Payola Probe Pot Boiling
As 50 Get the Witness Call

By ELIOI TIEGEL

LOS ANGELES—A sweeping wave of allegations that payola on stations is widespread in southern California began last Wednesday as the Federal Communications Commission called a promotion man Al Huskey to be witness stand in closed-door hearings in the U.S. Court House.

Huskey, opening testimony before hearing examiner Jay A. Kyle, had drawn the ire of some local top 40 radio stations and record companies for filing a $230,000 civil suit on April 17, 1964, charging rampant payola activities. Huskey's testimony as the Government's key witness is setting the tone for the investigations, which, according to Kyle, will run until all the subpoenaed witnesses have testified. The examiner could not predict how long the closed hearings would run.

Estimates of up to 50 persons have been reported as receiving subpoenas to appear before the specially convened hearing, many called as witnesses for the Government. The witnesses are being queried by Broadcast Bureau Attorney Joe Stimmer, who is seemingly not in tune with the FCC 4½ years and, like Kyle, is an 11-year veteran of FCC proceedings. He has never handled a nonsoap hearing into violations of the amended Communications Act of 1934.

Kyle said normal open FCC hearings usually involve license rights, changes of ownership and sundry technical matters involving the networks; the following Stimmer added that the Commission decided to keep the hearings behind closed doors in order to avoid "character assassination." The FCC left closed inquiries were "more conducive" (Continued on page 8)

IFPI Asks BIEM For Royalty Revision

By DON WEDGE

LONDON — Major revisions in their royalty agreement with IFPI are being sought by record manufacturers through the International Federation of the Phonographic Industry. Directly involving nearly a third of the world's record market, the IFPI plea for better terms will indirectly affect all authors, publishers and manufacturers dealing internationally.

BIEM (Bureau International de l'Édition Mecanique) is the Paris-based mechanical-right-collecting society for publishers and authors. It covers countries outside those whose national legislation does not call for compulsory licensing (U.S., Japan, U.K. and the Britain Commonwealth).

The standard BIEM rate is 4 per cent a side—flat based on retail selling price. With the current international trend toward ending price fixing (France and Sweden are among countries where it is not illegal), manufacturers decided (Continued on page 40)

Detroit & L.A. Sales 'Happening Places'

By CLAUDE HALL

NEW YORK — Detroit and Los Angeles are currently the two best places in the nation in which to break a record. Both cities in the past six months, according to a special Billboard survey, have had sight records that went into the No. 1 on their own and have spread with sales across the country to finally reach Billboard's Hot 100 Chart. In the case of Detroit, this includes "Cool Jerk" by the Captains on Karen Records, No. 7 this week, and "Oh, How Happy" by the Shades of Blue on Impact Records which went to No. 12 and No. 14 this week. Impact is a Detroit label. The eight Detroit chart-makers come from a total of 16 breakthroughs; the eight Los Angeles winners came from only 17 Chicago, New York, and Detroit were the cities with the largest number of total record breakthroughs—16 each. But, of the New York and Chicago breakthroughs, only six went on to reach the chart. San Francisco, on the other hand, had seven records reach the chart from 15 original breakthroughs. San Francisco also had the largest number of total breakthroughs—20—but five of these records happened first in other markets. Tying with New York and Chicago in number of breakthrough records that went on to reach the No. 100 list, were Dallas, Miami and Pittsburgh. (See chart in Radio-TV Programming section.)

In a similar survey last year, New York took all berths, not only having the most original breakthroughs, but winning the most that reached the chart—19. San Francisco had been second with 18 breakthroughs that reached the chart. This year’s survey encompassed nine months.

During the past six months, Atlanta had five record breakouts, including the chart No. 1, Houston four, Milwaukee and St. Louis each three. In all, there were 182 different records which were listed as breakthrough singles in 22 different

Muntz's 2-Step Distrib Policy

By LEE ZHITO

NEW YORK—The Billboard Forum last month announced the subject material to be treated at the Tape Cartridge Conference Aug. 29-30 at Chicago's Edgewater Beach Hotel. The two-day seminar, originally planned for mid-September, has been rescheduled to the earlier dates.

The Forum is an educational service of Billboard. The Tape Cartridge Conference will be organized and produced by the James O. Rice Associates, Inc., specialists in the fields of business education and executive training. The Rice firm has been employed by leading industrial corporations, and trade and professional associations in the development of training programs. Coleman Finkiel, Rice vice-president, is in charge of developing the Tape Cartridge Conference. The Monday (Aug. 29) morn-
"BREAK HER HEART"
C/w "In the Evening by the Moonlight"

BROOK BENTON
Terrific Twosome: a timely blues ballad spiced with that best-selling Latin-rock sound... plus a new arrangement of a long-time favorite.

So get on the Benton Bandwagon—order now.

RCA VICTOR
The most trusted name in sound
**Slogan Out for Duration Of Suit: Judge to KLIF**

**Hickory Joins Cap. Disk Club**

**AB Staff Changes: Realignment of Kiddie Line**

**Big 3 Gears Global Concept to Music as Universal Language**

**New York** — Columbia Records hit all-time one-week single sales high for the week ending June 17. On the basis of the past four-week and the growing strength of the label’s current product, Glenn Davis, vice-president and general manager of CBS Records, is forecasting that Columbia will be able to reach the top three for single sales in Columbia’s history.

Among the ten-oriented singles contributing heavily to the company’s strong showing are “Rhythm & Blues,” by the Cylcone; “I Am a Rock” by Simon & Garfunkel; “Hey Jude” by the Beatles; and “The Raiders,” “I Want You” by Bob Dylan, and “SD” by the Byrds.

**New York** — When a song can move people in one country, that song very likely has enough emotional appeal to move people in many countries. This is particularly true in our Western civilization, and in the world of recorded music, where songs can travel faster than one can possibly imagine.

This is the view of Arnold Maxin, who after one year of operation, says, “Maxin” is committed to the concept of a global publishing operation generating income for songwriters all over the world. Implicit in this concept is the belief in music traffic: a two-way exchange setting up his overseas and bringing back chart candidates for the American market.

“Artists and writers today are aware that the music business is a type of international organizational strength, and they expect fair share of the global pie,” Maxin continued. He added that the global concept of implementation of such a broadscale international concept could be a goal that can be replenished with new material, and properly exploited for its stand alone potential.

In recent months the international “Big 3” amply illustrates Maxin’s global publishing concept. Here are some examples: (1) The international exploitation pact with the Koppelman-Rubin publishing firm, in which “Louis Prima’s” “I Left My Heart in San Francisco” and “S&M’s” “Closer & Faser” is now paying off on the British charts. (2) Slight Poland’s “Daydream” and Cristian St. “Dreams” on the Columbia label. The international representation past with the Bob Dylan publishing interests manifests itself in such overseas activities as that achieved by the “Bob Dylan” LP, now on the charts: (3) International past with the Small Faces “Out-in” and the Who’s “Hey Girl!” (4) Interna-

(Continued on page 8)
The Japanese firm, one of the largest manufacturers in the world of electronic equipment, will begin U.S. delivery in a month and a half of its mono record-reel-to-reel tape cartridge unit, it features a cartridge compatible to the Norelco-type cartridge, and will record as well as play back.

Jefferkowitz, manager of technical sales and marketing for Matsushita, said the firm was producing the unit for the U.S. market and researching the tape cartridge field. Three different Japanese transcriptions, all containing a combination—a radio, a car radio, and a tape recorder factory—are all working on the project.

Roche, vice-president of the firm, said, "With all three of these factories working on developing a system, how can we miss? They are competing against each other. Whichever factory wins, we'll accept." 

Roche said that, at the moment, "there's no question that the system will be 8-track compatible. At least, we are working on a reel-to-reel unit. We are introducing here for the office, the business field, and the home field—the biggest market right now is the home field. We are working on that... But we're looking to develop an 8-track unit for the office and the business field. We made the 8-track cartridge player we see especially valuable because there are no problems with the ordinary tape cartridge as that's a man's machine."

"So we're investigating the possibility of a home model and getting that order. We have some 8-track orders available at this time do not meet our firm's standards," he said.

Berkowitz felt the cartridge player will go to excellence by the end of the tape recorder business.

An unprecedented move by Victor, manager of consumer sales and marketing for Matsushita Electric, the firm said it is incorporating a technical exchange agreement with Philips, which is why Matsushita will use a Philips-type cartridge player features cartridge player. The agreement with Philips stated the Matsushita unit has been available world-wide distribution is planned at the same time as U.S. distribution.

EXECUTIVE TURNTABLE

The Edward B. Marks Music Corp. has added Bob Krause to its staff as New York branch manager. Mr. Krause, who will also work under Arnold Shaw, general manager, is responsible for the firm's newest Italian film scores on standards. He will also head the London Record division, which was founded and produced records for RCA and Tina Turner. He formerly was an assistant to the president, Del-Fi Records, and executive manager of the John J. Spinetta controlling firm.

Irv Ginsberg has joined Seven Arts Productions at the publishing and distribution company, which has the firm's new record label, he will be involved in all aspects of the company's business. Publishing business and will report directly to Jerry Hyman, president, Seven Arms, Inc.

CBS has named vice-president and executive assistant to the president, Harry C. Jones, to the company's new post, where he handled the business of the publishing firms of Rodgers & Hammerstein, Cole Porter, George Gershwin, Jerome Kern, and Irving Berlin, among others.

Bernie Pearlman has been promoted at Reprise to the position of vice-president. He is responsible for the统领 of Golden Records, kiddie music, and the world-wide distribution of new policy will be to solicit new material from the outside.

Joe Smith has been promoted to vice-president and general manager of Warner Bros. Records. He will also be in charge of the firm's London branch office, and manage the firm's recording and promotion staffs of the firm's various subsidiary labels, who have been reorganized to the position of general manager. The new company's post is a one-for-one move for Warner, as Mecca in the Reprise will also be the function in conjunction with the company's overseas distribution.

The new general manager of the group is Robert Brown, who has been vice-president and executive assistant to the president, Charley Zoghe, who had been with the firm's Paris office for a year. Formerly a broker for the French Stock Exchange in Paris, Zoghe will head promotion.

NEW YORK—Spanka (BMG) and Flanka (Worldwide) are developing world-wide sales for their overseas operations. The projects are beginning world-wide sales for their overseas operations. The projects are beginning

Spanka Flanka Expand Their Overseas Operations

So far this year some 42 records from Spanka and Flanka's recent copyrights have been made in England, Australia, Canada, France, Germany, Spain, Sweden, Mexico, Germany, Australia, and France.

The publishing firms are active in buying foreign copyrights for their own firm's catalog, and buying U.S. copyrights for use by overseas affiliates.

WB Eyes Revision of Int'l Release Table

BURBANK, Calif.—Europe's emerging affluence society is causing a re-evaluation of the thinking at Warner Bros.-Reprise. The firm has already revised its international release schedules. "We must take into account our promotional thinking, France, Holland, Germany, the Scandia countries, and Switzerland," reports program manager Mike Maitland. "I personally feel that because of the tremendous flow of tourists into our country, with so many people owning cars, and the European economy so strong, that people are exchanging cultures. It didn't make any difference before," Maitland added, "whether Germany and Scandinavia re-lease dates. It was the same as the English and American dates. Now it's a different story, and most of free Europe have a release schedule close to the U.S. and vice versa and vice versa.

Closeness of release schedules usually entails a 30-to-60-day period between atlanta paging. It being released domestically and then issued by license in Europe. Finnik Sinatra's "Strangers in the Night" album may have set world sales of 500,000 in being released in England, Maitland thinks. The success with which the project was achieved and its subsequent sales success are exactly why the product has to be released in other markets much closer to the U.S. release date.

For the record, the Sinatra single was just about to break in England when the English version arrived in the States in two weeks after he had arrived, the disk was No. 5. Maitland learned the album was in emergency press more. The LP was released in England one week after its American debut.

What happens when European countries are all not working on the same model is evidenced by still another Sinatra product, Maitland pointed out. "This is a project by itself, taking a Sinatra single, 'Strangers in the Night.' "

"These Boots Are Made for Walking." The single was not only late off schedule in Northern Europe according to Maitland, and when it did appear, it included "Do That Grazing?" It was released in England, "Boots" was getting the emphasis in the media. Many European countries were in situations which the company would like to change. "Europe spurs over" can't sell to the nation, Maitland says, which would go to the 20-25 uniform release program.

NEW YORK—One from CBS, "He Lead Me," a 15-track album, is making a flock of T.O. station buyers very anxious. Though no single has been released, the cut is in top form. "He Lead Me" is basically a rock hit. This has the play known on WABC, Weehawken, WNBC, Philadelphia, WFMJ, Cleveland, and various other stations.

Cruel in getting this action has been WCHB DEEJAY Martha Spanka and Dick Lengsfelder, who heard the Queen. Milt Steinberg, according to their source, called the V.C. on the phone and said the Queen. Steinberg, MIIT said, "told the Queen. Steinberg, Milt Steinberg, according to their source, called the V.C. on the phone and said, "I'm afraid we've got a problem. I'm afraid we've got a problem. Can we talk to you on the phone?" And the Queen. Steinberg said, "told the Queen. Steinberg, Milt Steinberg, according to their source, called the V.C. on the phone and said, "I'm afraid we've got a problem. I'm afraid we've got a problem. Can we talk to you on the phone?"

Savoy, meanwhile, has not issued the single because the album is still on the shelf. The Detroit distributor, Armin Balder, has moved about 8,000 copies of the album, which has sold 20,000 to date, "The same for the single is building," the firm said.

Meanwhile, Herman Lubinski, Savoy boss, is in Paris with hitting the floor. Lubinski plans to record Cleveland live at the Savoy Stage at the same time as U.S. distribution.

Request Label to Record Dramas

NEW YORK—Reprise Records, known for its large international catalog, is branching out into the theatrical field. The new label will carry the label Library Editions, according to the president of the label, head of the label.


Robert Culp plays the lead (Continued on page 2)
THE LOVIN’ SPOONFUL
CAPTURES THE FEEL, THE FLAVOR, THE HEARTBEAT OF SUMMER IN THE CITY
The single of the season by the ever-changin’ Spoonful

KA-211

EXCLUSIVELY DISTRIBUTED BY MGM RECORDS.
A division of Metro-Goldwyn-Mayer Inc.
A Product of Koppelman-Rubin Associates, Inc. Produced by Eric Jacobsen
50 Witnesses in Payola Probe

- Continued from page 8

Grant all admitted surprise in being tagged with a subpoena by the two investigators from the FCC's Bureau of Complaints and Compliance, Merlin Smith and George Olivieri.

"Shocked is the word," Grant admitted. He had been subpoenaed in Seattle while on a trip for Broadcast Music, Inc., for whom he is a field representative. Miss Strachan added she was "numb" after receiving the document. Miss Wright said she knew about Huskey's civil suit but hadn't realized that the Government had moved into the picture.

Huskey's specific complaints charged that record companies and distributors sought to gain special favors with DJ's by: cash payments, fixing automobiles, paying doctor and dentist bills, providing prostitutes and female companions, furnishing apartments and hotel suites, alcoholic beverages, wearing apparel, participation in royalties and profits from publication and exploitation of music as well as records, participation in ownership of record companies, artists' management, delivery of free appliances and obtaining gratis talent for record hops.

Those named in the Huskey suit two years ago included Crowell-Coller Broadcasting Corp., KFWB, which is its Los Angeles outlet plus the following personnel: Jim Hawthorne, program director; Joe Bernard, general manager; Don Atime, record librarian; disk jockeys Week Martindale, Roger Christian, Gene Wood, Bill Angel, Sam Riddle, Bill Ballance, James O'Neill, KGTF disk jockeys Her- man Clique, Hunter Hrovack, Rudy Harvey and Bill Merre; KDAY disk jockey Tommy Smalls; KMEVA (San Bernar- dino) disk jockey Brian Lord; KDEO's (San Diego) disk jockey Chuck Daugherty; KRLA's (Pasadena) program director Rob Foster and disk jockeys Ted Quillan and Casey Kasem; Park Avenue Records, Caron Records, Peter Gray, Gram Brothers Automotive Repair Service, Liberty Records, Roger Davenport; Swingin' Records; Eddie Davis, Linda Records; Dorothy Freeman, Buckeye Distributing Co., Al Sherrin's Record Sales, and 25 John Does.

Son to Harrises

NEW YORK—Steve Harris, promotion man for Elektra Rec- cords, became a father for the first time last week when a son, Guy, was born to Mrs. Harris.

NARM OK's MEET PROGRAM

NEW YORK—The directors of the National Association of Record Merchandisers have approved the program for NARM's midyear meeting Sept. 6-9 at the Continental Plaza Hotel, Chicago. Feature will be the person-to-person conferences between record jobbers and manufac- turers. Also on tap is a seminar on tape CARtridge, open to NARM members only.

Billboard Forum

- Continued from page 1

Manufacturers in Organizing a Tape Cartridge Operation, "Displaying, Promoting and Selling Tape Cartridge Equipment at the Retail Level," and "Purchasing, Inventory, and In- vestment Considerations in Cartridge and Equipment Retailing.

Tuesday's (Aug. 30) session will treat "Selling Tape Cards and Equipment—An Evaluation." This will cover in individual talks, "Selling to Key Markets in the Automotive Field and in the Home;" "Selling Through Distribution Channels," with registrants selecting two of a series of sessions, each to be held in a different room. The sessions themselves will be divided into two basic groups. Under "Selling Through Dealers," sessions will be held for the installer, record dealer, auto accessory dealer, and department store. Under "Selling Through Wholesalers," sessions will be devoted to the rack jobber, distributor, and one-stop.

"PATIENCE IS A VIRTUE"

The current smashing success of "SWEET PEA" (ABC-10762), by TOMMY ROE, released six months ago, proves it! We'd like to thank some of the most "virtuous" and dedicated people we know: Disc Jockeys; ABC Record's Vice-President in Charge of Sales; ABC's National Director of Promotion; All Promotion Men; and, last but far from least, TOMMY ROE, BILL LOWERY, and STEVE CLARK.
Already a hit in Memphis, New Orleans, Cleveland, Baltimore, Washington, New York, Atlanta, Miami!

Johnny Nash
SOMEWHERE
NOW on ATLANTIC
#2344

* "SOMEWHERE" Originally Released On IODA RECORDS.
ARDEN MAXIN, left, head of Big 3 Music (Robbins-Feist-Miller) confers with Jay Lowy, standing, the firm's professional manager, and songwriter Feldman, seated, to work out a contract for the first Big 3 hit, "I Trust You," by the Bachelors hit the Hot 100 Chart this week. Snyder also co-authored "Strangers in the Night."
Someday they may invent a machine that turns out standards.

