Nashville
7. Little Rose, Roy Squires & Webb Pierce, Capitol
8. I Walk the Line, Johnny Cash, Columbia
9. Begone Lonesome/Folsum Prison, Johnny Cash, Columbia
10. Blackboard of My Heart, Hank Thompson, Capitol

Peebles Sets A 'First' for Busch Stadium

NASHVILLE — Baseball and country music will combine forces June 18 when Faron Young, Waylon Jennings and the Waylores and Norma Jean entertain at St. Louis' new Busch Memorial Stadium, which seats 45,000, prior to the St. Louis Cardinals-Philadelphia Phillies baseball game.

The idea of utilizing country music as a form of pre-game entertainment was jointly conceived by promoter Hap Peebles and Dick Wagoner, the Cardinals' promotion director. At the end of an approximate 45-minute music concert, the National Anthem will be sung by Faron Young and his trio.

Peebles, who arranged the negotiations, termed the innovation a "first" for country music as far as participating on the baseball's National Anthem is concerned.

Tyler Services

HOUSTON — Funeral services were held here last week for James Buchanan Tyler II, 49, a musician in the country field of the country scene. He gave his first professional performance at the age of 7, playing 11 instruments, and recorded nearly 20 country and western songs of his own composition. The "Rolling Through the Night," was released two weeks ago.

Cedarwood Publishing's new contract with Rice (title) inked at the record company's latest blue-chip catch is Nashville &

Wright Release On LBJ Country

DALLAS — Veteran Dallas song and talent agent Charlie Wright has a new release, "Paradise Lake," on the indie label, Platter Records. which claims it is stirring up considerable excitement in the area. Featured on the tune is Homer Lee, a new talent recently discovered by Wright.

The song, co-written by Bert Peck, a cousin of President Johnson, concerns the Texas hill country as narrated by LBJ on the "Lyndon Johnson's Texas"

Two of the Most Noted Personalities in the world of music, guitarist Chet Atkins (right) and conductor Arthur Fiedler, have merged their musical talents in Atkins' latest RCA Victor album. The pyl features Atkins' artistry blended with the Boston Pops orchestra under Fiedler's direction. Highlights, recorded in Boston's Symphony Hall, include such country standards as "Tennessee Waltz," "Cold, Cold Heart" and "Orange Blossom Special," plus two medleys and liner notes by John D. Loudermilk.

До конца недели планы по продаже альбома LBJ Country утверждены. Bob Moon, head of Platter Records, will keep the single on the Platter label instead of passing it on to a major, as originally planned, Wright says.

Детали новых проектов будут доступны в Billboard at 125 North Peak Street, Dallas, Tex. 75226.
JOE & ROSE LEE MAPHIS
Send Me Your Love APO
b/w Write Him a Letter

AL BRUMLEY
It’s Starting All Over Again
b/w Tragic Romance

BARBARA MANDRELL
Love Came Calling
b/w Immune to the Blues

LOUISE LOVETT
Last Night in Town
b/w Queen of Snob Hill

MARK PEPPARD
Boil ‘Em Cabbage Down
b/w Roll Steel Roll

LEO LEBLANC
Queen for a Day
b/w Alone in the Crowd

LEO LEBLANC
I Wanta Be Sure

GENE MOLES
Pinocchio

MARK PEPPARD
Scottish Guitar

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Published By:
Pamper Music
**TOP SELLING R&B SINGLES**

This Week's Top 25

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<td>SOUL MESSAGE</td>
<td>Richard Small</td>
<td>Stax SRM 295 (M)</td>
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<td>70</td>
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<td>&quot;I GOT YOU (I Feel Good)&quot;</td>
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**NEW ACTION R&B SINGLES**

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**TOP SELLING R&B LPs**

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"...an influence on America as strong as Walt Whitman."

A kindergarten class was recently asked to give the title of our National Anthem. One little voice said solemnly, "This Lamp is Your Lamp." Woody Guthrie would like that. For the ballads of the nation's most influential folk writer reveal an emotional involvement with America that is pervasive, universal, timeless. Sometimes outraged, always optimistic, never despairing Woody's thousand songs tell a story of patriotism and fierce national pride. In his wanderings as a young man, he saw it all and sang it all—the crash, the drought, the tragedies of migrant farmers. But always there was the thrust of possibility and hope and wit in his words. He has been called "a dusty voiced Homer" and "the best folk ballad composer whose identity has ever been known." To this passionate poet with dusty hair and low denim, and to the many BMI-affiliated folk-music composers who cherish the influence of Woody Guthrie, BMI extends a deep and personal tribute.
TALENT
Dove Makes Success Hard Way, Playing It Straight to the Top
By MIKE GROSS
NEW YORK—Although Ron- nie Dove has racked up a score of nine straight hits and four chart albums in two years, his success is as far as the rest of show business media is concerned. He has yet to garner the attention of the major network TV show, appear at a prestige nightclub in New York, in Las Vegas or Hollywood, make a film, or develop the kind of teen-fan following enjoyed by many artists who’ve had a fraction of his success. Dove’s total record sales on the Diamond label is approaching a million.

While to some extent this “secret stardom” is about to be changed the going into the Living Room in New York on July 18 for two weeks and is about to be screen-tested the fact remains that aside from his recordings, Dove’s main source of revenue during the past two years has been clubs in the smaller cities, together with concerts and State fairs.

It’s believed that the “secret stardom” is due to the fact that he excels the eccentric hair and clothing styles that would give him a keen “image.” Plus, Kahl, the veteran musician who produces Dove’s recordings and arranges his songs with John (Red) O’Donnell, both agree as Dove’s success was this type of approach would mean a hit in the hard way, the long haul will be his career—rather the quick type stardom experienced by many of the young record artists.

Bobbe Norris Tryout
A Grand Slammer

NEW YORK—There was a buzz before Bobbe Norris moved into the Hotel Plaza’s Persiom Room after a short vacation in New York. Bobbe is one of the big talk in her stride and can now take her place among the impressive roster of chanteuses on the Columbia label.

For a young singer (she’s in her early twenties) Miss Norris has a maturity of style and phrasing that marks the pro and she has the showmanship of an ingenuous demeanor that marks the neophyte. The purly works well and holds up through a 25-minute set and a broad-based repertoire.

She also has a vocal sweep that covers a lot of ground and leaves an effective mark. She can go quiet or loud, which is always the mark of a home a mood ballad message and then go up springing up with a sprightly rhythm. While she can do it with a bounce that tingles with the sort of thing she represents that an “act” has been groomsed for her. Miss Norris’ reputation is growing, and therefore it comes over, for the most part, with a spontaneity that is rare.

Shirley Bassey on Target; Miller’s Comedy Misses

LAS VEGAS—Dramatic vocalist Shirley Bassey and country-singer Roger Miller made their Las Vegas and Sahara debuts Tuesday (24). Miss Bassey opened the show and by dint of sheer dynamics, utilization of probing lyrical with five of the show’s corniest jokes, produced a mesmerizing effect. The Welsh vocalist has the knack of making power but the mike was not turned down. She uses all her long power but in so doing, projects with finesse and class.

Miss Bassey’s dramatic sweeping effect, Miss Bassey was both sultry and somber. Louis Bals’s 23-piece orchestra provided excellent support, with her interpretations of such message songs as “Who Can I Turn To?” “What Now My Love?” and “Clippin’ Every Mountain, Counting the Crescent builders.”

Miss Bassey’s sheer dynamics created an unqualified comparison with the milder Roger Miller, who was fine when he stuck to straight singing, such as on “England Swingings” and “Engine Number Nine.” Miller’s ad libs and stage wanderings added little to the show’s act, where the audience responded well to his stories, which tended to puff his humor into absurdity to the extent of putting down gags and extra noises in his songs only helping the situation. A sharp contrast between Miss Bassey’s sophisticated manner of the wind concept. Miller’s trio of Billy Graham, banjo, Jerry Allison, drums, and Thumbs Carlisle contributed a solid rock-a-billy feature.

Eliot Tiegel

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SIGNINGS
Sharon Soul has been signed to an exclusive long-term contract by black producer George Perry. Shana has been adjudged to the United Artists Records roster. Her earlier signature was John Hyer, Johnny Cash, Johnny Wakely, veteran country artist, to Dot Records. Romance between the two young singer is rekindled by Red Skelton, Frank Fontaine and Jerry Lewis were skillfully performed and proved his growth as a performer.

He performed an exceptional drum set by Karl Lipke, Carl Molisi. His salute to fol- lowing "Mommy" lead to a rousing spiritual closer which com- plemented “Smilin’ with Honda.” His reputation and personality did much for an act that was lacking in vote and imagination. It was impossible to be incomplete by following a long and tireless parade of comedians, dancers, magicians, and puppets.

JOEY D'EL, seated left, signs up for a hitch with Jubilee Records. On-lookers are Jerry Blaine, seated right, Ed Miller and Trade Martin, standing left to right, of Miller-Martin Productions.

Rawls in Singing Form

LAS VEGAS — Lou Rawls’ appearances at the Fremont Hotel’s Carousel Lounge is a key attraction in the downtown casino area. The five-year recording veteran is in for one month, and according to initial impres- sions, he is being followed simultaneously with the success of his current Capitol LP, now on the charts.

Rawls has an amiable style, chattering between numbers and roaring forth for 45 minutes with his piano, Tompkins, producing a conductor, guitarist Frankie Vaz and local bassist Ernie McM- donald. Rawls is featured with Tompkins. Singer’s deep rich tones often have a fine en- tertaining quality, but in a blues form fit.

Joe Rawls’ original recording in "The Evening When the Goes Down" provides an inter- esting and highly commercial piece of material is his own Tobasco Road. It is an extraordinary sounding "While I Go to Chicago," with a dumping backing by guitar and piano, it is the most efficacious of his songs and is the perfect work for his voice. Song has one fault, his endings are generally weak, because he chips his cut-off power off before fully completing the piece. On the other counts he is a fine en- tertainer.

