B'way Playalong Disks for 'Armchair' Artists

By MIKE GROSS

NEW YORK—Recordings of Broadway show scores designed for "live" participation at home by would-be Mary Martins, Julie Andrewses and Rex Harrisons are being prepared for market by Music Mins One. The record company, headed by Irv Kratka, specializes in producing records with missing parts to be filled in by instrumentalists or singers.

The Broadway show project features the scores as originally performed in the pit with only the vocals omitted so that the at-home performer can come in.

Kratka has already recorded 13 shows; foremost are "My Fair Lady," "Sound of Music," "Oklahoma!" and "Carousel." The recordings were made in Europe.

There is still the matter of secondary rights to be ironed out with the scores' copyright holders but Kratka expects all the wrinkles to be ironed out for his release target date in about three months.

Expanding Catalog

Meantime, Kratka is in the process of expanding Music Mins One's catalog of 270 LP's, which, he says, are all active and continuous sellers.

He's now concentrating on material for school and college use, such as band music and John Philip Sousa marches. He has also just released five major piano concertos and is now working on getting distribution in France through a Switzerland base to complete the global distribution set-up of the MMO disks.

Last year's gross, according to Kratka, was just under $1 million but his take has been going up by 30 to 40 percent each year and he sees no let-up. About 15 percent of his gross comes through direct-mail orders.

(Continued on page 10)

Lieberson to Helm Group; Other Changes Made in the CBS Guard

NEW YORK—In a top-level structural reorganization, the Columbia Broadcasting System has set up a music and education division to be called the CBS-Columbia Group with Goddard Lieberson as group president. The new Group will consist of five operating divisions: CBS Educational Services, CBS Records, CBS International, CBS Direct Marketing Services, and CBS Musical Instruments.

The establishment of the new CBS-Columbia Group, with Lieberson, who has been president of Columbia Records since 1956, as its head, points to further expansion and diversification by Columbia in the record, musical instrument, educational and other allied fields.

Simultaneous with the formation of the CBS-Columbia Group, CBS has set up the CBS-Broadcast Group with John A. Schneider as president. The divisions in the Broadcast Group are CBS News, CBS Television Network, CBS Television Stations, and CBS Radio. Both Lieberson and Schneider report to Dr. Frank Stanton, CBS president. It's understood that Lieberson's new post will not keep him entirely away from his past recording activities. He'll probably continue recording some original cast albums of Broadway musicals and Columbia's Legacy series. This past season, Lieberson produced the recordings of the Broadway musicals "Mane" and "Sweet Charity" and the "John F. Kennedy-As We Remember Him" de luxe package for the Legacy series.

Operations Heads

With Lieberson moving up to the CBS-Columbia Group (Continued on page 10)
ELVIS has a new vacation special single for you

#8870

ELVIS LOVE LETTERS COME WHAT MAY C/W A VACATION SPECIAL FROM ELVIS

ELVIS COME WHAT MAY LOVE LETTERS

COMING SOON! ORIGINAL SOUNDTRACK LP: "PARADISE, HAWAIIAN STYLE"

Now Available RCA VICTOR® The most trusted name in sound
NEW YORK — ABC-Paramount Records, which recently celebrated its 40th anniversary, will henceforth be known as the ABC-Paramount-Warner Brothers label. The band began as AM-Par, but since renamed several times to reflect its various owners. Now known as ABC-Paramount-Warner Brothers, the company will remain under the control of Music Corp. of America and its affiliates. The giant rock-popping, record艺 recording and one-stop complex will continue to operate under the leadership of president Tomko, who has remained with the company for over 20 years. He is joined in the executive suite by a group of senior executives, including marketing vice-president Dick James, and sales vice-president Joe Noonan. The new label will also include the services of the ABC Records sales force, which is managed by the Warner Brothers division. The new label will be known as ABC-Paramount-Warner Brothers Records, and will be headed by president Tomko, who recently assumed the position of president and CEO of the company. He has held a variety of positions at the company, including CEO of the ABC Records division, and president of the Warner Bros. Records division. Tomko is expected to continue to oversee the label's day-to-day operations, and will report to the Warner Bros. Records executive committee. The move is seen as a way to strengthen the label's position in the competitive music industry. Tomko, who has been with the company for over 30 years, has been a key player in the label's success, and is expected to continue in that role. The label will be focused on promoting and marketing rock and roll music, and will continue to provide artists with the resources and support they need to succeed in the business. The label will continue to be an important part of the company's overall strategy, and will continue to be a key driver of revenue and growth for the company.
Bell Into Canada in Intl. Set-Up

NEW YORK — Within 60 days all Amy-Malone Records products in Canada will be rebranded under the Bell label. President Larry Uttal is launching the label in Canada as the direct result of a special agreement which establishes the firm’s image as a major international operation. Previously, “From Anywhere” and “Quality Records,” which will continue as a new distributor for Bell Records.

Uttal is leaving for Europe with Bell executives to strengthen ties with overseas licensees.

This international drive follows an expanding national drive during the last three weeks, for example, Uttal bought a new home in Orlando, Fla., featuring Mighty Sam’s “Sweet Dreams” and “Love You From Home,” by Grace and the Knights out of Chicago. From Charlie Brown in Honolulu, Hawaii, featuring Sonny Jones with “The Look,” as in “The Look From Home,” by B.B. and the Knights out of Chicago.

WOR-FM to Contemply

NEW YORK — WOR-FM will change Thursday (16) its new programming and industry sources indicate it will continue the format it has been using. This would make the station the first major-market rock ‘n roll stereo station to change formats in both the East and West, the largest in the metropolitan area.

Bert Lambert will head the new operations group, director is Tom Reynolds, the band leader. Air personalities have reportedly been hired.

The new format has been kept tight-lipped by the station, but the change will take place as soon as possible.

Johnny Farrell has joined the professional staff of Tommy Val- leny, senior VP of Elektra Records, with Frank Milli, the president of the firm. Their new series is to be called Val- leny and the Landlords. The series will be produced by Bob Crowe. Iowa, the band leader, Air personalities have been hired.

At the executive as well as at the artistic level, Kama- Sutra is on youth. The three presidents — Artie Ripp, Hi Mizrahi and Phil Steinberg — are all in their mid 20’s, Frank Moll, the vice-president, is the senior citizen. He’s 31. This is the firm was founded two years ago when Steinberg and Mizrahi formed a small record label named Kama Sutra Records, run by Ripp, who left his job with Pre- mier, the label whom Bell, who operated a music publishing firm at the time.

At the outset, the partners decided that they would not just produce records but look into the long-term contracts with record companies. They paid their artists in an orderly fashion. Promotion is one of the keys to artist development, and Kama-Sutra doesn’t rely on the label to take care of this vital step.

The firm also always in the TV film business, commercial, with their artists appearing on television shows. The story of the firm’s success is as follows. When the Lovin’ Spoonful contract expired, the records are sent to some 12,000 radio stations. The radio stations are then followed up with follow-up, telephone calls and letters.

Jockeys are told to telephone, consume the interview with the artists. These interviews are taped, then sent to radio. Radio promotion is on a long-term contract concept. If the record doesn’t get played in the major market, the artists are paid in a smaller city. Eventually, the major city must pay for the promotion.

Film shorts are made of Kama-Sutra records and mailed to local television stations.

JOHN Wills has been named vice-president of West Coast operations of Kama-Sutra Productions, which is in its two years of existence has moved to the forefront among independent production companies, has renewed its contract with MGM Records. In the fiscal year just ended, K-S produced several million for MGM, five of which hit the top five in the Hot 100 and two of which hit the top 50.

The producer also has con- tracts with Kama-Sutra, Kapp, Mercury and Amy-Mala.

While independent producers, the activity of the firm, Kama-Sutra is developing what it terms a "total entertainment concept," which includes film production for TV and records. In TV commercials, it is paid to the writer of the concept, as well as the operation of its own label, Kama-Sutra Records.

Kama-Sutra has completed the soundtrack for a feature-length film entitled "The Plastic Designers," the script is complete and shooting is expected to get under way soon. The film will tell an original music to a soon-to-be-released album for the film, a feature film which features the Lovin’ Spoonful, K-S’s top act.

A television special is being used as a 25-minute set, is starring as a commentary on the Kama-Sutra operation. This special is already in the TV film commercial business, with their artists appearing on television shows. The story of the firm’s success is as follows. When the Lovin’ Spoonful contract expired, the records are sent to some 12,000 radio stations. The radio stations are then followed up with follow-up, telephone calls and letters.

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Film shorts are made of Kama-Sutra records and mailed to local television stations.
These Columbia singles are all heading in the same top-40 direction!

Some are taking the good-music route...

"DAYDREAMER" 4-43668
Robert Goulet

"HOW CAN I TELL HER IT'S OVER" 4-43659
Patti Page

"IN THIS DAY AND AGE" 4-43647
Ray Conniff

"SOMEBODY, MY LOVE" 4-43626
Andy Williams

Some are taking the specialty approach...

"WE'RE ACTING LIKE LOVERS" 4-43611
The Spellbinders

"I LOVE ONIONS" 4-43595
Susan Christie

"IT'S MY MIND" 4-43606
Artie and Linda

"DEDICATED TO LOVE" 4-43625
The Blacksheep

Where everything's always on the move.
Where the action is.
On COLUMBIA RECORDS
Recordwagon Computer
Boon to Merchandisers

Editor's note: The revolution in record merchandising is one of the major phenomena of today's record industry. Here, Cecil Steen, head of the nationally known Recordwagon, Inc., outlines the use of computers to increase LP retail sales, minimize retailer's pricing problems and develop better inventories for record outlets.

By CECIL STEEN

President, Recordwagon, Inc.

Recordwagon, Inc., manages 1000 stores across the country no longer worry about what LP albums are going to sell, nor what to order. At Recordwagon helps make such decisions as part of the job of handling just about every function in the select-order-sell routine of album merchandising. This is part of a new Recordwagon customer service program which analyzes a store's daily LP sales and generates replenishment shipments and reports that can be worked into a computer program.

The equipment on which this system is based includes a small IBM 1440 computer and a 1232 optical reader. It will be even more efficient when we start using the new generation IBM System/360 which is on order.

Our decision to go into computer operation was based on the fact that LP record inventories at retail outlets are getting too big to be handled by old-fashioned methods. The volume of records available today makes maintaining information on what albums are selling, how fast they are selling, and how long they are selling, possible. How long they are going to keep selling, as well as information on returns and exchanges, which is more vital than ever before.

The new system is an attempt to use the best means of compiling this information. When the computer is operated by the record supplier on behalf of his customers, certain direct benefits accrue for the dealer.

First of all, record department managers like to know quantities on the computer. Prepared forms with ordinary pencil. The computer maintains a running record of what is on order can be completed as soon as the item is available. A packaging slip is prepared for items in stock.

THE ELECTRONIC BRAIN MINDS THE STOCK STORE

WOBURN, Mass.—Commenting here upon the advantages in record operation provided by use of modern electronic equipment, Cecil Steen, head of Recordwagon, Inc., stated that the record merchandiser using such equipment had a definite edge competitively—as did his clients. "You just cannot—and will not—be in merchandise without sales history and that hope somehow you will do a good job.

The proper information is needed, and given this information, one is able to achieve a great turnover—over 20 times. This is made possible by knowing your inventory: what sells and what does not, and selling accordingly," he added: "We do not blindly allocate records to our outlets; we know exactly what they need."

Soen warned, however, that good record men would always be necessary to interpret and analyze data. He said:

"The machines are informational devices, but what they provide must be analyzed by a record person. Let's not forget, people—good record people—are here to stay. We need people to merchandise, to digest information and do a myriad other important tasks, and we have them out in the field and at the home office. In other words, we just do not run the operations with mirrors."

Steen said that the Eddie Code used by Recordwagon and its 400 outlets, about 35 per cent is attributable to pent exchanges; the remaining outlets are department stores, discount stores, electronics stores, and best sellers. Recordwagon accounts for 2 per cent of total album sales.

"When a manufacturer, Steen noted, is in that he is not using the services of the rack jobber as a merchandising force. The rack jobber is the fastest growing segment in the sales end of the industry—today."

Recordwagon's Woburn plant, now some 22,000 feet of space, will soon total over 60,000 as a result of expansion plans

The computer "reads" the punched cards and updates the on-hand and sales history information. Thus, we have an up-to-date picture of inventory and sales history on each item in that inventory, carried by each of the 400 outlets.

A number of reports are automatically generated for use in record stores: sales history, invetory, sales information, sales history, and sales history, and sales history. The data is updated twice per week.

A Daily Report

Each day we get a report showing the daily sales status for every store, stock on hand, shipments on order, inventories, and total sales to date. This report also indicates if there has been above average sales action in any store in the system. If it is felt that salesmen has requested information, and at the same time what was being done, which are being watched for all customers (the sales action followed the same pattern of sales history, for example).

This report is sent to one of our two manufacturers. By balancing their judgment of the record industry, we make sure that the report, these people decide what records will be shipped to each store. They do not concern themselves with the stock position of the wholesaler, etc., having to do with what merchandise is moving in the retail outlet.

The report is printed on special 8 1/2 x 11 sheets which enable the manufacturer simply to mark quantities to be shipped. It is used because it eliminates the necessity of handling individual order cards for the shipping quantities. The form is "read" automatically by the 1233 optical scanner which converts the punched cards to punched records.

ORDER FILLING

These cards are then run through the computer. The system is designed to keep a record of the albums to be shipped: this information also is stored on 1311 disk files. If the order can be filled, it is printed out in the form of our own packing document. If the order or portion of the order cannot be filled, this data is entered in a 1311 file and acted upon as soon as possible by the manufacturer.

Reports developed by a product of this computer will assure pickers and verifying shipments. Storing blanks, preparation of retail price/store name labels, printing and punching control tags.

Once a week, for example, a report is generated which indicates the on-hand balance of each album in the Recordwagon warehouse, retail inventory on the album. With the help of this information, the trends and figures. Other management reports show gross profit results for the preceding period, accounts receivable, return to manufacturer adjustments, requests for service, orders, errors in manufacturer.shipments.

All these reports come as a direct offset of actions associated with the computer. We've converted supplier-to-retailer record selection and distribution. Thus, we are using the computer as a sales-enabling asset for our customers, the industry—f or Recordwagon as well.

Processing an Order

RECORDWAGON US$ an IBM 1440 data processing system to handle most of the select-order-sell functions connected with album merchandising.

ORDER FILLING in Steen's Recordwagon plant.

JUNE 18, 1966, BILBOARD
RONNIE DOVE

HAPPY SUMMER DAYS

DIAMOND RECORDS

PICTURETONE MUSIC PUBLISHING CORP.
1650 Broadway, New York, N.Y. 10019

Produced by Phil Kahl
Arranged by Bill Justis
Personal Management Phil Kahl and John O'Donohue
**Green Grass Moves High & Wide**

LOS ANGELES—With major record companies buying out small independents to solidify their share of the market, Green Grass Productions, a fledgling disk production company, has initiated its own program to counter this trend.

The company has made production and publishing deals with two independent concerns and is currently negotiating with both Philips International and the Rolling Stones for a publishing affiliation, reveals general manager Ray Harris.

The company currently operates six publishing houses, including two recently purchased, Mobile and Honeycomb, the latter Jimmy Rodgers' house firm.

Harris admits that thedisk production, publishing and personal management triumvirate is patterned after Dunhill Production, the company owned by Henry Mauers and Bill Harris.

Green Grass has made reciprocal deals with such producers as Henry Mauers of Hollywood and Bill Harris of Atlantic. Green Grass acts like a record company and offers them a percentage plus front money for their acts. Tower Records has been Green Grass' chief placement outlet.

Green Grass is thinking of starting its own label, and these production deals would provide a working roster of acts. The company will be one year old in November and already has released three singles this year. Its first disc, "How Much I Love a Man," is on Tower.

- Harris feels you have to "gambol" today and the company will continue its policy of buying LPs before the "Dirty Waters" single was on the charts. This same policy will be continued with Ketty Lester's single and LP of "Stupid Fool." I don't love a Man," just out on Tower.

As a result of the firm's own arrangements, both B.E. Enterprises, the Standlees, and the Tower were booked into locations just as the single's release was becoming a national hit.

**Mira Aims Product At Italian Market**

LOS ANGELES—Mira Productions has tapped the Italian market for its first classical release, "Quattro Sinfonie," which president Randy Williams says will be a test case for an experiment to provide large Italian populated markets with popular music.

Wood is preparing two classical lines, one regular, one budget-priced, with repertoire secured from Ricordi, both Italian and foreign.

The first classical release on Mira is scheduled for August. Wood said there will be 79 classical vocal packages, spearheaded by Maria Callas.

The initial Survey classical package of five LPs will be unveiled in October.

Wood, who recently returned from two and one-half weeks of negotiations in Europe relevant to the purchase of this Italian material, explained he had acquired 12 Italian pop singles from various labels and would begin to release them in the United States within one month. "We will experiment with LPs and jockeys that specialize in this product," Wood said last week.

Among the specific artists whose LPs are being considered is soprano Maria Callas, who said "Yesterday" ("Ileri") and who will be featured on two LPs also. Mira's 1000 series is heavily oriented: Survey's 4000 series specializes in Latin groups. The five Survey LPs will include "Il Barbare Di Siviglia,"

"Barefootin'" Giving Over An International Foothold

NEW ORLEANS—Largely on the sales strength of its hit "Barefootin'" by Robert Parker, the Nola Records label, Dober Records, Inc., here is beginning to feel the national status. Negotiations were under way last week for overseas distribution which will produce records through a major company. Art "Doc" Preston, featuring Parker is being shopped to dealers this week, said Bob Roberts, owner and president of the label. The firm was previously distributed to a regional company until a "Men of War" single by Wanda Ronson on Friday (LP's are distributed) late last year that turned into a fairly big record outside of Louisiana and as within the State. "Barefootin'" is No. 4 this week on Billboard's Hot 100 Chart with a

**NARM Approves 9 as Members**

LOS ANGELES—Nine applications for membership were approved by the National Association of Record Operators at its recent meeting here.

New members are: Grumble Dynamics Co., Grand Rapids, Mich., and Records of Dallas, Tex.; American Record Pressing Co., Owosso, Mich., is the first custom record pressing firm to join NARM.

**Andy Tomko**

- Continued from page 3

...and tape cartridge playback equipment," Cuda said.

"I think," Cuda said, "that Billboard's research Division is now geared to produce virtually every type of research in or related to the music-record industry, and we anticipate a continued growth under the leadership, experience and administrative talents of Andy Tomko."

JUNE 18, 1966, BILLBOARD
DON'T YELL

SHOUT

HAS A HIT THE FIRST TIME AROUND (THE TURNTABLE)

DONALD HEIGHT

THE TALK OF THE GRAPEVINE

b/w

THERE'LL BE NO TOMORROW

SHOUT 200

A DIVISION OF

BANG RECORDS

1650 BROADWAY, NEW YORK, N.Y. 10019

TEL: LT 1-3747
Lieberson to Helm Group; Other Changes Made in the CBS Guard

**continued from page 1**

presidency, five vice-presidents and general managers were appointed to head the operating divisions. They are: Clive Davis, CBS Records; Norman Adler, Executive Vice-President, CBS International; Harvey Schein, CBS International; CORNELIUS KEATING, CBS Direct Marketing; and Donald Randall, CBS Musical Instruments.