Right now, we have Tony Bennett. Tony does it again on his newest single with the powerful ballad, 'Georgia Rose'.

And this is Tony's album...an automatic success from the start.

Where the action is.

On COLUMBIA RECORDS®
NEW YORK — Cameo-Parkway Records has made a major move into the kiddie market with the acquisition of the Monday Night Music, Inc., which includes Little World and J. Records as well as an active premium division.

Rodheim, CP executive vice-president, said that Gene and Joanie Slatkin, who are both between, and wife team from whom the purchase was made, will continue their involvement as president and vice-president respectively. Midnight will operate as a wholly owned subsidiary of CP, with the Melisse repertoire and staff intact.

Rodheim, also said that children's recordings and specially created audiocassettes are two of the greatest growth areas in the business, said the label has other acquisitions in the works.

Both Majorette and Little World product have strong television and radio exposure, and the two labels own six $1.89 albums featuring the "Big Band" TV show. The albums are featured on the program and plugged in "Rommor Roundup" TV show touting them.

The other Majorette and Little World albums list for 98 cents.

The Majorette catalog contains nine albums, four of which are under the "Tammy" doll characters and three under the "Dream Doll" characters, are promoted with heavy TV advertising budgets. Through Midnight Music, the two labels have exclusive recording rights from the doll's manufacturers.

**TV REVIEW**

**Gary’s Spin Cool TV Show in a New Summer Series**

NEW YORK — Several guest appearances on Danny Kaye's CBS-TV show during the past season are a factor in the success of the good-selling albums for RCA Victor of a summer TV series of his own. The opening show over CBS-

TV, and the sequence of personalities who has as much command of a TV medium as he does at the recording studio and at the nightclub.

As a Star Jones, has an attractive lyrical quality that gives the songs a pleasant and notable ingenuity. As a host, he has a pleasant and comfortable manner.

Gacy also gets excellent support from the permanent crew associated with show. Ayres orchestra supplies a tasteful musical setting, the Jimmy Bowsen arranger, and the Black Jack Rags punching in with a solid set of patterns. Producing and writing are the Sani Ishon and Ted Gacy, and the directors are Stan Harris and the director.

In all, it looks like it will be a fun show, Wednesdays nights on CBS-TV.

MIKE GROSS

**Monument, Wayne in Artist, Masters Deal**

HOLLYWOOD — Monument Records has acquired all U.S. and overseas rights to the catalogue of John Wayne Records. The catalogue consists of more than 700 J. Arthur Rank masters from Mike Wayne Records Corp. The deal was concluded by Fred Foster, Monument president, and Elliot Weston, Wayne head.

All the material acquired will be released under the Monument label. Foster said that the initial push will be on the radio stations and Strings albums for fall release. The packaging will feature art covers by Milton Glaser. Artists featured in the masters include Johnny Dankworth, Georgie Auld, Coolie Williams, Clyde McCoy, Dorothy Collins, the Five Strings, London, Tony Scotti, Royal Scots Greys, Mannie Figgins, Johnnie Marks, Manly Album and Philip Green.

Foster said that many forthcoming product is under U.S. and European arrangers, will be based on the plot and music and concept.

Foster said that because of a recent illness he could not devote the proper attention to his new purchase, however, he will announce his plans.

**Laurie Grooming Writers**

NEW YORK — Bob Schwartz, head of Laurie Records, has launched a development program for new writers for his six publishing wigs. Their six catalogs, which have brought the Chiffons back, the Gentry, and other groups to the Top, are being reviewed by Al Kostra and the Panteamakers. "Gerry" and "Pantemakers," who are the, are the guiding light of the new arrangement. He said that although the deal was happening, but we felt it was due to the material. So, we sent them the new material waiting for the new record.

**2 New Artists**

Two more new artists are being developed are Scott Free, whose first publishing album "Lovin' You" has just been released, and Hoagy Landis, who Schwartz feels may be the next giant artist of the industry.

To handle this expanded list of artists, Schwartz has got his ad producing team of Gene Schwartz and Eliot Greenberg. Schwartz has been joined by John Abbot, who joined the firm after leaving Green-berg with Doug Morris.

**Frank Stevens Dies Staffer, Veteran Actor**

NEW YORK — Frank S. Stevens, editorial assistant for Billboard Buyer's Guide for the past three years, died here early Monday morning (20). He was 43. Stevens, who was still at his desk, was graduated from the Carnegie Institute of Technology Drama Division in 1941. He joined the staff of Billboard, Stevens appeared in such leading parts as Polonius, the Duke of York, and ten years, 10 of whom were spent as staff actor-director at the National Anti-Pronghouse or in summer stock.

He turned coal to coast in the 1930s with "The Miracle Worker" and as Polly Putnam in "The Merry Widow" with Patricia Collinge. He also appeared in "Stalag 17" and Stoosh in "Stalag 17". He also appeared in "Stalag 17". He also appeared in "Stalag 17". He also appeared in "Stalag 17". He also appeared in "Stalag 17". He also appeared in "Stalag 17". He also appeared in "Stalag 17".

**Folkways Issuing the Unusual**

NEW YORK — Moses Asch, president of Folkways Records, which has a fall ranging from songs of the Seminole Indians, recorded on a portable wire recorder, to the Eskimo material.

Asch has more than 700 different ethnic groups documented on albums. He's also recorded the Bela Karas of the Princess Nowodwodah tribe in Iceland.

One of his present projects is to record the songs and music of the Madakas of the Madakas, where strip mining is driving out the tribe. His public broadcasting association series alone, Asch has produced more than 1,400 albums and 25,000 songs and folk songs to come to us all over the world.

Though the market is not large for his sound documentations—50 per cent of his business comes from schools and institutions—he makes back his investment on every one of them, he said. Scholastic Magazine recently wrote about a collection of "Folkways Records" which makes his act at the Copacabana successful.

The idea for the act was going to be a comfortable affair. He establishes an easy, pleasant rapport with the audience and sustains it through a delightful 50-minute show.

The records for RCA Victor is a "good music," he says, and that he likes it. Another winning segment is his "Heart," is an example of his introduction of "Folkways Records". It is one of the highlights of his current tour. The following are some noteworthy items. Especially effective is a workover of one of his best, "The Del Webb," which gets an added fillip from Benten's impersonations of Mel Torme, "I'm King Cole," Walter Brennan, "I'm the Fugue" and "I'm the Fugue". Another winning segment is his "...".

(Based on page 8)

**LATE CLUB REVIEW**

**Benton's Easy Style Scores In Fast-Paced Nite Act**

NEW YORK — Brook Benton has scored another easy hit that makes his act the Copacabana successful last night (3), a comfortable affair. He establishes an easy, pleasant rapport with the audience and sustains it through a delightful 50-minute show.

The records for RCA Victor is a "good music," he says, and that he likes it. Another winning segment is his "Heart," is an example of his introduction of "Folkways Records". It is one of the highlights of his current tour. The following are some noteworthy items. Especially effective is a workover of one of his best, "The Del Webb," which gets an added fillip from Benten's impersonations of Mel Torme, "I'm King Cole," Walter Brennan, "I'm the Fugue" and "I'm the Fugue". Another winning segment is his "...".

(Based on page 8)

**Knox Gives In; Act Now Dorales**

NEW YORK — The injunction against Knox Enterprises by City Council against against Knox would shut down the Knox's operation. The label had to be the new owners of the Knox Enterprises. The town publishing subsidiary is John Knox.

The group is now known as the Dorales, and it leaves for an extended Caribbean tour.

**Munzel Policy**

Continued From page 1

swing his substantial weight to the side of the disk industry will serve further strengthen the record holder's control on the car-
tidge market.

A far more telling importance is that fact that cartridge prices will achieve a greater measure of stability over the new cartridge, on a one-step basis (i.e., factory direct), as they have been on the retailer's side, than those of competitors. For example, the ITTC cartridge weekly average is 50 cents, and the premium retailer's would be priced at $5.98 as opposed to the Munzel price of $4.98.

Concurrent with the Munzel move to two-tape distribution will be a $1 increase on each of the Munzel cartridges.

Munzel said that he will set up a distribution network to be selling many of the estab-
lished cartridges as well as the Intertronics. His said that the Munzel sales organization will be split into the territory responsible for the selling of the automotive sales, and the other going after a deeper penetration of the dealer market of the retailer's market, by including rack jobbers.

Several accounts which have been eliminated on a factory-direct basis will be considered house distribution arrangements with the factory. Distributors will be given all other business which they can develop.

**AF Discount Deal**

NEW YORK — Audio fidelity Records is offering a discount deal on two catalog titles — "Louis the Dukes of Disney" and "The Best of Louis Armstrong."
An All-Market SMASH!
The original version by

BILLY WALKER

The original version is another reason

monument is artistry
TRACETIP

TAPE CARTRIDGE TIPS

by Larry Finley

NEW YORK—The new-car production slowdown is expected to delay the auto industry's 1974-75 model year production by about six weeks, according to industry sources.

The reduction in production is expected to affect the auto industry's ability to meet customer demand. The delay in production is likely to result in a reduction in new-car sales in the first quarter of 1975.

The production slowdown is expected to affect the auto industry's ability to meet customer demand. The delay in production is likely to result in a reduction in new-car sales in the first quarter of 1975.
THE BILLBOARD FORUM

Presents

The Tape Cartridge Conference

AUGUST 29-30, 1966
CHICAGO, ILLINOIS
EDGEWATER BEACH HOTEL

A comprehensive two-day seminar evaluating the major aspects of manufacture, distribution, promotion and retailing in the fast-developing tape cartridge industry.

The roster of Speakers will be comprised of leaders in the primary phases of the development, merchandising, use and sale of product in the burgeoning new tape cartridge business.

(Full list of speakers and their topics will be published in the July 30, 1966 edition of Billboard.)

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**Conference Program**

Each session will be comprised of an opening talk by the guest speaker, followed by open discussion from the floor in the form of questions and answers.

**MONDAY MORNING, AUGUST 29, 1966**

**YOUR FUTURE IN THE TAPE CARTRIDGE FIELD**

In What Directions Will the Tape Cartridge Field Go—Its Pitfalls and Promises

The Potential for Sales—A Forecast of Market Opportunities

**MONDAY AFTERNOON, AUGUST 29, 1966**

Concurrent Sessions: From this list, each registrant will choose two sessions. (Each of the sessions will be held twice during the afternoon.)

DEVELOPING AN INSTALLATION CENTER FOR PLAYBACK EQUIPMENT IN AUTOMOBILES

EFFECT OF TAPE-CARTRIDGE BUSINESS ON ESTABLISHED DISTRIBUTION CHANNELS FOR RECORDS

DISPLAYING, PROMOTING AND SELLING TAPE CARTRIDGES AT THE RETAIL LEVEL

ALTERNATIVE APPROACHES FOR RECORD MANUFACTURERS IN ORGANIZING A TAPE-CARTRIDGE OPERATION

DISPLAYING, PROMOTING AND SELLING TAPE EQUIPMENT AT THE RETAIL LEVEL

PURCHASING, INVENTORY AND INVESTMENT CONSIDERATIONS IN CARTRIDGE AND EQUIPMENT RETAILING

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**TUESDAY MORNING, AUGUST 30, 1966**

SELLING TAPE CARTRIDGES AND EQUIPMENT—AN EVALUATION

Selling to Key Markets

In the Automobile Field

In the Home

Selling Through Distribution Channels

Registrants will choose either of the two sessions. Each session will be held in a different room:

Selling Through Dealers

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Record Retailer

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**REGISTRATION FORM**

Please register _____ people from our company to attend The Billboard Forum’s TAPE CARTRIDGE CONFERENCE, August 29 & 30 in Chicago. Check is enclosed to cover all registrants.

COMPANY NAME:

We are _____ manufacturers _____ wholesalers _____ distributors _____ other:

We are associated with the _____ music-record industry _____ automotive field _____ other:

ADDRESS:

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NAMES OF REGISTRANTS AND THEIR TITLES:

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---

The Billboard Forum will acknowledge your registration immediately upon receipt, and will forward all details pertaining to room accommodations, etc.

REGISTRATION FEE:

$100.00 for a single registration

$75.00 for each additional registrant from the same company

Fee includes all loan materials and luncheon on Monday and Tuesday.

IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS.

Payment Must Accompany Order.

Make Check Payable to “Tape Cartridge Conference.”

---

DISPLAY AND DEMONSTRATIONS OF TAPE EQUIPMENT AND ACCESSORIES

To give registrants who are unfamiliar with the various tape systems an opportunity to witness demonstrations of available product, The Billboard Forum has reserved a block of suites adjacent to the conference area for exhibitors of tape equipment and accessories.

Exhibitors interested in participating may write for full details to the address listed on the registration coupon.

THERE IS NO SURCHARGE FOR EXHIBIT SUITES—ONLY REGULAR DAILY HOTEL RATES.
TAPE CARTIDGE

Unit Sales Resist Car Output Slide

**Chicago**
- Continued from page 12

According to Wally, the cutback has reduced the number of new cars being sold, but the total number of cars on the road was increasing in spite of the slower sales pace.

A similar report was given by Jack H. Samuel of Jack H. Samuel and Co. of Pittsburgh, who said the majority of 1961 cars and recent models were better than those of 1966. He said he had to lower the equipment price in order to avoid allowing discounterS to "get the jump" on him. There is interest in the 4-track aftermarket, he said, adding a jibe against 8-track playback.

Autotronic's secretary-treasurer Joe Deau indicated he felt the auto cutback in May was only a temporary measure and therefore too minor to be felt the playback ranks. The car manufacturers have already decided on the come-out for the 1967 models, he said, so the future holds great promise.

The dip in car sales, Deau noted, was the "public's reaction to the industry's hearings on auto safety." But like the rash of publicity pointing out hazards behind the hearers in cigarette smoking, sales dipped initially and then began to rise. The produc-
dition cutbacks, Deau said, were meant to avoid in-
fla-tion and were only a tempo-
rary situation.

The executive added he saw no reason to expect in after-
market 4-track player sales as a result of the cutback in cars in which 8-track players could have been installed. Four-track ma-
chines were moving on their own steam in Southern Cali-
fornia, because of the public's awareness for the system here.

---

**Decca-Coral New Releases**

NEW YORK — The Decca-Coral catalog of Stereo 8-track car CARTIDGE is coming up this week with the release of 20 new packages. This is the company's second release this year, and the entry into the tape cartridge field and brings the Stereo 8-track product up to 40 titles.

Artists included in the new release are Chet Atkins, Sammy Kaye, Patsy Cline, Ralph Vaughan, etc.

---

**Reach the Record Retailer, Now Stocking Product in All Areas of the Tape and Tape Playback Fields Via Billboard's Name Nametag Convention Issue Coming July 26**

JULY 2, 1966. BILLBOARD
THE BOBBY FULLER FOUR
HAS
"THE MAGIC TOUCH"
M-3018

PUBLISHED BY CHARDON MUSIC, NEW YORK

MUSTANG RECORD
6277 SELMA AVENUE, HOLLYWOOD, CALIFORNIA 90028  HO 3-2328
A SUBSIDIARY OF STEREO/FI CORP OF CALIFORNIA
EIA RUSHES CARTRIDGE COMPATIBILITY RULES

By MILDRED HALL

WASHINGTON—The Electronics Industry Association is rushing to complete standards for outside dimensions of the magnetic tape cartridges for mobile use — in auto, portable units, etc. Proposed standards for compatible outside measurements on three types have gone out for industry comment. Speedy response from manufacturers could permit EIA to issue its “recommended standards” by the end of July, on types proposed by the National Association of Broadcasters, Crionronics and Lear-Jet-Pak.

The so-called P-8 engineers committee of EIA last week completed action on the three proposed outside-dimension standards under direction of H. R. Roya, executive technical administrator of “Videx.” The standards involve only interchangeability of the endloop cartridges and do not involve quality or performance levels.

Technically, EIA Type I is identical to a standard promulgated by NAB, which deals with an endloop-cartridge requiring an external pressure roller, in addition to the capacitance and heads. EIA Type II, the Crionronics type, involves endloop cartridges in which an exposed tape contact surface is parallel with bottom surface of the cartridge. The capstan, pressure roller and head are external. EIA Type III, the Lear-Jet-Pak, deals with the endloop cartridge having an internal pressure roller with openings for the capstan and heads. The exposed tape contact surface is parallel to one end of the case.

After the standards are circulated, and returned to EIA, they can become EIA, Recommended Standards within 30 days. EIA staffers point out that the tape cartridge standardization is one of the fastest moving in EIA’s history.

---

Make up your 8-track mind!

Mail this coupon now and find out how you can get an exclusive distributorship for Borg-Warner’s new 8-track Stereo Car Tape Player.

If you’ve got a mind to go 8-track, let Borg-Warner show you how to turn up the profit volume. Sweet music, when you consider the untapped aftermarket potential for auto tape players.

What makes the new Borg-Warner 8-track so easy to sell? It carries a 6-month Warranty, longer than any other aftermarket unit. No more annoying door-panel surgery. Because its hang-on speakers are hidden under the dash, it installs easily, in less time than competitive models. It’s also a dependable solid-state unit, and it’s made the way you’d expect something from Borg-Warner to be made. Everybody knows Borg-Warner means business.

Retailers and their customers are going to want to know about your Borg-Warner 8-track, because national and local advertising will back you up. And, you’ll also have attention-getting point of purchase displays.

Borg-Warner wants capable representatives for this great 8-track Stereo. Send the coupon now and get complete information about an exclusive distributorship in your area. It’s wide open... right now.

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Company: __________________________
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Say You Saw It in Billboard

JULY 2, 1966, BILLBOARD
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AFTERMATH
the rolling stones

INCLUDING PAINT IT, BLACK/LADY JANE/GOING HOME and 8 NEW HITS

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Mono LL 3476  Stereo PS 476

www.americanradiohistory.com
HERMAN'S HERMITS
ARE HAVING ANOTHER CHART ATTACK!

Their last 10 have been "Top 10." In hardly more than a year. And now they're set to storm the charts again with another sky's-the-limit hit.

THE DOOR SWINGS BOTH WAYS
K-13548

A Mickie Most Production—Reverse Producers Corp. Published by Blackwood Music, Inc.

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
THE JAZZ BEAT
BY ELIOT TIGIEL

Dick Bock, general manager of Liberty Records World Pacific-Pacifica Jazz. The last six months had been a "raga rock" LP list week.