ELIOT TIEGEL

Santamaria All-Star Team

NEW YORK — The music of Mongo Santamaria, Columbia Record artist, is jazz in spirit, Afro-Cuban in nature, and highly commercial in value. It was featured on Wednesday (1) at the Village Vanguard. This first of his seven records of tunes like “Girl From Ipanema,” "Oye Como Va" and "Watermelon Man."

Rydell Brightens ‘Quarter Show’

NEW YORK — For his first time around at the Latin Quar- ter, Capitol recording star Bobby Rydell chose to pull out all stops by placing his record hits at the top of his act. He swung from “Volare” to “Swanee” to “Old Black Magik” in rapid fire. Broadway musicals were next on his song menu and a big crowd pleaser was a medley from “Stop the World.”

Tom’s in a Lifetime, Build a Continent and “What Kind of Fool Am I.” His impor- tation was skillfully handled by Red Skelton, Frank Fontaine and Jerry Lewis were skillfully performed and proved his growth as a performer.

He performed an exceptional drum set by Karl Lipke, Carl Molisi. His salute to fol- lowing "Mommy" lead to a rousing spiritual closer which com- plemented “Smilin’ with Honda.” His reputation and personality did much for an act that was lacking in vote and imagination. It was impossible to be incomplete by following a long and tireless parade of comedians, dancers, magicians, and puppets.

DAN OVENS

“Watermelon Man” was the most exciting number of the set. Santamaria’s Congo work with drum and double bass kept the audience on the edge of their seats.

The second set was even more alive than the first, high pitched with the flavor and the wild frenzy of the building. Santamaria’s boy was another good per- formance and again featured Santamaria and his harmonies. Santamaria and his drummer.

Santamaria’s “Hey, Let’s Party” was typical of the ’77 Billboard Top LP’s Chart this week. His show featured, for the most part, of songs rather than the long compositions usu- ally turned out by jazz groups, and it added to the enjoyment of the show. Every man in the group seemed to be “with it,” but Santamaria kept everyone in strings in strict musical control. It was not a group of soloists — though all of them were capable soloists, it was a highly commercial ensemble with a highly competent team of musicians. Outstanding efforts were turned in by the performers on trumpet, who gave out with a mariachi sound and a cutting tone.

CLAUDE HALL

Anthony & Imperials

Name Strassburg

NEW YORK — Philip Strass- burg has taken over as business manager and is the public relations firm that has been handling the group’s public relations.

Before starting his public relations operation, Strassburg had been with the entertainment department of the now-defunct New York Mirror.
**BREAKOUT SINGLES**

**NATIONAL BREAKOUTS**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bobbie Gentry</td>
<td>Let Me Die</td>
<td>MGM</td>
</tr>
<tr>
<td>Al Jardine</td>
<td>Go Down Together</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Compers</td>
<td>I'll Move On</td>
<td>Epic</td>
</tr>
<tr>
<td>Goldie Hill</td>
<td>If I Had You</td>
<td>Gold Star</td>
</tr>
<tr>
<td>The Calypso Stompers</td>
<td>Put Your Head On Me</td>
<td>Specialty</td>
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</tbody>
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**REGIONAL BREAKOUTS**

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<thead>
<tr>
<th>Artist</th>
<th>Title</th>
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<tbody>
<tr>
<td>The Charms</td>
<td>Children Of The Night</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Rhythm</td>
<td>End Of The Season</td>
<td>Mercury</td>
</tr>
<tr>
<td>The Four Seasons</td>
<td>The Song Is You</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Teenagers</td>
<td>I'm Just A Tea Pot</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Dells</td>
<td>You Never Can Tell Me</td>
<td>Capitol</td>
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**YOU WOULDN'T LISTEN**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>&quot;Four Days&quot;</td>
<td>The Tokens</td>
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<tr>
<td>&quot;That'll Be The Day&quot;</td>
<td>The Tokens</td>
</tr>
<tr>
<td>&quot;My Boy&quot;</td>
<td>The Tokens</td>
</tr>
<tr>
<td>&quot;The Four Seasons&quot;</td>
<td>The Four Seasons</td>
</tr>
<tr>
<td>&quot;Wishing You Were Here&quot;</td>
<td>The Dells</td>
</tr>
<tr>
<td>&quot;Your Love&quot;</td>
<td>The Dells</td>
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</tbody>
</table>

**TRULY YOURS**

<table>
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<tr>
<th>Title</th>
<th>Artist</th>
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<tr>
<td>&quot;Let It Be&quot;</td>
<td>The Tokens</td>
</tr>
<tr>
<td>&quot;Baby, It's Cold Outside&quot;</td>
<td>The Tokens</td>
</tr>
<tr>
<td>&quot;(I'm Gonna) Be A Showstopper&quot;</td>
<td>The Tokens</td>
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<tr>
<td>&quot;Let's Stay Together&quot;</td>
<td>The Tokens</td>
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<tr>
<td>&quot;I'm Gonna Love You&quot;</td>
<td>The Tokens</td>
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**REVIEW**

"The Tokens' latest single, "Children Of The Night," is a catchy, up-tempo rhythm-and-blues number that features a strong vocal performance and tight harmonies. The song's upbeat tempo and memorable melody make it a standout on the charts. The Tokens are known for their energetic stage presence and engaging performances, and "Children Of The Night" is a testament to their musical talent."

**DELLA REESE HAS POWER**

Della Reese has the power to overcome the emotional problems presented by the Flamingo's Drillwood lounge, built as a big band room. At her Thursday evening opening (26) the broad- casted singer pleased fans with an arrangement that was the result of her ten years of recordings with Tommy Dorsey, and a big band. The audience was grateful for her highly successful songs, and she was in fine form to do an encore of "Stormy Weather." The orchestra was led by Nelson Riddle, and the arrangements were done by Nelson Riddle, and the arrangements were done by George Childs. The show was a sell-out, and the audience was cheering for more. Della Reese's power lies in her ability to connect with her audience on a deep emotional level, and "I've Got Love In My Heart" is a perfect example of this. The song's powerful message of love and hope resonates with listeners, and Della Reese's emotive performance brings tears to many eyes. This is a show that should not be missed."

**MUSIC ON CAMPUS**

**BY JIM FRAGALE**

College newspapers enlighten with many interesting "good things." Among the latest is a match with a date via computer, the latest in contact拧s are unknown. There was an interesting twist in "Sing Out" (Second Annual Second Round), a recent article in the Vanderbilt Pilot, the article's author, found "Sing Out's" good entertainment and "a lot of fun," but that "to overcome the problems of a real world we must always have a core principle, and one that proves the principles of hard work, determination and education." If all else fails, he goes on, "we must stand ready to defend our country by fighting for what we believe in—now singing.""
NAMM Invited Dealers to Music Show Record Forum

CHICAGO — The phonograph record committee of the National Association of Music Merchants will hold an open forum on five basic problems of record merchandising. Invited to discuss the problems and prospects at EIA's 42d annual convention this week (6-9) in Chicago's Commercial Plaza Hotel.

The EIA president's annual report, traditional feature of the membership meeting of the national association for manufacturers of electronic products, will highlight four days of business sessions culminating in a meeting of the board of directors.

In his address, scheduled for the luncheon meeting on Wednesday (8), Dr. Nor is expected to:

1. Foresee a boom in electronics business this year which will probably lead to record sales.

2. Describe "problems of merchandising, faced by the industry today and suggest several possible methods of coping with them.


Philco Introduces 1967 Home Entertainment Line

HONOLULU — The Philco Corp. introduced its 1967 line of phonograph recorders here last week. Highlighting the show was an introduction to its new stereo phonograph recorders, a 1-8 track cartridge, the other 4-track reel-to-reel. The 1-8 track cartridge is a $1.99.95. The 4-track cartridge is a $89.95.

The Philco cartridge unit reportedly is using the Motorola mechanism, which is also being used in another major phonograph model. Motorola AC system is based upon the firm's DC automobile transmission. The Hoffman was installed into Ford Motor Co. automobiles.

The firm also showed for the first time its new line of 12 all-solid-state portable phonographs featuring two models which can be used indoors and outdoors. An added component ensemble and another with a provision for use of its dealers as speakers with an electric guitar.

Suggested retail prices ranged from $99.95 to $299.95, with a special one of three monaural sets in the line, to $229.95 for AM/FM/Stereo tuner model 1568WA with a cabinet of peecan veneer.

One of the monaural models, 1464BU, is a compact portable that can be used on a AC house current or batteries. It is supposed to play up to 50 hours on eight "D" flashlight batteries. The set, with a blue leatherette covering, has a record pocket which holds up to eight 45 r.p.m. records. It carries a suggested list of $39.95, All portables in the Philco line include 45 r.p.m. spindles.

New RCA Line Shown in San Juan Meeting

SAN JUAN, P. R.—Lighter, summer cabinets in portable phonographs and a broader line of radios featuring solid-state performance, highlighted the 1967 RCA Victor line of radios, phonographs and tape players shown here last week.

Creating quite a bit of excitement at the annual RCA display, dealers sales meeting, was a two home player units for the 8-track stereo cartridge.

Raymond W. Saxton, vice-president and general manager of the RCA division, said that expansion of the radio line and phonograph lines included several lowered prices in order "to cover a rapidly expanding market influenced by new stereo, and a much wider pattern of merchandising.

The new Swing-Line series of solid-state stereo portable phonographs, which list prices from $79.95 to $129.95, features a design with the speaker grills forming the front of the cabinet, and the changer base forming the back. The speakers swing out easily and the changer comes forward to lock in the playing position, leaving an open space which allows easy access to the controls and platen.

Highlights of the new merchandise:

• The phonograph industry first use of extruded aluminum in a chassis, a feature of the TV-520 which uses a 126-gram cartridge.

• The record player features a 12-inch turntable, a 12-inch cueing arm, and a new low-cost unit which offers a 7-inch diaphragm turntable, for $99.95.