CBS Records, under Davis, who had been administrative vice-president of Columbia Records, will continue to produce and market the Columbia, Epic, Harmony, Date and Okeh record lines and the Columbia Legacy Collection. Other operations in the division include Columbia Record Productions, a custom pressing service; Columbia Special Products, which produces records and stereo tape for special markets; and Masterwork Audio Products, a line of radios, phonographs, stereo system components, and tape recorders. Early this fall, the Division will market 6-track stereo tape CARtridgess for automobiles.

The educational Services division, under Adler, who had been executive vice-president for Columbia's musical instruments operation, will include Creative Playthings, the acquisition of which by CBS was approved by GP's shareholders last week, and The Learning Center.

Schein, who had been vice-president of CBS Records International, will handle all offshore distribution of the entire catalog of Columbia and Epic Records as well as other American labels. CBS Records is now distributed in nearly 100 countries by 13 subsidiary companies and 25 licensees. In addition, the International Division operates music publishing companies in nine countries, pressing plants in eight countries, and record clubs in three countries. Each subsidiary now is a complete recording company with its own promotion staff, and ad staff responsible for recordings by local performers.

**EXECUTIVE TURNTABLE**

**continued from page 4**

Rhody Butterfield has left Mercury's Los Angeles promotion staff to join RCA Victor in a similar capacity in Los Angeles. He was previously with Columbia Records for six years in Los Angeles and San Francisco. Replacing Butterfield at Mercury is Mike Reschet, formerly with RCA Victor and now recently in independent production.

Charles Calello has joined the ad & sales staff of Columbia Records. He will function as producer in the label's popular ad & sales department. He will be responsible for bringing talent to Columbia, as well as producing a number of the company's current artists. Calello's extensive experience as producer-engineer is marked by his association with the Four Seasons, Lou Christie, the Toys, Freddie Cannon and Johnny Tillotson. Calello has also been signed to Columbia as an artist.

Ronald McDonald has been named district promotion manager for metropolitan New York and Long Island by Decca Records. He will be responsible for radio and TV promotion of all Decca, Coral and Brunswick singles and albums in the area.
This property is hot!

Wish me a rainbow

from the motion picture "This Property Is Condemned"

b/w Don't Go Breaking My Heart VK: 10414

Even better... even bigger than her "Shadow of Your Smile."

Astrud Gilberto

Verve Records is a division of Metro-Goldwyn-Mayer Inc.
United Artists Releasing 62 8-Track Sets

BY ELIOT TIEGEL

HOLLYWOOD—Capital plans offering four tape CARtridge home player models by late fall, with a portable AC/ battery model also on the drawing board. The company's 11 distribution centers (branches to other people) have begun planning the first large manufactured 8-track player called the Custom 8. The loss section of the company's account structure is responsible for the cartridgetrige equipment field for the home player. The company's 8-track cartridges are products of the Capitol logo, reta-ling for $89.95.

This first model has a simulated wood metal cabinet. A second model, a portable with a wicker finish will follow. Both units plug into existing high fidelity equipment. Standard products general manager, says a self-contained player with speakers and a combination phonograph cartridge also available by fall. "The next ultim- ate output will be a port- able AC/ battery system," he said. The equipment will be pur- chased at a lower cost source at a competitive price.

The company's engineering department is currently operating two new machines in its building here. The two will be designed for producing 1/2-inch and 1-inch master tapes, which are sent to duplication companies for final production. The reason for the difference in tape widths is to cover two duplicating systems currently in use by Capitol.

The duplication masters are made off chrome discs for a waxing library. The dups are made at 15 ips. "We manage to retain the audio level through the entire run of the program."

Maruwa Sparks Fight to Curb Overloading in Export Market

By HANK FOX

NEW YORK—Tashio Niimi, president and manufacturer-exporter of tape CARtridge machines, is watching the United Steelworkers of America deter- mine whether his company will step up its sales for 3-track continuous loop cartridge units and to examine first hand the U.S. tape cartridge market. Niimi's company, Maruwa, Electronics and Chemical Co., Ltd., says it manufactures more than 30 per cent of the 30,000 cartridge machines in the U.S. each month. Most of these units are 4-track machines. In ad- dition, Niimi has formed a partnership with Earl Muntz in a Japanese based factory, manufactures monthly for U.S. export. (Niimi's firm is one of two companies supplying Muntz with cartridges.)

Niimi says that if the trend is continued "in the current financial system, in Japan, he says, there is trouble with alignment and hence, a higher reject ratio. He also believes the quality of 4-track reproductions superior. The company is currently man- ufacturing a new cartridge which is said to be competitive with the Matsushita and Sony recorders. The firm's copies are "equivalent to the U.S. made cartridges."

The overexertion of play- back systems is a flooding of the market, and subsequently a downward spiraling in prices, is the chief reason facing Niimi and the rest of the Japa- nese industry producing equip- ment. Niimi says that the fear of the transmitter or portable tape recorder.

When the transistor model radio first came out, he explained, prices quickly fell. Then, smaller Japanese com- panies began designing and went into full production with- out any regard for the size of the market. "That is what radio models is. They are so small that they are practically nil. The same holds true for the tape rec- orders."

Hermitage Named A Leer Distributor

NASHVILLE—Leer Jet has appointed Hermitage Music Co. of 469 Chestnut Street as dis- tractor for its Stere-o 4 Car-tridge players in Middle Tennes- see and Southern Kentucky. Robert Finney will be in charge of sales for Hermitage for the car-tridge and Herb players. Hermitage also dis- tributes phonographs, piano, and vend- ing equipment, guitars, billiard tables, shuffle board, coin counters, and other vending and com- 

Another reason Niimi has come to the U.S. is to look into the possibility of manufac- turing a tape cartridge machine for export to the U.S. by Muntz. It consists of a built-in 4-track cartridge recorder. The model is a "Japan's favorite" of any record. A microfilm recorder will be made available which can be used to make live car- tridge recordings.

In a joint venture with Earl Muntz, Maruwa has just built a $250,000 tape duplicating plant. The Japanese company put up the money for the plant, which is part of a $2 million indus- trial city for Maruwa. The tape division is one of a number of 28 companies under Maruwa.

Niimi has been to Los Angeles and New York, and will visit Detroit. He is accompanied by Barney Phillips, a business con- sualidate in California and Japan.
“YOUR GIRL’S A WOMAN”

The FUGITIVES

MALA 533

ANOTHER KAMA-SUTRA HIT!!
ANOTHER AMY-MALA-BELL SMASH!!

PRODUCED BY TONY BRUNO-VIC MILLROSE FOR KAMA SUTRA PRODUCTIONS

Bell Records 1776 Broadway, New York 19, N.Y. 10019
**LIVINGSTON Audio Unveils 4 & 8 Unit**

NEW YORK — Livingston Audio Products Corp. has unveiled a compatible 4 and 8-track tape CARtridge machine for complete installation. The unit automatically plays either the Leur 4-type cartridge or the Fidelipac 4-track cartridge. The unit will be shipped nationally to distributors on July 1 and available on the retail level about the middle of the month. Retail cost will be under $140.

Livingston president, Derrell Scholton, demonstrated the model, the Audiophircle 4T-BT, at Billboard offices Wednesday (8). Audiophircle is the trademark for an entire line of Livingston products.

Key features of the playback are its fixed heads and electronic switching. Everything is fully automatic. The operator simply places the cartridge in the slot: no buttons to press. Scholton claims the sophisticated unit to have a superior audio quality to other 4 or 8-track cartridge players on the market today.

Scholton plans a first run issue of 1,500 units followed by a production schedule of 3,000 per month. The company will adjust this to the market demand. A limited demonstration run of 200 has already been made. Scholton says these units have undergone extensive field testing. The result, he says, indicate a high reliability.

The playback units will be distributed to automobile accessory chains and outlets that handle electronics equipment of this nature. Only outlets with installation facilities will be selected.

A demonstration will be provided with each unit. Scholton said the company will offer dealers a complete package including literature, point of purchase displays and posters. Special distributors are to be set up. More than likely, the regular distributors for the Audiophircle line will not be used. Although this is Livingston's first cartridge unit under its Audiophircle trade name, the company has been engaged in limited private branding and consultation for some time.

**Merc. to Ship Own 4-Tracks On Fidelipac: 33 Titles Set**

CHICAGO — Mercury Record Corp. is bringing some of its 4-track CARtridge business under its own roof with the release of 33 titles on Fidelipac-type stereo cartridges.

Mercury and affiliated label product has heretofore been available on 8-track through packager-marketers such as Musicap, Inc., and these product channels will remain open. Industry observers see a trend, however, toward the coralling of tape cartridge business under more direct control of the large record companies.

Mercury has been marketing its own Stereo 8 cartridges for the past two months, has released some 50 titles to date, and plans to release 8-track product at the rate of 10 to 12 titles per month, according to Mercury's new recorded tape division manager Tom Bonetti.

Mercury will ship its own 4-track offerings beginning June 17. The catalog will include 18 Mercury, 3 Phillips, 11 Smash and single Fontana titles. Artists include Roger Miller, Lesley Gore, Johnny Mathis, Herb Jankowski, Smoother Brothers, Bill Justis, the 4 Seasons and James Brown.

**REACH THE RECORD RETAILERS NOW STOCKING PRODUCT IN ALL AREAS OF THE TAPE AND TAPE PLAYBACK FIELD VIA BILLBOARD'S JANM CONVENTION ISSUE COMING JULY 26**
Kickin' Up a Storm!
THE SIDEKICKS...
in their first RCA Victor single
"SUSPICIONS"
\/w "Up on the Roof" 8864
They’re a bright, new group with a
go-go sound that’s going right
to the top—better order now!

RCA Victor
The most trusted name in sound

Immediate reaction already received by Houston, Dallas, Baltimore and Wash., D.C.
TOP 20

Spots-Divided to reach the top 20 of the Hot 100 Chart

THE YARDBIRDSON ONE UNDER SIDEWAYS DOWN (Prod. by Samwell-Smith, Napier-Boo) (Writers: Dregas) (Feist) (Samwell-Smith, McCurry) (Hep) (Feist, ASCAP) (Unique instrumental backing, pulsating dance beat and wild group vocal make this a sure bet to top their smash hit, "Shapes of Things." Flp: "Jeff's Boogie" (Feist, ASCAP).

MIKE WILLIAMS—LONELY SOLDIER (Writers: Gainer-Leeper) (Pronto-Chevis, BMI).—Exciting debut for the soulful singer with this wall-to-wall blues ballad bemoaning a soldier's life. Flp: "If This Isn't Love" (Pronto-Chevis, BMI). Atlantic 2339

ROGER MILLER—YOU CAN'T ROLLER SKATE IN A BUFFALO HERD (Prod. by Jerry Kennedy) (Writer: Miller) (Tree, BMI).—Millery's novelty smash from his initial album is released as a single and should prove a chart bustser. Flp: "Train of Life" (Tree, BMI). Smash 2043

TRENI LOPEZ—LA BAMBA—PART 1 (Prod. by Don Costa Prod.) (Writer: Lopez) (South Mountain, BMI).—Top turntable and sales potential in this exciting "live" performance, which was a much-requested album cut. Flp: "Train's Tune" (Tridon, BMI). Reprise 0489

BOB LIND—I JUST LET IT TAKE ME (Prod. by Jack Nitzsche) (Writers: Lind) (BMI).—Lindepened poetic ballad has top instrumental production backing and top of the chart potential. Flp: "We've Never Spoken" (Metric, BMI). World-Pacific 77830

SLIM HARPO—SHAKE YOUR HIPS (Writer: J. Moore) (Excelsion, BMI).—MIDNIGHT BLUES (Writer: J. Moore) (Excelsion, BMI).—Harpo follows up his hit "Baby Scratch My Back" with two blues-based sides. Dance-teaching tune is backed by a solid blues worker with harmonica backing. Excello 2278

BOW KUBAN & THE IN-EN-DRIVE MY CAR (Prod. by Mel Friedman) (Writers: Leonen-McCary) (Matri, BMI).—Lindenped poetic ballad has top instrumental production backing and top of the chart potential. Flp: "It's a Man's—Woman's World, Pt. 2" (Najin, BMI). Imperial 66178

IRMA THOMAS—IT'S A MAN'S—WOMAN'S WORLD (Prod, by James Brown Prod.) (Writers: Barke-Jones) (Najin, BMI).—James Brown-produced answer tune to Brown's hit could prove equally successful for the talented songstress. Flp: "It's a Man's—Woman's World, Pt. 2" (Najin, BMI). Imperial 66178

DEAN PARRISH—TELL HER (Prod. by Richie Gottstein) (Writers: Russell) (Matri, BMI).—Rousing dance beat revival of the Excelsior's hit should quickly establish Parrish on the charts. Flp: "Fall On Me" (Bleu Dianque, ASCAP). Boom 60612

THE BOSTON HITESMEN—MY BABE (Writer: W. Dixon) (Arco, BMI).—The runing blues penned by Willie Dixon gets an exciting dance beat revival by the group for a top of the chart entry. Flp: "Let It Roll" (T. M. BMI). MTA 104

THE SIDECICKS—SUSPICIONS (Writers: Spirt-Burke) (Ricemill & RKS, BMI).—Top vocal on a unique lyric ballad is a slow-building rocker that should prove a winner for the group. Flp: "Up On The Roof" (Screen-Gems-Columbia, BMI). RCA Victor 8864

CHART

Spots-Divided to reach the 100 Hot 100 Chart

PATTY DITTY—The World Is Washing On (Arch, ASCAP) (UNIVERSAL ARTIST SINGERS)

DON COOK—You Put Something On Me (Ropreg-Flora, BMI)

STEVE LAWRENCE—Good Times (Next Step, ASCAP) (COLUMBIA 45451)

JAMES BROWN—Back in Love (Genex, BMI) (SMASH 5045)

THE SMALL FACES—Hey Girl (Writers: ASCAP) (PRESS 5007)

JOHNNIE SMITH—I Remember Mama (Tobey, ASCAP) (CAPITOL 507)

BILLY WESLEY & THE STRANGERS—Look At Me Gigg (Jack, BMI) (CAPITOL 5385)

THE D'JAYS—A Bowing Woman (Writer: Cohn, BMI) (IMPERIAL 64177)

COUNTRY SPOTLIGHTS

TOP 10

Spots-Divided to reach the top 10 of the HOT COUNTRY SINGLES CHART

LITTLE JIMMY DICKENS—who loked the ROOF (Writers: Law & Jones) (Scranton, BMI) (CAPITOL 45370)

GEORGE CARPENTER—You Don't Have Time For Me (Writers: Gum & Rup) (GUM 4570)

LUCY ANDERSON—The Little Things (Writers: Bell & Bell) (COLUMBIA 44330)

BILLY J. COBBS—Rope Me (Writers: Nystrom & Bell) (COLUMBIA 44952)

LEON BERNARD—The Things I've Said (Writers: Bell & Bell) (COLUMBIA 44953)

R&B SPOTLIGHTS

TOP 10

Spots-Divided to reach the TOP SELLING RHYTHM & BLUES CHART

MIGHTY SAM—SWEET DREAMS (Of You) (Writer: Don Gibson) (Acuff-Rose, BMI).—Wal'lin revival of the Don Gibson country tune serves as an impressive debut disk for the soul singer. Flp: "Good Humor Man" (Rising Sun's, BMI). Amy 957

R&B SPOTLIGHTS

Spots-Divided to reach the R&B SINGLES Chart

ERNE TERRELL—Down in Dixie (Writers: BMI)

Music Research Center

www.americanradiohistory.com
The Hit Sound of
MARY WELLS
SUCH A SWEET THING
KEEP ME IN SUSPENSE
Atco # 6423
Produced by CARL DAVIS

Management:
DIVERSIFIED ARTISTS CORP.
161 W. 34th St., New York
(JU 6-6767)

www.americanradiohistory.com
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**HOT 100—A TO Z—(Publisher-Licenses)**

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**BUBBLING UNDER THE HOT 100**

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Compiled from national retail sales and radio station play reports by the Music Popularity Dept. of Record Market Research, Billboard.
It is a rare occasion when a record offers an insight into the misunderstood void of youth. SITTIN' ON A FENCE offers no answer; but it voices an honest opinion, not often heard.

SITTIN' ON A FENCE - The hit summer sound of young England

Sittin' on a Fence
by TWICE AS MUCH
K-13530

written by mick jagger & keith richard
produced by andrew loog oldham
NEW HIT SINGLE!

Pebbles and Bamm-Bamm

by

PEBBLES & BAMM-BAMM
of the FLINTSTONES
B/W The World is Full of Joys

Congratulations! Mark Charron—Huey Meaux

* * * * *

Farmer John..................TIDAL WAVES........HBR-482
What's a Nice Kid Like
You Doing in a Place
like this?..................SCATMAN CROTHERS.....HBR-476
I'm gonna sit right down
and write myself a letter......LOUIS PRIMA........HBR-467
Let Them Talk................DALE & GRACE.......HBR-472
Pink Chiffon..................THE PACKERS........HBR-478
Please Don't Mention Her Name..BILLY STORM........HBR-474
Evol—Not Love...............THE FIVE AMERICANS..HBR-468

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3400 WEST CAHUENGA BOULEVARD • HOLLYWOOD, CALIFORNIA 90028 • 466-1371

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'Rock Format Stations Are Here to Stay'

TARRYTOWN, N. Y. — Hot 100 format stations have a built-in audience, according to Perry B. Bascom, general manager of WZB in Boston—"The American public will always want new and different music. It's part of our nature. There is no end to the time in which they live." Bascom spoke on "Modern Recording Techniques" during the fifth in a series of six programming clinics sponsored by the National Association of Broadcasters. Popular music, when it's rock 'n roll or something else, is here to stay, he said, but it's "a fact of a broadcast life that occasionally, as rock music which most appeals to the broad cross section of the American public, you'll find yourself intimately involved with your audience with everything from requests for personal appearances to tracing lost dogs. He said he was happy, however, about the kind of audience that the music attracted—"80 per cent of adult male audience and 63 per cent of our adult female audience is between 18 and 50 years old." Allinger, who is music consultant of the survey in one of the Group W market, said that he had found that people "who listen to modern music, only 37 per cent called it rock 'n roll.'

Pointing out that rock 'n roll didn't die until the end of World War II, Bascom said, "Now, just as it was with Ragtime and Dixieland, here was a brand of music that was elementary in its composition, requiring little formal knowledge. It could be played by soloists or small groups; it was very danceable...so the American public bought it and is still buying it by the millions of records today. There is no doubt about its future."

He agreed amid many other artists who called rock 'n roll is now a very much recognized and established form of music and has become a musical heritage." He played, "rock 'n roll" on the piano, saying that influences rock 'n roll had had on various forms of other types of music. "The talented Bascomb played on it, illustrating that many of his many-faceted popular music. He predicted further mutations in the music."

(Continued on page 26)

JAZZ BEAT

Broadcast Scene: Summing Up

By ELIOT TIEGEL

HOLLYWOOD — The jazz broadcaster offfines hangs by a thin thread. To begin with, there are only a few many-jazz stations in the country. And those that do program for the jazz aficionado are thought of as minor leagues by the all-powerful advertising agencies, which in essence control the purse and profit strings of broadcasting.

Several months ago, KNOB, the most celebrated all-jazz station, was forced to the nation's first exclusive jazz programming contract, depicted itself as late radio favorite "Jazz and Nines Sinatra singing "I'm Gonna Walk My Dog for Walkin'" So much had been written about "jazz knob" as it was called by buffs, that the action sparked the death knell for jazz radio in the Los Angeles market. To its credit, KNOB still retains a very taste-amount of jazz programing consultant; Rick Sitar, program director of WABC in New York; James McAfee, program director of WOR in New York; and Walter Schwartz, general manager of WABC, New York.