The last rock album, released June 10, and featuring Indian music, "The Raga" by Ravi Shankar, was the thinking around World Pacific-Pacifica Jazz. In the July two titles each now have announced under Liberty.

During this first year under the direction of the two popular mold of pop-music and independent, one of Bock's two labels, World Pacific, has gained a larger identity. The advantages as Bock sees them now of Liberty are more that the Bud Shank was re-established as a leading, taking module of the lab, and the publicity on their story on developing national awareness for his playing with Shank, on "Michelangelo," and for his Marich, Brass albums; Bob Lind emerged as a powerful composer and guitarist Joe Pusz entered the pop realms with light jazz versions of top 40 songs.

"Liberty's direction put us in this market," said Bock. "They had been leaning that way, but the top 40 market has been found in the top 40 market." Bock said.

"It wasn't difficult to think commercially," Bock said. "I found it a challenge to look up pop and recast it in a different mold while retaining the artist's integrity in mind."

In his first year with Liberty, Bock had five singles and four albums on the charts. The singles were "Michelle" by Shank with Baker; "Eleanor Rigby" by Shank; "Because" by Shank; "I Keep It to Myself" by Shank; and "I'll Be Around." The hit albums were "Michelle," "I Don't Have the Time of My Life," "Wings of Angels," and "True Love.

A major advantage for Bock is the financing Liberty provides to sign new artists and record projects. These include: Purnell, Baker, Shank, Wilson, and Pusz. Joe Pusz is a new artist.

Pacific Jazz also had accounted for the label's success, Bock said. This is when Bock began to shift pop material on the WP line, that line turned out to be his top seller. "I'm sure people are saying he's gone commercial," Bock remarked. "But I say I'm pleased with the balance of product that achieved for Bud Shank, Joe Pusz, and that it is important to reach not only the jazz market, but the pop market and that it will respond in the style and material with which to identify. It's gratifying if you do it successfully.

AMBITIOUS MAN WANTED

This man should be in his thirties or early thirties, reasonably aggressive, a clock-watcher, and able to work smoothly with people. We are an independent record company, now relatively inactive, but with an outstanding catalog that was created during our eight-year history. We are financially sound, well equipped, and enjoying good in the trade.

Now, we need someone to reestablish our record division and be its general manager. This means A & R work, as well as dealing with independent producers, distributors, marketing, and music, to operate a substantial business. We are looking for a man of some ability and some good in the trade.

Interviews can be arranged in Los Angeles, Chicago or New York City. Please feel completely free to write me in strictest confidence the details of your experience, work experience, etc. No phone calls, please.

Art Rupke
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THE STRICTLY VARIOUS CONCERTS
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We specialize in a complete line of Pop, R&B, Country, and Jazz CAS.
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JULY 2, 1966, BILLBOARD
KR RECORDS PRESENTS AN EXPLOSIVE FIRST RELEASE

1. A Fantastic New Group
2. A Great Song
3. A Top Producer

"LAND OF MUSIC"
The Strangers

Produced by Erik Jacobsen
Sweet Reliable Prod.

Dist. Nat’lly by Chess Producing Corp.
Schools Ringing Out With R&R Belles—Some May Earn Masters

NEW YORK — All-girl groups, which have been out of the limelight since the heyday of Phil Spector, are on their way back, but this time in rock ’n’ roll form. The groups have been springing up in colleges and high schools around the country and are being watched closely by record company scouts.

There is hardly a woman’s college in the country today without at least one female rock group in residence. The girls are taking after their male counterparts; their instrumentation, amplified guitars and drums, is the same and many of them even write their own material.

Although the record companies are proceeding cautiously with disk deals, there are already a number of mixed groups like the Mamas and the Papas, who have scored in the record market. However, while they’re waiting for those disk offers to come, the girls have been forging quite well with “live” dates on the campuses of neighboring colleges, especially where the male enrollment outnumber the female.

Examples:

Two top examples are the Moppers from Mt. Holyoke College in Massachusetts, and the New Pandoras from Boston. The Moppers, who travel to and from their jobs in a 1957 hearse, play most of their dates at nearby Harvard, Yale and Cornell. They are in demand at men’s colleges throughout the East, and have built a strong reputation from Boston to Philadelphia.

The New Pandoras, who consist of a college senior and three Boston area high school girls, have also been doing well on campuses. They are probably the only rock group to play at the Harvard Club in Boston. In the Boston area, the group is as well known as many of the artists now riding the top of the best seller charts. Just recently they were the featured act at Seventeen Magazine’s annual fashion show in New York.

Getting Publicity

The girl groups are also picking up some coverage. The New York Times ran a feature on the Moppers: Women Can Sing, Complete with a story on the New Pandoras; and the Boston Globe also covered the Moppers’ appearance in its theater section.

The clothes the female groups wear and the way they look are apparently as important to the college girls as their music. Most of the girls in the groups dress in inspired versions of the“fifties”—at least on stage—and pants are “out.” Feminine clothes undoubtedly help their appeal at men’s colleges.

The Moppers have turned down half a dozen record companies.

(Continued on page 23)

HUGO & LUGLI, outside left and right, flank Jimmy Bowen, second left, of Reprise Records, and Lloyd Price as artist signs long-term deal with label. Hugo & Luigi will produce all of Price’s product for Reprise.

Ames Aims Pace At Double Payoff

LOS ANGELES — For the past year vocalist-actor Ed Ames has been hitting a hot “in person” pace with appearances at concerts and outdoor events. Hopping a plane for two out of almost every four weekends a month to perform live has the double-barreled purpose of promoting his RCA albums and the “Daniel Boone” TV series, with which he has been affiliated three seasons.

The only way to make money is to play places which hold a large audience,” he says. Ames admits that he has to maintain a grinding pace of one-nighters and occasional weekly nightclub engagements to maintain his identity as a vocalist. He has been a solo performer for the past six years, the time the Ames brothers were on Broadway. He has been with Victor as a member of the quartet and as a single since 1953.

As a result of playing weekend dates like these, his income has skyrocketed four times its normal level. Since 1953 he has performed on Broadway in five plays and worked in the TV adventure series.

Although he has yet to hit the chart with strongly, with single records (“Try to Remember” was a fleeting chart tune), Ames maintains an awareness for current material. “I won’t get too tap-dance player in my car,” he says, “because I don’t want to hear what I like. I listen to the radio to hear what’s current. His two favorite stations are KGBS, a country and western outlet and KHI, a rockers, KGBS offers him insight into new tunes which are adaptable for the pop market and KHI relates it.

Ames has three different acts for nightclub, state fairs and rodeo, the latter two involving his appearing in a break-away Indian costume which gives way to sports clothes.

“Show business is like politics,” he believes. “You need a name which people can identify with.” Appearing on the “Boone” series was Ames’ means of gaining national exposure, but to avoid being locked into the role of an Indian, he scurries around the country to keep his face on feature shows and doing musicals.

Mitchell Won’t Deal—Yet

NEW YORK—Although several record companies have been bidding for Chad Mitchell after scouting his act recently at Mother Blues in Chicago, his manager, Franklin Fried, won’t make a deal until the singer wins up his engagement at the Village Gate here. Mitchell will be at the Gate from June 28 through July 6.

Mitchell, who left the Chad Mitchell Trio about a year ago to go solo, has been steadily developing his act with new songs and new arrangement. He’s even included, as acting coach Ludwig Donath to perform the dramatic bits in his performance. Fried now feels that Mitchell is ready to make a record.

At the time Mitchell left the trio, the group was growing over new three-year contract with Fontana for exclusive release rights in the U.S.

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Scanning The News

Betty Everett signed to ABC Records last week. Her first recording date for the label was on Aug. 16, when she was accompanied by Al Smith and arranged and conducted by Johnny Paté. Paté is the leader of a new band that has been labeled the "biggest thing since the Beatles." The band is called the Shelly Manne and Junior Marvin Tijuana Brass Record Band.

Juliette Queen Tours Australia

SYDNEY — The Juliette Queen String Quartet will be in Australia through next Friday (8) in its four-month tour of seven Pacific countries. The Epic recording artists finished a two-week visit to New Zealand on Saturday (25) at Auckland.

On Monday's opening (27) in Brisbane, the quartet will play in Sydney, Melbourne, Adel- aide, Newcastle and Canberra before leaving for the Philip- pines for concerts from July 10-17. Other stops before the tour ends in Tokyo on Sept. 29, will be in Hong Kong, Formosa, South Korea and Japan. The ensemble is recording the complete Beethoven Quartet for Epic, three of which have been released.

ARMY NURSES GET AN ASSIST

NEW YORK—Singer Connie Francis and songwriter Gladys slabby have formed an all-female Army Nurse Corps. Miss Missy has written "Nurse in the United States Army," and it's been recorded by Miss Francis on the MGM label. The song and choir will be used to help the Army Nurse Corps in its recruiting program.

Edison Prizes to Vlad, Stravinsky

RODENT—Pianist Vladimir Katchen has won the 1966爻 recognized by a widespread interest in the Russian composer. Igor Stravinsky received the Edison Award at three recent Dutch Grand Gala Di Dique. Classique. The annual Dutch concert sponsored by local record companies. Presented by the National Academy of Recording Arts and Sciences, the Edison Award is considered comparable to the United States Grammy Award.


Calif. Academy Lists Activities

SANTA BARBARA, Calif. — Concerts, master classes and lectures are listed for July and August at the Music Academy of the West. Performing artists will include conductor Maurice Perles (Columbia, West- minister), pianist Jose Iturbi (RCA Victor, Angel) and mezzo-soprano Mildred Miller (Columbia, Westminster).

Among master class teachers are pianist Leon Fleisher (Eubie, opera); pianist Reginald Smith, piano; David Schuman, brass choir; Conlon Neaves, woodwind ensemble; Emanuel Bay, piano; soprano Rosemary Landers (Columbia, Westminster), violin. Jabraviel will conduct the Academy Symphony. Concerts include a presentation of Mozart's "Così Fan Tutte" in English.

Brevard's 30th Yr. To Begin July 6

BREVARD, N. C.—The 30th anniversary season of the Brevard Music Center is set for July 6 to Aug. 21. Among soloists listed are pianist Jose Iturbi (RCA Victor, Angel), soprano Malvina Lewis, pianist Jean-Marie Darre (Vanguard), tenor Joseph Poree (Victor, Decca, West- minster), violinist Mischa Elman (Vanguard), pianist Lee Okun, bassist Edward Vito (Period), soprano Mary Costa, pianist Max Brandeis, mezzo-soprano Ma- lina Donahue, baritone William Guthrie, violinist Sergiu Luca and clarinetist James Mathes. Oper- ation slated are Verdi's "La Travi- ata," Donizetti's "Don Pasquale" and Puccini's "La Boheme."

R&R Bells Ring

• Continued from page 72

neries so far because they feel that they aren't yet ready for disc. The Pandoros did a one- nighter at Harlow's discotheque in New York recently and in- vited record company executives to see them. It's understood that they've had discussions with a number of labels since.
Capitol congratulates Cynthia Weil and Barry Mann, the songwriters, on their latest hit, Angelica.

Another in a long line of winners from the handsome husband and wife team.
Soul and Inspiration • On Broadway • We Gotta Get Out of This Place • Magic Town • Kicks • Blame it on the Bossa Nova • You’ve Lost that Lovin’ Feelin’ • And many, many more.
And Capitol welcomes Barry Mann, the singer, to the Capitol label.

It's hard to believe anyone who writes as well as Barry could sing as well as Barry. But he does. And you'll know it, too, when you listen to his rendering of their latest hit.

Angelica
b/w Looking at Tomorrow
Detroit, L.A. 'Happening Place' for Record Sales

ent markets between Billboard's January 1 and June 25 issues. Of the 19 stations appearing on both charts, 15 were among the Top 100 Chart as of the current July 2 issue, another 26 made the Billboard Urban Chart. The per cent of breakdown single records making the chart was 45.1.

The figures do include the big name artists like the Beatles and the Righteous Brothers that happen to break nation-wide immediately after release.

Of the breakdown singles, the two biggest hits to date have been "Elusive Butterfly" by Bob Lile on World Pacific Records, which started in Miami, and "Time Won't Let Me" by the Outsiders on Capitol Records, which started in Cleveland. Both records have been making breaks on the chart. However, other records still are making up the chart like "Little G" and "The Happening" (happening) by the Syndicate of Sound on Bell Records, "Ain't Too Proud to Beg" (Miami breakdown) by the Temptations on Gordy Records, "Dirty Water" (a Miami breakdown) by the Standells and "I Love You, Honeycomb", "Along Comes Mary" by the Association on Valiant Records (a Los Angeles entry). So, there are excellent chances of doing as well or better than some of those former regional breakdowns which have been on the board's top 20 with a star, indicating big opportunities.

Without doubt, the crown for taking the longest to happen goes to "Sweet Pea" by Temmy Rone on ABC Records, appearing this week on Billboard's Hot 100 Chart at No. 45. The record was first listed as a breakdown single in Atlanta in the February 19 issue. More than two months later, the April 30 issue, it was a breakdown in Miami. The May 21 issue showed it as a sales breakout in both the Dallas-Fort Worth area and Memphis.

Besides hosting an opening night party for local air personalities, WJR's Top DJ in Detroit will be doing it all around town and will be heard from on the KRLA jockeys for breaking "Love," WJR's current chart entry.

WCHB Adds Its Own Excitement to R&B

DETROIT—R&B music is the most exciting music in the world now, believes WCHB program director Bob Lile. That, plus a "lot of hard work," is the secret behind the Detroit station's success. WCHB has been in the business of making hits for nearly 50 years. Its record station has built its success on the power of the station. As Bob Lile puts it, "We make our station as a team." That's not to say that, every single day, the 100 format stations are playing more and more of it, but Curtis wasn't worried. "We play records as a team," he said. "We try to play it before they do... on the most exciting music in the world now, and we never will take its place."

The station has been responsible for giving many new R&B records that important initial exposure. WCHB has been so important that the power of the station has been called "Sunny" by Bobby Hebb, said Curtis. This is the flip side of a record, but in listening to the station, Curtis likes it. "Just a duke does I listen to..." he said. "I don't go around turning over a cut's record." But "Sunny," which the station has played, later went to No. 1 at local Hot 100 format stations. Another record the station broke in the market, he said, was "Open the Door to Your Heart by Darryl Banks on Revolt Records and Curtis predicted it would be a "big one."

"I get a kick out of exposing new product, helping it become a hit. At least you know you're doing something for the artist. Too, you get an indication of the potential of the song and how much you can influence your listeners."

WJR's McCarthy Is Top DJ in Detroit

DETROIT—J.P. McCarthy of WJR, one of the best-known radio personalities in Detroit, according to the record industry, McCarthy is currently second in the votes of the record sales poll. McCarthy, who leads the list of local and national record company executives as being the major radio personality in the market, also attributed his high finishing to having vast influence in creating sales of Easy Listening singles.

James H. Quello, program director of the Easy Listening format station, said that McCarthy "seems to be able to pick them. He practically made Herb Alpert & The Tijuana Brass in Detroit." A lot of the credit, too, should go to music director Harold Lake Quello said. "We try to play the bright, new hits that aren't rock. Quello said, "We try to be cheerful and entertain and sell, McCarthy practically dominates all morning ratings because of his warm personality and the fact that he keeps his show interesting. For instance, he has little problems with the 25-to-40 age group, and loses—sort of comments about topical matters. He also plays novelty records."

WJR also scored as the major influence on classical record sales, according to McCarthy. "The St. Louis Symphony Orchestra is a good example. We've made a few million dollars on their classical recordings. Business in the last year and a half has been absolutely fantastic," Quello said. "We've definitely proved that there's room in a market for all kinds of music—country Western, jazz, R&B, music, or rock 'n' roll."

RCA Launches Radio Contest

NEW YORK — "Bell Telephone Hour," on NBC-TV, is changing its programming concept nation-wide by setting up RCA radio contests.

One of the shows will concern the "Festival of Two Worlds" at Spoleto, Germany, a portrait of a concert artist. The show will be shown in alternate Mondays.

WOR-FM's Problem

WOR-FM Stereo in New York launches its Hot 100 format July 30, and will become immediately a station with a programming problem. For the station would like to play the hit records while they're still hot... even expose new product. But the station faces the problem of being a single station without singles. At the present time, stereo product is available only in albums, tape, or tape cartridge and these, with few exceptions in the rock 'n' roll field, come only after a hit single record has paved the way.

Obviously, the station will need help from the record industry. Nearly all product is recorded in stereo today. Perhaps record companies should take it upon themselves to supply the fledging station, which has one of the largest FM potential audiences in the nation's major media markets, with stereo tapes of their single releases. As much as record companies now supply free records to major stations, WOR-FM, a Philadelphia stereo station, has been programming rock 'n' roll seven nights a week, but only the occasional album cut has been in stereo. More than 40 per cent of pop album sales now are in stereo. If other FM stations in the WOR-FM's lead-in programming Hot 100 records, the record industry will lose valuable exposure. It is a great idea in concept to let people in the West Coast catch up with us in stereo."

Radio-TV Programming

Detroit, L.A. 'Happening Place' for Record Sales

BREAKOUT STATISTICS

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</table>

LARRY RAY, Electro Recording artist, left, presents his Broken Record Award to Johnny Hayes, center, KRLA, Los Angeles disk jockey, and Don Mendek, KRLA program director, right. The award was presented to the KRLA jockeys for breaking "Love," WJR's current chart entry.
WKNR Keeps Singles Title

DETECT — Despite a tight prelim neighbor in records — WKNR has won the crown again as the major influence on sales of single records in the Detroit market — the nation’s fifth largest radio market. The latest Billboard Radio Response Rating survey of Detroit shows the station with 47 percent of the votes of record dealers, distributors, one-stop operators and local and national record company executives. The next closest competition had only 29 percent of the votes.

WKNR had 44 percent of the votes in last year’s survey. Bob Green, the station’s manager, deep again, took top honors as the major influence on the teen market with 30 percent via TV.

Though WKNR plays comparatively few records overall, the few records it exposes get extra emphasis, said program director Frank Maruca. Besides the 31 records on the playlist, Maruca features a key single and key album of the week and the top three selling albums, regardless of what they are. The key single and album, however, are brand new records that Maruca feels will make the best-seller chart. Last week, the key single was “Friday’s Child” by Nancy Sinatra. Normally, the key single is by established artists, but “Day by Decision” by Johnny Sea was “off of left field. I even broke our rule and put it on in the middle of the week and normally I’d never do that except with the Beatles or the Supremes.”

The key single of the week gets extra heavy play on the station. But, basically, Maruca believes that the right tight is the answer in today’s Hot 100 format radio.