• RCA's first radio-phonograph priced below $200, the Yeoman (VT-10), listing at $199.95.

Zenith Shows New Models

CHICAGO — Zenith Sales Corporation introduced at its 36-mold 1967 line of stereo and hi-fi equipment here last week. The line, which intends to "sharply increase" its share of the rapidly expanding phonograph market.

The firm also showed a portable and fixed record player combination—a unit that has not been part of Zenith's line for years.

L. C. Truesdel, president of the firm, pointed out the extent of the company's effort to gain a larger share of the market by stating that Zenith distributor sales to dealers of phonographs and stereo instruments are up more than 50 percent over the same period a year ago, compared with an over-all industry gain of 5 percent.

The firm's new five portables range from a suggested list of $69.95 for the solid-state Calypso transistor model, to the Stereoduet with AM/FM/Stereo FM radio (model X584), which lists at $199.95.

Prices for the 19 compact units begin at a suggested $199.95 for the Danish Modern-style Hart with AM/FM radio (model X604) to the Early American style Revel (model X594), which lists at $99.95.

The portable AM radio-phonograph, The Spectator has a solid-state amplifier and AM/FM receiver, and is listed at $59.95.

The Zenith line will be presented in detail in Billboard's New Products column shortly.

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GE's Products for Youth

UTICA, N. Y. — Five new General Electric home entertainment products, aimed specifically at the younger set, have been introduced by GE for fall marketing.

The youth series from GE's radio receiver department is a walkie-talkie, a radio-phonograph, a battery-powered phonograph, a new low-priced phonograph, and a new compact Show 'N Tell Phone-Viewer. All carry a list price of under $25.

The battery-powered phonograph, called "Runaway Fun," weighs 4 pounds, excluding power source of four "D" flashlight batteries. The solid-state unit with 4-inch speaker plays up to 50 hours at either 33 1/2 or 45 r.p.m. The unit measures 4 1/2 high, 12 1/2 wide and 8 1/2 deep. Runaway Fun (model RP1999) carries a list of $19.95.

The Dec-Jay radio-phonograph, incorporating a four-speed phonograph and a five-transistor AM radio, is designed to provide both "live" radio and recorded entertainment. In its self-resistant, washable, propylene case, the Dec-Jay (model 1771) is tagged to sell at $29.95.

The walkie-talkie unit, model Y7001, is priced at $19.95. The Show 'N Tell phonoviewer, model A605, carries a suggested list of $19.95.

Dealers Invited to Record Forum

has been made a publicized part of NAMM Music Show program. "We've had committee meetings on these problems before, but we've never given them this much stress.

NAMM's interest in the phonograph record department was expressed last year by Howard Judkins, Sr., president of the Judkins Music Co. in Gardena, Calif., the former chairman of the record committee. After the 1965 Music Show Judkins told Billboard that it is important for record dealers to affiliate with the association and urged them "to join with NAMM."

The only trade association currently working on the independent dealer's problems is NAMM. This group, said Judkins, already represents a large number of retailers for whom records are an important part of their business.

William R. Gard, executive vice-president of the association, told Billboard recently (see Billboard, April 23, 1966) that NAMM "welcomes record dealers," and mentioned that nearly 75 per cent of the association's current members sell records.

Contacted by Billboard, several record dealers who had been active in now-defunct retailers associations speculated that NAMM is willing to accommodate dealer's interests to some extent, but will not initiate any action in this area unless dealers show interest in organizing. The open meeting in June will perhaps serve as an indicator to NAMM about the extent of record dealer interest in joining with the Music Merchants association.

NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers, for more information write to: RCA Stereo Products, 1221 South Wabash, Chicago, Ill.

V-M Phonograph

Portable monaural phonograph model V4M. Solid state, four speeds, 10 watt amplifier. Plug-in amplifier eliminates audio failure when used in conjunction with school audio-visual programs. Vinyl covered wooden case and metal grille. No price.

Arvin Clock Radio

Arvin five-bulb AM clock radio. Noise-free direct tuning and built-in loop antenna. Wake to music control, plastic chip and shatter-resistant cabinet available in off-white. No price.

Arvin Radio


New RCA Line

Continued from page 52

• A "Varniarm" feature in certain clock radios allows the wake-up setting to be varied in half-hour increments, up to an hour plus or minus the usual alarm setting.

RCA products of interest to record dealers will be featured shortly in Billboard's New Products column.

JUNE 11, 1966, BILLBOARD

Look at all you get with Scotch Magnetic Tape

(BESIDES THE FASTEST SELLING RECORDING TAPE IN THE BUSINESS!) The dealer handling "SCOTCH" Brand Recording Tapes has the line that's pre-sold — by mass advertising, integrated promotion, and effective in-store advertising program in the business. Here's product quality plus selling support! According to "Billboard" magazine's survey, dealers prefer "SCOTCH" Recording Tape 12 to 1 over their nearest competitor — because their customers do! Look at all you get when you carry the "SCOTCH" Brand line.

"LIVING LETTER" TAPE

A profitable, fast-turnover line displayed (how else) in an attractive red-white-blue Mail Truck or Mail Box. Every roll comes in a heavy-duty plastic mailing display. Holds address labels and literature.

Advertising:

Mass consumer advertising directed at your present customers and specially selected to bring you new ones. In America's top magazines — Time, New Yorker, Sports Illustrated also on 3M-sponsored weekly FM radio in 25 top markets plus such audiophile books as Hi-Fi Stereo Review, High Fidelity, Tape Topics, Audio, Tape Recording, Harrison Catalog of Stereophonic Tapes, Stereo Tape Log, Tape Recording Annual Buying Guide.

Merchandising:

In-store displays that show-and-sell the complete "SCOTCH" Recording Tape line.

MAIL TRUCK

Holds 36 rolls — 12 each of 150'; 300'; 600' lengths.

MAIL BOX

Holds 72 "Living Letter" Tapes — 24 each of 150'; 300'; 600' lengths.

NEW SHRINK-PACK, ONE-PIECE BOXES. An attractive extra touch for both end of tape roll Insures "factory to you" clean tapes. Eliminates tape switching, too.

MOST COMPLETE ACCESSORY LINE. Self-threading reels, Splinging Tape, Leader and Timing Tape, End-of-Real Tape Clips, Sensing Tape...all in one display.

Sales Literature:

Free sales aids include the popular "How to Do It Booklet of Tape Recording," and "Four Track: A New Dimension in Tape Recording." Also free brochure on the self-threading reel, and on the "right" tape to select.

THE ROAD TO BIGGER SALES AND PROFITS STARTS WITH THIS COUPON.

Ellen Young, Magnetic Products Division, Dept. MBM-6116 3M Company, 2570 Conway St. St. Paul, Minnesota 55119

Send me details of:

□ 3M Merchandising Displays, complete with prices and ordering information.

□ 3M Sales Literature, including all the materials which are available to me without charge.

NAME

TITLE

COMPANY

ADDRESS

STATE ZIP

PERMANENT FLOOR CABINET FCD-2. Has increased tape sales from 42% to 50% in stores across the country. Inviting self-service unit holds 144 rolls plus accessories.
CLASSIFIED MART

BUSINESS OPPORTUNITIES

EMPLOYMENT SECTION

SITUATIONS WANTED

BUYER, MAJOR DEPT. STORE, ALAS.

RELIABLE CONTACT MAN WANTED. Ex

SALES, service, or management, phone clock

1948, plastic, or similar specialty. Sleep}

FAX, EMAIL, west coast record

record for your company. Pads, in-

RECORDS

DISTRIBUTING SERVICES

RECORD KING 45 RPM RECORDS-BRAN

DISTRIBUTION ARRANGED

PRICING

RECORDS 650 GRAND NEW YORK

MORTY WAX PROMOTIONS

1650 BROADWAY

1007 N. WILSHIRE BLDG.

NATIONAL RECORD PROMOTION & PUBLICITY

RECORD PRESSING

MUSIC MAKERS PROMOTION NETWORK

Cleveland, Ohio

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KANSAS CITY, MO.

BURLINGTON, N. Y.-DIRECTOR'S

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DISPLAY CLASSIFIED AD: 1 inch, $20. Each additional inch in same ad, $15.

FREQUENCY DISCOUNTS: 3 consecutive insertions, 10%. 6, 15%.

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue.

INTERNATIONAL EXCHANGE RATES

INTERNATIONAL EXCHANGE is open to all advertisers world wide. Rates, or

COUNTRY

POSTAL SERVICE

ADDITIONAL STUFF

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188 W. Randolph

Chicago, Ill. 60601

Classified Advertising

Billboard magazine

Classified Advertising

188 W. Randolph

Chicago, Illinois 60601

Please run the classified ad copied below or (enclosed separately) in

issue(s):}

BROADCASTERS!

Check the Radio-TV Programming Section for

HELP WANTED

and

SITUATION WANTED

ads in the

Radio-TV Mart

• ALBUM REVIEWS

Continued from page 40

FOUR-STAR ALBUMS

Four-star rated new albums with sufficient commercial pr

50% of total sales being made.

HALF HORSE-HALF ALLEGATOR

RCA Victor VHD 113 (3) VHD 114 (3)

SING A NEW SONG

GREAT LAKES CHOIR/LENNON, STAPLES

CREATIVE SERVICES 1982 (2)

POLEK

FRANKIE YANKOVO AND HIS

YANKOVO'S GREATEST HITS

Colcord 5 4557-1 (3) CV 4559-1 (3)

INTERNATIONAL

AMAL Y VIVIR

Carlos Montoya Trafalgal

TLP 1018 (3)

SPOKEN WORD

CARDINAL SPELMAN-NIVI

BEATRICE MCM G 4579 D (2) SE 4577 D (2)

THE POWER OF TEVENZKINO

Mill Commun 8 1902 E (2)

YENGENY TEVENZKINO BABY

AND OTHER PoETRY

COMEOT TVCD 1122 (3)

THE POETRY OF ANDER

Colcord 4557-1 (3) CV 4559-1 (3)

USING ANTI-MEET MOTHER GOOSIE

Five Star 5555 (2)

FIORENZA-VIETNAM VARIETY

YOUNG ARTISTS, FOLLOW UP FD 1902 (3)

THREE-STAR ALBUMS

The three-star rating indicates moderate

PROMOTIONAL SERVICES

CLASSIFIED ADVERTISING

CONSULTATION

in Billboard's music category.