ENGROSSED IN A PROGRAMMING talk session Monday from 10 a.m. to 1:30 p.m., left, Robert Sklar, WOR, program consultant; L. Stockdale, general manager of WSN, Bouldineville, N. Y.; Harvey Glasscock, general manager of WNEW, New York; Tick of WABC, New York; and A. Grimmett Porrata of WPAB in Ponce, Puerto Rico.

DISCUSSING RADIO in the U. S. are compared with Puerto Rico by John C. Alling, manager of WOB in Utica, N. Y.; Sherrill Taylor, vice-president for radio of the National Association of Broadcasting Stations; and A. Grimmett Porrata of WPAB in Ponce, Puerto Rico.

June 18, 1966, BILLBOARD
first He wrote "Alley Oop"
then He penned "Mohair Sam"
after that He Hit with "Elvira"
... and Now his newest hit...

"JUST A LITTLE BIT OF YOU"

DALLAS FRAZIER

ALREADY BEING PLAYED AT
THOSE TOP 40 STATIONS...

WMCA - New York • WMPS - Memphis
WKDA - Nashville • WMAK - Nashville
WFOM - Atlanta • WIST - Charlotte
KAAY - Little Rock • KONO - San Antonio
KTSA - San Antonio • KNUZ - Houston
KILT - Houston • WTIX - New Orleans
WNOE - New Orleans

Blue Crest Music, Inc.
P. O. Box 162
Madison, Tenn. (615) 865-1445
WASHINGTON—The National Association of Broadcasters has released a two-album set featuring 12 major U.S. record artists and radio personalities designed to promote radio. The set, "The Stars Speak for Radio," features public relations messages about radio in a series of 42 messages ranging up to one minute in length.


WICF of Providence sponsored a Gene Pitney show recently that drew 4,000 fans into Rhode Island Auditorium. Above, WICF program director Pat Patterson, left, and air personality Ed Coles talk backstage with the Musclecars.

WICF PROTOCONE sponsored a Gene Pitney show recently that drew 4,000 fans into Rhode Island Auditorium. Above, WICF program director Pat Patterson, left, and air personality Ed Coles talk backstage with the MUSCLECARS.

STATIONS BY FORMAT

AM RADIO FREQUENCIES

| WCL | 610 | 1,000 |
| WCLM | 630 | 1,100 |
| WCLF | 670 | 1,200 |
| WCLP | 700 | 1,300 |

FM RADIO FREQUENCIES

| WFM | 104.5 |
| WFP | 105.5 |
| WFT | 106.5 |
| WFW | 107.5 |

WICF-AM, BOSTON, sponsored a Gene Pitney show recently that drew 4,000 fans into Rhode Island Auditorium. Above, WICF program director Pat Patterson, left, and air personality Ed Coles talk backstage with the MUSCLECARS.

Radio Programmers: WICF-AM, BOSTON, sponsored a Gene Pitney show recently that drew 4,000 fans into Rhode Island Auditorium. Above, WICF program director Pat Patterson, left, and air personality Ed Coles talk backstage with the MUSCLECARS.

NAB RELEASES TWO-LP PROMOTIONAL PACKAGE

Radio Programmers: WICF-AM, BOSTON, sponsored a Gene Pitney show recently that drew 4,000 fans into Rhode Island Auditorium. Above, WICF program director Pat Patterson, left, and air personality Ed Coles talk backstage with the MUSCLECARS.
Dear PD’s, DJ’s, Distsibs, Dealers & Operators:

“YOU’RE THE ONE”
that made
“FIVE O’CLOCK WORLD”
take us to a
“MAGIC TOWN”
where we found

“THE LAND
OF MILK
AND HONEY”

Co & Co 238

we’re heading for the top again
WE THANK YOU

THE VOGUES

Personal Management:
ELMER WILLETT
Exclusively:
Co & Co Records
1601 Fifth Avenue Pittsburgh, Pa. (412) 391-3973
Country Gets Boost From Outside Outlets: McKinnon

TARRYTOWN, N.Y.—Every time a spot is bought on the evening format radio station plays a Roger Miller or Eddy Arnold record, executives for WJRZ, which is the primary outlet for McKinnon's music, said Dan McKinnon, president of KRON, the Bay Area network of stations. McKinnon was a speaker at the fifth in a series of programming clinics sponsored across the nation by the National Association of Broadcasters.

"I love for top spots to play my music. People get a taste of what I'm about. So every time a station plays a Roger Miller or Eddy Arnold, they're promoting KRON."

McKinnon took over KRON four and a half years ago, he told more than 120 broadcast-
HEAR the fabulous Mae West rock the 'Top 40' like never before.

SEE the incomparable Mae West in living color on this exciting new album!

HEAR Mae West's sizzling renditions of Treat Him Right, Twist and Shout, Day Tripper, If You Gotta Go and many more.

SEE the colorful 4-page brochure with the life story of Mae West and stills from her motion pictures.

It's the one and only MAE WEST with brand new recordings of today's best! (And in stereo too!)

ORDER this great album from any of these Tower distributors:

Seattle — D.J.
Denver — Davis
San Francisco — C&C Stone
Los Angeles — Privilege
El Paso — M. B. Krupp
Phoenix — M. B. Krupp
Honolulu — Microphone
Cleveland — Cleve-Disc
Cincinnati — A&I
Detroit — Jay Kay
Minneapolis — Lieberman
Chicago — MS

St. Louis — Roberts
Houston — United
Charlotte — Mangel
Nashville — Southern
New Orleans — Delta
Dallas — Jay Kay
Atlanta — Godwin
Miami — Campus
Boston — Mutual
Hartford — Eastern
Buffalo — Delta
Newark — Essex

(51)-5028
Quality Names 3 Sales Mgrs.

TORONTO—Three new national sales managers have been appointed by Quality Records Limited in an extensive expansion and organization program. New sales tops are Clyde McGreggor, in charge of all Atlantic-Ato product; and Reg Auren, in charge of all other labels, all headquartered in Toronto, reporting to Lee Farley, general sales manager and national promotion manager. Harold Winlow, formerly promotion co-ordinator, takes on the additional duties as sales and promotion co-ordinator.

McGreggor, who has been with Quality 15 years, was formerly manager of the company’s sales division, headquartered in Montreal. Auren, who has been with the company 18 years, was previously branch manager in Winnipeg. Lawson has been with Quality three years, as Ontario promotion manager.

New branch manager in Winnipeg is Charles (Chuck) Porter, who has been with the company 10 years. He will be responsible for all sales and radio station promotion in Manitoba. Leslie Gardner will manage the branch internally, with the appointment of a product promotion man and an English product promotion man to double as factory representative.

Bardot Must Pay 2G for Pact Breach

PARIS—A Paris civil court this week ordered Brigitte Bardot to pay 2,500,000 francs to the French Decca Co. for breach of contract.

The court ruled that Miss Bardot had failed to honor an arrangement made with Decca in October 1959, to record stories for children.

At a previous hearing Miss Bardot had pleaded, through lawyers, that she didn’t have the time to make the recordings, but had asked the record company to find someone else to record the stories. The court found that her offer was made in good faith in view of the fact that it had been made 18 months ago and was still not fulfilled.

JAZZ BEAT

Broadcast Scene: Summing Up

* Continued from page 29

in the area, men's clothing shops, restaurants, nightclubs, houses, banks, investment companies, stock brewers firm, and soft drinks, have all been or among the station's patrons.

"Reasons why the station has been so tremendously successful," explained Hanlon, "is each and every member of our staff programs his own show under supervision of management, and all of the record companies have always given us their support."

And, in most instances, we have been the pleasure of being first to preview new record albums. A composite of the station's sound and its personalities runs like this: from 6:00 a.m., George Lyle plays light jazz (hard cooking sounds could force razor snips as goggy male listeners try to get their days going); from 9:00 a.m., Stu Chese piano sounds to the houseswives (dapper smiles and Dave Brubeck); from 11:00 a.m., Joel Downetch on the modern sound (sort of a midday booster); from 4:00 p.m. Mark offers a potpourri of big band, trio and vocalists in the modern idiom; from noon to 10 p.m. Torn returns for the hard school of honkers and the standard repertory; and from midnight to 6 a.m., Vince Garrett wraps up the listener's taste of everything he's heard on the station.
French Slump Laid to Transition

By MIKE HENNESSY

PARIS—While the French music industry is aesthetically happy to note the shift in emphasis from cover versions of American and British hits to songs of its own, the public origin, there is general agreement that the country’s music industry has coincided with—if not produced—a slump in sales.

Record companies and the public have recorded the record companies’ efforts to seek out native talent, with even a few of them enjoying big sales. But the trend for native talent has also tended to create a transfer market in established artists who are demanding more for their signature on a contract.

In an effort to stop the slide, many companies will concentrate their activities on promotion for their new artists and it is expected that the sudden rush of new artists that appears periodically when the business went French will literally and for short a while drain the poor-sellers’ artists. This open the way for another company to boost them into top-sellers.

An exclusive interview with Henry Frenom, president of French Long Distance and RCA in France, agreed that the transition had produced a crisis.

“There are, however, other reasons for the crisis,” Frenom said. “People are spending more on other things and the音乐录影带 prices have not yet seen a rise. But there is a worrying trend in them which France has a rapidly growing number of people who have an important place in people’s lives.”

Don’t Follow Philips

Fronn said Decca and RCA had no intentions of following the move and that they were increasing LP prices by one third. “We have cut our 12-inch LPs on the market for several years. Our price is now a dollar and we feel that this is price per unit.”

Frenom said that the move had been made because the buying public in France was used to high-cost LPs and the retailers were reluctant to see a change. “We always have no sales when we put out a single, that as soon as we release an LP which is not a big success.”

FRENOM also said that 45-rpm singles might eventually take hold in France, but it would be a slow process because the buying public in France was used to high-cost LPs and the retailers were reluctant to see a change. “We always have no sales when we put out a single, that as soon as we release an LP which is not a big success.”

(Continued on page 42)

SIAE Rights Is Challenged On Collection

ROME—The Constitutional Court, Italy’s highest court, is being asked to decide whether the Italian Society of Publishers and Authors, whose job is to collect royalties is constitutional, in an action brought by Nid Heid, a Mickey Mouse, box agency operator.

Pappalardo holds that the existence of an International Federation for authors to join any other association between them organization. If the court finds for the defendant it would be possible for the IF to make their own deals with authors or groups of authors instead of accepting the take-it-or-leave-it terms fixed by SIAE.

The action followed a hearing in which the operators refused to make deals made by the association, claiming SIAE existed under a law which denied other citizens the right to operate freely in their own interests. Local judicial office heard the case, asked the court to decide on Pappalardo’s claim.

And Then There Were 12—For German Tune Fest

HAMBURG—Twelve semi-finalists remain in the 1966 German Tune Fest, which has received 400 entries submitted. Previously the submission deadline was narrowed to 18 at Sender Frei Berlin, the West Berlin radio. TV and record company.

Four finals will be held in Baden- Baden, June 25. The final will be broadcasted on West German TV.

Favored to win the finals are "Irgend jemand liebt auch dich," sung by Roy Black and "Beethoven:" a good-sung version by Kundler Apfel," sung by Wencsele Myhre. Both record for Polydor.

The 12 who will appear in the finals will be chosen by the public in Baden-Baden and 11 jury in several German radio and TV stations. In the finals, presented on TV, Josephine Baker will guest star. Negotiatons are now under way for her appearance by the Four Freshmen. After the eleven German semi-finalists, the finals with the singers and recording companies are "Aber du liebst dich nicht, Margot Ekeks (Polydor), "Shake," Zoff (Polydor) and "Irgend jemand liebt auch dich," sung by Roy Black (Polydor). "Nur wenn die die Welt" (Decca), "Es sind die zeit," sung by Erich Gsell (Polydor), and "So ist ein Roy," Geschwister Jako (CBS)


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Blueberry's Younger Artists Making Rounds Globally

PARIS—Philips of France is starting a drive to get international recognition for its younger artists.

Claude François, whose records always sell at least 250,000 in France, will be making his British TV debut this month to promote the English version of his big French hit, "Tu Te Reviens," which he recorded in London under the

Burry Clicks in Belgium Tour

BRUSSELS—Dave Berry, born in Tennessee and raised in Germany, and Holland, toured Kampen- hout, Alken, Zelaza, Aalst and Antwerp May 28-30. The popular singer cheered his "Now," "Little Thing" and "This Strange Effect.

Local songwriters Liliane, Ann Christy and the beat groups Gargantua and the Explosion, the Jumpers and the Goldfingers also appeared in the same program. The shows were organized by Mike Decker, an artist who has been in the business since 1950. Decker, who has a hit here with "Cheveux Longs, Idees Courtes," will soon tour the United States, after TV appearances in Italy.

In a show on the instrumental front, Philips is releasing the latest LP of international rhythm and blues with the Wiltshire Orchestra, in the U. S., Canada, Japan, South Africa and Australasia. Titles include "Mercy Cherie," "Girl," "Michele" and "My Love."
In this new album, Belafonte, backed by a large string orchestra, sings such great ballads as "Try to Remember," "I'm Just a Country Boy," "Quiet Room," "The Girls in Their Summer Dresses," "Portrait of a Sunday Afternoon." It's got everything going for it, so order now! LPM/LSP-3571
FROM THE MUSIC CAPITALS OF THE WORLD

AMSTERDAM

RCA songstress Rita Pavone visited this country for a local TV taping. . . . The Junior Co. at the same time released Mimi Pavone's album, "Sissors & Grafton" on RCA Italiana. . . . Nancy Sinatra, still in the local charts with her "Boots" and "How Does That Grab You Darlin'" on Reprise, will not appear at the famous Grand Galia du Disque in October. Negotiations are under way for placing

GTA RECORDS MUSIC
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General Ad. GIGI GHILLI

Peter, Paul and Mary for the occasion. . . . Phonogram reports that the LP "Aftermath" by the Rolling Stones on Decca is one of the 10 best-selling albums. . . . British beat group the Muffinheads visited here for a local TV taping which was broadcast June 16. . . . Barclay Co. entered the local CARTRIDGE market with recordings for the Philips system. The Dureco Co. issued a series of caricatures this week. . . . The latest single of the local blues group Les Barancos is "She's Mine." . . . So is "Moody" Whann, made a fast entry on Top 40 this week. "I Know," "She's Mine" zoomed to 29. The Junior Co. of France recently started working on the first Les Barancos album, "This Who Reached No. 2 this week with their single "Substitute" (Jalousie-controlled) on Polydor. The group will visit here for a series of performances this week. . . . Simon & Garfunkel (CBS Records), known by recent hits like "Homeless Bound" and "Sounds of Silence," will make a strong follow-up with "I Am a Rock." All titles are controlled by Buset Co. . . . Local songstress Kazia recently signed for the Walks label. She will be in the market with her first single, "I Wait For No One But You!" "What Am I Without You?" (Intercont/Bassett controlled). Local NEX-TV aired a TV special, "Something Special," featuring the famous CBS group, the New Christy Minstrels. . . . CBS's Bellini Orosz, the Japanese conductor of the Toronto Symphony Orchestra, visited the Netherlands for the first time. Ozawa made a guest-conducting appearance with the Amsterdam Concertgebouw Orchestra in an all-Beethoven series . . . CBS's young pianist Andrè Watts will participate in the Holland Festival. The orchestra will be the Amsterdam Concertgebouw Orchestra, conducted by Czech Karel Ancerl on June 24. . . . Recent important CBS additions to the classical LP field include an album by the London Sinfonietta Ensemble, of which Nicholas Roth is the leader. . . . Violinist Henryk Szeryng in the Carnegie Hall concert June 8.

BOSTON

Biggest news since the infamous Tea Party here is that the Beatles are booked into Suffolk Down Race Track this summer. Capacity will be expanded to 40,000 seats, with prices pegged at $5 and $6. . . .方圆 will be dropped off by helicopter.

BRUSSELS

Anita and Arionne, two Palette artists, are home after a triumph-
John Gary corrals a winner!

Watch the John Gary Show on network TV starting June 22nd.

Country Classics sung with City Style! John sings twelve all-time country favorites including the timeless classics "Tennessee Waltz," "Cold, Cold Heart," plus recent hits like "He'll Have to Go," "Oh, Lonesome Me" and 'Make the World Go Away.' Featured advertising in Cosmopolitan and TV Guide...John's many appearances on network TV...his big current chart album, plus his own upcoming weekly TV show give powerful sales appeal to this exciting new album. Better stock up now.

LPM/LSP-3570

RCA VICTOR

The most trusted name in sound

www.americanradiohistory.com
Chicagoland News

Some 1,000 Jobs Projects trainees heard the new Rammy Lewis Trio in the new Moody Theatre at 900 N. Michigan Avenue. Maurice White's sudden death last month hit hard. In theCapitol Theatre, Moscow, W. I. T. and L. C. Moore staged a promising show. Maurice's fans in the audience were thrilled.

MUSIC

Maurice's speech was broadcast over the station's new FM Tate. Maurice's last words were "I love you all." His words echoed in the ears of millions who were listening to the station's broadcast. Maurice's death was a tragedy and a shock to all who knew him.

Maurice was a talented musician and a great singer. His music will be remembered for years to come. His legacy will live on through his music and the memories of those who knew him.

Maurice's influence on the music industry was immense. He was a true pioneer in the field of electronic music. His contributions to the industry will not be forgotten.

Maurice's fans are mourning his passing. His music will continue to inspire and touch the hearts of listeners for generations to come.

Maurice was a true legend in the music industry. His legacy will live on through his music and the memories of those who knew him.
Here's that wild new single from Miss Nancy Wilson!

UPTIGHT
b/w You've Got Your Troubles 5673

This is the Nancy Wilson single everyone's been asking for! It's from her big new chart album, A TOUCH OF TODAY! (S)T 2495
As timely as today's headlines!

"LONELY SOLDIER"

Mike Williams

"This is R&B Dynamite, and such an outstanding performance that it could be a big pop hit."

Bill Gavin (June 3rd report)

Atlantic #2339
"THE 'A' TEAM" Takes Over... where "The Green Berets" left off!

SSgt BARRY SADLER of The Green Berets sings THE "A" TEAM
Arranged and Conducted by Sid Bass

SSgt Barry Sadler's new album features both sides of his latest single—
"THE 'A' TEAM" c/w "An Empty Glass"

Watch history repeat as this new album follows Barry's hit single up the charts. Better stock it heavy!

RCA VICTOR® The most trusted name in sound
**ALBUM REVIEWS (continued)**

**SPECIAL MERIT PICKS**

Special Merit Picks are raw releases of significant merit which deserve closer
attention, but which don't necessarily meet all the standards within their respective categories or media.

**CLASSICAL SPECIAL MERIT**

RACHMANINOFF: PIANO CONCERTO No. 2/TCHAIKOVSKY: PIANO CONCERTO No. 1

Byrne Lawie/Minnesota Symph. Orch. (Doverati; London Symph. Orch., Menuhin), Mercury. ARTH NO 25444 (5); RR 25454 (5).

Although these are southern, Lawie adds to both a delicate, sensitive reading which makes it worth more attention. The approach by conductor and orchestra, though not altogether raw, is fresh and appealing. Lawie, in turn, has a fresh, warming approach, with Janis scoring a personal triumph.