But, one thing for sure, the music is getting better, he said. “The record buyers are becoming more selective and the music has got to be much better than three or four years ago. When Frank Simon first hit the record buyers liked it on our playlist now, that’s something to write home about. Too, the quality of the songs is coming out with a melody . . . the day of hard raucous sounds has gone. I think the more thought and aimed music would continue to improve.”

WKNR set an all-time record in billings June 13, and still have minutes to go,” Maruca said. He attributed the popularity of the show in both audience and billings to personalities like Bob Green, whose program is popular with a specific audience, and the record-association with top name artists and Dick Puritan, who uses a lot of...
YESTERDAY’S HITS

R&B SINGLES—5 Years Ago
July 3, 1961
1. "Topless and Tanner," Bobby Lewis, J. Deansett. Send 5 copies of 45's and 3 copies of LPs to Mr. J. Deansett, 12000 W. Riley, Detroit, Mich. 48210. (Phone: 747-2939)

POP SINGLES—10 Years Ago
June 30, 1956

R&B SINGLES—5 Years Ago
July 3, 1961

POP SINGLES—10 Years Ago
June 30, 1956

Bilardi, the all-night man at WRLocated, shifted over to 80 per cent music, the remainder being a mixture of news and musical sound effects. Response to the jazz, which he mixes with

PORTLAND-TRANSMITTING

BOSTON-TRANSMITTING


WJVO-FOX

VOX Jox

Claus "Bilardi, the all-night man at WROLocated, shifted over to 80 per cent music, the remainder being a mixture of news and musical sound effects. Response to the jazz, which he mixes with..."
ROULETTE SERVES UP SIZZLING SUMMER HITS!

Tommy James and The Shondells
HANKY PANKY

Their first album... featuring 11 great new hits and "Hanky Panky"... their current hit single that's nearing the million mark!

AT YOUR DISTRIBUTOR NOW!

Call your distributor TODAY...
he's got these "sizzlers" on the fire

Also on ITCC four and eight-track stereo tape cartridges 22-25336
RHYTHM & BLUES

Vox Jox

* Continued from page 30

plans for records. Address is River- ten Tower, Suite A6, New York.

Hurtan (Cowboy) Blake is the new managing director of KNIT in Atlanta, Tex. Blake is still hold- ing down his farming in Texas and needs country music records...

Mill Willie has been named program director for KODA, Houston, succeeding J. R. Groves, who has been moved to operations manager of KIKY, Key- kok, IA, is undergoing a slight change in format and now has Hot 100 and Easy Listening singles. Send to Ray Kimpton, music director, or Al Richards, program director.

Jim Uhlanski has been named program director of KXYZ, Houston...

John M. Scroop is the new general manager of WLW, Indianapolis. He was formerly the sales manager of KBAK-TV, Bakersfield,

Ohio. Bakersfield, new program in Illinois... for listening.

THE commercial manager of WQMR in Seattle is Charles Delaunay and the general manager of WSB, Seattle.

KXSL, old-time format station in St. Louis, is now program- ming with a variety of special formats. The only problem is that it never seems to get its act together and now needs all records and records over two years old, $4.50.

Melvin M. Balley has been named managing director of WMYK, St. Louis, and general manager of WMYK-AM-FM Stereo, Washington.

KXKLW, old-time format station in St. Louis, is now program- ming with a variety of special formats. The only problem is that it never seems to get its act together and now needs all records and records over two years old, $4.50.

Roy Delmoe, head of Guitar Records, has announced that his company will now handle all of the music records for all of the records for all of the music programs. Send to Pat O'Connor, production man-ager...

Now handling an easy Listening program on WBLN, Le- dinson, KY, is Jim Johnson, formerly associated with WEKY, WNKY and WSSC.

CKKX, a new radio station in Rapid City, South Dakota, needs country music records. Send to Pat O'Connor, production man-ager...

Now handling an easy Listening program on WBLN, Le- dinson, KY, is Jim Johnson, formerly associated with WEKY, WNKY and WSSC.

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LYNBERSON IN

RUTTERDAM AS

UNESCO GUEST

RUTTERDAM — Goddard Lieberson, 24-year-old executive vice president of CBS Columbia Group, is attending the Fifth Biennial Congress of the Musicians' Society of UNESCO here. UNESCO in- vited Lieberson to be a member of the panel discussing "Composers of Today and the Public." Lieberson is, himself, a com-poser. To his credit are several compositions of incidental music for the theater, vocal, and choral settings of texts by James Joyce and Ezra Pound, and a number of other compositions, including piano music and choral music.

Electrola's New Pop A&R Chief

COLOGNE—Diet Meyer, who died July 1, Weiden- felder died in New York this year, was not the new managing director of Electrola, Inc., New York.

He will work with such well- known artists include Otto Den- ker, Paul Klee, Robert Lurich, and Ralf Bendix. As a freelance pro- ducer, Kurt Feltz will work for Electrola.

Easy Listening singles and albums. Lieberson, the music pro- gram manager for the radio station, has set up the contract b-bark in Breakfast, Bill Ledge- ton and Alan Dean. The, the Lieberson is "reluctantly" featuring the Beethoven's radio station, the the London Express reports. A weekly radio pilot, "the London Hour," can be heard on Radio 200, it was just squeezed off the Radio Luxembourg.

CKKK, a new radio station in Rapid City, South Dakota, needs country music records. Send to Pat O'Connor, production man-ager...

Now handling an easy Listening program on WBLN, Le- dinson, KY, is Jim Johnson, formerly associated with WEKY, WNKY and WSSC.

Mike Dimeo, former air personal- ity on WAZZ, a Top 40 station in Cleveland, has joined WQON, St. Cloud, Minn., as manager of the radio station.

Ted Dorf, former Radio manager at WPLK, Fort St. Joe, Fla., is now traffic-person in Columbus, Ohio.

Dave Jarrett is now music director with KMJZ, San Antonio. He plans for Hal and Easy Listening singles and albums. Jarrett was formerly with KNOT, Austin.

KYND, Tempe, Ariz., needs

VOGUE GOES

COMPATIBLE ON ALL PRODUCT

PARIS—All French Vogue EP and LP product is now being produced in compatible form.

Vogue’s Charlie Delanuy said, "We have done this in response to the demand of rec-ords makers, although the French market for stereo remains rela-atively small.

"Some people forget to change their pick-up heads when they switch from mono to stereo and this will elimi- nate that problem.

For example, all seven French Vogue recordings have been made in stereo and although the incidence of high quality stereo reproducers in France is small the growing number of low-cost stereo phonographs are appearing on the market.

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

Top Selling R&B LP’s

A Star Performer—Recs. registering greatest proportionate upward progress this week...

1 AIN'T TOO PROUD TO BE 10 AIN'T TOO PROUD TO BE...
2 BAREFOOT IN 10 AIN'T TOO PROUD TO BE...
3 LEVEL 69 GET STONED 10 AIN'T TOO PROUD TO BE...
4 SHAKE 69 GET STONED 10 AIN'T TOO PROUD TO BE...
5 FLING THE 69 GET STONED 10 AIN'T TOO PROUD TO BE...
6 I SHOULD HAVE TOLD YOU (LP) 10 AIN'T TOO PROUD TO BE...
7 I SHOULD HAVE TOLD YOU (LP) 10 AIN'T TOO PROUD TO BE...
8 I SHOULD HAVE TOLD YOU (LP) 10 AIN'T TOO PROUD TO BE...
9 I SHOULD HAVE TOLD YOU (LP) 10 AIN'T TOO PROUD TO BE...
10 I SHOULD HAVE TOLD YOU (LP) 10 AIN'T TOO PROUD TO BE...

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NEW ACTION R&B SINGLES

Other records registering solid sales in certain markets and appearing to be on a week from making a listing on the national Hit R&B Singles chart above. All records on the chart are not eligible for a listing here.

NO NEW ACTION

SINGLES

THIS WEEK

Billboard SPECIAL SURVEY for Week Ending 7/2/66

NEW ACTION R&B LP’s

Other albums registering solid sales in certain markets and appearing to be on a week from making a listing on the national Hit R&B LP chart above. All records on the chart are not eligible for a listing here.

GETTING READY

California Dreamin’...

The Back Scra...
CHUBBY IS BACK!

HEY YOU! LITTLE BOO-GA-LOO

PARKWAY 989

CAMEO PARKWAY RECORDS
Our huge and exciting initial release of stereo tape cartridges

**Stereo 8 United Artists**

- **T1001** TONIGHT! FERRANTE & TEICHER
- **T1002** MUSIC TO READ JAMES BOND BY
- **T1003** AL CAILA SOUNDS FOR SPIES AND PRIVATE EYES
- **T1004** FERRANTE & TEICHER PIANOS IN PARADISE
- **T1005** PATTY DUKE MEETS BOND
- **T1006** DON'T JUST STAND THERE
- **T1007** THE BEST OF AL CAILA
- **T1008** EYDIE GORME I FEEL SO SPANISH!
- **T1009** AL CAILA TUFF GUITAR Tijuana Style
- **T1010** STEVE LAWRENCE PORTRAIT OF MY LOVE
- **T1011** THE WONDERS OF MOTION PICTURES
- **T1012** BOBBY GOLDSBORO IT'S TOO LATE
- **T1013** BERTO'S WEST SIDE STORY
- **T1014** JAY & THE AMERICANS SUNDAY AND ME
- **T1015** THE MODERN JAZZ QUARTET ON TOUR
- **T1016** FERRANTE & TEICHER THE PEOPLE'S CHOICE
- **T1017** THE LEROY HOLMES SINGERS BROADWAY
- **T1018** GEORGE JONES SINGS THE HITS OF His COUNTRY COUNTRY
- **T1019** JAY & THE AMERICANS GREATEST HITS!
- **T1020** THE APARTMENT THE MAGNIFICENT SEVEN
- **T1021** THE MODERN JAZZ QUARTET ON TOUR
- **T1022** GEORGE JONES
- **T1023** LENA IN HOLLYWOOD
- **T1024** ORIGINAL SONG TRACKS & ANY MUSIC FROM GREAT MOTION PICTURE THEMES
- **T1025** NEVER ON SUNDAY
- **T1026** THE ALAMO
- **T1027** JAN PEERCE TIL THE END OF TIME
- **T1028** THE PEOPLE'S CHOICE
- **T1029** THE LEEOY HOLMES SINGERS THE WORLD OF BROADWAY
- **T1030** THE LEEOY HOLMES SINGERS WEST SIDE STORY
- **T1031** THE LEEOY HOLMES SINGERS CANDY TOY
- **T1032** THE LEEOY HOLMES SINGERS SWING FROM THE BROADWAY SHOWS
- **T1033** THE LEEOY HOLMES SINGERS"
Starting to sell like Autumn Leaves!

Roger Williams' latest single, Lara's Theme.
(Somewhere, My Love) K-738

It's going to sell even faster when Roger Williams appears on CBS' John Gary Show on June 29th.

Hear Lara's Theme from "Dr. Zhivago" on Roger Williams' hit album, 'I'll Remember You.'
NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

THE MORE I SEE YOU/CALL ME
Chris Montez, A & A LP 1118 (M); SP 4123 (S)

THE SILENCERS
Dean Martin, Reprise R 3211 (M); RS 6211 (S)

GREAT MOMENTS ON BROADWAY
Jerry Vale, Columbia CL 2469 (M); CS 9329 (S)

★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have got strong sales votes by dealers in major markets.

STRANGERS IN THE NIGHT
Burt Kwoukper & His Orch, Decca DL 4795 (M); DL 74795 (S)

SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

ALBUM REVIEWS (continued)

ALBUM REVIEW POLICY
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is noted within its category of music. Full reviews are presented for Spotlight Picks on Special Merit Picks, and all other LP's are listed under their respective categories.
Thank You,

We're moved over the fact that our Pet Sounds brought on nothing but Good Vibrations.
IFPI Seeks Major Changes in Royalty Agreement With BIM

LONDON—With the admission of the Latin-American Federation of Phonographic Producers to the International Federation of Phonographic Industry is now active in all important markets outside the U.S. and Canada.

Dr. Henry Jessen, Brazilian secretary of the IFPI, is currently in London for talks with director-general Stephen Stewart. They are a prelude to Paris meetings with BIM to set up standard contracts for South America, where present royalty payments vary from country to country.

LAPPF affiliation was ratified at this year's meeting of the federation council in Tel Aviv—the first held outside Europe.

French Girls Compete as New Piaf

PARIS—Following the public's strong response to the French maid-styled record scene is now being enlivened by an all-out beauty contest for South America, where present royalty payments vary from country to country.

The competition is being held in France, probably Paris, in May.

300 Companies

IFPI membership now exceeds 300 companies. Almost every major recording company in the iron and bamboo market is represented.

Two U.S. firms are members, and many of the leading publishers in the world are represented in the IFPI.

French singer Sonia is one of the most successful on the IFPI list.

Vogue has launched a "Maigret" series at this price and includes the albums of its latest hot property, Anne-Marie, in its top 10. Vogue has also produced a series of 30 albums at the new price, and its new set of LPs called "Flash," and Festival is also following suit.

Philips judges this as proof that their original initiatives have been successful and, in any case, they claim that sales of their LPs have increased.

This week, Georges Meyerein-Maigret, president-director-general of Vogue and Philips, was in Luxembourg, where it was reported that Philips had launched an "opening" of the first new-look LP series called "Flash," and Festival is also following suit.

The court ruled on May 9 that the Diogo-France factory at Sint-Warsan must cease pressing the Eduard disks.

An appeal from Eduard, however, has now succeeded, the last round in the battle between Eduard and Eduard has resulted in a points win for Eduard. Some weeks ago, in Munich, through Vogue record company, de- scribed the seizure of Eduard's disk "Halleluiah's" on the grounds of plagiarism.

FRENCH FIRMS FOLLOW PHILIPS IN PRICE CUTTING

PARIS—Although other record companies were skeptical when Philips slashed all LP prices by a third five months ago, more and more disk firms are now jumping on the cut-price bandwagon with Philips.

Vogue has launched a "Loris" series at this price and includes the albums of its latest hot property, Anne-Marie, in its top 10. Vogue has also produced a series of 30 albums at the new price, and its new set of LPs called "Flash," and Festival is also following suit.

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Western clubs are cred-iting having had "four" of the enthusiasm for country music in Western clubs, with boots, levis, hockney jackets and Indian headdress, country music is now "hot" in Western clubs.

Some German record shops have already ordered special country music departments solely to serve Western clubs, clubs set sail to pursue this market.

The popularity of the Western clubs has caused West Ger- (Continued on page 44)

Fernandez's McGuire has signed with the new record company of the French record company, which is active in all important markets.

The French market of the French record company, which is active in all important markets.

The French market of the French record company, which is active in all important markets.
Take a real close look. We are proud of this original microphone used by so many top recording artists. Now, like any successful product, it is being copied in appearance. However, there are any number of top performance characteristics, which we doubt can be duplicated, which will continue to make the D-24E first choice of foremost entertainers as well as recording and broadcast engineers.

The D-24E boasts a wide and smooth frequency response (an individually plotted frequency curve is supplied with each unit); no popping or nous harshness, plus above average cardiod characteristics to guard against feedback.

Write for details or see your local dealer today. He will show you many more advantages.

COME ON, TAKE A CLOSER LOOK

One step removed, the D-119ES provides similar characteristics such as good detail and freedom from popping. It may be connected directly to any amplifier

high or low impedance.

with on-off switch.

INTERNATIONAL NEWS REPORTS

FROM THE MUSIC CAPITALS OF THE WORLD

LONDON

Daly's highly acclaimed recording of Mahler's "Das Kaisers Wunderland" has been licensed to Capitol Records. It will be released on Angel in November. Negotiations on other territories are still in progress. The LP features the Royal Philharmonic Orchestra and the London Philharmonic Orchestra conducted by Wylie Morris. It was produced by the British independent label's owner, Isabelle Solomon, an owner of Radio Caroline. Daly has signed a record label named after the station, with British singer Marty Edelman, Martina Bregman and Hazel Model have also registered with British music companies - THE MANUEL, Jenky and Kiki. A play written by Manfred Menz and starring Paul Jones with his wife Sheila Macdonald was televised by the BBC June 29. Petula Clark is using continental guests in her BBC-TV series. She won a National Radio Award (Hispano, Spain). In 1964, the London Symphony Orchestra, conducted by Peter Schrage, made a recording for the BBC. The orchestra is known for its rush of energy and discipline. The London Symphony Orchestra is one of the world's finest orchestras. It has recorded many of the great symphonies in its history, including those of Beethoven, Mozart, and Haydn. It has also performed many contemporary works, and has been praised for its technical precision and musical sensitivity.
Entries for the Rose de France Song Festival
Antibes, June 23-25

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<td>Michel Malloy</td>
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<td>Jacques Dorian</td>
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<td>Alain Gar</td>
<td>A. Gar</td>
<td>Berento Montina</td>
<td>Vogue International Vogue</td>
</tr>
</tbody>
</table>

FROM THE MUSIC CAPITALS OF THE WORLD

NEW YORK

Robert and Richard Sherman have re-signed with Walt Disney Productions for a seventh year on a non-exclusive basis. They've already finished the score for Disney's "The High-Note Squadron." Jeffrey Gorna, a member of Billboard's songwriting staff, is taking a two-month vacation at a beach house in Montecito, Calif. He's planning to write the music for Phyllis Diller's forthcoming TV series, "The Phyllis of Southampton." Derry Peavlin is working on lyrics for "I'm in the Mood for Love," a new show directed by Zkys. The Fortune Cookie," for which she has written the music. Quincy Jones maintains his hectic schedule of meetings and out-of-town appearances, to write the score for "To-\n\nbro" for Universal Pictures. Dick Clark's "Swinger Country," country TV series will feature a theme written by singer Tommy Boyer, who will appear on the program.

ELOIT TREVELL

PARIS—Iramac will shortly produce pop disks in France. An executive of this minor label of Iramac France, is currently signing artists to the label which made its debut in France only five months ago.

Iramac—the International Recording and Management Artists Company—was created in Holland, during the summer, with a modest catalog of 13 new LPs of classical recordings by Half-Tracks, Symphony of London, Theo Olaf, YK-Wiel See and others.

Companies are now established in Switzerland, Germany, France and Great Britain. The tiny LP company is being pressed by Ariola in Germany.

For the moment the classical repertoire is recorded in Holland but the popular material will be recorded in France. Iramac has its own distribution system in France and is current certifying, under two classic mini LP's a month.

The parent company in Holland also makes films of musical performances for television including a series in color preserved by Yehudi Menuhin.