INTERNATIONAL EXCHANGE

ENGLAND

BEATLES NEW ALBUM BOOK. Hus

EAGLE FALLS. "THE LITTLE RIVER TRAIN".

NEW YORK TIMES. 87591

NORTHERN IRELAND. ENGLAND

BEATLES.' NEW ALBUM BOOK. Hus

CLEAN UP SERVICE. 87291.

ANIMALS. NEW YORK. NEW YORKю

FIRST CLASS GUARANTEED ARMED

GENTLEMEN. TO THE MAN WHO

Ours' to be Free. Your's to be Great.

Free Acoustic. Honor Recorded Cover

TAPE RECORDERS OWNERS. EX

Tonka Truck, 11 G. F. Caplan, 446 North

FRANCE

RECORD COMPANIES, PUBLISHERS.

SHIRLEY SCOTT/BLUE SEVEN Prentice FM 7774 (2)

TRIP ON THE STREET Pat Hunter & Sonny Fortune" (2)

SOUL CARGO Leon Haywood, Fat Fish LP 2525 (2)

BLUES

BLUES READIETO"Y

Various Artists. RBP 11 (3)

GOSPEL

COME ON, LET'S SING! Weatherford Quartet, Canary CA 4427 (3) CAS 9207 (3)

always first always best

Billboard

the only full color business newsweekly published in the United States.

JUNE 11, 1966, BILLBOARD
BIRMINGHAM, Ala. — Operator Abe Kelly thinks he has a good solid background in jukebox operation. He is an excellent candidate for success as a bulk vendor. For the last 12 years Kelly has been Northern Alabama's biggest bulk operator, maintaining a string of 2,200 machines in Birmingham and suburbs with only one part-time helper. Before getting under way in the bulk field, Kelly was a phonograph and games operator. He put in eight years before experiments with the bulk field convinced him that he "had been barking up the wrong tree all along."

"After eight years as a jukebox operator, I found that my essential investments in new equipment were so big that I was actually only paying the tax money for the government."

Kelly said, "During the last year, I had taken a stab at bulk vending, and although the hours were longer, the profits per dollar invested were greater. So I became a 100 per cent bulk operator."

"Mostest"

Kelly chose an excellent time to go into the field, for not only reason than that there were many new superamarketing chains burgeoning up in the Viscous City to provide excellent locations for multiple-head bulk vending machines. In fact, through getting there "firstest" with this new fad, he got exclusive contracts with the top chains in the city, including Bruno Supermarkets, Western Stores, Handy-Pack and all Seven-Eleven Convenience Stores in the city. This meant that he could operate eight or 16 machines at a location conveniently, and it formed a steadily profitable background for his expansion to 2,200 units.

I had hoped to go to 5,000 machines eventually," Kelly observed, "if my son had felt like going into the field when he came out of his military service. He settled in another occupation, however, which left it up to me alone."

Rolling Shop

To cover his 2,200-machine route, servicing each spot no more than once per month, Kelly uses a king-size, heavy-duty Ford panel truck, equipped with special racks for four to six spare machines to replace those damaged on locations and special compartments for tools, fill, parts and other supplies. The truck is actually a complete rolling shop," he said. "I can leave my machine on the route and repair it, doing the entire job on the spot except for painting. For repainting machines back to the standard finish, I call in the rig to wait until I have an accumulation of 20 or 30 which need refinishing. Then I fire up a $100 compressor and spray gun rig which provides extremely high pressure to break up the paint molecules into a glossy baked-on finish. Then I wait 12 hours. When I return, everything is complete, ready for sale, and they are in a complete re fined finish."

Over his tremendous route coverage, which extends some 40 miles from Birmingham and its northern border, Kelly has set up in towns to which he feels his machine is worth and have custom-built heavy steel racks, which he feels are far superior than the metal racks purchased by competition. In addition to the steel racks, Kelly does his own painting, using an exceptionally volatile paint custom- made for him by a local paint company, keeping machines re-finished by himself.

"If a machine is being carried by one of those big trucks which have been damaged, I can find a machine back to the standard finish, say, in 3, 4 or 5 days. I do my repair work at 2,200 stands, and I keep a truck on the road at all times, and using an exceptionally volatile paint custom-made for me by a local paint company, keeping machines re-finished by myself."

Kelly, incidentally, believes in paying commissions in cash, rather than checks, because it eliminates much book-keeping and because this had been yet another reason for selecting Ventex as his general contractor. Proven mechanism, wide chute and foolproof coin unit makes this one A-O.K. No shipping or crushing or merchantable Start Parts, Baskets, Stands, Gloves, Gloves, Gloves. Electronics. Immediate Delivery on the New

**CHARM THE KIDS with**

**Northwestern's SUPER 60 CAPSULE VENDOR**

Charm attracts kids — and kids mean profit. Large capacity globe and front-mounted plastic showcase displays charms. Up-to-date I-81 design gives you an attractive unit that's in swing with the younger generation. Proven mechanism, wide chute and foolproof coin unit makes this one A-O.K. No shipping or crushing or merchantable Start Parts, Baskets, Stands, Gloves, Gloves, Gloves. Electronics. Immediate Delivery on the New

**Futura**

Oak's handsomely designed Futura stand brings to vending a unique new method of operation. Providing double-lock safety, including an Ace top lock, it is engineered specifically for the Cabinet Model machines. Available in automotive chrome finish or baked red epoxy enamel, the Futura stand occupies only a 13 x 16-inch floor area. Wheel mounted for mobility, it stands 50 inches high. The shipping weight is 21 lbs.

Time payments available on Oak Machines through all distributors.
Don't Be Afraid to Try Something New: Kantor

CHICAGO—At the first industry workshop for bulk vending operators held here at the recent National convention of the National Vendors Association, Chicago operator Bob Kantor shared with colleagues his experience in bulk vending merchandising. Speaking to some 60 operators in a session organized quite successfully by Herb Golden of Oak Manufacturing Corp., Kantor suggested: "Merchandising is more than keeping your machines clean. It's even more than giving full value. Gentleman don't be afraid to try something new."

Kantor suggested that new items be tried, or at least tried, on four machines, and if it fails, stock up. "But on the other hand," he cautioned, "if it wanes, cut it off immediately."

The veteran operator, who was founding president of the NVA, offered these additional tips for bulk merchandising:

1. Merchandise by machine placement: For example, a six-machine rack with 210 gum and candy on the upper level and penny gum and mix on the lower level will do well as a general rule at the entry or exit of a location.
2. Merchandise with manpower: "We don't keep the same mix on the same route too long, because the sameness of the routine causes him to lose much of his merchandising imagination."
3. Merchandise with maintenance: "Machines that are (Continued on page 66)

To Set Up 100 Automatic P.O.S.

WASHINGTON—Some 100 self-service postal units featuring stamp vending will be set up in the U.S. during the next nine months. Postmaster General Lawrence F. O'Brien said here last week.

O'Brien said that the units, costing about $15,000 each, will be installed in 38 cities. The units include stamp venders, envelope venders, and even parcel post insurance of a location. Dollar bill and coin changers will also be made available.

Customers with questions about mailing a pick up a remote phone located on the unit and talk free to clerks at the regular postoffice.

Confiscate 30 Bulk Venders

HOMESTEAD, Fla.—Some 30 bulk gum and candy venders were confiscated by authorities here recently because licenses had allegedly not been purchased for them.

According to building department records, 238 of the machines were picked up in stores. He said, "We asked each store proprietor first if he wanted to pay the license fee, but most of the machines didn't belong to the store. Individual owners of the machines had just come in and asked if they could install the venders in the stores."

Kunzen said that operators are responsible for paying the city license fee, ranging from $1 to $2.50.

These operators must pay the license, or be cited for operating without a license," he said.

He said he'd hold the machines at city hall until the operators came and paid the license fees.

Four-Unit Custom-Made Stands Characterize the 2,200-Machine Operation of Abe Kelly, Birmingham, Ala., Bulk Vending Operator

Switch from Jukeboxes To Bulk Suits 'Bama' Ops

Kelly pays the $375 to cover his big, extended route, and is completely happy with the situation. A continuously changing, eye-catching mix is one point which has kept him from losing locations to location jumpers, and he continuously expands the number of machines he is allowed to spot at various locations. His product mix includes Boston baked beans, jelly beans, all varieties of gum, round candy, charms and novelties and capsules.

He is one of the few major operators in the area who continues to offer peanuts, selling between 150 and 250 pounds per week. "We don't like peanuts any better than the average operator," he grinned. "So, if the location owner wants me to work on them, or Spanish peanuts, I tell him that there will be no commission paid on them that will compensate for the low profit, the difficulty of cleaning heads used for peanut vending, and the strong possibility of spoilage in our hot and rainy summers. To date I have never had a refusal because the city simply want them around."

With his wife handling a full-time job, as well as his bookkeeper, operator Kelly confesses to "loving the business." He likes, to meet people, to keep in touch with activities in all sections of the city. He takes Friday and Saturday off. Both he considers very poor days to bother retailing. If you don't over extending yourself, he said.

Vendors Get Okay

(Continued from page 55)

single card or multiple cards with one coin. "The revolutionary thing about these systems is that they have not been widely accepted for simplicity of design," said Fred Weitzman. Maintenance on both machines, he said, is inexpensive because of structural design.

Both vendors are constructed with an Oak cabinet machinery features, including anodized aluminum posts and simplified coin box removal.