**JAZZ SPECIAL MERIT**

TOMAHOVSKY, SYMPHONY No. 2; "LITTLE RUSSIAN"/JUDAS, EIGHT RUSSIAN FOLK SONGS

London Symphony Orch., (Prade), RCA Victor L 2988 (5); UCC 2988 (5).

Prade proves he can handle the text of the real breadth material in such interpretation is successive and powerful in the 2. The London Symphony Orchestra brilliantly. Lawie's folks songs are translated with compassion.

**JAZZ SPECIAL MERIT**

TOMAHOVSKY, TCHAIKOVSKY: STRING QUARTET IN C MAJOR

Amsterdam Quartet. Deutsche Grammophon 19317 (5); 29318 (5).

YAREX: AMERICAN MELODIES/LYDIA KUSTER: STRING BAND (RCA)

Utah Symph. Orch. (Abrahamov). Vanguard. CS 9127 (15); CS 9128 (15).

THE VIRTUOSO GUITAR Volume II Album Disc, vol. 7, JL. (Jazz, Vanguard, LP 1112 (15); CS 1112 (15).


JAZZ

BURLINGTON
discs.

Conference Jane Lindskow. Emery M 1901 (5); M 1902 (5).

**NEW ALBUM RELEASES**

**NEW ACTION LP's**

These albums, not yet on Billboard's Top LP List Chart, have shown promise getting strong sales action by dealers in major markets.

**MOODS OF MARVIN GAYE**

Tamba TLP 206 (M); SLP 206 (S).

**I LOVE YOU, 1,000 TIMES**

Performer: Motown M 2301 (1); M 2301 (1).

**TIPPY TOBING**

Harden Tria, Columbia CL 2506 (S). CS 2306 (5).

**GOTTA TRAVEL ON**

Roy Bryant Tria, Capitol LP 7347 (7); LP 7347 (7).

**TRY TOO HARD**

Dave Clark Five, Epic EM 44196 (M); EM 44196 (M).

**BOBBY DARNIN SINGS THE SHADOW OF YOUR SMILE**

Atlantic 8211 (M); SO 8211 (S).

**ALBUM REVIEWS ON BACK COVER**

**THREE-STAR ALBUMS**

The three-star rating indicatesiked made are suitable with music within each music category.

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Utah Symph. Orch. (Abrahamov). Vanguard. CS 9127 (15); CS 9128 (15).

THE VIRTUOSO GUITAR Volume II Album Disc, vol. 7, JL. (Jazz, Vanguard, LP 1112 (15); CS 1112 (15).


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IF YOU'VE BEEN TELLING YOUR FRIENDS
HERB ALPERT SHOULD RECORD
"THE WORK SONG"
FORGET IT...
HE AND THE TIJUANA BRASS
ALREADY HAVE!
A&M 805
b/w PLUCKY

THE GRAMOPHONE RECORD RETAILERS ASSOCIATION AND THE RECORD RETAILER AND MUSIC INDUSTRY NEWS RECENTLY PRESENTED TO PYE RECORDS THE NATIONAL RECORD AWARD FOR "GOING PLACES" RECORDED BY HERB ALPERT & THE TIJUANA BRASS AS THE BEST INSTRUMENTAL LP ISSUED IN 1965.
BREAKOUT SINGLES

WILD THING
Troggs,Also 6415-Fontana 1548 (Reckwood, MD)

BOYS ARE MADE TO LOVE
Karen Small, Venus 1066 (Manay, BMG) (San Francisco)

HOT SHOT
Buena Vista, Swan 4255 (Palma-Shen-Todd, BMI) (Miami)

SWEET DREAMS
Tommy McCollum, MSL 197 (Accuf-Rose, BMI) (Nashville)

SUNNY
Bobby Hebb, Phillips 40245 (Portole, BMI) (Miami)

PRETTY FLAMINGO
Tommy Yonce, Academy 120 (Pendergrass, BMI) (Birmingham)

IT'S A MAN'S-WOMAN'S WORLD
Irma Thomas, Imperial 64718 (Dyman, BMI) (Miami)

BREAKOUTS

NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK

REGIONAL BREAKOUTS

These new records, out yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major markets listed in parentheses.

MISTY

George Holmes, Prestige 401 (Vanguard, ASCAP)
(San Francisco-Milwaukee)

I'M WALKING OUT ON YOU

Robert Wright, Capital 5598 (Liberty-Belle, BMI)
(New York)

Richrissand Is
Set Up by Adler

NEW YORK—Richard Adler, songwriter-producer, has formed Richrissand, Inc., a production company for movies, TV and stage properties. Adler is now producing and writing the words and music for "Olympus 7000," with original script by Jerome Chodorov, for the new "ABC Stage '67" TV series.

The staff for the TV special includes producer Willard Levi- tas, Stanley Prager, Madeline Bloom, Robert Fletcher, Philip Della Penna and Gordon Ringsby. The staff forms a nucleus for future TV productions. Additional projects will be announced in the near future.

FRENCH AWARD TO DGG ARTIST

HAMBURG—France’s Académie Nationale du Disque Lyrique, which annually selects the best disk vocal interpretation, this year has picked Dietrich Fischer-Dieskau and Fritz Wunderlich for their Deutsche Grammophons recordings. The French Academy’s "Orphée d’Or" went to Fischer-Dieskau for his new recording of Schubert’s "Winterreise" and Schuman’s "Dichterliebe" and Fritz Wunderlich for the role of Tamino in the Grammophons production of Mozart’s "Magic Flute," conducted by Karl Boehm.

HITS OF THE WORLD

Continued from page 36

(Philips—France, Day & Home)
4 — BARBARA ANN—The Beach Boys (Capitol)—England
5 — YESTERDAY—Boyce & Hart (Vogue)
6 — LA MAISON CU' FAL—GRAND—Francoise Hardy (Vogue)
7 — SLOOP JOHN B—The Beach Boys (Capitol)—England
8 — CAPRI C'EST FINI—Herbe Villard (Philips)
9 — VIVRE OU MOURIR—Herbe Villard (Philips)
10 — MON CREDO—Mireille Mathieu (Barclay)

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Year-Long  World-Wide

Billboard's Annual
INTERNATIONAL BUYER'S GUIDE

Coming August 6

Contact Your Nearest Billboard Office
The album that captures the Trivia craze!!

**NAME THAT TRIVIA**: a new record, quiz and party game combined! 101 questions, music, sound, answer score pad! Fun for the entire family!

NAME THAT TRIVIA

is a record quiz party game. How many unimportant things can you remember? Forgettable Pop songs . . . long-lost advertising slogans . . . defunct TV and radio shows . . . little known sayings by unimportant people? Who played in what movie? It makes for a great escape from The Big Tensions. The Trivial is in the spotlight!

Trivia is a mass of information of importance to no one but what fun to play!

In addition to being one of the most popular college and "in" games, Trivia is part of the current craze for nostalgia that has resulted from the sudden surge of popularity for old time movies, serials and comic strip characters.

Frisky is aware of this craze and has created an all time best selling party record!

**FRS-2000 (Stereo)**

**FR-2000 (Mono)**
Reissues of Standards a Sound Investment, Budget Labels Find

By FRED KIRBY

NEW YORK.—Reissues on budget labels have given new life to old products that are standards on standards. In some cases the reissues compete with and even top the original issues. One of the current counter sales at regular prices. A typical example is the new Zinka Milanov, which has already reached 88 percent of its initial price. They are offered by Vittoria budget label. Reissues are sold here by Richardon (London), Hellow- dor (MGM), and Deutsche Gramophon (Germany), which has sold Pickwick. Pickwick, 33 has been so successful with its initial release that 15 Capitol reissues that is a fall release of double that amount is planned.

The Columbia and Richmond catalogs are virtually completely composed of older versions of reissues that have proved so popular by their parent labels. A list of recent reissues is the following: the 1964 opera featuring the D'Oly Carte Opera Co., where new stereo disks by the same artists are available on London.

Marketing Problem

A Richardon spokesman said there didn't seem to be any marketing problem, since the two available versions of such Tebaldi performances as in "Tou- beaux" and "Aida" on different-priced labels to cut three top-selling Richardon reissues. Among the newer customers who were sound-conscious and nervous about repressing, others preferred the performance of the younger Tebaldi, while an Italian soprano wanted both versions. Vittoria has cut with initial pressings of Pierre Montou- teaux conducting the Vienna Symphonies in five Beethoven symphonies, performances which had never been issued solo. A London title is "The World of Gilmore and Sullivan," which was never issued as such on London, but consists of excerpts from complete opera recordings.

This season and last were very good for the new Richardon Mason, longtime manager of the concert hall, "but next season will be better. Right now it's harder to fit the Academy dates into our season." Mason was referring to concert and jazz promoters who have offered to host Academy dates with the availability of their attractions. Between the National Symphony and the last Saturday of May 1967, there are perhaps only a dozen evenings at the Academy not yet filled in.

In addition to the weekly conc- cert of the Philadelphia Orches- tra, the Academy is also presenting Music in the City, home base, and the Philadelphia Forum series which includes the annual Chamber Con- cert Series to take as many as 12 Academy dates during the coming season. Only in the first time the newly created Chamber sym- phony of Philadelphia for at least 22 concerts. This ranks the Chamber group third in number of dates.

The Philadelphia Orchestra, which now has 30 concert dates also adding seven Thursday night concerts next season.

Next season may begin earlier with a September jazz concert or two, and will end later in many years with a May 27 date on the book. The Academy, which has been undergoing a multimillion restoration program for the past four years, has a million-dollar air-conditioning system and a new recording program to keep the concert hall active the year round.

PHILHARMONIC WILL GIVE 12 FREE CONCERTS

NEW YORK.—Twelve free New York City parks this summer by the New York Philharmonic, Columbia artists. Conductors will be Leonard Bernstein, musical director; Alfred Wallenstein, and composer Lukas Foss. Soloists will be Ruth Birk in Fux and pin- nies, pianist Leon Fleisher, and narrators. One concert last summer drew about 75,000 to Central Park's Great Lawn, called the largest crowd to ever hear classical music outdoor.

Other concert sites are the Brooklyn Botanic Garden, Stuy- vesant Park, Brooklyn's Prospect Park, and Crocheron Park in Queens. The symphony will play at the City's Department of Parks, the Joseph Schlesinger Brewing Co., and the Philharmonic Symphony So- ciety.

Arthur Fiedler, conductor of the Boston Pops Orchestra, displays a fan letter from the Beatles, who are montaged in the background. Species will be "more of his tunes on his forthcoming RCA Victor releases. The notes calls the Boston Pops "a great orchestra," and was signed by Ringo Starr and John Lennon.

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Hurok Presents: 3 Series

NEW YORK.—Hurok will present two subscription series at Carnegie Hall and one at the Brooklyn Academy of Music next season. The Carnegie Hall series will also include performances at the New Metropolitan Opera House in Lincoln Center by the Royal Ballet and the Ballet Folklorico of Mexico. The three series will be presented by the Moscow Chamber Or- chestra conducted by Rodolph and pianist Van Thyn (RCA Victor) with the Los Angeles Philharmonic conducted by Zubin Mehta. Also appearing in a Carnegie Sunday series will be Leonard Kogin, soprano Victoria de las, pianist Andrey Schmida (Decca), pianist Artur Rubenstein (Victor), the Vienna Choir Boys, and the Roger Wagner Chorale (Capitol, Angel). Other artists listed for an eve- ning subscription series are pianist- Emil Gilels; pianist Eugene Istomin; violinists Isaac Stern and Andrew Leon Rose (Columbia); the Vienna Johann Strauss Or- chestra, Edward Strauss II (Con- ducting; mezzo soprano Irene Arckepiova, and pianist Yakov Zaidman.

The four-concert Brooklyn Academy series will consist of recitals by Kogin, Gilels, Sie- gva and Rubenstein. In addition, four special programs are listed for the Brooklyn concert hall; guitarist Carlos Montoya (Victor, ABC-Paramount), the Vienna Choir Boys, Jesse Greene and company, and folk singer Theodor Bikel (Vanguard, Elec- trica).

Met Opera to Play Philly

PHILADELPHIA.—New York's Metropolitan Opera Co. will add this city to its touring schedule with "a Festival" May 1967 and 1968 under the auspices of the city's business and industrial communities and cultural and civic groups. It will be the first visit here by the Met since 1961. Some 40 civic leaders agreed to underwrite a $300,000 (half of the approximate sum needed) for 8 Concerts in Stratford Fest

STRATFORD, Ont.—Eight concerts on successive Sunday afternoons will be part of the current Stratford Fest, a program of various concerts, which will be sold separately, will run from July 10 to Aug. 28.

Artists include pianists Leon Fleisher, Columbia, and Joaquin Rodrigo. Conductors include Eugene Conlon and the "Festival Orchestra," with Robert Fickins, and pianistUDO Rorke.

The Stratford Festival Opera Co. will present Mozart's "Don Giovanni," beginning July 9.

Margit Scharmann

Signed by Ariola GUETERSLOH — Margit Scharmann, the German opera stars, has signed a new exclusive contract with Eurodisc/ Musicproduktion and Arista/ Columbia. From 1958 to 1964, Mies Scharmann was the best-known diva of the Bavarian Staatsthea- ter am Quartenplatz, in Munch. The attraction of Schar- man is also a popular German TV artist.
### CLASSICAL MUSIC

#### BEST SELLING CLASSICAL LP's

**This Week**

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<th>No.</th>
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<td>RITUAL FIRE DANCE</td>
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<tr>
<td>27</td>
<td>REGER: SYMPHONY NO. 9</td>
<td>6</td>
</tr>
<tr>
<td>28</td>
<td>MUSISCKY-SKULORKYSY: PIETURES AT AN EXHIBITION</td>
<td>11</td>
</tr>
<tr>
<td>29</td>
<td>BRUCKNER: SYMPHONY NO. 9 IN D MINOR</td>
<td>5</td>
</tr>
<tr>
<td>30</td>
<td>GERSHWIN: RHAPSODY IN BLUE</td>
<td>8</td>
</tr>
<tr>
<td>31</td>
<td>MOZART: STATURES NO. 23 &amp; 31</td>
<td>1</td>
</tr>
<tr>
<td>32</td>
<td>ROSSINI: WILLIAM TELL OVERTURE</td>
<td>9</td>
</tr>
<tr>
<td>33</td>
<td>GERSHWIN: RHAPSODY AL BERINE IN PARIS</td>
<td>6</td>
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<tr>
<td>34</td>
<td>BERLY: OPERETTAS</td>
<td>4</td>
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<tr>
<td>35</td>
<td>MIKELIA FRAEN--OPERETTAS</td>
<td>4</td>
</tr>
<tr>
<td>36</td>
<td>BURGUNDY SONGS AND CHORALITY</td>
<td>2</td>
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<tr>
<td>37</td>
<td>PREBREST: THE FIVE PIANO CONCERTOS/CHORAL</td>
<td>2</td>
</tr>
<tr>
<td>38</td>
<td>MOZART: SYMPHONIES 28 &amp; 33</td>
<td>2</td>
</tr>
<tr>
<td>39</td>
<td>RITUAL FIRE DANCE</td>
<td>2</td>
</tr>
</tbody>
</table>

**NEW ACTION LP's**

THERE ARE NO NEW ACTION ALBUMS THIS WEEK

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**OPERA, VOCAL AND CHORUS**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>VERDI: DON CARLO (4-LP)**-Teatro, Bambry, Lon. A 4432 (M); USA 1432 (S)</td>
<td>5</td>
</tr>
<tr>
<td>2</td>
<td>PRESENTING MONTSEIRAT CABALLE--RCA LM 2586 (L); LSC 2586 (S)</td>
<td>11</td>
</tr>
<tr>
<td>3</td>
<td>REGER: SYMPHONY NO. 1--Dr. C. Harms, RCA LM 2584 (M); USA 1432 (S)</td>
<td>8</td>
</tr>
<tr>
<td>4</td>
<td>BISSO SYMPHONY NO. 2--Momsen Tab. Chis/Fila. Or. (Ormandy), Columbia ML 2623 (M); ML 6835 (S)</td>
<td>7</td>
</tr>
<tr>
<td>5</td>
<td>BRUMSIEN VOLK DEUTSCHE (2-LP)**-Bach, Lhuf Stefani, RCA LM 2584 (M); USA 1432 (S)</td>
<td>7</td>
</tr>
<tr>
<td>6</td>
<td>SOUVENIR OF A GOLDEN ERA (2-LP)**--Horne, A 4432 (M); USA 1432 (S)</td>
<td>7</td>
</tr>
<tr>
<td>7</td>
<td>ZARZUELA ARIAS--Caballca, RCA Victor LM 2894 (M); LSC 2894 (S)</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>BIZET: CARMEN (2-LP)**-Casta, Gala, and Various Artists, Angel Cl 2894 (M); LSC 2894 (S)</td>
<td>7</td>
</tr>
<tr>
<td>9</td>
<td>PUCCINI: LA BOHEME (2-LP)**-Firat, Gadda and Various Artists, Angel Cl 2894 (M); LSC 2894 (S)</td>
<td>7</td>
</tr>
<tr>
<td>10</td>
<td>PUCCINI: TURANDOT (2-LP)**--Nabilley, and Various Artists, Angel Cl 2894 (M); LSC 2894 (S)</td>
<td>7</td>
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</tbody>
</table>

**SYMPHONIC AND ORCHESTRA**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MAHLER SYMPHONY NO. 4--C. Chos. Or. (Gould), Columbia ML 2623 (M); ML 6835 (S)</td>
<td>5</td>
</tr>
</tbody>
</table>

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**FINE ARTS FM STATION**

in top Canadian Market

Requires announcer, Must have thorough knowledge of classical music, its composers, performers and pronouncements; be of presentable appearance to meet personalities in the Arts and Sciences.

Good delivery of news and commercial messages as well as ability to ad lib, own light-hearted and witty program material essential.

Excellent salary. Send tape and resume of experience to:

Mr. Sjef Freken Production Manager

CHUM-FM 1331 Yonge Street

Toronto 7, Ontario

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**JUNE 18, 1966, BILLBOARD**
Jimmy Dean to Star on Cudahy Television Spec

PHOENIX, Ariz. — Jimmy Dean appears as a guest star on the "Bar-S Jamboree," country music special, to be seen in 32 cities via videotape, from Atlanta to Seattle, June 21 through the week of Aug. 14.

Other top country-western personalities to appear on the one-hour TV show, sponsored by the Cudahy Co., will be Tex Ritter, Little Jimmy Dickens, MaryTAILOR, the Chuck Casey Singers, Mack Sanders and the Ranch Boys, the Duke of Pecos, Peggy Paxton, Jerry Naylor and the Markhams. Mack Sanders serves as emcee.

The upcoming "Bar-S Jamboree" was videotaped May 19 at Denver's Auditorium Arena before a capacity crowd of 7,000. The winner of the local radio station (KLAK) country-western music talent contest on that occasion, Harry Charles, of Fort Collins, Colo., will also occupy a prominent spot on the TV broadcasts.

Decca Signs Billy Parker

TULSA, Okla.—Billy Parker, now doing a four-hour country platter show on KFMY-Radio here, has been signed to a recording pact by Decca Records and is slated to go on the air this week to appear on the slot in the line-up on the Nashville stations. In addition to his radio appearances, Parker appears on the new all-country TV show, Monday through Friday, on KTUL-TV here. Also appearing on the new show are Parker's band, billed as Rocky Caple and the Shotguns.