Dines, EMI Executive, is Dead at 70

LONDON—Laurence Dines, 70, EMI supervisor for Germany, Holland, Austria and Switzerland, died June 17 after a long illness. He was due to retire this week.

Dines, who had been with EMI 50 years, at first in publicity. He moved into the overseas department in 1950, when EMI purchased Fontana and was appointed to the sales department. In 1961 and afterwards played a prominent part in getting the company's record companies moving in Europe.

He had a particularly close collaboration with Gerry Oord in building up the Dutch affiliate, Bovena, Oord and Dr. Ludger Manzu, EMI's Dutch-German subsidiary, Electrolyte, were flying in for the funerals. Art Blakey is a brother toSexy, is a general manager of EMI's German subsidiary, Kettler, is in charge of the company's Belgian affiliate, is a general manager for EMI's Swiss division, and is an executive at EMI's list for Austria.

"Country Look"

Continued from page 40

man radio networks to increase their country programming if only to placate the U.S. military's Armed Forces Network. AFN programs country music because of its strong appeal to U.S. military personnel on a big listening audience among the armed forces, as well as U.S. military families.

The Western clubs not only have spurred sales of country music in Japan, but have generated a demand for country in the English language. "Country Look" is due largely to the influence of the Western clubs, which strive, with modest success, for accuracy, for absolute authenticity.

While Teutonic Western artists are flourishing, it is rare, nevertheless, that the true Teutonic frontiersman demands original songs in German.
PROFILE

Singing Rambo's Spread Gospel

It hasn't been too long ago that people connected with southern-style gospel quartet music said that gospel music sung in the country mood and style just would not be accepted by the average fan. That was before the Singing Rambo came on the scene.

Here is a family group plus one that play and sing with the talent and ability that makes them the finest country gospel trio that you can find anywhere, and everywhere they go people like their down-to-earth singing and playing.

The group as it is today has evolved around Buck and his wife, Dottie Rambo. Formerly singing under the name of the Gospel Echoes, they made the change a few months back when their teen-age daughter Reba began to travel full time with her folks. They are joined with the versatile accompanist Pat Jones, and these four people really put on a top gospel program.

The Rambo's furnish their own musical background which features the lead guitar playing of Dottie Rambo. Dottie really tears up the lead guitar. Buck plays the rhythm guitar, and daughter Reba plays the bass fiddle. Pat plays accordion and on some songs she also plays the piano.

They travel out of Dawson Springs, Ky., and sing in concerts in churches or wherever people want to hear their music. Dottie has been playing the guitar since she was 10 and has been singing gospel music and traveling full time since she was 12.

They were the first gospel group to make a tour overseas and sang to military bases in Greenland, Newfoundland and Labrador. Military authorities say that they were very, very well received with their country style repertoire.

Many of the songs of the Rambox sing were written by Dottie. Dottie writes the type of gospel song that tells a story and it often teaches on childhood or events that would cause people to reminisce back through the experiences of their childhood.

The Rambo's have a perfect style for singing these story-type songs. They sing in an effortless way until it seems that they are just picking up a song and laying it on the air. The harmony is close and the result is good inspirational listening.

The Rambo's record on the Heart Warming label and their most recent releases include a group album entitled "Come Spring." Like all their albums, this latest release was cut in Nashville, with the best country musicians, including the violins, behind them. An even more recent release is a solo album by Dottie on which she is backed up by the Imperials. One of the top songs in this album is one that Dottie wrote, entitled "The Church Triumphant."

Buck, Dotti and Reba, along with versatile accompanist Pat Jones, are determined to take their place in some of the great gospel groups.
GOSPEL MUSIC

Crusade Ent. Custom Tailors

By BOB GREEN

FLORA, Ill.—Crusade Enterprises here is providing a grass-roots service to the gospel and religious music world with their compact, custom record production operation. Headed by Ray Harris, the firm produces albums for more than 200 customers, and several of these have recorded as many as five albums.

Harris says the service is called "custom-tailor" since his organization provides more than the usual custom service. Harris now has his own studio here and does everything in the production of the album from recording to finished product except the pressing.

He also has printing facilities for covers and fabricates the jackets in his own shop. Harris got his start in 1956 when his wife, Delores, and her sister, Mary Ann Vaughn, joined him to form the Crusaders Trio. In 1958 they won the talent contest at the National Quartet Convention, and shortly thereafter entered the business full time. Delores' brother, Jim Vaughn, was added to the group in 1963.

The custom firm was established in 1962 and business has boomed since then.

They also publish music and a consumer magazine. The Crusader, which comes out quarterly. One of the top groups on the label is the Mariners. In addition to producing for professional groups, Crusade works with numerous schools and churches on recording projects large and small.

Two buildings are required to house the growing operation including equipment, warehouse and general offices. In days past the Crusaders were on tour all over the country, but Harris says the press of business keeps them home most of the time now.

He has ambitious plans for the future of his company, and it seems safe to say that all is being accomplished if past accomplishments are an accurate barometer.

Crusade Opens New Studios

FLORA, Ill. — Ray Harris, president of Crusade Enterprises, announced the opening of new recording studios here last week. He said the Crusade Sonic Sound Studios specializes in the recording of religious material. The studio features latest model equipment including the AG 1562 Solid State Ampex Records.

First session was on June 13 with the Lincoln Christian College Choir. Harris previously recorded most of his groups in St. Louis. He said he will continue to record rock and country in St. Louis and will use the new studios mainly for religious and gospel sessions.

NEW SUMMER RELEASES FROM HYMN'TONE RECORDS

Box 1140, Harrisburg, Pennsylvania

THE LITERS

HAVE YOU HEARD

CASTLES IN THE SAND

BY MOSIE LISTER

AVAILABLE BY:

REBELS QUARTET

Skyline LPS-6041

MOSIE LISTER PUBLICATIONS

Tampa, Florida

JULY 2, 1966, BILLBOARD
MAC WISEMAN shows WMAP’s “Jamboree” director, Lee Sutton, right, some of the bookings he has arranged for artists on the country music show through his new Wise-O-Man Talent Agency. Wismann had recorded albums in Nashville. They include a folk album, one of bluegrass, and a pop-flavored album which was produced by Bonnie Guitar, another Dot Records artist.

Kilgore Cuts Single, ‘Nevada Smith’ Track

NEW YORK—Merle Kilgore, Nashville triple-threat singer-composer-actor, checked into recording studios here last week to record material for an upcoming singles release and soundtracks for a pair of soon-to-be-produced motion pictures, according to his personal manager, Buddy Lee of Music City. Epic ad executive Bob Morgan directed the Kilgore sessions.

WJRZ Shows at Palisades Park

NEWARK, N. J. New York’s only full-time country music station — WJRZ — will launch a 12-week series this Thursday night live shows June 23 from the Palisades Amusement Park. The hour “Mountain Dew Country Music Review” will feature Smokey Warren and his band and guest artists. Elliott Britt of ABC Records will be the first guest. WJRZ’s Bob Lockwood will emcee; Norman Roshin is producer.

Artists Bow KASH

SHREVEPORT, La.—Country music artists Leon Ashley and Margie Mae are scheduled to record a new country music radio station on Sunday, which KASM will concentrate on exposing new records and new artists, Ashley said.

YESTERDAY’S COUNTRY HITS

Change-of-pace programming from your librarian’s shelves, featuring the disks that were the hottest in the Country Field 3 years ago and 10 years ago this week. Nashville, June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956, AMERSHAW’s chart in Billboard’s chart of the week on June 23, 1956.
### Country Music Singles

#### Billboard Special Survey for Week Ending 7/2/66

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist/Label</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>2</td>
<td>THINK OF ME</td>
<td>Buck Owens, Capitol 5487 (Redbock, BMI)</td>
<td>7</td>
</tr>
<tr>
<td>2</td>
<td>TAKE GOOD CARE OF HER</td>
<td>Danny Johnson, Capitol 5512 (Famous Boy, ASCAP)</td>
<td>13</td>
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<tr>
<td>2</td>
<td>THE LAST WORD IN LONESOME IS ME</td>
<td>Carl Smith, RCA Victor BM7005 (Tem, BMI)</td>
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<tr>
<td>2</td>
<td>DON'T TOUCH ME</td>
<td>Johnny Horton, Capitol 5600 (Blue Star, BMI)</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>A WAY TO SURVIVE</td>
<td>Ray Price, Columbia 43506 (Pioneer, BMI)</td>
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<tr>
<td>2</td>
<td>TALKIN' TO THE WALL</td>
<td>Warren Mack, Decca 21711 (Prophesy, DECM)</td>
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<tr>
<td>2</td>
<td>STEALIN' DOORS</td>
<td>Marty Robbins, Capitol 5700 (Blue Star, BMI)</td>
<td>13</td>
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<tr>
<td>2</td>
<td>I'LL TAKE THE DOG</td>
<td>Jim Reeves, Decca 21972 (Wildwood, BMI)</td>
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<tr>
<td>2</td>
<td>WOULD YOU HOLD IT AGAIN</td>
<td>Merle Haggard, RCA Victor 86624 (Lone Star, BMI)</td>
<td>17</td>
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<tr>
<td>2</td>
<td>DON'T TOUCH ME</td>
<td>Willie Burgos, Decca 21443 (Pioneer, BMI)</td>
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<tr>
<td>2</td>
<td>I'M NOT MAD AT LONNIE</td>
<td>Connie Smith, RCA Victor 86642 (Blue Coat, BMI)</td>
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<tr>
<td>2</td>
<td>PUT IT OFF UNTIL TOMORROW</td>
<td>Del Phillips, Decca 21990 (Corduroy, BMI)</td>
<td>14</td>
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<tr>
<td>2</td>
<td>STEEL RAIL BLUES</td>
<td>George Hamilton IV, RCA Victor 8877 (Longshore, ASCAP)</td>
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<tr>
<td>2</td>
<td>I LOVE YOU DROPS</td>
<td>Bob Anderson, Decca 21980 (Merco, BMI)</td>
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<tr>
<td>2</td>
<td>YOU AIN'T WOMAN ENOUGH</td>
<td>Lowery Lynn, Decca 21984 (Survive, BMI)</td>
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<tr>
<td>2</td>
<td>STANDING IN THE SHADOWS</td>
<td>Hank Williams Jr., MGM 15004 (Lodestar, BMI)</td>
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<tr>
<td>2</td>
<td>TIME TO BUM AGAIN</td>
<td>Israel Jennings, RCA Victor 88827 (Blackie, BMI)</td>
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</tr>
<tr>
<td>2</td>
<td>BACK MONEY</td>
<td>Dave Powers, Decca 21916 (Long Key, BMI)</td>
<td>15</td>
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<tr>
<td>2</td>
<td>THE JUKE BOX 7000</td>
<td>Johnnie Wright, Columbia 43093 (Rambler, BMI)</td>
<td>9</td>
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<tr>
<td>2</td>
<td>TIPPY TOEING</td>
<td>Hardin Cameron, Columbia 43105 (Rodron, BMI)</td>
<td>21</td>
</tr>
<tr>
<td>2</td>
<td>I JUST CAME TO SMELL THE FLOWERS</td>
<td>Porter Wagoner, RCA Victor 8800 (Acclaim, BMI)</td>
<td>9</td>
</tr>
</tbody>
</table>

**30. THE LOVIN' MACHINE**
Johnny Paiz, Little Darlin' 088 (Weaver, BMI)

**27. I'M A PEOPLE**
George Jones, Mercury 1142 (Blue Crew, BMI)

**26. DAY FOR DECISION**
Johnny Bond, Brunswick 5800 (Ross, BMI)

**25. BORN TO BE IN LOVE WITH YOU**
Jimmie Davis, Brunswick 567 (Snowstorm, BMI)

**24. ALMOST PERSUASION**
David Nelson, RCA Victor 83051 (Sideline, BMI)

**23. I COULD SING ALL NIGHT**
Enrigo Rivas, Capitol 31927 (Champion, BMI)

**22. I'M NOT CRYING**
Ray Price, Columbia 43506 (Pioneer, BMI)

**21. THE STREETS OF BALTIMORE**
Bobby Vee, RCA Victor 8651 (Golden Star, BMI)

**20. A MILLION AND ONE**
Billy Walker, Monument 943 (Silver Star, BMI)

**19. I'M A NUT**
Lamp Walker, Monument 758 (Youman-Steele, BMI)

**18. I'LL LEAVE THE SINGIN' TO THE BLUEGRASS**
Shuck Wexler, Mercury 13477 (Blue Echo, BMI)

**17. CHICKEN FEED**
Leon Raushe, Capitol 31927 (Champion, BMI)

**16. BECAUSE IT'S YOU**
Wanda Jackson, Capitol 4634 (Freeway, BMI)

**15. THE WORLD IS ROUND**
Roy Drusky, Mercury 57274 (4 Bar, BMI)

**14. POOR MOUTH, THE**
Bob Luman, Hickory 1962 (Caddo, BMI)

**13. I'M NOT RIGHT**
Stiller Brothers, Columbia 43504 (Jack, BMI)

**12. OLD BRUSH ARMS**
George Jones, Mercury 1714 (Six, BMI)

**11. EVERYBODY LOVES A NUT**
Johnny Cash, Columbia 43557 (Jack, BMI)

**10. I'M LOSING YOU (I Can Tell)**
Hugh A. Lewis, Cap 2272 (Renaissance, BMI)

**9. GETTING ANY FEED FOR YOUR CIVILIZATION**
Del Reeves, United Artists 30353 (Central, BMI)

**8. I'M NOT LOSING****
George Jones, Mercury 13499 (Five Rose, BMI)

**7. I'LL BE FOOL ENOUGH**
Brenda, RCA Victor 8305 (Gulf, BMI)

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### A Chart Bound Single by Webb Pierce

**"LOVE'S SOMETHING" (I CAN'T UNDERSTAND)**

**C/W**

"A LONE" 31982

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**July 2, 1966, Billboard**
3 New Records... Out of this World

Roy Drusky
“The World Is Round”
Mercury

Priscilla Mitchell
“Almost Everything A Lonely Girl Needs”
Mercury

Dave Dudley
“LONELYVILLE”
Mercury

Published by:
FOUR STAR MUSIC
RCA VICTOR BLDG. / 806 17th AVE. SO. / NASHVILLE, TENN.
Young Audiences Program Aids Classical Cause on Three Fronts

By FRED KIRBY

NEW YORK — A three-program series of orchestral concerts is being held this season to aid in the development of audiences for live and recorded music, the development of artistic groups and the development of new repertoire materials. The series is involved in the nationwide Young Audiences program. Artists affiliated with the series have presented about 5,000 concerts in more than 35 States during the past two years.

The plans call for three-week residencies, with each group paid for by schools, universities, and outside sponsors. Under the plans, all New York City public and parochial schoolchildren, grades 4-6, attended at least one of some 2,500 concerts during the past year.

Dick Kapp, national music director, explained that his group will return to concert halls on the fourth through sixth grade because children there have not been able to travel and still had interest. He stressed the importance of children before they were "tuned off for everything else" but pop music, and said that if parochial high school, there's too much "classical music," he added. "If the audience doesn't want a program, it's tough enough for the artists. Some programs do reach other places, groups.

Auditions Held

The performers are selected through auditions by the Art Director, a Kapp artist who rehearses with the group. The artists are given up to 90 minutes to work on the program. The actual auditions consist of a five-minute solo, with the artists not knowing the repertoire which will be played. At the same time, both the requirements of the tournament and the competition are met. The Kapp concerts range from 12 to 15 performances per day in 20 concerts.

Among the artists are the Arthur Fiedler-Birmingham Symphony Orchestra, the Class Act, Leonard Bernstein, Norman Dello Joio, Joseph Llloyd, and Robert N. Port's Haydn lori, and a brass quintet, which will also give their own concerts. Under the program, every school child in Maine in grade 4-6 will have an opportunity to hear a program which will be paid for, from among 500,000 in federal funds. In addition, the program will be operated on a non-profit model, with an operating deficit of 20 cents. Federal funds are an important source of revenue as foundations.

A major part of the setup for recording is that there will be no costly rehearsal time involved. The recording will be all-electronic and will involve. One of the most important things about the program is that it has the signatures of some 600 school concert performers. All funds were obtained from the last part of the music world's salaries, which can come from recordings, concerts, and residencies at universities. Under this system, the universities must pay for the recording costs, and the artists and the groups participating under such arrangements are the University of Illinois, University of Connecticut, University of North Carolina at Chapel Hill, University of Tennessee, University of Michigan, University of Wisconsin, University of California, University of Pennsylvania, University of Texas, and University of Miami.

Fiedler-Yomiuri Tour

TOKYO–Arthur Fiedler will conduct the Yomiuri Nippon Symphony in an eight-week University season tour of Japan Oct. 1, 1967, to be presented by Osaka, Nippon, Beall & Steiner. William Eisenberg, founder and co-director of the orchestra in Japan, states that the tour will lead the United States through a special arrangement with the Boston Symphony Orchestra.

The orchestra of 100 male performers was organized ten years ago by three sponsors, Yoshirii Minakami, Japan's largest newspaper, the government, and a major network. In Tokyo, and Yomiuri Television in Osaka. Since its first concert in 1962, the group has given 30 subscription picnics, 123 special concerts, 12 conductors, and has an annual tour of the United States, and has presented concerts in the last two years. Overall, the group has presented 40 performances in the United States, and has presented 40 performances in the last two years. The group also presented 40 performances in the United States, and has presented 40 performances in the last two years. The group also presented 40 performances in the United States, and has presented 40 performances in the last two years.

Center Looking to lure Met Opera as Regulars

NEW YORK — A 3,000-seat concert hall was a key part of plans for a $25 million Civic Center unveiled by Birmingham, Ala., officials here last Wednes- day. The 9,000-seat Birmingham Civic Center, currently under construction and scheduled to open in time for the 1967-68 season, will be the home of the Birmingham Symphony Orchestra, a new civic center to be constructed by the Metropolitan Opera Co. to return to that city as its annual spring tour begins for one-week stays.

The actual concerts, which will be sponsored by the Metropolitan Opera, will also be available for an expanded series of concerts in the major American symphony centers. The center will be dedicated to the 1967-68 season. The center, which plays an annual 4 Westminster, Md., at the performing in a small Massey Hall.

The Civic Center also will include a series of concerts, recitals, and opera performances, a 1,000-seat theater and a recital hall, a 1,000,000-square-foot exhibition hall, meeting rooms, cafeterias and parking facilities.

Future concerts will include performances of the five 3,000-seat Municipal Auditorium. According to Birmingham officials, three performances will be paid for, and the Met will preferred lower stoppers.