The card and pen vending machine was introduced by Norman Weitzman, vice-president; Herb Golden, president; and Marty Reid, design engineer at the Oak Manufacturing Co. distributor meeting in Chicago.
MOA'S FRED GRANGER: "We intend to stand firm on our royalty proposal."

BY RAY BRACK

DAYTONA BEACH, Fla.—The newly elected 60-member subcommittee has turned full attention to the 1967 royalty proposal of the American Music Owners Association and will possibly make its recommendations to the full committee within a month.

This announcement came last week from Lawman Ted Granger, former vice-President Fred Granger to members of the Florida Music and Music Association meeting here in State convention.

As previously reported (Billboard, May 21, page 6), the House Subcommittee on Patents, Trademarks and Copyrights was expected to report this week on an initial draft of an over-all copyright re

vision bill to the full Judiciary Committee "within a month."

"We have learned in the last few days that the subcommittee is now concentrating on our proposal," Granger said. "I am leaving immediately after this meeting to confer with the MOA executive committee in Wash-

Granger said the MOA executive would meet on Tuesday, Wednesday and Thursday (31, 1, 2) and would thereafter issue a report on late developments.

Concern

MOA's concern is that its proposal for a 2-cent statutory royalty per side for records played on jukeboxes be substituted for the section of the proposed copyright revision bill that calls for flat repeal of the long-
time exemptions of jukeboxes from royalty payments to per-

formance rights societies. In o-

BULLETIN

WASHINGTON—Following a meeting of the Music Operators of America executive committee last week, MOA Executive Vice-President Fred Granger issued the following statement:

"We understand that the performing rights organizations and their associates are sticking to their demand, for outright repeal of the so-called jukebox exemption and the right to impose performance fees on the operators, without any limitation fixed by Congress."

"We also understand that they have suggested the possible inclusion, in the General Revis-

ion Bill (HR 4347) of procedures for arbitration or adjudication, or both, of the issues in order to be charged to individual operators all over the United States."

"We have examined this suggestion and are satisfied that it is wholly illusory, because the

(Continued on page 65)

Florida Association Comeback; Wesley Lawson New President

FLORIDA—Well in the long line of changes in the Florida music industry, the Florida Music Operators Association elected a new slate in a short special meeting last week.

Declared Sol Tabb, president of Tabb Gardens, Inc., "We have never before had an opportunity to de-

velop mutual trust, exchange of ideas and co-communication. Operators are hungry for knowl-

dge. I come to these meetings expecting to learn something, and I am not disappointed."

A second extension of the Monday meeting was the election of Wesley Lawson as president of the association. He announced a membership drive to bring more of the State's 250 operators on the association rolls.

The FAMA currently has about 100 members.

At the time of its organization in 1963, the FAMA had some 132 of the Sunshine State's operators. That figure dropped to about 60 in 1964, and has jumped to over 100 members in the last 18 months.

"I hope this meeting will mark the beginning of a new era in our industry," said Senator V. Jackson, who was re-elected an association vice-president during the meeting.

LIB. IN LITTLE LP COMPETITION

BY BRUCE WEBER

LOS ANGELES—Widespread favorable response to Little LP product among jukebox operators has caused Liberty Records to extend L fue LPs to the rest of the record industry. Imperial and World Pacific—to enter the now competitive and lucrative Little LP market.

Philip Skaff, corporate executive vice-president, revealed Lib-

erty Records plans to enter the Little LP field because of the "enormous potential" that exists in the coin machine-Little LP market. Just how much of a "Liberty" anticipates going with the prod-

uct, Skaff said, will primarily depend on the jukebox opera-

tors.

Liberty, Imperial and World Pacific plan to begin extensive campaigns in acquainting juke-

box operators with their product. "Already we have taken a two-page advertising spread in Billboard (May 28) to display and announce our entry into the market," Skaff said.

Although the future plans for Little LP product remain unmasked, Skaff did admit that "Liberty is in the Little LP field to stay, provided we get operator co-operation and re-

sponse."

NAME ARTISTS

The initial Little LP release is highlighted by "name" artists from hit albums. The Little LP bear the same titles as the original LPs. The promotional value in releasing material from hit albums by big-name artists is to gain recognition to the original LP, Skaff said.

"Despite several major record companies being in the market," said Skaff, "our LPs are still a virgin territory, still untrampled and unexplored.

"The initial Little LP release list includes albums by Judy Garland "A Star Is Born"; Spike Jones, "My Man"; Jimmie Rodgers, "Crazy"; and "Golden Hawaiian Village".

(Continued on page 64)

YOUNG PARISIANS run new Marchant Twin Shooter game through the passes at the Paris Coin Machine Fair, held May 18-30 at the Paris Hotel, Las Vegas, NV. (Continued on page 59)
IF THIS IS WHAT YOU’RE IN BUSINESS FOR

- The Wurlitzer 3000 Phonograph will make business a pleasure. With each 3000 you put on location, the take “takes off” to exceed that of the phonograph it replaced. Want specifics? Come in to your Wurlitzer Distributor. Listen to the phonograph. Listen to him. You’ll hear a doubly convincing story.... You won’t even need a rake.

Wurlitzer
MODEL 3000
STEREO CONSOLE

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK
Exhibitors and Buyers Lacking
At Paris Coin Machine Fair

PARIS—No one was prepared to say so officially, but it was generally agreed that the Paris Coin Machine Fair held May 18-30 at the Parc des Exposition, Porte de Versailles, was a poor display of coin-operated amusement devices. Held in competition with (and thoroughly dwarfed by) the immense Paris Fair (12,000 exhibitors, 540,000 square yards, 4 million visitors) the Coin Machine Fair, which was poorly supported by both exhibitors and potential buyers.

The fair boasted less than 20 stands and notable absences were Scopitone in Paris-New York, Socoindicex (Seeburg) and Gottlieb. Gottlieb, in fact, was allocated a stand in the Leisure Salon in another part of the Paris fair.

New Game
Very little in the way of new products was shown and on occasion the stands easily outnumbered the public.

The only new coin game on show was the Twin Shooter, produced by Marchant, which attracted a good volume of orders and may be put on the U.S. market.

It was a football-type game with a central ball-propelling pistol in the goal at each end. When the ball is in play it is by metal bars projecting from each side, which are operated by spring-loaded points at each end and either side of the machine.

In the distributive field, U-Select-It exhibited its machines for the first time in France through its exclusive importer, Societe de Diffusion Francaise de Columbus.

Western Saloon
Also on view was a new distributor from Kidoo (France) which dispenses nuts, popcorn, cigarettes, etc., in cardboard cups. Kidoo’s publicity material claimed 100,000 points of sale and 20 million coins handled by machines throughout Europe.

In the Jukebox field, Bussoz represented its Western saloon display, featuring the latest Wurlitzer boxes, and Electroc Kicker displayed its new Concorde jukebox.

Last year’s Coin Fair was bad; the 1966 Fair was even worse, and once again column holders were taking great care, and perhaps three or four days.

It is hard to stimulate renewed interest in a country where the pin table market is saturated and the coin industry, already hard hit by the French Government’s stabilization policy, faces greater hardships in the shape of heavier taxes.

Deans Club Seeks Volunteers, Ideas

CHICAGO—C L Siller, co-founder of the CML Club (coin machine industry fellowship organization), announced last week that volunteers are needed to serve on the membership, an official meeting agenda, awards, banquet and entertainment committees.

Membership in the club is open to all persons involved in the coin, vending, and amusement fields. No membership fee is required.

Political Stability Key To Business in Far East

PETALING JAYA, Malaya—The success of the coin and vending machine industry in the Far East primarily depends on the economic stability of the government. If the government is stable, industry will prosper, and sales and profits will climb.

This is the belief of Ng Lian Chin, managing director of Hup Hup, Ltd. (King Musical Industries, Ltd.) of Petaling Jaya, the largest coin machine operation in Malaysia, with branches in Hong Kong and Singapore.

Chin, on a recent buying tour of the West Coast, revealed that the coin machine market in Malaysia and Hong Kong is lucrative, but more must be done by the individual operator to improve sales and profits.

He stressed the need for proper promotion of the coin machine product, making it more appealing to the masses, and operator assistance in coin machine product.

"The market is stable in Malaysia and Hong Kong," said Chin. "But so much more can be done to improve the industry in the Far East. Operators in Malaysia and Hong Kong must work even harder to better promote its products before further advancement can be achieved.

Maintain Balance
"Business is good in the Far East," he said, "but operators must guard against unwise investments. Profits are not coming as rapidly as machine investments.

"With the proper business attitude—educating the coin machine player—and by making profitable business maneuvers the operator can maintain a balance between machine investment and sales. I have noticed, however, a leveling off of profits," he said.

Chin reports phonykines, both new and used, and sees a potential in the vending machine market in Malaysia.

"Coin machine business is not as competitive in the Far East as in other parts of the world," Chin said, "chiefly because the masses are not informed about coin machines, although they do have money to spend on entertainment. (coin machines in Malaysia are geared to play one coin for what would be three American cents.)

Chin, who started in the coin machine business in 1950, said the future in coin-operated devices in the Far East is promising to improve with the addition of vending machines.

Although there are few vending machines in Malaysia, Chin feels it may be at least five years before vending becomes profitable in his country. "People, and businessmen, too, remain skeptical over the vending operation," he said, "but there is a definite void in vending. There also is a void in pool tables, but I see billiards coming to the Malaysia-Hong Kong-Singapore area before vending machines.

British Trade Suffers New Tax

LONDON—British fruit machine operators have been heavily hit by the latest British government finance measures. Chancellor James Callaghan confirmed in his annual budget statement his intention to impose new betting machine taxes on the industry.

From Oct. 1, 1966, annual license duties will be applied to coin-operated machines at the rate of $10 per machine operated by coins worth 3.5 cents or less. For bigger coins, the most used, the fee will be $210.

Bingo gambling will require annual licenses of from $280 to $2,800, depending on the type of license. Casino-type gambling will be licensed at fees varying from $1,400 to $140,000.