Parker has also been kept occupied by personal appearances in the Kansas, Oklahoma, Missouri and Texas areas. He is currently this week (13-18) at Genova's Chestnut Inn, Kansas City, Mo.

The syndicated "Ernest Tubb Show" made its bow on KVOO-TV here June 4, sponsored by Gordon's Furniture & Appliances of Tulsa. The country music radio stations in Tulsa are KFMY, managed by Carl Smith, and KTGW, headed by Buddy Powell.

Judy Lynn Plays Despite Strike Call

RENO, Nev.—When Local 368, AF of M called an improp¬
tu strike for the Memorial Day holiday weekend, affecting the Reno and Lake Tahoe area c.w. singer Judy Lynn was in¬formed that any act that went on would be automatically ex¬pelled from the union and fined. Miss Lynn, who has not missed a performance since she formed her show some 12 years ago, gave notice that she and her group would be on stage at show time, regardless of what happened, and, sure enough, she was.

Several of the other acts, including Sarah Vaughan, followed suit, Patti Page, who was appearing at the Sparks, Nev., show time, regardless of what happened, and, sure enough, she was.

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**COUNTRY MUSIC**

**HOT COUNTRY SINGLES**

<table>
<thead>
<tr>
<th>#</th>
<th>Week #</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; Number</th>
<th>Publisher</th>
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</thead>
<tbody>
<tr>
<td>35</td>
<td>13</td>
<td>Ain't Had No Lovin'</td>
<td>Connie Smith</td>
<td>RCA Victor 4042 (Blue Coat)</td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>13</td>
<td>You Ain't Woman Enough</td>
<td>Lorrie Lynne</td>
<td>Columbia 3956 (Blue Coat, BMI)</td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>13</td>
<td>The Minute Men (Are Turning In Their Grave)</td>
<td>Faron Young</td>
<td>Columbia 3955 (Blue Coat, BMI)</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>13</td>
<td>I'm Living In Two Worlds</td>
<td>Webb Pierce</td>
<td>Capitol 43525 (Blue Coat, BMI)</td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>13</td>
<td>Time To Run Again</td>
<td>Webb Pierce</td>
<td>RCA Victor 4062 (Blue Coat, BMI)</td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>13</td>
<td>Tonight I'm Comin' Home</td>
<td>Webb Pierce</td>
<td>CAPITOL 43536 (Blue Coat, BMI)</td>
<td></td>
</tr>
<tr>
<td>49</td>
<td>13</td>
<td>I'll Leave The Singing To The Bluebirds</td>
<td>Webb Pierce</td>
<td>RCA Victor 4063 (Blue Coat, BMI)</td>
<td></td>
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<tr>
<td>57</td>
<td>13</td>
<td>Nickels, Quartets And Dimes</td>
<td>Webb Pierce</td>
<td>Monument 43463 (Blue Coat, BMI)</td>
<td></td>
</tr>
<tr>
<td>59</td>
<td>13</td>
<td>Born To Be In Love With You</td>
<td>Webb Pierce</td>
<td>Capitol 43542 (Blue Coat, BMI)</td>
<td></td>
</tr>
<tr>
<td>66</td>
<td>13</td>
<td>I'm Not Crazy Yet</td>
<td>Webb Pierce</td>
<td>RCA Victor 4064 (Blue Coat, BMI)</td>
<td></td>
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<tr>
<td>65</td>
<td>13</td>
<td>Poor Boy Blues</td>
<td>Webb Pierce</td>
<td>Capitol 43543 (Blue Coat, BMI)</td>
<td></td>
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<tr>
<td>85</td>
<td>13</td>
<td>Day For Decision</td>
<td>Webb Pierce</td>
<td>Capitol 43544 (Blue Coat, BMI)</td>
<td></td>
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<tr>
<td>99</td>
<td>13</td>
<td>Johnny Loses It</td>
<td>Webb Pierce</td>
<td>Capitol 43545 (Blue Coat, BMI)</td>
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<tr>
<td>100</td>
<td>13</td>
<td>The Right One</td>
<td>Webb Pierce</td>
<td>Capitol 43546 (Blue Coat, BMI)</td>
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<td>107</td>
<td>13</td>
<td>The A Team</td>
<td>Webb Pierce</td>
<td>Capitol 43547 (Blue Coat, BMI)</td>
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<tr>
<td>110</td>
<td>13</td>
<td>All That's All That</td>
<td>Webb Pierce</td>
<td>Capitol 43548 (Blue Coat, BMI)</td>
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<tr>
<td>121</td>
<td>13</td>
<td>Giddy Up Do-Nut</td>
<td>Webb Pierce</td>
<td>Capitol 43549 (Blue Coat, BMI)</td>
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**HOT COUNTRY ALBUMS**

<table>
<thead>
<tr>
<th>#</th>
<th>Week #</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
<th>Publisher</th>
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<tbody>
<tr>
<td>3</td>
<td>13</td>
<td>Distant Drums</td>
<td>Jimmie Davis</td>
<td>Columbia 43698 (Blue Coat, BMI)</td>
</tr>
<tr>
<td>1</td>
<td>13</td>
<td>Roll Out The Red Carpet For Buck Owens And His Buckaroos</td>
<td>Buck Owens</td>
<td>Columbia 43709 (Blue Coat, BMI)</td>
</tr>
<tr>
<td>5</td>
<td>13</td>
<td>Miss Smith Goes To Nashville</td>
<td>Hank Owens</td>
<td>Columbia 43710 (Blue Coat, BMI)</td>
</tr>
<tr>
<td>9</td>
<td>13</td>
<td>I Like You</td>
<td>Hank Owens</td>
<td>Columbia 43711 (Blue Coat, BMI)</td>
</tr>
<tr>
<td>13</td>
<td>13</td>
<td>True Loves A Blessing</td>
<td>Hank Owens</td>
<td>Columbia 43712 (Blue Coat, BMI)</td>
</tr>
<tr>
<td>14</td>
<td>13</td>
<td>Dust On Mother's Bible</td>
<td>Hank Owens</td>
<td>Columbia 43713 (Blue Coat, BMI)</td>
</tr>
<tr>
<td>18</td>
<td>13</td>
<td>Roll Country</td>
<td>Hank Owens</td>
<td>Columbia 43714 (Blue Coat, BMI)</td>
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<td>20</td>
<td>13</td>
<td>Everybody Loves A Nut</td>
<td>Johnny Cash</td>
<td>Columbia 43715 (Blue Coat, BMI)</td>
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<td>21</td>
<td>13</td>
<td>Country Favorites—Side-Walkin'</td>
<td>RCA Victor LPM 3529 (Blue Coat, BMI)</td>
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<td>19</td>
<td>13</td>
<td>Dottie West Sings</td>
<td>Dottie West</td>
<td>RCA Victor LPM 3530 (Blue Coat, BMI)</td>
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<td>17</td>
<td>13</td>
<td>Talk Me Some Sense</td>
<td>Dottie West</td>
<td>RCA Victor LPM 3531 (Blue Coat, BMI)</td>
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<tr>
<td>16</td>
<td>13</td>
<td>Two Worlds</td>
<td>Ray Price</td>
<td>RCA Victor LPM 3532 (Blue Coat, BMI)</td>
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<tr>
<td>15</td>
<td>13</td>
<td>Neat Helli</td>
<td>Ray Price</td>
<td>RCA Victor LPM 3533 (Blue Coat, BMI)</td>
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<tr>
<td>14</td>
<td>13</td>
<td>The Oval Of Jim Reaney</td>
<td>Ray Price</td>
<td>RCA Victor LPM 3534 (Blue Coat, BMI)</td>
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<tr>
<td>13</td>
<td>13</td>
<td>Behind The Team</td>
<td>Ray Price</td>
<td>RCA Victor LPM 3535 (Blue Coat, BMI)</td>
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<tr>
<td>12</td>
<td>13</td>
<td>Artificial Rose</td>
<td>Ray Price</td>
<td>RCA Victor LPM 3536 (Blue Coat, BMI)</td>
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<td>11</td>
<td>13</td>
<td>World Of My Own</td>
<td>Ray Price</td>
<td>RCA Victor LPM 3537 (Blue Coat, BMI)</td>
</tr>
<tr>
<td>20</td>
<td>13</td>
<td>Boy Clark Sings Lovesome Love Ballads</td>
<td>Ray Price</td>
<td>Capitol 2465 (Blue Coat, BMI)</td>
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<tr>
<td>22</td>
<td>13</td>
<td>Please Don't Hurt Me</td>
<td>Ray Price</td>
<td>Capitol 2466 (Blue Coat, BMI)</td>
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<tr>
<td>24</td>
<td>13</td>
<td>A Devil Like Me Needs An Angel</td>
<td>Ray Price</td>
<td>Capitol 2467 (Blue Coat, BMI)</td>
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<td>26</td>
<td>13</td>
<td>Roger Miller/Golden Hits</td>
<td>Ray Price</td>
<td>Capitol 2468 (Blue Coat, BMI)</td>
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<td>28</td>
<td>13</td>
<td>Cowboy Twist</td>
<td>Ray Price</td>
<td>Capitol 2469 (Blue Coat, BMI)</td>
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<td>30</td>
<td>13</td>
<td>Special Delivery</td>
<td>Ray Price</td>
<td>Capitol 2470 (Blue Coat, BMI)</td>
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<tr>
<td>31</td>
<td>13</td>
<td>The Other Woman</td>
<td>Ray Price</td>
<td>Capitol 2471 (Blue Coat, BMI)</td>
</tr>
<tr>
<td>32</td>
<td>13</td>
<td>I'm In Love</td>
<td>Ray Price</td>
<td>Capitol 2472 (Blue Coat, BMI)</td>
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</tbody>
</table>

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**NASHVILLE SCENE**

By ELTON WHISNESHUNT

Nugget Circus Room, went on and sang without back-up music. However, since the performances attract at Harold's Club, Reno, the Spark's Nugget, or Harrah's, Laos Tahoe, while Wells, consequently, the lounges remained the club's longest at the time. To protect Miss Lynn, Harrah's Club obtained a restraining order.

The Judy Lynn show closed its three-week engagement at Harrah's, Reno, June 1, and moved on to Harrah's, Lake Tahoe, where it appeared June 22.

**YESTERYEAR'S COUNTRY HITS**

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

**COUNTRY SINGLES**

5 Years Ago

1. Hello, Walls, Faron Young, Capitol
2. Three Hearts in a Tangle, Roy Drusky, Decca
3. I Fall To Pieces, Skeeter Davis, Decca
4. Foolish Around, Buck Owens, Capitol
5. Lonely Talk, Buck Owens & Rose Marie, Capitol

10 Years Ago

1. Hello, Walls, Faron Young, Capitol
2. Three Hearts in a Tangle, Roy Drusky, Decca
3. I Fall To Pieces, Skeeter Davis, Decca
4. Foolish Around, Buck Owens, Capitol
5. Lonely Talk, Buck Owens & Rose Marie, Capitol
Miss Merman Scores Bull's-Eye in 'Annie' 

NEW YORK—Ethel Merman and one of Irving Berlin's brightest and most memorable scores have returned, like old friends rekindling their affection for each other, in a sweeping, colorful revival of "Annie Get Your Gun," which began a five-week run at Lincoln Center's State Theater May 31.

The musical has its faults—and Miss Merman had a few lines from the book. Written by Herbert and Dorothy Fields, it is too lengthy, with a few numbers taking place off stage. And if the story is a big one, not even the score nor Miss Merman. Both are as fresh and full of vitality as when the show began in 1946. It received a 144-week run at the Imperial Theatre.

Miss Merman's voice is simply indestructible. It has lost little quality, and has none of its tone or easy wit. Her "bellying" of "I Got the Sun in the Mornin'" is still a revelation of Nativity and "There's No Business Like Show Business" is the

Busy Ifield Cuts Hickory Disk; TV Appearance Set

NEW YORK—Frank Ifield, recently signed by Hickory Records to make his first American TV appearance, will be heard on the Hickory Disk 30 on the NBC-TV summer series, "London Palladium Show." Ifield's first Hickory release will precede the TV appearance. It's No. 2407, "Doin' the Blues," composed by the late Fred Rose.

The side was cut during the month of May, in early May with his recording manager from EMI in England, W. S. Abbey, producer. The recording was produced by Wesley Rose, president of the Hickory label, the Acuff-Rose, combine, of which Hickory is part. During the visit, Ifield also cut a number of sides for an album to be released later this year. His first album, "The Best of Frank Ifield," to be released in late June, was produced in London.

Ifield is also signed to Acuff-Rose Artist Corp., which arranged for his guest appearance at the Grand Ole Opy during the month of July by negotiating for further American TV appearances for the artist next fall.

Eddy Arnold On Concerts

NEW YORK—Eddy Arnold has been playing throughout the concert and fair dates this summer. Among his key engagements are the New State Fair, July 9; Convention Hall, Philadelphia, July 24; the County Fair, Canton Fair, Minot, N. D., July 27-28; Casper, Wyo., Rodeo, Aug. 3; and the Big River Fair to Canada to make his de but concert appearance at Toronto, Aug. 10. On Aug. 19-20 he headlines the Chattanooga Fair, Oshkosh, Wis.; Lorraine County Fair, Wellington, Ohio, Aug. 23-24. Sept. 4 is at Reading (Pa.) Fairgrounds, and Sept. 5 is at the State Fair, Austin, Tex., as is a show-stopper. Sung by Miss Merman and Yarnell, it's called "Old-Fashioned Wedding," and it brought four encores. It sung in an old-fashined and fashioned after "You're Just in Love," from Call Me Madam," in tempo and style.

For RCA Victor, who cut the original cast album Sunday (7), this tune alone should provide a flood of sales. Actually, the album should fit right into the Record Club groove, with Ethel Merman appealing to both of new and old admirers across the nation.

The entire production, directed by Jack Sylow, bears special mention, for it is a full-length farce of extraordinary settings and lighting which cast upon the stage a rare beauty. All the elements, staging and choreography are much superior to the Broadway show of quite some time ago. The big test here is an excellent example of the blending of old and new with the technicals, with Jamie Rogers, previously in "Golden Boy," being a savage and fan- chered dance interpretation. The ballroom scene is another.

Also featured in the cast are Harry Bellever, recreating his

HERE'S WHAT DAILIES SAID

TIMES: "This is uncompli cated, Broadway musical comedy at its best."

NEWS: "I think this lively production of the musical will find new, young audience, because it's good in every way."

POST: "... those Berlin songs remain national treasures.

Merman of old. She carries the melody of "Till There Was You" and "Lost in His Arms" with a simplicity of style and directness that is lovely."

More than her singing deserves praise, however, is the casting. It is superb. As Annie Oakley, not only is she the sharpest gun in the West, but Arnold then rules, one of the smoothest, most dynamic performers on the Western stage as well. Her acting is smoothly yet delicate, discerning yet disciplined, and her pacing and satirical finesse is pure art.

As Frank Butler, Annie's rival in love and in business, together, compatibility, Bruce Yarnell is highly capable. Old-time, 6-foot, 6-inch frame and a powerful control of his acting is impeccable. He is a middle-aged actor, and is not easy at first to accept Miss Merman, but his acting and his performances with a younger man. But this is dispelled as her role progresses. Only one thing is detracting from the plot, and that is a show-stopper. Sung by Miss Merman and Yarnell, it's called "Old-Fashioned Wedding," and it brought four encores. It sung in an old-fashined and fashioned after "You're Just in Love," from Call Me Madam," in tempo and style.

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Sparrow's 'Sounds' Score

NEW YORK—Few in the audience last night at the Savoy Odeon in the Tenderloin to hear the premiere of the "Sparrow's Sounds" score was sung by the Sparrow, a Canadian rock 'n' roll group who opened at the Savoy Odeon, "They're no fun to watch."

She accompanied herself with a guitar on a lusty, rousing "Bill Bailey," and on a country-ori

Bobbi Martin Headliner Cooking on All Burners

NEW YORK—Bobbi Martin came out like a genuine with at her Living Room debut here Monday night. The Dynamic Coral Records artist dished out a program of standards, contemporary pop, comedy hits, jazz and country-oriented material and came up a winner in every department. And she did it with style.

Show stopper was Miss Martin's version of "Wish You Were Here," used by a baroque satire and larded with some jolts like-"somewhat less," "I'll Miss You," and first special topical lyrics, was the best since Eddy Arnold.

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Show stopper was Miss Martin's version of "Wish You Were Here," used by a baroque satire and larded with some jolts like-"somewhat less," "I'll Miss You," and first special topical lyrics, was the best since Eddy Arnold.

Sparrow's 'Sounds' Score

NEW YORK—Bobbi Martin came out like a genuine with at her Living Room debut here Monday night. The Dynamic Coral Records artist dished out a program of standards, contemporary pop, comedy hits, jazz and country-oriented material and came up a winner in every department. And she did it with style.
Epstein Goes American—Forms Firm With Lawyer

NEW YORK—Brian Epstein has established a management beachhead in the U. S. Epstein, who manages the Beatles, and heads Britain’s NEMS Enterprises, Ltd., has formed, in association with New York attorney Nathan M. Weiss, Nemsperor Artists, Ltd., to manage American talent. The group will be represented by the newly formed management organization, The Cykle. The group, which scored with its first single on the Columbia label, “Red Rose Valley,” has been set to appear with the Beatles on their U. S. tour this summer. The group is licensed by Mercury, who have already scheduled 14 cities, where 19 concerts will be heard. The tour will open at Chicago’s International Amphitheater on Aug. 12. The group consists of Marty Fried, drummer, and Martin,15 years old. The tour is sponsored by Paramount Pictures. Cykle will be seen by British audiences for the first time. Their next Columbia single will be “Turn Down Day.” The group will be represented by General Artists Corp.

Charles for Texas

AUSTIN, Tex.—Roy Charles, the famous record producer, will head a cast of stars at the Municipal Auditorio in this city on July 4. The cast includes the Beatles and Charles’ 18-piece orchestra will be featured.

Longhorn Jazz Fest to Try It Again in 1967

AUSTIN, Tex.—A majority of the local financial backers of the recent Longhorn Jazz Festival have voted to underwrite another major jazz festival here in April 1967.

Director Rod Kennedy said the backers lost a significant amount of money, but the loss was expected and in order. Attendance totaled 11,000 fans in spite of the University of Texas Round-Up and cold weather the first night of the festival.

George Wein, who produced the first Texas jazz festival along the lines of his well-known Newport Festival, said, “It takes several years for a big festival to get its feet on the ground. We had a few problems with the fast press and publicity support which the first Longhorn Jazz Festival received, there is no doubt that by 1968 the Longhorn Festival will be enjoying the same success as Newport.

Guarnieri Series

CAMBRIDGE, Mass. — The Guarnieri Series will open its fifth season with a series of transcriptions in four concerts in a five-concert series on consecutive Monday nights at Sanders Theater, beginning July 11. Guest artists will be violinist Leonard Shure, clarinetist Harold Wright, and soprano Helen Bostwick. The concerts are affiliated with the Harvard Summer School.

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GONE with The GAYLE... By Tim Gayle

Although this twice-a-month column will bulge the better of clients, it won't be all there's a file in words in side now and then, irrespective of whose side.

I note how fabulously successful Fast-Flyer's training has become. Larry is one of those rare gems with 24 karat touch.

YVETTE, remarkable and determined, has been a lioness. She has her own label, Yvette Records, is a member of MCA, long since afloat and now twenty-four, in Baker in Paris. Tim Hall, Senior Broadcast Specialist, U. S. Army Recreation, Fort George, Monroeville, will be Air Specialist Yvette's "Craw, Baby Craw," for national programming. Yvette & The Lords do it up with big rock and soul.