The Metropolitan National Company also were cited as indicating the support of the downtown opera's interest in Birmingham.

The 30-year-old Birmingham Civic Center will be the downtown opera's first annual spring tour of the United States. The center was designed for the 1967-68 season. The center, which plays an annual 4 Westminster, Md., at the performing in a small Massey Hall.

The Civic Center also will include a series of concerts, recitals, and opera performances, a 1,000-seat theater and a recital hall, a 1,000,000-square-foot exhibition hall, meeting rooms, cafeterias and parking facilities. Previous musical appearances were two-performance stays at the 5,000-seat Municipal Auditorium. Performing at Birmingham officials, three performances were paid for, and the Met will preferred lower stoppers.

Guerrero Sings at Yomaui

YOMOUI, Japan — Tenor Alfredo Kraus, winner of the 1966 Metropolitan Opera Auditions, will sing in a three-concert tour of Japan in May. The Metropolitan Opera announced that the contract for the tour will be for five performances.

Kraus has performed with major opera companies in Europe and the United States, and has been called the "finest tenor in the world." He has also appeared with the Metropolitan Opera in New York, and has appeared in concerts with other major opera companies in Europe and the United States.

Kraus will perform with the Metropolitan Opera Orchestra in Tokyo, Osaka, and Kyoto. The tour will include performances of "Ariadne auf Naxos," "L'Elisir d'Amore," "Carmen," and "Madama Butterfly." The tour will also include appearances with the Tokyo Metropolitan Opera, the Osaka Municipal Opera, and the Kyoto Municipal Opera.

Kraus will be accompanied by the Metropolitan Opera Orchestra under the baton of conductor Nathan Broder. The performances will be given in the Suntory Hall in Tokyo, the Kanazawa Civic Center in Osaka, and the Kansai Municipal Hall in Kyoto.

Kraus will also give a master class at the Tokyo Metropolitan Music University, and will participate in a press conference at the Tokyo Metropolitan Opera House.

The Metropolitan Opera announced that the tour will be a "major event" for Japanese opera lovers, and that the performances will be "a highlight of the season." The tour will be sponsored by the Metropolitan Opera and the Japanese government.

Kraus has been described as "a marvel of singing," and has been praised for his "beautiful voice," his "sensitive interpretation," and his "command of the stage." He has been called "the greatest tenor in the world," and has been described as "a perfect artist."
'Solemnis' by Karajan Set

NEW YORK — Beethoven's "Missa Solemnis" on Deutsche Grammophon with Herbert von Karajan conducting the Berlin Philharmonic is scheduled for fall release by MCA Records. American distributor for Deutsche Grammophon, the subsidiary of EMI, will be Gundula Janowitsch, Christine Schäfer, Frédéric Wunderlich and Walter Berry with the Vienna Singverein Chorus.

The presaging will be the second by Karajan of the work, having previously recorded it for Angel, with Miss Ludwig as one of the four soloists. An August release of von Karajan conducting the Berlin Philharmonic in Bartok's "Concerto for Orchestra" also will be a new version of a piece he previously waved for Angel. Another release set with von Karajan and the Berlin Philharmonic is Richard Strauss' "Don Quixote," with cellist Pierre Fournier and violinist Giusto Capponi.

Soyka Buys Site

STAFFORD SPRINGS, Conn.—Al Soyka, Musician artist, has purchased the studio's headquarters here for use as a recording studio with a natural sound echo. Soyka also operates his own studio in Sommers, Conn. The new studio will begin operation this month.

• ALBUM REVIEWS

* Continued from page 38

GOSPEL

GOSPEL STYLES WITH PAUL SKINNER

Supreme SR 2033 (S)

LOW PRICE CHILDREN'S

TOM THUNDER, PALS IN BOOTS AND OTHER GREAT CHILDREN'S VARIOUS ARTISTS. RCA Camden CAS 1006 (S)

INTERNATIONAL

GIUSEPPE DI GIACOMO SINGS THE GREAT POPULAR ITALIAN SONGS

Philips PM 203-299 (KLM); PMX 400-209 (B)

THREE-STAR ALBUMS

The three-star rating indicates moderate numbers of workable material while each record's music categories.

POPULAR

ON FIRE

Barbara Konetz, Emerald EM 1916 (S)

NEVER BEEN IN A HURRY

From Books & More. Atlantic A 660 (B)

SIX OF THE BEST

From Books & More. Atlantic A 660 (B)

CLASSICAL

LEONARD BERNSTEIN'S SYMPHONY NO. 1 IN "SYMPHONIC CONCERTANTE"

RCA LP 2838 (S)

LOW PRICE CLASSICAL

IN A MIDNIGHT MOOD

No. 1, 2, 3 & 4 in one! London D 1868 (S)

INTERNATIONAL

VERDI: BRILLIANT RECITATIVE FROM THE GEMINI LACQUER RECORDS. London LL 571 (S)

SPOKEN WORD

THE DAY THE PRESIDENT WAS KILLED

Grossinger Bros. W 618 LP 690 (S)

JULY 2, 1966, BILLBOARD

BEST SELLING CLASSICAL LP's

This Week

<table>
<thead>
<tr>
<th>Title, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. BERNSTEIN CONDUCTS IYS</td>
<td>6</td>
</tr>
<tr>
<td>2. VERDI: DON CARLO (1-2 LP)</td>
<td>13</td>
</tr>
<tr>
<td>3. MAHLER: SYMPHONY NO. 1 IN C</td>
<td>13</td>
</tr>
<tr>
<td>4. BRAHMS: LIEBEGLUTER WALTZES</td>
<td>13</td>
</tr>
<tr>
<td>5. MAHLER: SYMPHONY No. 10 (1-2 LP)</td>
<td>13</td>
</tr>
<tr>
<td>6. BLESSED THIS HOUSE</td>
<td>13</td>
</tr>
<tr>
<td>7. THE MAESTRO CONDUCTS</td>
<td>13</td>
</tr>
<tr>
<td>8. BERNSTEIN CONDUCTS IYS</td>
<td>13</td>
</tr>
<tr>
<td>9. MAHLER: SYMPHONY No. 4</td>
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<td>10. WAHNER: SYMPHONY No. 3</td>
<td>13</td>
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<td>11. CHOPIN WALTZES</td>
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<td>12. SARGIOULI ARIAS</td>
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NEW ACTION LP's

No New Action

Classical LP's This Week

BEST SELLING SEMI-CLASSICAL LP's

This Week

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LONGHORN HYPHO ON 3 FRONTS

Montana, Ohio State College, University of Iowa, University of Southern Illinois, San Diego State College, University of Cincinnati, Bowling Green State University, and Antioch College.

New Material

In addition to be a showcase for new acts, Longhorn appointed Longhorn Music to supervise and to seek out new acts. A special note was the Young Audiences who can serve as a showcase for new material for the children. As an example, they have been bringing their programs to the theater, and the children are designed for the purposes of developing instruments and instruments through examples. The program is designed to develop the ability to play with the participating groups.

While the affiliated arts are mainly chamber and operatic groups, a folk recording group currently affiliated with the program is the Appalachian Singers. There is also the possibility of branching out into other performing areas. Other noted ensembles in the program are the American Brass Quintet, Carmina String Quartet, Grant Symphony Quartet, and the New York Symphony, and the University Woodwind Quintet.

The fast-reaching program of Young Audiences should not only help develop the future classical customers for live and recorded performances, but continue to develop new classical talent and repertoire in its far-reaching program.
TOP 20

**THE ROLLING STONES — MOTHER'S LITTLE HELPER** (Prod. by Andrew Loog Oldham) ( Writers: Jagger-Richard) (Gideon, BMI) —The hit off their "Beggars Banquet" LP, this rock 'n' roll song should receive similar action. Flp: "Lady Jane" (Gideon, BMI) London 902

**HERMAN'S HERMITS — THIS DOOR SWINGS BOTH WAYS** (Prod. by Mickie Most) (Writers: Lewis-Blackwood) (BMI) —Easy-rock grover with unique instrumental backing and exceptional vocal group will tap their "Leaning On A Lamp Post." Flp: "For Love" (Henry VIII, ASCAP) MGM 13548

**NANCY SINATRA — FRIDAY'S CHILD** (Prod. by Lee Hazlewood) (Writer: Hazlewood, Atlantic, BMI) —Three in a row for Miss Sinatra with this blues-based ballad penned by Hazlewood. Top vocal work with exciting production support. Flp: "Hunchin' Jall" (Atlantic, BMI) Reprise 0491

**THE BYRDS — 5 D (Fifth Dimension)** (Prod. by Allen Sherman) (Writer: J. McGuiness) (Tickson, BMI) — On the heels of their "Eight Miles High" this off-beat lyric rock with chart-topping potential. Flp: "Captain Kidd" (Tickson, BMI) Columbia 43762

**PLAYBOYS OF EDINBURGH — LOOK AT ME GIRL** (Prod. by Carl & Williams) (Writer: (Pamper, BMI) —Exciting debut for the American group with the British sound. High-pitched, well-blended vocal and teen dance combined for a chart-busting number. Flp: "New News Travels Fast." (Pamper, BMI) Columbia 43716

**JULIE MONDAY — COME SHARE THE GOOD TIMES WITH ME** (Prod. by Joey Brooks) (Writer: Kennington) (Brooks, ASCAP) —New artist, new label, new production. This catchy, off-beat ballad with all the ingredients of a commercial smash. Flp: "Time Is Running Out For Me." (Brooks, ASCAP) Rainbow 560

TOP 60

**MEL CARTER — YOU YOU YOU (You)** (Prod. by Nick De Carlo) (Writers: Mellin-Oliss) (Mellin, BMI) — Hot off his "Band Of Gold" hit, Carter has a strong contender in this revival of the Amos 'n' Andy standard. Flp: "If You Love Her" (Zelda Presents, BMI) Imperial 66183

**ISLEY BROTHERS — I GUESS I'LL ALWAYS LOVE YOU** (Prod. by Holland & Dozier) (Writers: Holland-Dozier) (Obete, BMI) — Another chartbuster for the writing-producing team of Holland and Dozier. With solid Detroit backing, the tune has more potential than its last outing, "Take Some Time Out For Love." Flp: "I Hear A Symphony" (Isley, BMI) T umbrella 54315

**RAMSEY LEWIS — WADE IN THE WATER** (Prod. by Ramsey Lewis) (Writers: Ramsey-Weaks) (BMI) — Ain't That Peculiar (Prod. by Eumund Edwards) (Writers: Moore, Robinson, Rogers & Turkle) (Obete, BMI) — Two sides, two winners. Top of a Lewis composition in "The 'In Crowd" bag, while the flip in Ramsey's arrangement of the Marvin Gaye smash. Cadet 25441

**JONNY BENNETT — GEORGIA ROSE** (Prod. by Ernie Altschuler) (Writers: Salivan-Flynn-Rosenthal) (Lee Field, ASCAP) — Blue-oriented ballad with poignant lyric has both strong backing and top Bennett reading. Flp: "The Very Thought Of You." (Witzmark, ASCAP) Columbia 43715


**FREDDY CANNON — THE LAUGHING SONG** (Prod. by Russ Ragan) (Writers: Cannon-Cogan) (Duncan, BMI) — Cannon gets a second summer hit with this strong rock title to quickly replace his "Dedication Song" in the charts. Flp: "Natalie" (Caravelli, ASCAP) Warner Bros. 5832

**McGOWAN BOYS — DADDY I'VE TRIED** (Prod. by Jerry Ragovoy) (Writer: Lapham) (Glenn-Ragman, BMI) — Making their disc debut, the group has an impressive folk-rock tune with excellent instrumental accomplishment. Flp: "So Well Remembered" (Glenn-Ragman, BMI) Warner Bros. 5839

CHART

**MAUREEN THOMAS — JIGGY GUY** (Nashville, ASCAP) AERIAL FIDDLYNESS 127** RUSO MARE — TUAUKEA ROAD (Columbia, BMI) MERCY 83** YOUNGSTEAD — YOU CAN'T GET AWAY FROM ME (Stax, BMI) MCGO 1227** JOHN RUSSELL — I'M NO AMERICAN (Columbia, BMI) JH 1237** JOHNNY CHRISTOPHERSON — RAILROAD ROCKS (Columbia, BMI) LEAR HANSER BOY & NIGHTS — People (Atlantic, BMI) PAPA SONG BILL THOMAS — UNTITLED (Stax, BMI) VEBB 1237** NELSON BELLETT AND THE BILLY KIDS — MONEY-MONEY-MONEY (Rounder, BMI) PAPA'S SONG BILL THOMAS — UNTITLED (Stax, BMI) VEBB 1237**}

COUNTRY SPOTLIGHTS

**JEAN SHEPARD — IF TEARDROPS WERE SILVER** (Prod. by Marvin Hughes) (Writer: Wayne) (Irby, BMI) — Top off this hit of Miss Shepard's hit. The Don Wayne ballad will quickly top her "Many Happy Hangovers To You." (Screen Gems-Columbia, BMI). Capitol 5681

**HARDEN TRIO — LITTLE BOY WALK LIKE A MAN** (Prod. by Law & Jones) (Central Songs, BMI) — With "Tipping Toeing" slipping down the country chart, comes this bouncy, lyric number to replace it. Top pop potential too. Flp: "Deal Brother" (Screen, BMI). Columbia 43710

**STU PHILLIPS — THE GREAT EL TIGRE** (Prod. by Chuck Atkins) (Writer: Cohen) (Dallas, ASCAP) — More Tex-Mex flavored sounds from Phillips in this easy-listening violin in the vein of his "Bra- cere." Flp: "Another Day Has Gone" (Acuff-Rose, BMI). RCA Victor 8868

**MELBA MONTGOMERY — MY TINY MUSIC BOX** (Prod. by Pappy Daily) (Writer: E. Montgomery) (Glad, BMI) — Exceptional vocal work by the songstress on this love ballad with sad lyric line. Flp: "He's Out There With Her Somewhere" (Blue Crest, BMI) — Motown 11128

**CHART**

**PORTER WAGONER — I Drew A Dream** (Writer: Wagoner) (Rose, BMI) DECO 31902

**WILLIAM WIGGINS — HAVE A DOG FOR A FRIEND** (Writer: Wagoner) (Rose, BMI) DECO 31912

**SAM THEODORE — SLOW SONG** (Writer: Theodore) (Rose, BMI) DECO 31922

**ARNOLD SHUGART — I'M A HEAVY FAN** (Writer: Shugart) (Rose, BMI) DECO 31932

**SLIM WHITMAN — I Remember You** (Parmertor, ASCAP) IMPERIAL 4161

**R&B SPOTLIGHTS**

**TOP 10**

**CARNET MIMMS — IT'S BEEN SUCH A LONG WAY HOME** (Prod. by Jerry Ragovoy) (Writers: Shuman-Ragman) (Rittenhouse-Rumbletoe, BMI) — Just off the charts with his hit, "I'll Take Good Care Of You." MImms will quickly repeat with this walker. Flp: "Thinkin'" (Rittenhouse-Blackwood, BMI). Veep 1232

**BILLY STEWART — TO LOVE TO LOVE** (Prod. by Billy Davis) (Writer: Nichols) (Chevis, BMI) — SUMMIT PRODUCTIONS, INC. (Pamper, BMI) — Gershwin-Heyward (Gershwin, BMI) — Top side has the style of his smash, "Sitin' in the Park." Flp is a wild treatment of Gershwin's classic with strong pop potential. Chess 14237

**JORD FREDING — DO THE BEST I CAN** (Prod. by Ura & Vincent) (Writer: Vincent) (Blackwood, BMI) — Slow paced opening builds into a wailing rocker for a chart-entering flip. "Leave Her Never" (Su-Ma, BMI). Paula 244
THE NEXT #1 RECORD IN THE COUNTRY!

SEE YOU IN SEPTEMBER

THE HAPPENINGS

B. T. Puppy 520

Produced by The Tokens for Bright Tunes Productions

B. T. PUPPY RECORDS INC.

318 West 48th Street, New York, N.Y. 10036 – PL 7-8570
TO: THE LOVIN' SPOONFUL
FROM: THE CARRIAGE TRADE

Hey, Guys~

THANKS FOR THE GREAT IDEA
For A SMASH—"WILD ABOUT MY LOVIN"
Reaction Is Sensational!!

Spoonfuls of Love,

The Carriage Trade

Attn: FILMWAYS RECORDS DISTRIBUTORS—
"WILD ABOUT MY LOVIN'"—The Carriage Trade
IS A HANDS-DOWN SMASH!

FW 107—Filmways Records

— DISTRIBUTED THROUGH —
VALIANT RECORDS
Baldwin Buys Boulder, Colorado, Banjo Firm

Baldwin Co., 104-year-old music instrument firm, has purchased the Ode Co., banjo manufacturer in Boulder, Colo., it was announced last week. Baldwin, traditionally associated with keyboard instruments, has branched out in recent years to guitar amplifiers, comb organs, and now banjos.

"We're very much interested in banjos to the Baldwin instrument line," said the firm's president, Lucien Wulson, who is looking to tie our dealer organization an even more comprehensive selection of quality products to meet the varied demands of the modern marketplace.

Banjo production will be continued at the Ode plant in Boulder under the present management of Charles Ogubury, Ode president and owner, who has been given the supervision of manufacturing during a transition period and will continue to be associated with Baldwin.

New Panasonic Line Introduced At N. Y. Showing

NEW YORK — The 1967 line of Panasonic radio, phonographs, and tape recorders was introduced here last week to dealers and sales representatives of Matsushita Electric Corp. of America.

Highlights of the line include four new FM/AM/FM portable radios and three low-priced FM/AM portable radios. Two portable phonographs and AM radio combinations were shown, one for $31.95 the other for $49.95. A pair of models combining portable phonograph with FM/AM radio were listed at $79.95 and $129.95. One portable phonograph model list $29.95 was also introduced.

Five new models of tape recorders, including a CARtridge unit, were featured for the first time. Two mono AC versions, renting for $79.95 and $129.95, and a combination AC/Battery unit priced at $79.95 were the conventional entries in the tape field. The brand-new cartridge player, which uses a Phillips system, is a mono model and sells for $79.95. A stereo reel-to-cartridge unit, which uses 4-track tape, was at the top of the line featuring a list price of $149.95. Matsushita Electric Corp. of America, distributor of electronic home entertainment in this country under the Panasonic label, is a subsidiary of Matsushita Electric Industries Co., Ltd., of Japan. The American branch of the firm expects to sell $50 mil. in sales during 1966.