With other non-manufacturing employers, operators will also be heavily hit by a payroll tax almost due by employees. This varies from $136 to $139 for each employee, depending on his weekly earnings.

Manufacturers of equipment will benefit, however, by an annual subsidy of $55 per male employee.
So what’s in it for me?

Profits, aplenty. That’s what.

The Rowe AMI Band Stand has been designed and built with you...the operator...in mind.

The Band Stand has everything you want for your locations...from the exciting sound of Stereo Round*...play-inviting styling...plus exclusive features that make service easier and minimize maintenance.

*U.S. Patent No. 3,153,120

ROWE-AMI SELECTIVITY • The Rowe-Ami Band Stand is built to play 100, 150 or 200 selections with other variations easily adaptable. AN AMI EXCLUSIVE!

ROWE-AMI LONGEVITY • All Band Stand components are designed and tested to operate for more than 1,000,000 plays. AN AMI EXCLUSIVE!

ROWE-AMI GOLD STANDARD • Band Stand switches have gold-plated points—no pitting, no arcing, no corrosion, no tarnish for better contact, longer life and fewer service calls. We even have a gold-plated screw on the automatic cancel switch. AN AMI EXCLUSIVE!

ROWE-AMI SELF-MAINTENANCE • Band Stand components are designed to virtually eliminate maintenance. Nylon bushings used throughout—Teflon® coated selector pins—polished plungers and toggles require no lubricant. AN AMI EXCLUSIVE! *Trademark of DuPont

ROWE-AMI BEAUTY AND DESIGN • Duplex nickel chrome—the heaviest in the industry—all stainless steel trim, indestructible bonded vinyl plastic finish adds years of life plus contemporary styling. The Rowe-Ami Band Stand is built to last longer than any other phonograph on the market with fewer service calls and to stay new longer. AN AMI EXCLUSIVE!
And there is no way of telling what they will do.

He assured his listeners that the MOA proposal "has every chance of acceptance." However, the major societies, ASCAP and BMI, reportedly rejected the MOA offer and are still considering questions of the Jukebox exemption.,

Granger said, "Nonetheless, the MOA offer was accepted by a key member of the House of Representatives. Rep. Herbert Tenzer (D., N Y). Speaking before a Fensham University forum in New York recently, Tenzer said that the MOA offer "represents a genuine step forward toward the solution of a difficult problem. Acting chairman of the ASCAP, Robert W. Kastenmeier (D., Wis.), had announced that his committee agreed with the Jukebox exemption, according to the Congressional Record, saying that the committee member was not opposed to the exemption."

Schools

Granger said he had intended to speak more on the topics of industry and trade and alter his plans when word came of developments in Washington. He did bring up the issue of an Illinois training program at Chicago, which he had hoped to have operational in July. He suggested that the Florida trade, in exploring the training field, "watch to see if we fail in our efforts in Chicago." He has had a number of State and local trade associations to recent conferences. Granger sketched for the FAMA members the context of the copyright revision question as it relates to the jukebox industry. His speech has covered three points: A. Federal laws and the industry, B. Outline of the legislative process and the MOA proposal. Regarding the MOA royalty proposal, Granger reiterated that there is no concrete step toward solution of the problem and was in fact urged by members of the Jukebox Committee who felt that the old Copyright Law would not adequately cover the industry. A definite MOA proposal, if it was to be made, would be to establish the chances of the industry's receiving a fair shake.

Should the revision bill be reported out of the House Judiciary Committee in its unfavoured form, it would be a blow to the industry. But MOA officials have stated that the determination to the last seat will be made by the members of the full committee.

The major industry anxiety is that open-end negotiations with the performance rights societies would eventually lead to the payment of a substantial amount of money for the right to include copyrighted music even if higher fees are now paid in certain European countries.

Granger said that the expected impact of the House Judiciary Subcommittee hearings before the Senate counterpart committee on an identical copyright revision bill will be postponed due to the press of other business, particularly the ASCAP report before deciding whether to continue the copyright revision hearings. Industry witnesses have been selected. In the House, the hearings should be scheduled. If the bill is reported out of the House incorporating the ASCAP proposal, the major societies are expected to do battle, which could come to a head in the Senate before the ASCAP report. The bill will reach the floor of either the House or Senate before the first session of the 90th Congress, which convenes in January 1967.

Granger was introduced to the FAMA by association vice president James Toliavino, who is also secretary of the national association.

Wanted


Library in Little LP Competition

City Hall May Still The Sound of Music

BY S. JOHN INSALATA

The complete prohibition—by municipal ordinance—of coin-operated music machines operated for gain and public use has been ruled legal by an Illinois court.

In "Raymond v. Village of River Forest," the Illinois Appellate Court found such a prohibition to be valid. However, the case involved a residential community.

The Village of River Forest, Ill., had enacted an ordinance which, among other things, prohibited any coin-operated amusement device for use by the public. The ordinance specifically defined the term amusement device to include "any phonograph, piano, player music box, juke-box or other instrument or device capable of producing any musical or instrumental sounds," which is governed or controlled by the deposit of money.

The plaintiff in this case was engaged in the business of operating what the Appellate Court called, "coin-operated music boxes," specifically the "Spanish Mermaid," a device used for artistic merit." He claimed, among other things, that he had been prohibited by the village that jukeboxes had been installed, and that the prohibition of his machines would cause the plaintiff and his family "serious and irreparable financial harm." Bread Powers.

In affirming the validity of the ordinance, the Appellate Court stressed that the village's recreational need was broad powers to regulate or prohibit music machines. But the paragraph of the ordinance for providing for seizure of machines was ruled unconstitutional, it made no provision for notice to the person whose equipment was to be seized.

The court was presenting in its defense of the ordinance, the Village of River Forest relied strongly upon the fact that River Forest was chiefly a residential area where no theaters, nightclubs and liquor stores had ever existed.

John Insalata, a regular contributor to the Coin Machine Department of Billboard, is a former member of the National Automatic Merchandising Association. He holds a degree in law and a degree in industrial relations from Loyola University, Chicago, and is a member of the Illinois, Federal and United States Supreme Court bars.

The case will go to your company's attorney desire full particulars and legal citations on the case dealt with in this column, write: S. John Insalata, Billboard Magazine, 188 West Randolph Street, Chicago, Ill. 60601

Location Sales Concern South Dakota Association

WATERTOWN, S. D. — From the phone calls I have been getting, it seems that the South Dakota Association of Coin-operated Music Operators is going to be held here June 12-13.

The meeting will be run by association president Darrell Maxwell of Pierre and will be hosted by Elmer Cummings.

The convention will be held at thePlateau Inn on Highway 212 here. Members were urged by Porter to rattle music in advance with Cummings.

New Little LP's


School Draws 60 in Nashville

NASHVILLE—Seeburg's "operator of the year" for 1955, John Pennington, recently held a two-day service school at their branch office here. He talked about the area's vending operators with two new members of the group.

Seeburg's field engineer, demonstrated the operation and maintenance of the firm's HydrosWirl Dry Ground Coffee Machine and their cold drink vendor.

Seeburg's regional vice-president Joe Fitzpatrick said that the school hosted 60 people from Tennessee and northern Alabama.

Morris A. Goldman Dies in Detroit

DETROIT—Morris A. Goldman, owner of "Lawn Music Co.," long a well-known jukebox industry leader, died of a heart attack May 5 at the age of 57.

He represented a family prominent in the industry here since the early days of the jukebox. His father, the late David I. Goldman, died in 1943, operated the Motor City Music Co. Another son, Harry Goldman, was also in the business for a time of the firm's subsequent to California and died about a year and a half daughter, Mary, is the wife of Harvey Gilbert, who also operates as the Gilbert Music Co.

Morris Goldman was president of the Michigan jukebox operators trade association shortly after World War II and prominent in industry councils for years. His competitors recall him as a civil reputation for holding locations, particularly in the downtown area, as long as quarters.

He is survived by his widow, Lillian; a daughter, Mrs. Helen Welsh, of Concord, N. H.; and a son, Ronald, of Detroit.

NY Coin Picnic

NEW YORK—The Music Operators of New York, the New York State Operators Council and the Independent Operators Guild will hold their annual outing Oct. 7-9 at the Concord Hotel, Kiamesha Lake, N. Y. The three operator groups will be housed in their own building, and will have a private dining room and cocktail lounge. Each year the three groups conduct a joint outing, with a full schedule of social, athletic and business events.

"This," says Wurlitzer field service representative Jaren Johnson, "is what gives the patron the number of selections he's paid for." He is instructing a group of servicemen at a Wurlitzer refresher course in New Orleans. Instruction unit is a model 3000.

L. A. Waiting Out Tax Hide

LOS ANGELES.—Coin machine operators here, faced with a stiff amusement tax hike, are hoping the Los Angeles city council will follow the lead of San Diego city councilmen.

The San Diego city council decided against raising the license tax on coin and vending machines, but did approve boosting the city's basic business license tax.

The council decided against several related adjustments in the license tax structure, including a tax of $1 a year on coin and vending machines.

FIRST ANNUAL Northwestern Regional Shuffleboard Tournament was held in Longview, Washington, with appropriately 4,000 players and spectators participating. Matches were played on eleven shuffleboard tables supplied by Les Lystad of the American Shuffleboard Sales Corp. of Seattle. Shown above is scene from the tourney.

City officials turned down a recommendation by a citizen business license review committee to hike the license fee on coin-operated devices. Committee members said that the license had not been subjected to a comprehensive review since 1947, and that every other city in San Diego County, and most others in the State, derive a larger amount of revenue per capita from coin-operated machines.

Reflected Back

The committee's recommendation relating to coin-operated devices was reflected back for additional study by the city council.

Counselmen indicated they (Continued on page 16)
Is the Small Operator Vanishing?

- Continued from page 37

20 years. Of course, many of these have gone into jakeboxes and vending, but, over-all, I'd say there has been a downward trend in the number of operating firms we have in this city.