The Kids, four musical kids, 10 to 14, on Frank Lucinda and Miami, will be both at the top in MCA. There'll be a lot of tapes.

The From nearby Bath, N. Y., attractive Beverly Roberts is holding world's championship as actress. My gayle's wife, Lawrence, will see them.

Lot of talent from up there. Best-looking girls in America. Marcia, mother of our 50-year-old pony, Power, can't wait for all that area, proof enough for us.

Hollywood's Wine Brothers Restaurant, 1645 N. Figueroa, well located for record-label dining. Rudy Valle is the boy who made the spot, prompt appearances.

One-Line Notes: Durward Erskine, who recently won the International Trombone C'ship, Ca. and the Town, Mont., have won John Wells and Les Battle their attention. Took their clefting for title song to his new Nashville-based picture, "Tennessee Rebel." Eddy Arnold on camera in it.

Ronnie Kartchner will make Bud's Arizona Lucky with "Lucky Me" and "Add It Up" on El Dorado. Cash register agent.

Claud St. ette etching Hazel Lurie's "Someone to Love" and Jack Sanders' "I'm Going to be Right Here."

Jimmie Crane ("If I Give My Heart to You"), wrote title for Episcopal "Reign of Hearts," Agaw as its new Connoisseur Francis.

Read me in two weeks.

TIM GAYLE

Public relations/Records and Rec.

Prudential West Coast Records

6376 Yucca Street

Hollywood, Cal. 90028

Telephone: (213) 332-5151 and 465-6258
Motorola Distribs See New Home Entertainment Models

CHICAGO — Motorola, Inc., last week introduced its new solid-state radios during the firm's annual distributor convention held at the Sheraton-Palace Hotel here.

Starting with a model, "kiddy player," which carries a list price of $49.95, the portable phonographs and eight new solid-state radios will be available for automotive use, are scheduled for delivery in late summer. The auto unit and the "home" deck unit which is to be used at home on an existing sound system, did not carry any list price.

The third model, a portable self-contained transistor stereo unit which resembles a portable phonograph in external appearance, was priced at $39.95.

The Motorola AC deck used in the home unit is an adaptation of the firm's established DC deck which is the basic element of the Ford Motor Co.-factory-installed cartridge type tape radio.

The AC deck is also used on the recently introduced RCA Victor home console unit, and according to industry sources, will most likely be the mechanism of the soon-to-be-introduced Borg-Warner and Packard-Bell 8-track home units.

The Motorola home cartridge systems are called the CPC (portable) and the CPTC (home). The auto systems are the AC and TM-706.

The firm's 1964 stereo portable phonographs include: Model 40305C, with detachable speaker, $49.95; Model 99305C, with detachable speaker, $59.95; Model 10106C, 6-inch speaker, $59.95; Model 10107C, 6-inch speaker, $69.95; Model 10206C, six-inch speaker, $99.95; Model 10207C, six-inch speaker, $139.95; and Model 10305C, $179.95; and Model 10306C, $229.95.

Table Radios

New tables will also include: Model XT4C, $29.95; Model TT4C, $39.95; Model TT2C, $49.95; Model TT4C, $79.95; Model TT6C, $99.95; Model TT8C, $129.95; Model TT14C, $199.95; and Model TT14C, $269.95.

Phonographs

Motorola, the other three are FM.

Cartridge Players

The stereo tape CARTRIDGE players, two of which are sold to dealers for automotive use, are scheduled for delivery in late summer. One of the two new solid-state radio systems will cost $29.95 and the other $39.95. The third model, a portable self-contained transistor stereo unit which resembles a portable phonograph in external appearance, was priced at $59.95.

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Motorola finishes preparations for 65th annual music show

CHICAGO — The 65th National Association of Music Merchants (NAMM) Convention and Exhibition to be held here July 10-14, will start with a keynote address by Joseph E. Harper, public relations director of the World of Tomorrow, and President of the Music Industries Association of Chicago, Ill.

Burgar, who has had years of selling experience with top U. S. corportorations, will talk about how "to get better" a formula for selling success — at the opening luncheon in the grand ballroom of the Conrad Hilton Hotel on July 11.

Burgar, who believes that the success of a business "depends more on how one sells than on any other single factor," will talk about the art of "selling" one's own product, the "secret ingredients," and in motivating others' successes.

Earlier on that day (11) at 8 a.m., the National Association of Music Merchants and the Chicago Symphony will hold its Annual Member Breakfast. Guest speaker will be Sidney J. Kutner, president of the Kay Musical Instrument Co. The business session will include election of new officers and directors.

Several late registrations for the Music Show were received by NAMM last week. They include the following exhibitors who will be on hand at a special interest to record dealers:

Grundy-Trump-Adler Sales Corp., New York, N. Y.; Stambach, president, Room: East Hall, 120.

International Tape Cartridge Corp., New York, Larry Finley, pres., Room: East Hall, 106.

Viking of Minneapolis, Inc., Minneapolis, Minn., R. L. Russ, sales manager, Room: East Hall, 120.

The entry of these three firms, along with the previously announced Lear Jet Corp., as exhibitors in the Music Show, indicates that a concentrated effort to market tape CARTRIDGE products through music and record dealers will most likely be made at the show.

William R. Gaud, executive vice-president of NAMM, said earlier this year that he anticipated a great deal of interest in tape cartridge products at the show. Mr. Gaud, who is a greeting card business — with expectations that "80,000 cars will be added tape players in 1966." Already home players using tape car-
ttridges have been introduced and are being marketed in the big market ahead in the fact that cartridges can be used interchangeably between home and car units," said Gaud.

The show, which is attuned by about 85 per cent of the nation's buyers of musical instruments and electronic entertainment products, had 95 per cent of all available space already booked four months ago and officials predict a total attendance of 20,000.

The show has been expanding so rapidly in recent years than NAMM officials moved in 1964 from its previous home at the Palmer House to its present home at the Conrad Hilton, reports that the show would eventually be moved to McCormick Place have been denied by NAMM officials.

Record Dealers

One of the highlights of the 1965 NAMM Show will be a special meeting of the phonograph record committee on Sunday, July 12 at 2 p.m., in the Recording Room 8 S. H. Galperin, director-chairman of the committee, has announced that all record dealers are invited to join the discussion on record retailing problems. Attendance of this meeting will be restricted to regular members of NAMM and non-regular members who have written to the national office requesting a list of between record dealers and the music merchants association.

Jukebox Aids Record Dealer

SAN RAFAEL, Calif. — A jukebox, a soft drink vending machine and a popcorn maker in my store, the Record King, in order to get his customers more relaxed and in a "buying" mood.

San Rafael, a soft drink vendor and a popcorn machine are unusual, but effective devices, used by local record dealer Myron King, owner of The Record King, to attract customers.

The jukebox, a 100-selection device, has been placed in the middle of the store and carried samples of the same type music. The machine gives youngsters the opportunity to hear a particular record without having to use a disk from stock. The jukebox also reminds shoppers of other records in which they might be interested.

The soft drinks and popcorn, said King, provide good drawing for customers — even those who come in on other days — and put customers in a more relaxed and buying mood. King told Billboard that he does not sell at discount prices — even at list — but has established a record club. With purchases of $10 or more, record buyers are given a credit toward additional purchases, with no limit upon the amount of credit one individual can receive.
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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 Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.

GE Phonograph

Runaway Fun phonograph by General Electric, Operation takes 4 D batteries up to 50 hours, or optional AC converter. Solid-state unit plays 33 1/3 and 45 r.p.m. records, weighs four pounds, available in blue green and gray beige polypropylene case at $139.50.

GE Phonograph


Zenith Phonograph

Zenith Spectator monaural phonograph and AM radio. Solid-state operation on AC current, four-speed record changer, plays internax 10 and 12-inch records, receives AM and FM stereo, separate design cabinet. Available in blue, white or golden yellow. No price.

Scanning The News

...Continued from page 50

New production is discussed. As a result of the merger, Emerson now is called the Emerson Television and Radio Co., a division of National Union Electric.

Zenith Sales Corp. announced last week that distributor orders of the firm's products continued at a record-setting pace. Stereo and hi-fi phonographs posted new highs in both units and dollars. Dollar value of orders was up more than 40 percent over the year-ago figure. Radio orders also showed substantial increase.

More than 400 Ames dealers and wives were awarded trips to Nassau, Bahamas, last month by the Ams Corp., at the conclusion of a four-month sales program. Sixty additional dealers and wives from across the country were flown to Los Vegas for a holiday. Dealers qualified for the trips, said Ams, by support of the Amex line through orders and sales during the four-month period ending in April.

Admiral Phonograph

**Industry Waging Debate Over ‘Surfer's Emblem**

**By RAY BRACK**

CHICAGO—Disputes and differences of opinion have greeted the emergence of the Iron Cross or Surfer's Cross emblem as a bulk vending charm item.

One supplier has condemned the item in the strongest terms, and many operators have banned the items from their machines.

Other suppliers are handling variously designed versions of the cross because, as one source put it, "We are getting requests and we must supply our customers.

Most operators contacted by this magazine admitted, if they were vending the cross, that they were doing so reluctantly.

The trend is stirring the controversy is based on the Iron Cross, which King Frederick Wilhelm III of Prussia had designated in 1813 as a military medal for outstanding courage. The original Iron Cross case was a large "W" in its center. Under Hitler, the "W" was supplanted by the swastika and the Iron Cross took on Nazi connotations.

Surfers Some months ago now the surfers contacted on the Iron Cross emblem as its own and the fad caught on in the Florida and California surfing centers. The symbol then moved to the teen-agers, taking on a different form, a slightly altered meaning. Instead of the derring-do idea associated with the surfing cult, the cross to the teenager meant some vague form of protection, rebellion, or individuality.

As with many teen-age fad items, the surfer's cross was introduced as a bulk vending charm. Several bulk suppliers now make some form of the charm available.

It is conceded by most that the teen-agers who hung the cross about their necks on a chain or the younger kids who buy the charm from a bulk vending machine are oblivious of the derivation of the emblem. To them, the item is merely "in." The problems inherent in vending such an item, it is asserted, arise when the charm is seen by an adult.

Outspoken denunciation of the Iron Cross bulk vending charm has come from the Penny King Co. of Pittsburgh, Penny King has mailed the following statement to all customers:

"We have had a few inquiries as to whether we are going to make the Iron Cross. The answer is no!"

"Penny King has always tried to maintain certain standards on items we are selling which will meet the exacting requirements of every parent, every P.T.A., every religious organization in the country."

"The Iron Cross, to our generation, means Nazi persecution. Hitler internment camps, where millions were exterminated simply because their religious faith was different from the Nazis. In other words, it symbolizes everything that is abhorrent to our American traditions.

"Our machines are supposed to cater to children. The persons who wear the Iron Cross, wear it as a symbol of revolt against law and order, revolt against the standards we fought for in World War II."

Metaphor "The Iron Cross bears little resemblance to the Maltese Cross, and, to change a metaphor, the Iron Cross by any other name smells just as bad."

Explaining this statement, Penny King manager, Mrs. M. Kelly said: "This is the first time Penny King has ever come out so strongly against an item, but we feel the Iron Cross will do a great deal to destroy the picture we are trying to put before the public of the vending machine business as a whole.

"She went on: "We are a respectable, law-abiding industry which caters to children. To highlight machines with an item like the Iron Cross, to appeal to substandard Surfers, would be a disaster. Innocent children who do not realize what the Iron Cross signifies would carry it home, or to Show and Tell in school and bring down a storm of protest against vending machines in general."

Gold-Plated One of the suppliers making the cross available to vending is Northwestern Sales, Inc., of Jacksonville, Fla. The firm's Ron Rosen said that the cross, gold-plated rather than the customary black, is supplied as part of a "Surfer's Mix," which also includes rings, bracelets and necklaces.

"Our competition came out with the cross," Rosen said, "and we made it available at the request of our customers. However, we will not put the item out in the machines on our own initiative."

He added: "We held off on the cross for a long time, but the competition finally made it.

(Continued on page 53)

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NEW "1" handle prevents loss of merchandise or parts if forced at terminals of vending machines. This feature prevents misoperation of machines.

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Eisenberg Tells History Of Controversial Medal

CLEVELAND—Veteran bulk vending businessman Herman Eisenberg sent us the following letter last week in defense of the new merchandise item commonly called the "surfer's medal." We reprint it in full:

"This letter concerns the latest fad to hit the bulk vending industry, namely, the 'surfer's medal.' The Surfer's Medal, like many other fads, has aroused a considerable amount of controversy. This item differs from many of its predecessors, however, by the fact that the arguments surrounding it are not directed against the Surfer's Medal, or Maltese Cross as it is more correctly called, but are based on total lack of information instead of legitimate differences."

"Historic Description—A simple historic description of what the Maltese Cross is and what it has stood for in the past will suffice to set the record straight and curb unfounded rumors. The Maltese Cross was originally a symbol of the Order of St. John, a group of European knights during medieval times. First of all, it is a cross which, along with several other forms of crosses, have become symbols of Christianity as we know it. This cross is distinguished by the fact that it has eight right angles. Since its introduction in the Middle Ages, the Maltese Cross has been a symbol used to decorate brave and outstanding men by every country in the Western World. The Maltese Cross came to symbolize the Eighty-sixth Division of Britain's Victoria Cross and Military Cross, France's Croix de Guerre and Legion of Honor, Russia's Cross of St. George, and Germany's Iron Cross. Most important is the fact that the Maltese Cross is used by the United States of America as one of six different awards ranging from such cherished medals as the Navy Medal of Honor, Cross of Valor, and Special Medal of the Navy Marine Corps, to lesser awards as the Marksman Medal or Sharpshooter's Medal.

"Any observer can clearly see that the Maltese Cross is a symbol not restricted to any particular country or time but rather is a universally accepted symbol that has been given to any country that wishes to honor its military. The best example of this is the fact that Germany used the Maltese Cross in the form of the Iron Cross to honor its fighting men during World War II, whereas now it no longer is a German symbol but is a French, Russian, British or American symbol. This is one of the reasons why the critics of the Surfer's Medal have said is as ridiculous as telling an American fighting man who lost the Navy Medal of Honor or a British fighting man who lost a Flying Cross that he is unattractive and should be ashamed to wear it in public. Of course, we have chosen a symbol of goodness and religious and political controversy.

"Debate on 'Surfer's Emblem' needed to supply the item"

Roger Foit, principal in the country's largest bulk vending operation, Folz Vending of Cleveland, Miss., said the company will not vend the Iron Cross.

"We stay away from religious and politically controversial items," Foit said. "We are sure that many of our customers would resent this particular item."

Protest

He added that in his opinion the Iron Cross, as some have claimed, has no religious or political resemblance to the Maltese and Fireman's crosses.

"I'm not going to admit it," declared veteran Chicago operator Bob Kantor, "but I am putting my money on the Surfer's Medal. I'm sure that if the kids don't get a Surfer's Medal, they'll be able to buy one for their machine, they'll get it somewhere else. Most kids are not aware of the true history of the item and think it is only in a kind of protest that some kids want it. If their attention is called to the past of the item by adults, the children will learn a valuable lesson."

Kantor observed that the Surfers Cross is not doing well in his machines.
COIN MACHINE news

Background Music Today

How Industry Lives With It

NEWS ITEM: California operators Perry Polite and George Pizanie feel there is a trend by some of the newer cocktail lounges to install continuously playing background music instead of coin-operated phonograph. According to Polite, the number of calls for background music has increased in proportion to the number of new clubs being opened. Polite added that his firm charges $25 and $40 per month for maintaining a background music system.

By PAUL ZAKARAS

CHICAGO—Background music has been described as music that is "heard, but not listened to." More important to the coin machine operator, however, are the facts that background music is a means of generating business and coin-operated music is extremely limited.

BREAKDOWN OF MUZAK background music system customers around the country reveals that less than 1 per cent of these systems are in bars—indicating that competition between background music and coin-operated music is extremely limited.

Recover 'Lost' Locations With Background Music, Says Expert

By DONALD LUNDAY
Manager, Customusic Div.
Rowe Manufacturing Co.

WHIPpany, N. J.—The present growth rate of background music indicates that the industry should double in size during the next 10 years. Today's phonograph operator, if he wishes to take part in this growth, should also plan to become tomorrow's background music operator.

At Rowe we believe that there is real profit opportunity in background music for the coin machine operator. The operator should only look to background music as a competitor, but an allied field with a source of increased profits from locations.

The best way to describe background music is to say "music recorded and programmed for a specific purpose for which a subscriber is willing to pay." This is certainly different from the accepted definition of coin-operated music. With background music, the subscriber selects the type of music he wants. In coin-operated music, the customer selects the type of music.

For years the cry of the phonograph operator has been "the key location." That is, the jukebox location lost due to urban renewal or the location lost because the owner changed the name from a "tavern" to a "lounge" or a "diner" to a "dinner house.

True enough, these locations are often lost as jukebox spots. Such locations, however, should not be lost as music spots, or as money-making spots. The

(Continued on page 57)

MOA Meets With Manufacturers; Will Make Most of Show Hours

By RAY BRACK

CHICAGO—Music Operators of America officials had two productive meetings with prospective 1966 trade show exhibitors here last week. Company representatives and MOA people agreed on the desirability of having a record exhibit hours, expanded morning MOA exhibit periods were strongly advocated by, for example, Hank Ross of Midway Manufacturing Co., Bud Lurie of Williams Electronic Manufacturing Corp., and Dick Boyan of Logon Distributing Co., all Chicago area firms.

Harmonious

The concurrent conventions are expected to draw a record number of coin machine operators to Chicago. MOA officials are hopeful that 2,500-plus will register for this fall's show. The figure at last year's highly successful show held a month and a thousand miles apart from the NAMA event was 1,100.

On Wednesday, MOA representatives had what the association's executive vice-president, Fred Granger described as "our most harmonious" meeting with the phonograph manufacturers. He said Granger were MOA president John Wallace, secretary James Tolson, treasurer William Cannon, board chairman Lou Casola, and vice-presidents Les Montz, Clinton Faccio, and Phil Mooney. Montooth and Faccio are co-chairman.

Phonograph firm representatives with the MOA group included Dick Broyer, Bristol, Seaberg's Ed Claffey, Rock-Ola's Les Riek and Rowe's J. A. Dowling.

Manufacturer representatives at the Thursday meeting were Clarence Hans of Patterson International, Gene Daddis of American Shuffleboard Co., Mort Sorese of Chicago Coin, Hank Ross of Midway, Dick

(Continued on page 56)

Ex-Coinman, Now Muzak Operator, Compares Fields

SIOUX FALLS, S. D.—Norm Gofko, local franchise holder for the Muzak background music system, was a jukebox operator for 24 years. In 1964 he decided the

(Continued on page 57)

B-Music Supplier Sees You as Good Customer

By BRUCE WEBER

LOS ANGELES—Distributor and operator spending for background music product is going up. The coin machine industry is becoming more interested in the background music market.

David Anthony, executive vice-president of Tape-Athon Corp. of Inglewood, Calif., said he is excited about the prospect of growing sales and profits in background music. He is also pleased with the co-operation exhibited by the background music industry and the background music people.

The effect on business activity is becoming increasingly visible to both the operator, searching for fresh methods of boosting his income, and to the background music firm, now thriving because of increasing acceptance.