Scanning The News

Sylvania Electric Products, Inc., reported recently that actual orders for products sold in December were taken at nearly its recent national distribution rate, the order rate was 108 per cent greater than a year ago. Sylvania, a subsidiary of the Teledyne Electronics Corp., said that the sales of new radios were 702 per cent higher than a year ago.

The growing popularity of stereo equipment, which has hit record sales last year, was pushing up the sales of high-quality components, such as high-fidelity speakers and turntables. The trend is expected to continue throughout 1967.

B. M. Holzer, Inc., world's leading manufacturer of accessories for phonographs, has introduced a new line of accessories designed especially for the unusual features of the company's new phonograph models.

Zeuthen Radio Corp., recently honored 17 veteran distributors at a Chicago sales conference. The firm is distributing the Zeuthen line of hi-fi equipment in the Midwest.

Holiday Stars Helping Sales

CHICAGO — Frank Fried's holiday concert series that helped steam up dealers' sales last summer also proved profitable for RCA Victor Phonograph Sales. Gross for the year ended July 1 was $1,700,000, which, according to the company's report, was $700,000 better than the year before. "We are now banking on our annual 'Summer Stars' series," said Fried. "Fried, "We learned last year that the concept is good. We expect this year's series to help us gross at least 10 per cent more for the year. We now do half our business in the summer."

Fried books talent for his summer series much like the dealer stocks inventory: he reads the Billboard charts. And, like the retailers, he relies on his experience regarding a given artist's pulling power.

At an indirect flip to dealers in the Chicago market may be the fact that, according to Fried, the Tour of the Great German cantatina concert which kicks off the series this year, has a lineup of artists is as three Steve Williams/Henri Mancini shows over July 23-25. A high percentage of the tickets booked for the summer are already being sold, and Fried expects business in Chicago to experience a strong increase in the coming weeks.

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Olympic Bows New Products

NEW YORK—Olympic radio and television division of Lear Siegler, Inc., introduced six new hi-fi stereo products for 1967 last week. The new Olympic line, including eight recently announced models, was shown to distributors, branch and regional managers at the Summit Hotel.

The models, said Morton M. Schwartz, president of Olympic Sales Corp., "have been designed with an eye toward quality and appearance and include a host of new features!"
**Halloween Merchandising—Will It Help or Haunt You?**

CHICAGO—Many operators have been spoiled by Halloween merchandising—any seasonal or holiday merchandise, for that matter, is the most obvious to anyone remotely associated with bulk vending. At the same time, however, some businessmen have made some strides in developing adaptable holiday merchandise. Many will be doing this to Halloween.

First, the drawbacks. One is the brevity of the sales period. For most operators it is shorter than the span of time between service calls. This means that if the Halloween sales period is two weeks long—and many feel that this is the maximum—merchandising in the machines before and after that period will remain untouched. It is a foregone conclusion that the item or mix will die the day after Halloween.

**Substitutes**

Another drawback is that substitutes should be selected with care lest the buyer detect "Halloween" merchandise that is really not and complain to the location personnel. This makes for regrettable customer relations. This slashing a Halloween display front on a machine won't make the contents seasonal merchandise any more. Perhaps that would be possible once. Today and we're getting more and more teen-age customers—are discriminating and quality-conscious. Now, the advantages, one, of course, is in tying with the extensive promotion by over-counter candy supplier. Candy and creamers are Halloween-oriented during the season and the bulk operator can conceivably reap side-effect sales benefits. Here are some of the over-the-counter candy specials, for example, to be offered this Halloween.

Lindt will offer a special Halloween-wrapped "bag of bars" and other specially wrapped candies. The firm is also preparing special chocolate-marshmallow witches and is offering to dealers a Halloween display kit including a pole header, wrap-around and window banner.

Suline, Inc., is offering its miniature candy in 50-pak polystyrene bags with display cases of Halloween motifs.

Tootsie Roll Industries tested a Halloween pack last year and will offer it nationally this year. The bags have removable header cards.

Topps Chewing Gum is going all out with such gimmicks as door-knocker bags for Halloween trick-or-treaters, door-knocker boxes, Looi Bags, Bozo bubble gum with illustrations of kids in Halloween costumes and various other Halloween bubble-gum offerings.

This collection pack is more than matched by the toymakers. The question of how to capitalize on the Halloween mood troubles many operators. There are at least two and means of such merchandising is, of course, dictated by a variety of factors inherent in the individual operation. General guidelines, however, may be found in one man's method.

John Adams, Diamond Vending (Continued on page 55)

**New Booklet Touts Candy As Good Tension Reliever**

CHICAGO—The fourth pamphlet in an educational literature series from the National Confectioners Association is available. Entitled "How to Relieve Tension With a Candy Break," the booklet suggests that no matter what the work, the typical worker will have physical slump at the following times during the day: About 11 a.m., or just before lunch, the worker's blood sugar level drops due to fatigue. Candy corrects this problem immediately, riding the worker over until lunch time.

Between 2 and 6 p.m., as the worker grows tired, the candy break will forestall the hunger pains that make him irritable and cranky when he arrives home.

And anytime between 6 p.m. and midnight, while reading, studying, writing, checking to pay bills, etc., anybody can use the lift derived from a candy break, the booklet declares.

It states the industry is discovering that candy is a new ally in the tight for efficiency. It follows that in-plant location of candy vending machines will increase.

**Tonic**

The book also notes that personnel managers and labor directors recognize the dollars and cents value of a candy break in its role as a morale builder and reinforcement. Tonic is said that candy-break workers return to their tasks more alert and satisfied.

It is also reported that many business firms are now making candy available to their reception rooms, making visitors feel welcome.

The new booklet will be distributed to the public free of charge by NCA members in supermarkets, at retail candy counters, and at vending machine sites.

**FDA Turning Attention to Candy Field**

WASHINGTON — Addressing delegates at the Convention of the National Confectioners Association here a fortnight ago, Food and Drug Administration Commissioner Julius H. Leopold repeated his standard devotion of increased agency attention to food and candy safety.

He said that since taking his position nine years ago, the industry has been on the defensive against all attacks. Now, the FDA is taking a more active role. He added that since taking his position, the FDA has been on the defensive against all attacks. Now, the FDA is taking a more active role.

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Pros, Cons of Halloween Mds.

Two weeks ago we opened these pages to discussion of the controversial Surfers Medal (or Iron Cross) type device. Comment has been coming in hard and fast. Here are the opinions and cons, of two more industry figures.—Ed.

The following is excerpted from a letter written by Bernard Greenberg, president, MacMan Enterprises Corp., of Oceanide, N.J.

Sir: You have recently run several articles regarding the Surfers' Emblem. Included have been some statements we feel are rather uncalculated for, namely (1) "The surfers who wear the Iron Cross wear it as a symbol of revolt against law and order."—and (2) "Surfers and skateboarders with an item like the Iron Cross to appeal to substandard surfers would be a disaster.

We do not see how you can classify a person who owns a surfboard or those who indulge in the sport of surfing as "substandard" citizens. A surfboard aside from the skill of surfing, runs into a considerable sum of money. Surfing today is practiced with in every large city that can boast an ocean front.

We do not believe that just because a photo copy taken from the Public Library which will show that the Victoria Cross of Great Britain, Distinguished Service Cross—Great Britain, Order of Orange-Nassau—The Netherlands, Order of Merit —Great Britain, all bear a strong resemblance to the Iron Cross. Would critics have the recipients of all these medals, which we are sure some of our own servicemen received during World War II, return them because they are "being anti-Americans"? Included in the first ten highest decorations of the U.S., armed forces are the Navy Cross and the Army and Navy Distinguished Flying Cross, both of which are commemorations of the Iron Cross. Are those American servicemen who received either of these medals to be considered "substandard" citizens? Or, are we to say, as some have said, "The Iron Cross by any other name smells just as high." If you will also take note, you will note that whenever a tragedy such as an air crash or auto accident occurs, newspapers, ever so delicate to point a black dark cross. Said cross is exactly the Iron Cross. How many newspapers, then, practicing anti-American thoughts?

In closing, the Fire Department in various cities throughout the United States use the Iron Cross as their symbol. Should they also change their emblem?

We feel that the stand of critics of the Iron Cross as a bad breeding is mindless and only tends to put false meaning onto that which does not exist.

Fortunately, we live in a free country where we have the freedom to choose for ourselves whether or not to buy an item.

The following, taking the opposite view, was written by Paul A. Price, president, Paul A. Price Co., Inc., Roslyn, L.I., N.Y. There are excerpts from the letter.

Gentlemen:

As we realized that we were putting dollars ahead of principle, we took steps to withdraw our listing from the eastern "Brandy" line.

We had already received the tools and dies from our toolmaker, and without ever having molded a single piece of our stock, we ordered them destroyed.

The war is over three years in the United States Army during World War II and, now feels strongly that to have been a party to the distribution of this item to our many customers throughout the country, we have opened up wounds that have not completely healed. As the item undoubtedly would have been brought into countless homes, it could have caused much unintended grief.

We congratulate those who took the lead in publicizing this matter. Extensive advertising of this item would have set back the bulk vending industry's reputation for giving young America articles of good, wholesome quality and play value. (Signed.)

What's your opinion? Air it in a letter to Bulk Vending Editor, Billboard Magazine, 188 West Randolph Street, Chicago, Ill. 60601.

HAROLD and MRS. FOLZ as captured by the Bulk Vending Industry at the Sheraton-Chicago Hotel during the National Vending Association convention. Harold had just received an award for his service as an officer during the preceding year.
Clint Pierce Is Re-Elected Wisconsin Assn. President

Lake Delton, Wis.—Broadhead brother of the MOA proposal leader Clinton Pierce of C. S. Pierce Music Co., was elected to another term as president of the Wisconsin Music Merchants Association, at a meeting here June 19. Lou Glass, Modern Specialty Co., Madison, was elected vice-president. Directors elected at the meeting will include: Hastings, Hastings Distributing Co., Milwaukee, who is president of the Milwaukee City Cigar Co.; Roger Broekhuisen, Green Bay; Jim Snellman, La Crosse; Dewy Wright, Wausau; and Russ Dougherty, Wisconsin Rapids.

The only vote against the Pierce proposal was cast by Pierce himself. No election for the post of secretary or treasurer was required, for the association employs a man for both positions. Pierce is also active in national association matters. He has served as president of the Music Operators of America and is currently an MOA vice-president.

Guest speakers at WMMA meeting here were MOA board members.

L. A. Hikes Machine Gross Tax, Ignores Cigarettes

Bruce Weber

Los Angeles—Cigarette vendors here won a reprieve from the Los Angeles city council, in a recent vote, after its initial recommendation by the Revenue and Taxation Committee to hike the tax on cigarettes. However, machine operators working in the Los Angeles city limits were slapped with a gross receipts business tax hike of 25 percent.

The city council ignored the proposed 2-cent tax increase on each package of cigarettes and instead concentrated on boosting the present hotel occupancy tax.

John D. Kelly, executive director of the California Association of Candy and Tobacco Vending Distributors, was jubilant following the city council decision not to tax the tobacco and vending industry. "The action by the city council will not only the vending industry operating an opportunity to grow," said Kelly, but "will stimulate additional revenue for the city through the tobacco and retail market." Vending operators contacted after the vote said that they agreed in principle to the hike, but were waiting for a direct message from the city to get their agreement.

Frankie Randall On Color-Sonics

Los Angeles—Singer Frankie Randall will film two Color-Sonic visual jokebox song sequences at Paramount Studios. Ralph Riskin will produce the two films which will be directed and choreographed by Bob Baker.

Officrs and Directors of the Wisconsin Music Merchants Association present at the meeting in Madison were: (1) Harold E. Johnson, Waukesha; Rev. George F. Kiehle, Milwaukee; (2) John R. Legler, Milwaukee; (3) Louis Glass, Madison; (4) Fred Thaler, Beloit; (5) John C. Rambo, Green Bay; (6) J. J. Pankowski, West Bend; (7) Howard H. Wisconsin Rapids; (8) Samuel B. Rogers, Albert Lea; (9) Charles J. Maas, La Crosse; (10) Louis Dougherty, Wisconsin Rapids; (11) Charles T. Flanagan, Kaukauna; (12) Robert M. Steffen, Holmen; (13) Charles F. Kohn, Milwaukee; (14) Charles H. Betts, Wausau; (15) John E. Miller, Eau Claire; (16) Lewis J. Housley, Janesville; (17) Joseph E. Pultosi, Green Bay; (18) John W. Will, Waukesha; (19) John A. Kiehl, Madison; (20) S. N. Walter, Milwaukee; (21) James F. Weber, Sheboygan; (22) Robert W. Reihlen, Milwaukee; (23) George H. Mark, Milwaukee; and (24) John C. Garber, Milwaukee.
THE 'CAN DO' CHECKLIST

Here, in brief, is what YOU CAN DO about location-owned coin machines:
1. Acquaint locations with economic realities of operating.
2. Show locations how others have net LOM Waterfall.
3. Challenge specific claims made by LOM promoter.
4. If appropriate, offer location an alternative to machine ownership.
5. Contact public and private business policing agencies for information on promoters.
7. Consider surveying or warning your as-yet unaffected locations about potential contacts by promoters.
8. After first obtaining legal counsel, assist location in some practical way in extricating himself from involvement with "blue sky" promoters.

What to Do About LOM's...

ALL MACHINES READY TO LOCATION

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
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</thead>
<tbody>
<tr>
<td>CE Champion Five Range</td>
<td>$295.00</td>
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<tr>
<td>CE 4 Skee Shuffle</td>
<td>95.00</td>
</tr>
<tr>
<td>CE 6 Skee Shuffle</td>
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<tr>
<td>Halle-Bin 1458</td>
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<tr>
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<td>Seeburg 6</td>
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<td>375.00</td>
</tr>
<tr>
<td>Seeburg 5100 1200</td>
<td>400.00</td>
</tr>
</tbody>
</table>

MONY Dinner

- Continued from page 59
from the tax because of a different court interpretation.

Admissions

Another interpretation placed coin machines under New York State sales tax statute 1105-F1. This ruling subjected the machines to an admissions tax. The decision, however, was reversed.

The majority of those attending the dinner-meeting voted to try to come into the Bathrick case as friends of the court in favor of Bathrick. "I'm for fighting in the bitter end," Mrs. McCarthy told the operators. Also both the members and non-members are seeking to raise some money to augment Bathrick's legal staff. These attorneys will supplement Bathrick's present lawyer, former Senator Mordecai.

Meanwhile Ted Ball, attorney for MONY, advised the operators to set aside the tax money in the event their attempts are aborted.

when answering ads...

Say You Saw It in Billboard

the innovation that changes the coin-operated industry

the Valley 2½" MAGNETIC CUE BALL

New Cue Ball shown and compared to the regulation ball and overlaid cue ball, used on other coin operated pool tables. 14½ balls now standard.

NEW PLAYERS • NEW GAME INTEREST • GREATER PROFITS

After 4 years of research and actual field testing, Valley® has perfected the regulation 2¼" Magnetic Cue Ball (Patent Pending) . . . the same size and weight used for professional billiards . . . Now furnished on Valley® coin-operated tables!

Here's why Valley® Magnetic Cue Ball will add profits for you:

- The home and professional player will now play coin-operated pool without affecting their game.
- Magnetic Cue Ball will not become trapped as it separates itself from other balls.
- Regulation size and weight assures player more accuracy.

the Valley manufacturing & sales company

Bids Let for Trade School in Chicago

MONY Dinner

- Continued from page 59

Bids for the training program have been advertised by Coyne Electronics Institute, Chicago Board of Education, the Illinois Technological Association, and DeVry Technical Institute, under provisions of the Manpower Development and Training Act.

The bid for Federal financing appears to have been successful, MOA executive vice president Fred Granger reported last week. MOA's B. of the ICMOA school by the appropriate government agencies is imminent, and for the school, he said, could come by the end of July.

(Continued on page 66)

THE LOM SITTING DUCK "ELF FOR OPERATORS"

How vulnerable are you to "own-your-own" machine promoters? Take this questionnaire...

1. Do I have data readily at hand to educate locations about the economics of operating?
   - Yes
   - No

2. Do my commission (and/or loan-bonus) practices lead locations to accurate conclusions about my profits?
   - Yes
   - No

3. Are location representatives likely to check with me before buying coin machines?
   - Yes
   - No

4. Do habits and methods of my routemen lead location personnel to accurate conclusions about my profits?
   - Yes
   - No

5. Do I visit my locations on a regular basis?
   - Yes
   - No

(If all your answers are "yes," you're not a "sitting duck" for LOM promoters. One, two or more "no" answers should give you pause.)

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(Continued on page 67)

JULY 2, 1966, BILLBOARD
Reports From Rock-Ola Showings Nationwide...

By PATRICIA HORNICK

CLEVELAND — "Response to the Rock-Ola G/P Imperial is just gorgeous," said Norm Goldstein, of Monroe Coin Machine Exchange. "We had a very large turnout at our two open house showings in Cuyahoga and the Dayton branch office, and almost had to hand out tickets." Other Rock-Ola distributors elected much the same response from operators at their open houses.

Morris Pihl, of Greater Southern in Atlanta, Ga., was surprised at the nice turnout for a showing of this kind and at this time of the year. Most Atlanta operators arrived at lunch time and Pihl reports Greater Southern did very well on orders for the new machine.

Bob Nims, of A.M.A. Dist. in New Orleans, said operator comments were largely on the sound, design and overall attractiveness of the G/P Imperial.

His sample shipment of five machines barely made it in time and the initial order is already 50 per cent sold.

Bird Music, of Manhattan, Kan., held open house all week and Lu Picek said operator reaction was "just great." About 25 operators in all attended and anticipate quick delivery of the new jukebox.

Commuting Coinman Covers 270-Mile Route by Air

BRENTWOOD, Calif. — There is nothing unusual about Stan Borden, a coin machine operator in Southern California, unless you consider commuting 135 miles to your route as being out of the ordinary.

Borden, who lives in Brentwood, a suburb of Los Angeles, flies to San Diego, Calif., three times each week (round trip is 270 miles) to investigate his operation. It takes Borden 36 minutes and about $13 air fare to reach his first location.

Because of business commitments in the Los Angeles area, and several "choice" coin machine locations in San Diego, Borden plans to continue to commute. He has exclusive coin machine locations in the Hotel Del Coronado and in Vacation Village, both convention and resort villas and both profitable during the summer.

Although business lags during the winter, Borden said, being in a resort community has its advantages. Being in San Diego is in itself an advantage, he said, because the city also happens to be dominated by the military.