In other areas of the country, in the eastern seaboard, in the Midwest (especially the rural areas) and in the South, the number of operators has been dwindling. Only in Chicago has there been any exception to the trend, but the Chicago situation is exceptional in several respects.

"Cigarette machines were not allowed here at all for many years," said Karl Kiss, president of the Chicago Recorded Music Service Association, "and so the increase in the number of operators here is probably due to the fact that there was an opening up of new areas of business which helped keep some weaker companies in business, helped some smaller firms diversify and helped attract a number of new people to the business."

Co-Operation

The relative stability of the Chicago and Philadelphia situations also helps to point out the value of strong, local associations. Both cities have been able to achieve a degree of co-operation among operators that has proved beneficial to all and undoubtedly helped prevent at least a few firms from going out of business.

In rural areas like Virginia things have been slightly different. "Large firms have been buying small companies," said Bess. "It's a national trend, everyone wants to be bigger. When a large company buys up an independent operator that route disappears — there is no way for a small man to get control of it again. In olden days, when a man sold out he usually sold to another independent businessman, perhaps someone just starting in the business. Opportunity was available to the small businessman. Nowadays there is not much chance of a large firm selling out to a 10 or 12 small businessmen and giving them an opportunity to enter this business — it just doesn't work that way."

"Good or Bad?"

"Is this trend good or bad? Both, I'd say," stated Bess. "It is good because it improves financial stability of the whole business to have large firms with a sound, strong base. On the other hand, it is bad for the progressive and competitive side of the business.

"Older operators, bigger businessmen, who buy out the smaller ones, usually don't take the chances or promote new equipment like a younger man, who is new to the business, might. Larger businessmen are more prone to be complacent about such things," he said.

"Will the trend continue? I believe so," Bess said. "Today you have to operate on less margin of profit and you must strive for increased volume. The operators can't expand their business in order to keep up the volume."

As for the future, Bess said he believes the trend will continue. "Somewhere there will be 10 or 20 companies in this country running practically all of the coin-operated business. This would be especially true if the giant vending companies, when able to enter the music and games fields. If this happens, the chances for a small man to enter into this field will be practically impossible."

Sam Hasting said that "less competition exists today, and this is not really a good thing. We have had some of our most profitable years in the business when the competition was heavy."

Small Man

Hasting said that "there will be even more of a decrease in operating firms in the coming years," but did not believe that a competition of coin businesses will eventually absorb the industry. "I still think this is a small, independent man's business. The real big guy is not going to be able to provide the personal contact and service that a location needs."

The reasons that the number of operators has been reduced, said Hasting, is that "there are less taverns, less locations these days, and a lot of little fellows gave away bonuses and excessively high commissions and just couldn't make enough profit to stay in business."

Al Denver also blamed "bonus and loan practices" as being harmful to the small businessman and a possible reason for decrease in number of firms. "Large companies can absorb the cost of such practices, but many small operators cannot keep doing this and hope to realize good profits," Denver said. He also stated the rising cost of equipment and labor made it necessary for operators to abandon bonus and loan policies. "If they don't do these things they will be forced out — the small individual will not be able to last."

Denver added that urban re-

neval projects have been responsible for decreases in locations and said small operators are faced with a multitude of problems but declined to make a prediction about the future.

In Chicago, Kies said that the outlook for the coin business still looks good to him. "It's true, there have been less locations in recent years. During the war Chicago had about 9,400 machines, but today we have about 5,000. But we've learned a lot about the business in all these years and we're making fewer mistakes, I think. Not a real bad thing in this area is losing money, and I really don't forecast bad times ahead."

VENDING NEWS DIGEST

ED HUSKEY, Seesburg Corp. field service engineer, is seen here conducting vending school in Charlotte, N.C., under the sponsorship of Southeaster Vending Distributors. In attendance at the April school were 41 salesmen from Georgia, North Carolina and South Carolina. Reports Michael D. Wilson, general manager, Southwestern Distributors, Raleigh.

California Warnings of Tobacco Tax Cost

LOS ANGELES — John D. Kelly, executive director of the California Association of Candy and Tobacco Vending Distributors, told the Los Angeles Revenue and Taxation Commission that an increase in the city cigarette and tobacco tax would cost retailers millions of dollars.

Kelly said Los Angeles retailers and vendors will lose in sales if the city imposes additional taxes on tobacco products. He said that a previous 1-cent city tax imposed in 1964 caused "irreparable harm" to retailers and vendors.

Mayor Samuel W. Yorty has indicated support for a hike in business taxes and has called for an increase in the 2-cent tax on each pack of cigarettes. The city currently collects 2 cents per pack in addition to a 3-cent State levy.

"Within a year after the previous 2-cent tax went into effect," Kelly said, "Los Angeles retailers and vendors lost at least $35 million in cigarette sales and unmeasurable millions in sales of other products because consumers were driven to areas where the tax is not imposed."

Cigarette Tax Leads Ohio Excises

COLUMBUS, Ohio — As in 1965, Ohio taxes on cigarettes lead among all Ohio taxes in percentage increase from the Buckeye State. The 1966 figures show to date an increase of $1 million in cigarette taxes over last year, with the fiscal year ending just a month away.

The three top revenue getters in Ohio are: tobacco, $66,201,895 during 1965; alcoholic beverages, $27,924,325 in 1965, and horse racing pari-mutuel betting tax, $12,379,744.

The Ohio cigarette tax is 5 cents per pack.

Vendo Promotes Four Men

KANSAS CITY, Mo. — The Vendo Co. here recently announced the promotion of four men as follows:

- Don Patterson from vice-president and assistant treasurer to vice-president and treasurer.
- Harold Floerke from manager of marketing development to vice-president of marketing.
- Allan Shontz from director of research and development to manager of new products and marketing development.
- Joseph M. Verno from European sales manager to vice-president of Vendo International.

Earnings, Sales Gain by Servomation

Servomation Corp. president Joseph E. McDowell has announced that net earnings were $2.52 per cent in net income and a 20 per cent increase in sales for the nine months ended April 2. Net income, he said, rose to $5,707,000 or $1.16 a share from $3,466,000 or 95 cents a year ago. Sales were $135,576,000 compared with $96,269,000 a year ago.

Deborah Has

New Prod. Mgr.

PHILADELPHIA — Fran Williams, president of Deborah Television Productions, announced the appointment of Fred Leopold as production manager for the new Cinema Jukebox film division of Deborah. Williams, who pioneered film production for the cinema jukedexs in this country four years ago, has scheduled three films this year and the company will be produced by the company.

This expanded production schedule will give the manufacturers and operators a selection of 12 new films per month in 8 and 16mm, with a choice in optical or magnetic soundtracks. Williams said the films have been acquired for the films from operators all over the country.

June 11, 1966, Billboard
LA Cigaret Operators Face Economic 'Pinch'

By BRUCE WEBER

LOS ANGELES — Tobacco industry executives feel vending machine operators here will feel a "tremendous economic pinch" if the proposed Los Angeles cigarette and tobacco tax is approved.

The warning was issued by John D. Kelly, executive director of the California Association of Candy and Tobacco Vending Distributors, to the Los Angeles city council, which is considering a 2-cent-a-pack hike on cigarettes and 4 cents on other tobacco products.

Los Angeles retailers will lose millions of dollars in sales if the city imposes additional taxes on tobacco products, Kelly said. But the biggest threat is the vending machine operator who has operations in Los Angeles.

"The tobacco industry must work hand in hand with the coin machine industry to survive. Vending operators will face a 'bootlegging' problem from neighboring communities surrounding Los Angeles, because they will be forced to raise prices on cigarette machines.

"Within a year after a previous 2-cent tax went into effect on Aug. 1, 1964, Los Angeles retailers lost at least $35 million in cigarette sales and 'immeasurably additional millions' in sales of other products because consumers were driven to areas where the tax is not imposed," Kelly said.

"Vending operators soon raised the price of cigarettes in vending machines to compensate for the city tax hike. If the city council approved another tax hike," Kelly said, "vending operators probably will have to boost machine prices again.

"They (vending operators) also will lose additional revenues from 'bootleg' shoppers who used to visit Los Angeles but purchase their tobacco products in neighboring cities while continuing to vend cigarette machines in Los Angeles.

"Protest Tax

"Kelly said representatives of liquor dealers also protest the city cigarette tax, asserting that it will cause a drop in store traffic and declining volume in sales of other products.

"Whatever the tobacco industry loses," he said, "the cigarette vending machine operator also stands to lose. Either the operator hikes the price of cigarettes in the machines, or his margin of profit is reduced by the tax hike. Buyers will travel out of Los Angeles to purchase tobacco products, even machine purchases.

"The present 2-cent-per-pack city tax on cigarette smokers already has caused irreparable harm to Los Angeles retailers, wholesalers and vending machine operators, Kelly believes.

"Based upon the Statewide per capita consumption of 145 packs annually as reported by the California State Board of Equalization, the Los Angeles smokers' tax should be yielding the city $7,830,000 annually. Yet, during the first 12 months this tax was in effect, its yield was less than $4.5 million—a $3,300,000 loss, he said.

"Disappearing Sales

"Cigaret smokers are not smoking any less because of the cigarette and tobacco tax which went into law in 1964. Thousands of them are simply buying their cigarettes elsewhere—i.e. in places such as West Hollywood, Beverly Hills and South Pasadena," Kelly said. "And this is where the cigarette machine vendor will be hurt. Disappearing sales will hurt his pocketbook and probably force him to raise the price of cigarettes in his machines. Although vendors just represent 16 per cent of the total cigarette market," he said, "the tax is harmful to the operator, period.

"Briefly, Kelly said, his reasons for repealing the proposed cigarette and tobacco taxes are:

1. The revenue yield is negligible.
2. Not only will the tobacco industry feel an economic pinch, but so will the vending machine operator industry and the liquor industry.
3. A tax on cigarettes and other tobacco is virtually unenforceable— not only because of their ready availability in nearby non-tax areas—but also because of the heavy mail-order traffic in these products.