Since the coin machine industry became interested in background music as a means of adding value to an operator's business, the rate of business growth of Tape-Athon has been gratifying.

"Business has increased some 18-22 percent in the last five years," he said, "and some 27-30 percent in the last two years." First quarter figures at Tape-Athon showed sales of about $30 per cent for 1966.

Education-oriented Tape-Athon credits a successful drive to teach the coin machine industry about background music as the key to the system's public acceptance. After convincing operators that background music, is promoted correctly in jukebox-type locations, will add financial rewards to their income," Anthony said.

(Continued on page 57)

Abe Lipsky Honored in NY

NEW YORK—Nearly 150 friends of Abe Lipsky, New York coin machine jobber and Coinman of the Year, gathered at a banquet in his honor at the Starcle Hilton Hotel's Grand Ballroom Saturday night (9). Representatives of the coin machine industry, record manufacturers and trade press attended the dinner given by the Coin Machine Division of the United Jewish Appeal of Greater New York.

R. Milton H. Eliafaun of Newark, N. J., paid tribute to the guest of honor and said, "In the audience tonight, as did Al Denver, president of the Music Operators of New York. The speaker emphasized the excellent work of the campaign committee which resualled in raising $43,000 in pledges to the UJA.

Seated on the dais with Mr. and Mrs. Abe Lipsky were Mr. and Mrs. Gil Sohn, New York record firm owner, and chairman of the campaign; Mr. and Mrs. Meyer Poritzki, Abrahm Lipsky's brother; and the MOA Corp., and co-chairman of the Campaign Cabinet; Mr. and Mrs. Harold Kaufman, Musical Distributors and co-chairman.

(Continued on page 59)

ABE LIPSKY, center, receives two awards for his outstanding work in the Coin Machine Division of the United Jewish Appeal of Greater New York. Gil Sohn, left, chairman of the Coin Machine Division, presents Lipsky with the UJA award, while Al Denver, chairman emeritus, presents the plaque from the Music Operators of New York. (See June 18, 1966, BILLBOARD page 64.)

Two photos that were not uploaded: - Photo 1: A banquet setting with a table decorated for an event, likely with a sign that says 'Abe Lipsky Honored in NY.' - Photo 2: A group of people at an event, possibly the same as the previous description.
Operator Wins Injunction Against High License Fee

YOUNGSTOWN, Ohio - Mahoning County Common Pleas Judge Sidney Rigelhaft has granted a permanent injunction against the enforcement of a local city ordinance setting a $1,900 annual license fee for coin-operated amusement machines.

In issuing the opinion, the court said the fee action "cannot be justified in honest and common sense" and added that the ordinance "is surrounded by suspicious circumstances."

The latter comment is in reference to an increase amendment made an hour and one-half before the time the meeting at which the license fee ordinance was passed.

Judge Rigelhaft termed the fee of $1,500 for the first device and $3 for each additional machine "excessive, unreasonable and arbitrary."

The case came before the court in February when Donald Voss of Canfield, describing himself as a small operator of amusement devices, brought suit challenging the new ordinance and asking for a declaratory judgment. Voss alleged that the ordinance was unconstitutional, discriminatory, and that it was illegally passed by the city council.

Charged

A member of counsel alleged that the body voted for the measure under the impression that it called for a $15 annual fee for the first machine and a $3 fee for others. He said the figure was changed from $15 to $1,900 between the time the bill was read and the time it was brought up for a vote.

Reliable industry sources in the area expressed the opinion that the exorbitant fee was backed by undesirable individuals attempting to gain a foothold in the business locally.

At a hearing prior to the injunction ruling, Mayor Anthony B. Flack testified that he removed his name as a sponsor of the measure after he learned that his original recommendation of $55 for the first machine, $10 for the second and $5 for all additional machines had been changed to the $1,900 fee.

In granting the injunction, the judge said, "A license becomes a tax and is not enforceable if it goes further than the necessary expense of issuing the license and of regulation." In

Injunction

Comparison of the sales and profit figures for Wurlitzer—stock of which com- mercially marketed on the Big Board during the year—follow:

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>Earnings</th>
<th>Per-Share</th>
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<tr>
<td>1965</td>
<td>$1,072,495</td>
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<td>$1,022,700</td>
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(*Based to reflect 33% per cent stock distribution, Jan. 21, 1966."

According to foreign operations, Rolling reported: "Our three wholly-owned European subsidiaries are growing. Deutsche Wurlitzer GmbH, Halle/Harz, Germany, is an engineering, manufacturing and sales subsidiary, while Wurlitzer Overseas AG, Zug, Switzerland and Wurlitzer Limited, Wilmington, Delaware, are primarily sales organizations. We are firmly established in Europe and our people know the markets for which they are responsible."

Deutsche Wurlitzer was organized in 1960 and occupies a new steel and concrete company-owned plant containing 68,000 square feet of floor space on a nine-acre site. Here we engineer and manufacture a line of Wurlitzer coin-operated phonographs, electronic organs and cigarette vending machines for sale primarily in Europe and the balance of the Eastern Hemisphere."

Higdon Joins Al Calderon

INDIANAPOLIS — Tom Higdon, lately with World Wide Distributors, Chicago, and Struve Distributors, Denver, has joined recently appointed Seattle distributor Al Calderon here to head up music and vending sales.

Said Calderon: "We're delighted to have a man of Tom Higdon's background join the organization in one of America's fastest-growing areas."

Higdon joins a staff consisting of Elliott Nelson, vice-president in charge of sales; Stan Ziegler, service manager; Marvin Crites, route manager; Ray Harris, field service; Alton Jones, shop foreman, and Abe (Duskey) Becker, office manager.

Wurlitzer Reports Best Phonograph Sales Year

CHICAGO — Wurlitzer President R. C. Rolling in the firm's just-released annual report announced net sales in excess of $50 million and said that coin-operated phonograph sales for the year ended March 31 were tops in the company's 110-year history.

"Coin-operated phonographs continue to be one of our in-

supporting products," Rolling stated in a letter to shareholders.

"More of these instruments were sold during the year ended March 31, 1966, than in the preceding year. For 33 years, we have been one of the world's largest producers."

Alluding to the manufacture of phonographs at the company's North Tonawanda, N.Y., division, Rolling remarked, "The modern jukebox is an American invention." While Wurlitzer has been build-

ing coin-operated musical instruments of various types for al-
most three-quarters of a century, the manufacture of the modern type, coin-operated phonograph is relatively new, since 1933 many changes have been made in the design and performance of these ingenious and popular instruments.

Rolling also disclosed in the

annual report that during the year the North Tonawanda selling organization was made responsible for the sale of Wurlitzer jukeboxes in the entire Western Hemisphere.

Five-year comparison of the sales and profit figures for Wurlitzer—stock of which com-

mercially marketed on the Big Board during the year—follow:

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Deutsche Wurlitzer was organized in 1960 and occupies a new steel and concrete company-owned plant containing 68,000 square feet of floor space on a nine-acre site. Here we engineer and manufacture a line of Wurlitzer coin-operated phonographs, electronic organs and cigarette vending machines for sale primarily in Europe and the balance of the Eastern Hemisphere."
to sell his coin-operated route and move exclusively to the background music franchise he had been building up for almost 10 years.

Due to Gefke’s experience with the background music industry, as well as background music, Billboard felt he was uniquely qualified to discuss the differences and similarities of these two businesses.

What, in your experience, has been the major difference between operating a coin machine business and a background music franchise?

Gefke: My personal experience, which would not necessitate significant differences in most situations, is that background music involves fewer headaches.

What type of business have you found more profitable? Gefke: Well, in the coin machine business you handle more money; you have a greater gross income; you also have a higher profit margin than the coin machine business.

You are saying that the coin machine’s operating expenses are considerably higher. What are some of the areas of reduced expenses for the background music business?

Gefke: I can’t speak for the whole background music business, but in my particular situation the cost of the original investment, service costs, and “competition” expenses have all gone down. I mean in background music in more than one background music system, the cost of the installation is less than the cost of the coin box or jukebox.

My service costs have been reduced considerably in the last year. When I sold the jukebox route I also sold several trucks that were needed for the route. All I require for the background music route is a van. Also, while the background music machine is more expensive, it is no more expensive to meet the competition as in the coin industry. I have five-year contracts with all my background music locations. I don’t have to worry about fluctuating commissions, bonuses and other competition costs which come right out of a coin operator’s pocket.

Do you compete with jukebox operators in your area?

Gefke: No. The location I sell is usually of no interest to the coin operator. He does not plan to install a jukebox in a department store or the lunch counter’s waiting room. Only about 10 per cent of my locations, certain types of restaurants, are the kind that also have jukeboxes. Most of these were part of former jukebox routes. They no longer belong to me, but I try to cooperate with the jukebox operator in every way so that our music systems can coexist profitably.

Do you feel that the installation of background music in a jukebox location will seriously reduce jukebox sales?

Gefke: No. When I had both my jukebox and background music locations I did not have to install background systems in my jukebox locations. I experienced very little decrease in jukebox sales. In fact, several locations showed increased jukebox sales after the background music system had been installed.

Do you think that the background music business is a replacement for the coin machine operator?

Gefke: Yes. I think many of the coin operators in the future will go into background music. This country is undergoing many changes. Even in rural areas, the interstate highway is creating many plush lounges and restaurants that are good background locations. Somebody is going to do business with these people, and it might as well be the operator. Systems like Muzak are not going to be in competition with him because Muzak can be profitably operated only in cities of at least 50,000. The operator can obtain equipment he is familiar with sound systems, and he is an established local businessman. I think he is ideally suited to provide service for any background music locations that pop up in his area.

NORMAN GEFKE: "... it might as well be the operator."

Empire Premieres Imperial; Many Showings Scheduled

CHICAGO — The first in a new series of Imperial background showings featuring the new Rock-Ola GP Imperial phonograph was held last Friday (3) by Empire Distributing, Inc., regional outlet for the manufacturer’s music and vending lines.

Hosted by Empire executives Gilbert Burt and Joe Robbini, the affair attracted some 150 persons. Heading the guest list was Ed Doris, Rock-Ola executive vice-president. Empire sales manager Jack Burros greeted operator customers from throughout the area. Spotted in the crowd were many of Chicago and vicinity’s top old-timers and a good representation of the industry’s bright newcomers.

Vending sales manager for Empire, Dave St. Pierre, introduced sales representatives Bob Wilson and Bill Miler were busy acquainting operators with the new equipment during the evening.

Premiere Executives from Empire branch offices were also on hand, including Sam and Jack Himmelsbach, and Coinman, Inc., from Detroit, Dick Fisheron from Grand Rapids, Mich., and Bob Ronderos from Men- mine, Mich.

Also displayed was the new Imperial Premier Shuffle Alley manufactured by Midway Mfg. Co., one of many products, which are also handled by Em- pire. Hank Ross of Midway was on hand to greet the Chicago trade community.

Full details and photographs of the new Rock-Ola phonograph will be released to the press prior to June 20.

This Week Meanwhile, operators around the U. S. have been receiving invitations from the following firms for open-house showings, the majority of which will be held this week:

Bob Nims will host area business- men at his A.M.A. Distributors at 1711 St. Charles Avenue in New Orleans.

The new machine will be viewed in Lecunawana, N. Y., at 1386 Electric Avenue, courtesy Joseph H. Shaw at Ace-Hi Distributors.

Joe Ash and Martin Brownstein are introducing the new machine in Philadelphia at 666 N. Broad Street, Amuse- ment Machines Co.

Pulling the cover off the Imperial in Houston will be E. S. Riddle, in a ceremony at Amusement Distributors, Inc., 1615 S. Emanuel Street.

Kansas operators will view the unit on Manhattan at Bill Music Distributors, Inc., 124-126 Poyntz Avenue, hosted by A. L. Puckey and Evers.

High Plains distributor H. B. Braincl will show the GP Imperial, too. Harry will greet the trade at 825-827 East Front Street, Borden.

In Indianapolis, CMI Distributing Co., Inc., represented by Ernie, Charles and Morris Calla- der, will open their doors to coin machine operators at 527 North East Street.

Businessmen in the vicinity of

(Continued on page 58)

Billboard

America's only weekly business newspaper published for any industry in full color.

1966

Non-
Jukebox

Jukebox

Bars and Snack Shops

FRINGE LOCATION

1976 (estimated)

Non-
Jukebox

Jukebox

Locations

FRINGE LOCATION

OPERATOR’S ENTRY INTO BACKGROUND MUSIC will increase as the number of the fringe locations increases through the years. If recent trends toward plush cocktail lounges continue, the number of bars and restaurants seeking background music will rise significantly. Coinmen’s interest in the background music market is evidenced by the number of fringe locations for such locations than lose them entirely. Circles on the following page illustrate these systems. Circles on the right indicate typical jukebox locations.

MOA Meets Mrs. Continued from page 54


President Wallace predicted the finest convention ever and reported considerable exhibit enthusiasm. Though reservations for booth spaces were not sought at the meetings, several firms signed up for the show.

Greatest business meeting format for the convention would remain substantially the same last year. He announced that a "big push" for international attendance will be made this year.

June 18, 1966, Billboard
B-Music Supplier Sees You as Good Customer  

(Continued from page 54)  

operators and distributors are playing an important part in the growing prominence of this field."

Sales Tool

Although Anthony feels background music plays an integral part of the jukebox, he believes the phonograph is still the major tool.

"Background music must be used as a sales tool to create additional revenue for the operator and the location owner," Anthony also explained his firm's position to coin operators and deejays. 

We feel that background music can be fatal unless it is properly programmed and played. It must be effective to the operator background music is a high-pro margin item for the location programmer. It can be played as a separate product programmed for a specific location, whether it be a bar, motel, lounge, or even a small, two-room location.

"As we know, we must not employ for this purpose. It requires special arranging, mixing, re-recording, and recording techniques."

Operators must learn that background music is the key to their operation. Certainly, the bar is the key to this, as the location, a restaurant, or even a single location.

Not all locations are convinced background music is not just a "add-on" to a location. Anthony said, as the industries are bound to come closer together.

B-Music Supplier Sees You as Good Customer  

(Continued from page 54)  

jukebox operator has everything going for him in that "lost location," he says. The operator must have at least one location and also should be able to convert it to a bar location and also to keep doing business with the owner.

Converting is easy than some operators think. In most cases, the location's speakers and wiring is already there, making a background music system ready to "plug" into an existing music library service. The operator already has the necessary service department. And his bookkeeper can send out monthly invoices as easily as he can count the financial returns.

Our industry has changed considerably in the past 20 years. What was once a music operator to become a music and games operator. Today, the music operator is a music provider, and background music is clearly on the way.

The operators avoid this all too quickly. Instead, they simply begin to build a recurring income by converting long-term location contracts for background music services.

Customas, a product of Radio Vendors of America, is well acquainted with the specific needs of the coin music operators. The company has developed a system designed to meet the needs of coin operators and deejays.

The Customas Libraries are "music programmed for a purpose," according to the company. These libraries of music as well as special cartridges like "Hawaiian" and "Rhythm" to serve a variety of location needs.

"The way we see it," says Customas, "we are providing a simple means for the operator to provide background music for the location.

B-Music Supplier Sees You as Good Customer  

(Continued from page 54)  

minded."  

-Available.  

THEY ARE THE RULES, OKAY?  

B-Music Supplier Sees You as Good Customer  

(Continued from page 54)  

"Many new avenues will open to the coin operator. We have not yet realized the potential of background music. Any coin operator who is going to help his industry emerge within the coin machine industry must be concerned with background music."

Tape-Athon background music is designed for every purpose, but primarily, for the operator and distributor, and Anthony.

"Soon," said, "the coin machine operator will be branching into superstores, retail stores, shopping centers, department stores, motels, and even churches to promote background music. No longer will his program be limited to his own bar hall, bars, and restaurants. With added locations come increased profits."

Anthony said Tape-Athon prefers to work with the operator through the distributor, but always with the individual coin operator according to Anthony the reasons are simply stated.

1. Economically programmed to fit the specific needs and requirements of the location, restaurant, or even a single location.

2. Economically priced.

3. Programmatically flexible.

4. Stimulates profits.

5. "Built-in" psychological advantages to enhance and patron.

6. Easy co-operation makes music noise allotted.

A Background Music Report  

(Continued from page 54)  

some of them are based on logical others on misunderstanding.

COMPETITION. The operator has to be prepared for competition from the background music business. The main reason for this is that we can find music that people don't play by the operator. If there is one at the location, leasing, and even worse, direct location selling by some manufacturers of background music systems, is being carried on right down the line. From his point of view this type of competition is somewhat limited.

Also, few operators indicate they have stopped to examine the make-up of a background music business. All they know is that some of their favorite jukebox locations have forsaken them and that a number of newly opened cocktail lounges have rejected the jukebox in favor of the background music systems. Therefore, most operators believe that background music is an attractive alternative competitor with the jukebox.

Finally, the operator who believes this is really "tight" the "competing" of some of the background music operators. They generally regard themselves as small, independent businesses. They live or die with the service they provide competition with giant firms.

The operator then, background music often appears to be a "great" competitor. Research shows that such a belief, fortunately, is not quite true.

An examination of the typical composer of a large background music firm reveals that the majority of these are locations that would not be considered for a jukebox. (See chart.) Office buildings banks, supermarkets, factories, "industrial" locations are prime targets for the background music location since there are few locations closer to the location's territory is the background music location. Installation of such locations is the type that have never had a jukebox or have never been profitable for the coin machine operator.

ROYLT ASPECT OF BACKG'RND MUSIC SYSTEM  

(Continued from page 54)  

Finally, making up a tiny portion of the background music business is the "red-carpet," the plush, cocktail lounge type of location. Here is the area of competition. The clear distinction between a legitimate jukebox location and an obvious background music location breaks down at this point. Therefore, rather than being a direct competitor, big background music firms meet the coin machine industry in a very limited area.

Operators generally believe they must take a stand here and fight to keep these locations, this is how they are "forced" into the business.

Once they commit themselves to entering background music, operators say they will not be as successful. Unlike coin machines, operators have discovered, background music systems require little service. And, if someone is going to sell, or lease a background music system to a location, why shouldn't it be the operator? Many firms claim they are delighted to have a knowledgeable local representative, like the coin machine operator handling their background music systems castles.

Operators also realize that their "competing" partners are not as powerful than they might seem. The type of location where competition is greatest is one that has several distinct advantages. The cocktail lounge, unlike a factory or office building, is a small business with many individualistic features. The operator, as a small businessman, has the necessary flexibility to make the kind of arrangements that a large firm is not geared for. Also, in non-urban areas, the large firm finds expansion too costly and leaves the field to local businessmen.

USING ROTIE SYSTEMS. Coin machine operators who start to delve into the background music business say that they try to get the location to keep the jukebox in the line. Operators approached by Bally-built locations in search of a background music admit that they will install such systems with the hope that someday they will turn the location into a jukebox spot.

"We generally resist the location's attempt to install a background music system," said one operator, "because it often hurts our jukebox collections. In many locations we find that collections dropped as much as 50 per cent after the installation of the background music system.

Precautions  

World-Wide Distributors, Sebring representative in Chicago, which has handled jukeboxes, told Billboard that several types of precautions are taken to prevent the possible collection drops in situations where Sebring background systems are installed along with jukeboxes.

"First of all," said World-Wide's H. David Echols, "when an operator comes to us and says his location wants back- ground music, we suggest a way that background music can be put right on the jukebox. Forty of the 160 solutions we can equip with a switch which makes it possible to play any..."
Empire Premieres Imperial; Many Showings Scheduled

Continued from page 56

Utica, N. Y., will view the new piece in the Victor Conte Music Co. showroom at 1001 Laming Street. Conte and John J. Passariello are sure to be on hand.

Over in Rochester, Joe Grillo will run the machine through its paces at Flower City Distributors, 398 Webster Avenue.

In Montgomery, Ala., where jukeboxes are commonly called "Rock-Olas" generally, Ruben Franco and Joe Capitoluto have plans to show off the new machine at Franco Distributing Co., Inc., 24 North Perry Street.

Harry Hoffman
Harry Hoffman and George Goldman are reported as gracious hosts at every new product showing at General Vending Sales Corp., 239-245 W. Biddle Street, Baltimore.

Greater Southern Distributing Co., 321 Edgewood Avenue, Rockville, will feature the new Rock-Ola phonograph this week. Morris Pihl and staff will be on hand to answer questions.

The Greeks, Tom, Frank, Joe and Jack, will be hosting operations at the Greek Bros. Amusement Co., Inc., Glenside, Pa. The Zoroufy's, Bynum and Ed, will do likewise at H. Z. Vending & Sales Co., 1201-1207 Douglas Street in Omaha.

Amos and Dan Heinicher with Norman Pink are looking forward to introducing their first new phonograph for Rock-Ola this week at the distributor family. They'll get the tinge at Seeburg Distributors, 7500 Wazaya Boulevard, Minneapolis.

Kings Distributing Co., 2712 West Pico, will be the second of the machine's Los Angeles unveiling. Nick Carter and H. O. Chapman will officiate.

Welcome operators to a showing at the B. D. Lazar Co., 1635 Fifth Avenue, Pittsburgh, will be J. D. Lazar, E. H. Gold- vall and Allan J. Karanek.

No less welcome will be the operators who greet Lawrence L. Sturgeon, Charlie Fletcher Jr., J. Holden Jr., and Oscar Hedrick at LeSturgeon Distributing Co., 3100 S. Tryon Street, Charlotte, N. C.

Mile High

The thriving Colorado area trade will be met at the front door of Monroe Coin Machine Exchange, Inc., 2435 Payne Avenue by Norman Goldstein.

Pee Geez takes the new model into the Mile-High City. It'll be shown at Mountain Distributors, 3630 Downey Avenue, Denver.

Newest of the Rock-Ola distributors, Globe Automatic Vending Machine Co., Quincy, Mass., will open its doors with the new phonograph at 378 Granite Street. Anthony Grazio and Dave Shuman will be getting acquainted with operators.

Joe McCormick of Musical Sales, Inc., St. Louis, is known for making customers feel at home at 2920 Locust Street.

The Peterson, Bud and W. R., Sr., are looking forward to showing the new unit in their headquarters at 611 East Street, Modesto, Calif.

Eli Rosen
In Miami, Eli Rosen Distributors, Inc., will be the new machine's debut site. Look for Eli Rosen, Maynard Ross and Morris Herzig at 852 N.W. 71st Street.

From around Shreveport, La., commen will go in to look at the unit over at S & H Distributing Co., Inc., at 1550 Bolinger Avenue, where they're likely to be met by T. W. Hughes and Mrs. Myrtle Singley.

Musical Cobbins, Tenn., will get its first look at the Rock-Ola GP Imperial phonograph at S & M Distributing Co., Inc., 462 North Second Street, greeted by Allan Dixon, Earl Montgomery and Frank Smith.

The doings in Nashville will be at Sanderson Distributors, 612 Eighth Avenue, South, Harry R. Sanders and George Hagedorn attending.

Moving east, West Virginia operators will note that Red Wallace and brother E. R. Wal- lace will be happy to talk phonographese at Walcall & Wallace Music, Inc., 401 Jones Avenue, Oak Hill. (Music will be on hand, too, of course.)

E. M. Hudson at the Vending Machine Exchange, 63 Commercial Avenue, Bristol, Va., will talk music with the trade.

The Hogards, Romine and Rov, have the new machine at Tulsa Automatic Music Co., 739 W. 5th Street, Tulsa, Okla. Bluegrass businessmen will find the new Rock-Ola model at the S. L. Steibel Co., 635 West

(Continued on page 64)

BACKGROUNDD SYSTEMS THAT ARE AVAILABLE

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seeburg Corp.</td>
<td>Called the Seeburg Tailored Background music system. Unit dubbed Seeburg &quot;1,000&quot; because capacity is 25 phonograph discs each with 40 selections. Two models: BMS-2 (with amplifier) and BMC-1 (with preamp). Three music libraries: &quot;Industrial,&quot; &quot;Basic,&quot; and &quot;Mood.&quot; Available from Seeburg distributors.</td>
</tr>
<tr>
<td>Tape-Athon Corp.</td>
<td>Compact, reel-to-reel tape system with emphasis on tailoring background music program to individual institutions. Has several standard libraries plus new &quot;ethnic&quot; libraries. Available from Ingleswood, Calif., and coin machine distributors. Firm seeking wider coin machine industry distribution.</td>
</tr>
</tbody>
</table>
A Background Music Report

Continued from page 37

thing but these 40 times during the dinner hour. After that, the jukebox.

"However," said Schwartz, "even if the owner demands a background music system, it doesn't necessarily have to mean lost profits. We can equip the system in two ways: with a relay switch - which cuts off the background music system automatically whenever a coin is put into a jukebox. In addition, we can equip the system with a time mechanism which will shut it off after dinner hours."

Operators generally agree that such sales are the only necessary, but feel that getting a location to let the background music business in such a way is not always easy. "We often disagree with locations on how long the background music should be left on," said Wayne Hensch, a Chicago operator. "If we can get them to follow our suggestions, it's less difficult. We can keep jukebox play from suffering."

VENDING NEWS DIGEST


Marti of Canteen Elected in Ohio

COLUMBUS, O. — William A. Marti, Canteen Service Co., Toledo, was elected president of the Ohio Automatic Merchandising Association, at a meeting here recently.

Marti, who has been with the Toledo firm for 25 years, was also recently appointed administrative vice-president of the company. In other moves at Canteen in Toledo, Frank Beavers was named vice-president sales and Frank L. Beavers was appointed superintendent.

School Board Wants Cigaret Tax

HARRISBURG, Pa. — Pennsylvania board of education President Richard Dilworth has reportedly requested that the General Assembly pass a state tax of 4 cents on a pack of cigarettes, with revenue earmarked for Philadelphia city schools.

Dilworth has been seeking the support of political leaders for the tax, which was conceived by a citizens' committee.

At present the State imposes a cigarette tax of eight cents a pack. If the proposed tax should pass, it would be very much above the state tax. If the local tax were raised from 10 cents a pack, it would be subject to 12 cents a pack tax, exclusive of Federal excise taxes.

Under Pennsylvania law the Legislature must give permission for municipalities or other taxing boards to enter any place within the community to collect taxes for a public purpose.

Gov. William Scranton says he'll support the tax if it has the backing of the school board. city, city administration, city political leaders the platform legislative delegations to the background.

American Automatic Sales Record

CLEVELAND — Last week the American Automatic Vending Corporation reported increased earnings of $70,560 at fiscal year's end compared to $599,943 for the preceding period. This, the company says, is a record. It is a 32.67 percent increase over the year before.

A NO-CASH BUSINESS. Many operators say they don't like the background music business because, unlike the coin machine industry, it does not operate on a cash basis.

"From my own experience, and from what other operators have told me," said one Midwestern coin machine operator, "the background music bill is the last thing that locations want to pay. I don't like to have trouble collecting my money — and when you are not getting paid directly like you do from a jukebox, you sometimes have a hard time seeing the money coming in.

Industry observers feel, however, that the consumer's unfamiliarity with doing business by check is most responsible for such points of view in some of our cities," said one distributor, "there are very few businesses left that exist on a cash basis. In fact, most successful businesses, like department stores, prefer to receive small monthly payments rather than cash with each purchase. The coin machine operator is used to handling the money there and it will be some time before he can feel comfortable with an invoice and check type of business arrangement.

"However," he added, "the operator potential loss by lack of payment will most likely be less than his loss on gifts and bonuses. As a background music operator he enters into a contract with the location. If the location misses a payment he can take legal action if he is unwilling to give the owner some leeway. The most he can lose is one or two months' collections. The point is that a different kind of doing business occurs different risks. In this case it does not seem that this payment risk mentioned with background music is any greater that certain other risks connected with a coin operation.

Several operators told Billboard that they do not mind the non-cash aspect of the business.

"Actually," said one common, "when you lease a background music system set up to a location, you just wait for the money to roll in at the end of the month. By eliminating the 'coin' aspect of the business you automatically cut your service calls and your service costs. That and the security you have with a long-term contract, somehow seem to eliminate a lot of the worries that you normally would have with a coin machine location."

COIN OPERATOR AND BACKGROUND MUSIC. One operator, in a Bill- board letter, included the following two statements:

(1) "I don't want to be in the background music business. I'm in it only because I have to. I can't keep it going. I'm not willing to give up any location.

(2) "I think that the operator"

is the natural choice for the bar owner who is looking for a background music system. Who knows music, and problems of bars, better than a coin machine operators? He is more suited to satisfy the location's needs.

These statements reflect the type of attitude most operators have about background music. They realize that certain potential jukebox locations will prefer background music and they understand that they are the 'natural' source of background music installations for the location. Yet, outside of a relatively small number of exceptions, operators today prefer to be pushed into background music rather than attempting to take the offensive.

"They could be right in some cases," said World Wide's Schwartz. "Some of these background music locations are going to start looking for a source of revenue instead of just giving their money away. Many of them will return to jukeboxes and probably settle for a combined background music and coin phonograph system."

Seeburg's background music wins, Mr. Marti, said that "the future holds room for both background music and coin phonograph systems."

"Background music itself," said Trout, "is improving all the time. We are learning more about various types of locations and we are providing music that is better fitted for their needs."
Announcing Rock-Ola's Sensational New 1966 Phonograph!!!
...Model 433 GP/IMPERIAL 160 selections

June 13 - June 18

HARRY SANDERS
Sanders Distributing Company
Nashville, Tennessee

MICHAEL J. STANLEY
M. J. Stanley Company
Bellevue, Washington

ROMINE C. HOGARD
Tulsa Automatic Music Company
Tulsa, Oklahoma

GIL KITT
Empire Distributing, Inc.
Chicago, Illinois

VIC CONTE
Vicente Conte Music Company
Utica, New York

WALTER WALDMAN
S. L. Stiebel Company
Louisville, Kentucky

JOHN WALLACE
Wallace & Wallace Music, Inc.
Oak Hill, West Virginia

JOE ASH
Active Amusement Machines Co.
Philadelphia, Pennsylvania

T. W. HUGHES
S & H Distributing Co., Inc.
Shreveport, Louisiana

JOE McCORMICK
Musical Sales, Inc.
St. Louis, Missouri

HYMIE AND EDDIE ZORINSKY
H. Z. Vending & Sales Co., Inc.
Omaha, Nebraska

JOE ROBBINS
Empire Distributing, Inc.
Chicago, Illinois

BUD PATTON
Patton Music Company
Modesto, California

FRANK, JACK, TOM AND JOE GRECO
Greco Bros. Amusement Co., Inc.
Glasco, New York

ELI ROSS
Eli Ross Distributors, Inc.
Miami, Florida
Watch for OPEN HOUSE announcements at these ROCK-OLA Canadian Distributors:

- LANIEL AMUSEMENT INC.
  151 Rockland Road
  Town of Mount Royal
  Montreal 16, Quebec, Canada

- NEW-WAY SALES COMPANY
  1257-61 Queen Street, W.
  Toronto, Ontario, Canada

- WINNIPEG COIN MACHINE CO.
  768 Notre Dame Avenue
  Winnipeg, Manitoba, Canada

- VAN DUSEN BROTHERS
  10528-123rd Street
  Edmonton, Alberta, Canada

  (Branches) VAN DUSEN BROTHERS
  723 - 10th Avenue, S.W.
  Calgary, Alberta, Canada

- SELECT MUSIC COMPANY
  1803 Commercial Blvd.
  Vancouver 4, B.C., Canada

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COLLECTOR'S

STANDARD SELECTIONS
1 PLAY DIME OR
2 NICKELS
3 PLAYS QUARTER

SPECIAL SELECTIONS
1 PLAY QUARTER

Rowe AMI

KEEP ON DANCING
THE GINTELS
MAKE UP YOUR MIND
I HEAR A SYMPHONY
THE SUPREMES
WHO COULD EVER DOUBT MY LOVE

TREAT HER RIGHT
ROY HEAD
SO LONG, MY LOVE
HANG ON SLOOPY
RAMSEY LEWIS
MOVIN' EASY
RESCUE ME
FONTENELLE BASS
SOUL OF THE MAN

LET'S HANG ON
FOUR SEASONS
ON BROADWAY NIGHT

SOME ENCHANTED EVENING
JAY & THE AMERICANS
GIRL

1-2-3
LIN BARRY
BULLSEYE

TREAT HER RIGHT
ROY HEAD
SO LONG, MY LOVE

A LOVER'S CONCERTO
THE TOYS
THIS NIGHT

THE WALL-ETTE

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Easier installation and faster service make the new Rowe AMI Wall-Ette a collector's dream. Its high-speed service-on-the-spot means greater profits for you. Saves a minimum of five minutes service time per box. On a 12-box location you'll save an hour's labor.

On the other side of the coin ... the new Wall-Ette's sleek, compact design, "soft-touch" selector buttons and personalized stereo sound will captivate your customers. Results: more play, bigger collections!

Many exclusive features make service a breeze. When used on counter, the Wall-Ette can be serviced from back without disturbing customers.

Winking waitress call-to-service light she can't ignore.

Most compact of all wallboxes. Smallest in depth and height. With handy above-table mounting, salt, pepper, sugar can be stored underneath.

30° Stereo Round™ Sound offers the finest play-promoting remote stereo reproduction available.

Rowe®
MANUFACTURING
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* U. S. Patent No. 3,153,120
COINMEN IN THE NEWS

Please continue on page 53

This office indicates that the gang of burglars that recently hit Cleveland land is hard at work in St. Louis. But these pages are filled reports on Tom Higdon, known about these parts through his affiliation with World Wide Distributors, who has named sales manager for mas.

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MID-SOUTH

Lester Godwin, owner of Hope Novelties & Novelty, recently sold the company back to G. C. Thomas after four years out to Godwin some four years ago and thought that he wanted to retire. He says, however, "The coin machine business gets into your blood and you can't get away from it." So he asked Godwin, who is the local Wurlitzer distributor, to sell it back to him. Godwin sold the company back to Hope and moved to Little Rock, leaving Temple a very happy man back in the music business.

Leonard Robbins, president of American Vending Co., Memphis, reports that he is selling his vending route and moving back home to New York. The new owner is Allen C. Smith, former vending specialist for Southern Amusement Co. and Sammons-Pennington Co., Memphis. Smith is experienced in the vending business and should make a big success with same. It is reported that the sale price was $275,000. Smith will make his headquarters at 518 South Main Street.

Cotton Pennington, of Sammons-Pennington Co., Memphis, is in Nashville recently visiting his branch there. After 13 years in the music business as dean of the Memphis trade, Jake Kahn, president of Tri-State Amusement Co., decided to sell out and retire. He sold for a reported $35,000 to Mrs. Cecil G. Hodge, president of Southern Amusement Co., Memphis. Kahn's son, Charles, was vice-president of Tri State and is owner of a restaurant fixture company in Memphis, states that he is too young to retire and he plans to continue putting up restaurant and lounge fixtures. Jake was last seen hard at work on the lake with his fishing gear.

ELIZABETH, N. J.


Sony Unit Vends Patron's Image

NEW YORK — Sony has introduced a coin-operated machine which photographs 30 seconds of the customer's actions and plays the segment back twice on a TV screen.

Operated at a quarter and reportedly priced at $3,000, the unit takes the customer's picture with a small TV camera and records it on a revolutionary magnetic disk for instant playback. The disk may be erased and re-used indefinitely.

Suggested locations are country clubs (for golf-swing improvement), clothing stores (for 360 degree viewing of new garments), drama schools and dancing studios and cocktail lounges (strictly for amusement).

You Say You Saw It in Billboard
STRANGERS IN THE NIGHT
For the second time in 1962, with the success of "Strangers in the Night," this tune was reprised in the Top 10. Dudley's version rises to the top of the Hot Adult Contemporary chart, as well as the R&B chart. His hit single is built around an Eastern European folk tune "Tell Me, Tell Me." "Ode to a Flower," recorded by Dudley, stayed on top of the Contemporary chart for six weeks.

THE MAGNIFICENT MIRIAM MAKEBA
Mercury MG 16792 (M) / SR 61022 (S)
Miriam Makeba, who won a Grammy award in 1987, is a strong candidate for a Grammy this year. She has been nominated for her album "The Second Coming," which features her voice, accompanied by various instruments, including traditional African instruments like the bombo and the mbira. Her album includes "Tell Me, Tell Me," "Ode to a Flower," recorded by Dudley, stayed on top of the Contemporary chart for six weeks.

THE WHO'S WHO IN COUNTRY & WESTERN MUSIC
Various Artists, Capitol TT 2353 (M) / STT 2353 (S)
A special compilation of country and western music by various artists, including Waylon Jennings, Willie Nelson, Merle Haggard, Johnny Cash, and others. This album includes "I've Got You," recorded by Dudley, stayed on top of the Contemporary chart for six weeks.

CLASSICAL SPOTLIGHT
BRITISH: CUREWILL
Peter Pears / John Shirley-Quirk, London CSA 1154 (M)
Britain's beautifully lilted "Yvonne, for chamber performance music," is a sensitive, evocative work composed for a female voice, in this disk the story is told in the words of a young woman, simple instrumentation, perfect duet, featuring Peter Pears / John Shirley-Quirk, London CSA 1154 (M)

COUNTRY SPOTLIGHT
TOGETHER AGAIN
Roy Druski & Priscilla Mitchell, Mercury MG 10719 (M) / SR 61027 (S)
A sequel to their successful "Together Again," this album includes "I've Got You," recorded by Dudley, stayed on top of the Contemporary chart for six weeks.

COUNTRY SPOTLIGHT
COUNTRY ALL THE WAY
Kitty Wells, Decca DL 37564 (M) / DL 27564 (S)
A collection of country music hits by various artists, including Kitty Wells, Roy Druski, Priscilla Mitchell, and others. This album includes "I've Got You," recorded by Dudley, stayed on top of the Contemporary chart for six weeks.

ECCLES SPOTLIGHT
THE GOVERNMENT QUARTET
The Government Quartet, Capitol T 2339 (M) / OT 2339 (S)
Fans of the gospel quartet agree with this package, it is made up of outstanding performances by Melba Laughton and the Statler Brothers, and includes "Let Us Go to Bethlehem," "Happy Land," "Wipe Me, Rock of Ages," "Me, All the performances are memorable.

CLASSICAL SPOTLIGHT
PRINCE ROYAL PHILHARMONIC ORCHESTRA
Dorothy Jean Collection, London FM 30000 (M) / DPC 2160 (S)
Prroduinng the orchestral Fox is brilliantly performed by the Royal Philharmonic conducted by Arturo Toscanini, with a dramatic reverie by Arturo Toscanini, with a dramatic reverie by Arturo Toscanini, with a dramatic reverie by Arturo Toscanini, with a dramatic reverie by Arturo Toscanini.