"Mayor Samuel W. Yorty said that $25 million in additional revenue could be raised if the city council adopts his recommendation for a 2-cent-a-pack tax hike on cigarettes. 4 cents on other tobacco products and an increase in the business license tax. The gross receipts tax would affect coin machine operators.
ST. LOUIS

One of the most successful photograph service schools making Joe McCormick at Municipal Sales all smiles lately after having personally recovered from a slight illness that put Joe in the hospital for three weeks.

Over 25 operators and route supervisors were in for the morning and afternoon sessions conducted by Jack-O's Bill Findlay. From the Missouri side: Woodrow Abbot, Lawrence Hale, Ralph Heine, George Burrow, Charley Robinson, Hubert Bursale, Harold Burrow, Al J. Marks, Joe Gable, Bill Braunig, Ralph Thole, Hans Krause, Earl Landau, Tom Clemons, and from the Illinois side: Thomas Staff, Phil Strymayer, Ed DeCraan, Victor Roman, George Brown, Eugene Zielinkah, Irv Hain, Raymond Backer, Henry Porter, Herschel Taylor, Barney Leadbetter, William Turnbaugh and Larry Howard.

Assisting Findlay from the local branch were Frank Colombo, Stanley Teller, Tommy Tockey and Mack McLeod of the Municipal Sales field. Municipal Sales co-quit Friday Anne Large, Sun Man of the month, kept busy with all the arrangements necessary for the two-day service seminar. The Brandt talking about the booming town of Springfield, Mo., where the new plant is planned. Distributing some of the introductory mentor recently visited. Norman Marsh, Manager, introduced his new granddaughter, Dottie Sears with the news of the death of Tom (Uncle Tom) Thompson, a 25-year coin man, who graduated Central, Collierville, Ill., three years ago. Tom was 62. And Dottie talking with Kenneth Martin of the Holland Company of Cape Girardeau, Mo., who had worked with his father, who passed away.

Lew, the operator, did not get over the shock of Bill Holten and his wife, Louie, surviving in the jet crash on Mount Fujiyama in the recent airship tragedy in Japan.

A rash of illness hitting Central District locally according to Ed Grempel, who's escaped the virus so far, N. K. Hoffman, Alton Granger, Leon Baroza and Vincent Pemihan, all of the parts staff at Central, have been in and out of the doctor's office, with things mostly back to normal at the busy headquarters. Earl Vestch and his wife are in Chicago for the NVA convention and Norwood Vestch is still staving off the virus ahead of the bug. The Central headquarters did express enthusiasm over the busy activity of area operators now with so many Yankee and resort spots opening up.

Rowe-AC's John Penaculis at Advance Distribution reports in on a service school. P. N. Glover of Rowe-AC's sales dept. also an Advance visitor according to Jack Goodwin, Rowe-AC's booker for St. Louis, about his son, Michael, who has been attending Missouri University and was at Southeast Missouri State, too-Mike just joined the Air Force for a 4-year hitch.

Joe Fitzgerald, Seeburg regional manager, called me to represent a recent visitor at L&R Distributors according to Lew Nous, busy himself lately and just back from a fast trip to Chicago, Gene Michalk, general field service engineer was in at the branch for recent service work. Parts manager Mike Willfing's wife, Thelma, and rightfully so about her 510 bowling score in the downtown Elmcroft Bowling Club.

Narciso York, L&R's secretary proudly announcing the arrival of their newest member. She now has two, Richard Elliott the new management office booker. We like the new face of the Central Bowl. Speaks of one-stops, St. Louis needs a new one with Pat B soda opening Pat's One-Stop on Washington Street where a special Seeburg, George Dielrich and Leonard Tillman are Pat's busy tenants at the new location.

Harry Brookman at Uptown Music One-Stop receiving from the recent Seeburg trip. Many of Harry's operator customers will tell Paul Brogan he's got it right, Betty Dornin and Joe Strele have helped Harry keep his records rolling out to the operators.

New staff additions over at Record Van, generally field service man and wife Don and Anita Ruhman and Jean Ruhman. New to their staff are their hands full in the busy operation. Talked of many St. Louis acts and successfully from a heart attack, and Harry is back in his shop and ready as well as many of Harry's operator customers will tell Paul Brogan he's got it right, Betty Dornin and Joe Strele have helped Harry keep his records rolling out to the operators.

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Detroit

Frank Alluvet Sr., head of Frank Alluvet Sr. & Son, Inc., the city area's largest operators, returned from three weeks in Florida. He had to leave again promptly for St. Louis to attend the funeral of a cousin.

Frank Alluvet Jr. had an unexpected problem on his hands when burglars broke in through the building—the first real break-in while Frank Sr. was enjoying his first real vacation in years.

Everything was taken, including collectables, and sales seem to be very good," says Harold Christianen, general manager of Angst Distributors Co., one of the real old-timers in the business. Ed Cromwell, manager of Shaffer Music Co.'s Detroit branch, reports the first, now marking its first anniversary here, is getting out lots of phonographs in this area. Special service schools for operators sometimes at their own places of business, sometimes at the factory, the firm is about 30 per cent in Rowe-AM phonographs and about 70 per cent in the vending field, marking the long-established Rowe leadership in that area.

WICHITA, KAN.

Mail to Mayene Distributors, Inc., Wichita, his wife and daughter, Judy, will leave in mid-January.

Counter to the MOA Proposal

Continued from page 25

nesses from all segments of the music industry. James, in a recent report out a Copyright Revision Bill to the full committee, charged by Royalties of America (D., N., Y.) in about a month (Billboard, May 12, p. 6). The submission of the organization has been meeting in executive session and was recently, the carefully both the MOA and the music industry proposals. MOA and music licensing organizations were here last week to ride herd on their Capitol contacts.

Speakers for the music licensing organizations have flatly rejected the MOA offer, calling it "unworkable and incapable of bringing in sufficient money.

Compromise

Frank Fredrickson, executive vice-president Fred Granger, speaking for the association executive committee, has indicated that his group is prepared to stand firm on its proposal." (See story, page 1). With both parties unyielding, the House subcommittee is faced with drawing some form of compromise. In its solution to the problem of the jockeybox royalties will undoubtedly be accepted by Sen. John L. McCulla (D., Ariz.) Copyrights Subcommittee. It is felt that the other House Subcommittee will take the House subcommittee's recommendation to the full House Judiciary Committee.

June for Europe I'll mark the 25th wedding anniversary of my parents, who graduated from high school. I'll be the first European trip. They'll fly to Europe, cruise in the Mediterranean, and return in three weeks. They report go-places are doing great in Wichita. The radio recently enacted an ordinance calling for 53 annual registration this year for Coin & Go girls, regulating costumes and type of dancing.

BEVERLY BAUMER

LOS ANGELES

Ed Gein, operator of the Far East, shopping at the Designer Sales & Vending... Bill Ryan, Vice-President, inserted the last week for the 25th anniversary of the Los Angeles... etc.

in the Southern California area... Kathryn Marin, office staff at Whiffle, is now a Mere.

NANCY SINATRA and Robert Blies, executive producer of the Color-Sound Division of Official Films, are shown on the set of Paramount Studios where Miss Sinatra is filming "The Shadow of Your Smile" and "These Boots Are Made for Walking." The features will be released with the first Color-Sound jukebox film dates in June.

"Don't Be Afraid"

Continued from page 25... clean and function perfectly are an ideal merchandise item, keep maintain care needs on maintenance.

and we employ a special person to do repair work on location. For new ones, coming on commission, is trying to cover as much ground as possible and get the job done, they are busy and careful in maintaining the machines in good order.

4. Merchandise with displays. "Use the excellent ones provided by suppliers and dream up your own. Your own ideas may get the best results, after all."

5. Merchandise your guns, too. Date your display cards and make your discount displays show when merchandise was rotated.

L.A. Tax Hike

Continued from page 63... will begin a new study of coin machine taxes in about two months, after the committee and the city administration staff have prepared additional material for the study. The committee's action, has given the establishment of the machinery committee, which has adopted a resolution authorizing the committee to hire a full-time investigator for the committee.

JUNE 11, 1966, BILLBOARD

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Stupendous ROCK-O-LA will soon announce another Super Sensational, Colossal Music Maker for 1966

POW! HOT ZIGGETY!

GRAND! BRAVO!

ZOUNDZS! LAVISH!

COLOSSAL! WHEE!

SLICK! SPIFFY!

The bee's knees!
The inimitable Miss Vaughan treats the listener to her magical vocal style and her interpretations are both entertaining and refreshing. The multipackaging contains "The Shadow of Your Smile," "What Now My Love?" and "Call Me." 

The opening to "Try Too Hard" with the group's recent single hit featured in the title tune, the album will not only be in the top record stores, there are always a hit with radio programmers. The album features old favorites, standards and current hits.

"Charity's" is Bobby Hackett's most potential, his recording of "Shadow of Your Smile." This set is well represented with both Columbia albums in addition to "The Shadow of Your Smile," the over, the "Goodnight," and the "Love is a Wonderful Thing." Arrangements are simple, the effect startling.

In "The Burlesque," Bobby Hackett's most potential, his recording of "Shadow of Your Smile." This set is well represented with both Columbia albums in addition to "The Shadow of Your Smile," the over, the "Goodnight," and the "Love is a Wonderful Thing." Arrangements are simple, the effect startling.

This is a most-recorded period of the great ballad singer, included "The Things We Did Last Summer," "Mr. Blue," "For Once in My Life," "Tenderly," "I Can't Get Started," and "I Can't Get Started," which features old favorites, standards and current hits.

A lot of hits from the most-recording album bear. The featured "Sings" face, backed by "I'll Never Love Again," represents an excellent mood with such popular numbers as "The Shadow of You," "The Shadow of You," and the over, the "Goodnight," "The Shadow of You," and the over, the "Goodnight," "Are You Started," and "Are You Started." Arrangements are simple, the effect startling.

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