"When the resort business falls off during the winter, the financial slack is somewhat picked up by military personnel. Military spending, especially among nonmarried personnel, always manages to carve the financial dip during the long winter."

Conventions

Conventional business also plays a major part in Borden's operation. San Diego having more than 200 convention-type meetings each year. More than one third of the convention trade is in Borden's locations. In both resort locations Borden has set up arcade-type operations consisting of phonographs, several shuffle-type games and pin pieces. "My biggest problem," Borden said, "is finding equipment to fill the locations."

Because of the adult image the locations have, he said, "my equipment must be sophisticated, be well serviced and constantly altered. Few teen-agers, unless they're hotel guests, play the location. The reason for the constant equipment change. Adults get tired of seeing the same machines.

Military

In an attempt to stimulate additional winter business, Borden is looking for new locations...
WE'RE MOVIES EXCLUSIVE

SENSATIONAL 'N. ONLY Mfrs. KICKER, Mio''=DI

1966 AWARD WINNER AT THE
IAAP SHOW IN CHICAGO
GRAND PRIX ROAD RACER
No Tire Breakage No Cutting in or out of Car

$795.00

Exclusive New ARR Distributors
Chicago, Illinois, M. D. Inc.

DAVID ROSEN inc
215 W. BROAD ST. PHILA., PA. 19122

SorRY --
but we underestimated the demand for
HULLA-HULLA-
WE'RE ALL SOLD OUT!
However . . . .

we suggest you wait for the
SENSATIONAL 1-PLAYER
KICKER COMING SOON!

CHICAGO COIN
creators of

Dependable Games
1, 2, and 4-PLAYER PIN GAMES
BOWLERS—BALL andBUCK
RIFLE GALLERIES
NOVELTY GAMES

CORVETTE
6-PLAYER AUTOMATIC BOWLING LANE
Available in various lengths

MEDALIST
6-PLAYER PUCK BOWLER

These and other Chicago Coin
Proven Profit Makers
Now at Your Distributor

Chi-Trade School
Continued from page 60

Technical Institute and Midway Technical Institute. Bids were submitted to officials of the Illinois department of vocational training, which department will award a contract. Training programs, though funded federally, are administered at the state level.

The coin machine training program here will be a "coupled" program under which the student may receive tuition, tools, subsistence based on need and—hopefully—six months of on-the-job training. Approval of moneys for on-the-job training is "up in the air" yet, according to MOA officials.

Progress in formation of the Chicago school is being watched by associations all around the country. The only existing specialized programs for coin machine service men are in Denver and New York City. Both schools are aided by Federal funds.

NAMA Show Nearly Sold Out

CHICAGO—The 60,000 square feet of exhibit space available for the 1966 National Automatic Merchandising Association trade show is nearly sold out.

Show advisory committee chairman Robert Thomson announced last week that 134 companies have signed up for the Oct. 29-Nov. 1 event at McCormick Place here.

The largest previous NAMA trade exhibit was in 1964, filling 48,000 square feet.

Restraining Order in RAV Case

SAN DIEGO—Rowe Automatic Vendors, Inc., has been issued a restraining order pending the outcome of a July hearing involving claims against several former officials of the company amounting to $1.85 million.

Superior Court Judge George Lazor issued the temporary restraining order against Rowe Automatic Vendors, Inc.; California Meter Service, KRC Service Corp., Mr. and Mrs. Paul Slaughter and Mr. and Mrs. Hamilton Moody.

The hearing will determine whether the former officials should be permanently prohibited from disposing of or transferring stock, as demanded by Tri-Financial Corp., a San Diego holding company.

The order is a result of a $1.85 million suit filed against the defendants by the holding company and a subsidiary, T. F. Loans, Inc. The suit charges Slaughter and Moody with breach of fiduciary obligations when they were directors, officers and shareholders of the firms.

Louisiana Soda Tax Hits Fizzles

BATON ROUGE, La.—A proposal by New Orleans Mayor Victor H. Schro and that city's council to raise the State's soft drink tax has died in the House Ways and Means Committee.

There was no objection to an unfavorable report on the measure that would have raised the tax from one-eighth of a cent to 1 cent per 5 cents wholesale selling price.

The revenue was sought to increase the pay of city employees.

IRS Eyes Location-Costs Write-Offs

CLEVELAND—"Location-casts written off" during 1963-1965 by American Automatic Vending Corp. here are being scrutinized by the Internal Revenue Service.

Location costs written off in the last fiscal year ended Feb. 28, according to President Louis B. Golden, were $305,300. He said the company deems this an allowable deduction for income tax purposes and the IRS findings will be contested.

Rock-Ola Names Two New Distributors

CHICAGO—Two new distributors will be handling the GF/Imperial phonograph for Rock-Ola Manufacturing Corp. in New England and Utah.

Named outlet for the company's phonograph and vending lines for Massachusetts, Rhode Island, Vermont, New Hampshire and Maine was Globe Automatic Vending Machine Co., Inc., 378 Granite Street, Quincy, Mass.

Top Globe executives are Anthony Graglia, president, and David Shuman, general manager.

Valley Distributing Co., 1794 South 9th East, Salt Lake City, will handle music and vending for Rock-Ola in the entire State of Utah plus a portion of Idaho bounded on the North by and including Adams, Valley, Lomhi, Clark and Fremont counties; the counties of Lincoln, Sublette, Uinta and Sweetwater in the State of Wyoming and the counties of Elko, Eureka and White Pine in the State of Nevada.

Key executives with Valley Distributors are president Merlin B. Kingston and sales manager Elden Kingston.

JULY 2, 1966, BILLBOARD
Clint Pierce
Is Re-Elected

Casola reported on the status of Casola's recall action on revi-

sion of the national copyright law, action which has tremen-

dous bearing on the industry be-

cause the traditional jukebox ex-

ception from performance rev-

alties is threatened by the re-

vision.

"We are meeting constantly to
talk about this matter," Casola
said. He announced that the
MOA executive committee was
to meet for talks in Washington
ight Wednesday (22). A report
from the House Judiciary Sub-
committee—considering a 2-cent-per-side royalty of
ered by the MOA last year
— is expected at any moment.
Casola also talked briefly about
contracts and pricing. "If we
were all working under con-
tacts with our concerns," he
declared, "the value of our busi-
nesses would double. Routes
that have all contracts on con-
tracts are selling for 100 times
the weekly take. This is much
more than the off-contract sale
price."

About pricing, Casola offered
Washington and the nation the
suggestion: "You'll all remember that several weeks ago we had a
about the need for dime play.
This has since become a reality.
Now I suggest, and I can only
suggest this as a fellow business-
man, that you as individual
operators consider the advantages
in two-for-a-quarter and five-
four-a-half play. This may be the
only way to overcome the ad-
tional expenses that are giving
so many of us problems."

Granger explained that the
MOA is assisting the Illinois
Coin Machine Operators Asso-
ciation in the foundation of a
trade school at Chicago and he
pledged: "MOA will help any
State get a school going."

He traced the organizational
process in organizing the Chi-
cago school from the establish-
ment of a school committee
through many rounds of govern-
ment red tapes—to its present
point of progress: bids have been let to interested trade
schools in the Chicago area and
only two more approvals from
the Department of Health, Edu-
cation and Welfare are neces-
sary before the school doors open.

"Funds should be forthcoming
by the end of July," Granger
said.

Designed for operation under
terms of the Federal Manpower
Development Training Act, the
Chicago school will function un-
der what terms of the Act de-
scribe as a "cooped program."
Granger said. This means both
institutional and on-the-job train-
ing. Granger explained. For in-
teresting process, the govern-
ment pays the student's tuition
and subsistence. If details are
worked out, Granger said, funds
will also be available for some
payment to the student while in
six months of on-the-job train-
ing.

"The on-the-job part of the
funds is still up in the air," Granger
said. He pointed out that the government training program permits businesses to submit men of their own selec-
tion for training if that is de-
sired.

The MOA official also re-
ported that the association's na-
tionwide membership drive that
has been going on for several
weeks has netted to date 135 new
affiliates. He lauded Pierce and
State member Louis Glass for the
efforts recruiting new members in
the Badger State.

Bob Rondeau, Empire Dis-
tributing manager from Menom-
inee, Mich., followed Grand-
gers talk with a brief re-
port on his investigation of Jack
Moran's Institute of Coin Ma-
chine Operations in Denver, the
first coin machine school estab-
lished under the Manpower De-
velopment Training Act.

Rondeau, who was selected by
area common to make the trip
to Denver, said he was greatly
impressed with the caliber of
students, instructors, curriculum
and results at the school.

Rondeau told of testing sev-
eral students by "bugging" a
shuffle alley.

"These students, using their
schematics, had all eight 'bugs'
out of that machine in about 15
minutes," Rondeau said.

"The school didn't know I
was coming," he said.

Rondeau said he is making up
a brochure showing what steps an operator must take to
get government financing of the
training of a coin machine at
an industry trade school.

MOA vice-president Les
Monteath, who is co-chairman of
the association's national conven-
tion to be held in Chicago Oct.
29-30, said expectations are that
will be the best convention we've
ever had. "And in truth," he
added, "I'd like to see you all there—wear-
ing a badge indicating you're
members of MOA."

Rosen Issues Video Catalog

PHILADELPHIA—The first
published film catalog for the
coin-operated audio-visual field
was issued this week here by
David Rosen, Inc. The catalog,
with a two-color front cover,
lists more than 750 film subjects
suitable especially for every type
of coin-operated movie-music
machine on the market today.

The cover identifies the book
as a "Filmotheque-Discotheque
Film Catalog" to merely identify
the concept. David Rosen, who
heads the distributing firm bear-
ing his name, said the "Filmo-
theque-Discotheque" name is
intended to identify the concept
of audio-visual machines.

Rosen is the exclusive United
State distributor for the new
Cinejukebox—the "new look"
created for the combination
2-in-1 movies and music machine
he brought here from Milan,
Italy.

In addition to the selection and
the performing artist, along
with the type of music on film, there
is a detailed synopsis of each
film subject.

The film subjects are available
for sale or rental to all operators
and distributors of movie-music
machines and not only for the
fast film library merely for my-
self," said Rosen. The catalog
is free.

Gottlieb's 2-player
MAYFAIR

ACTION! FUN! EXCITEMENT!

Swinging target...Double Bonus...scores up to 200
points.
9 rollers advance red and yellow
bonuses.
2 auto-shooters fire ball at swinging
target.
4 rollers turn pressure bumpers on and off.
Brilliantly illuminated back glass.
Adjustable 3 or 5
ball play.

That Extra Touch of
Quality and ORIGINALITY

JULY 2, 1966, BILLBOARD

Copyrighted material
that "blue-sky" type salesmen are working the area you can:

1. Blast the profits pipeline by informing the location of economic realities. When the location does not have salesmen, ask the salesman if he uses any other coin-operated devices, for example, he's already on the road to disillusionment. You're dealing with a busi-nessman, so you can expect him to think of the only way he can disillusion himself is if he already knows what he's in for. At this point, the salesman has already made his approach. Only cold, hard financial facts will disillusion him. One benefit of this approach, according to many operators, is that they realize what little they stand to make. The "blue-sky" salesman is the most condemned, easy-to-get-at form. This forces them to explain their businesses to themselves in order to explain to local merchants the claims of the "blue-sky" salesman couldn't be the truth. In short, disillusionment.

2. Show the location what the experiences of others have been.

There are published case histories of locations owners who have been deluded into thinking that they could get rich quick and without work by owning these machines. You can obtain and explain some of these to show the location by writing to Billboard magazine. Show these case histories to your location representatives.

And from time to time machine manufacturers have prepared information pieces which may prove helpful.

3. Familiarize the location proprietor with the disadvantages of owning his own machine.

Dispel the "rainbow without work" idea. All the location has heard from the promoter has been about reaping. You are in a position to advise, from experience, of the required sowing. The location has been made of the investment a location saves by having an operator-owned and-serve machine. This is the kind of salesman with whom to deal in trial locations, or locations having multiple machines. But the typical vendor promoter, say, is often so discouraged by the prospect of capital outlay in this type of situation because he is usually pretty well convinced, with virtue of the song and dance the he has been handed, that the capital investment is worth while and will be repaid from the fantas- tically high returns.

The disadvantages that seem to impress location representatives more than capital outlay are those involved in servicing a machine, handling major repairs, obtaining cigarettes or records or any type of merchandise, catering to customer demands, programming music, etc. All these items cost in location operating time, detract from the real business of running the establishment.

And there is a duo of important details always overlooked by the promoter. He may have dis- counted, obtained a machine on one hand, and the machine, but he never mentioned these two de- tails.

Most of the machines sold by these promoters lack suitable coin-accepting or, if you prefer, slug-ware. They are normally sold at prices that are marginally cheaper made and poorly equipped machines, sold at inflated prices. The location owner is totally unaware of the troubles he would face if he bought with respect to slugs, bent coins, old coin, etc.

The location is also ignorant about the subject of license and taxes. Sales is further complicated by the fact that each state has its own rules, and tax laws, and you must keep abreast of the changes that are inevitable.

4. Survey your locations. In some instances, when a dangerous and successful group of "blue-sky" salesmen are working a given area, you are wise to tour your locations and warn them that they might be approached. In this way you may also learn if they have already been approached by the "blue-sky" promoter. (In one instance an operator took a newspaper ad to warn his location manager of the "blue-sky" salesman who gave himself a good name when he included a prospect for "meaty," bargain sales.)

5. Offer the location representative an alter- native to buying. Wherever a location has been approached and seems determined to purchase a machine from a promoter, one should approach the location back down to its original work:

a. Let him operate the machine alone.

Under this proposal, the operator offers to lease a machine to the location. Sometimes this includes supplying service, programming, merchandising, etc., on location. The purpose here is the same as in turning over the machine to the location— that is, to keep in control of everything from the original sale to the time the location is ready to sell. But when he has been disillusioned he will ask to return to his original state. This second method has the advantage that the operator is still making some money from the machine.

b. Propose a sale and service arrange- ment. This one is the suggestion that the location buy a machine outright from the manufacturer and pay for it in instal- ments. Before you discount this suggestion, remember this sort of a proposal has all the advantages of the "blue-sky" salesman. As a matter of fact, the or- dinary advantage: it is an opportunity for you to retain someone with the experience to make your investment in equipment, and you can look at him and say, you have sold me the machine. Often the operator will also offer to service the equipment in question. The point here is that in the event his location determines when the day of disillusionment has come.

What YOU CAN DO after the location has been burned.

1. You can provide assistance in the location owner's extricating himself. If the location realizes that the investment of a machine was a bad choice, offer assistance. But you should not suggest to the proprietor any course of action without consulting your attorney and the location owner personally.

Some operators have offered to pay the freight costs to return his machine back to the headquarters of its seller. But even though the location may appear to have valid legal grounds for seeking a contract to purchase a machine, and even though the persons who sold him the machine may be under scrutiny or even indictment by agencies, do not advise the location to avoid the contract without first seeking legal counsel.

2. Offer to replace the purchased machine.

In some cases, where the location has not as yet become disillusioned with the machine and has made its own decision to machine, the operator has found it fruitful to offer to replace the location-owned machine on a trade-in basis (first selling the old machine) and using the true market value of the machine he has acquired at second hand, or under trade-in, extend or lend-share, or service and sale type of agree- ment previously discussed.

What about the operator's license?

One method of combating location-owned machines, a method very popular in years past and still mentioned from time to time, is to "form a group and lobby for an operator's license." An operator's license usually involves payment of a fee (often $100 or more) for the first machine owned or operated, with a low fee ($10 or $5) for each additional location. In the 1930's and 1940's many operators associations lobbied for such laws, partly in the belief that one could control the location ownership. Today it is an uncommon occurrence—but it is a solution sometimes suggested.

Experience has shown that an operator's license can be a self-defeating tool, although an operator's license might affect the fields of location salesmen. This is because they're sold on the idea that vending egi- arets, operating a jukebox, or game is fantastically profitable. If the matter of an operator's license is brought up, they'll tell you that they'll try to get a high fee for a high fee seems like a small hurdle.

On the other hand, the prospect of paying 3 or 4 per cent of the gross receipts of a coin machine, as is the case in some state sales jurisdiction, is in many cases more frightening. In general, there- fore, providing locations with cold, hard facts about the economics of coin machine operation is a more successful approach toward an operator's license—which can prove to be a two-edged sword.

A word about contacting authorities.

A study of your location's location experiences in your location's encounter with the "own-your- own" promoter is to contact the public and private agencies which keep a watch on location company and sales practices. This is practical if you have enough information to make a clear identity of the sales man and company involved.

The leading private agency to contact for in- formation and investigation is the Better Business Bureau. The most helpful public agency at the State or local level is the State Trade or Vendor's Association, the most helpful vendor association, because it is in your jurisdiction. But if the promoters are new in the field, agen- cies, and laws, perhaps the local vendor association is as yet. Therefore, location education and good location relations provide the soundest means of dealing with them.

Reprints of the above article are available at 15 cents each. Quantity orders of 50 copies or more are subject to special consideration. Reorder form, AMERICAN HISTORY MAGAZINE, 198 WEST RANDOLPH STREET, CHICAGO, 1111, ILL. 60601.

JULY 2, 1966, BILLBOARD

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**What to Do About OM's**

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**Continued from page 60**
NEW & USED COIN MACHINES

PHONOGRAPHS

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JULY 2, 1966, BILLBOARD
A beautiful introduction to plush surroundings...

Here is the answer to prestige locations. The exciting new GP/Imperial is a magnificent blend of fashionable styling and stereophonic high fidelity, 160 selections. Stereo-monaural,间mixes 33⅓ and 45 RPM records. 7' LPs. Any sequence. Designed to capture the most elegant locations.


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EXCLUSIVE ROCK-OLA REVOLVING RECORD MAGAZINE. Imitated, never equaled, the Rock-Ola Revolving Record Magazine and mechanical selector have established outstanding records of performance and dependability.

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[Advertisement for Rock-Ola phonograph with a photo of the device and text describing its features]
**YESTERDAY AND TODAY**
The Beatles, Capitol T 3553
(A, M) ST 5525 (S)
Not all releases from the Beatles include their big singles hit, "Yesterday," "We're Only Human," "Day Tripper" and "We Can Work It Out," but the new outs all have similar potential with the strongest sounds coming from "My Darling" and "A Day In The Life." Louis Armstrong is apparently indestructible in "Mamie," this featured song in an album, he has another hit show tune that will be Rockefeller. Other songs in the set are well made down but the Armstrong track is an all-time hit.

**POP SPOTLIGHT**
**THE VERY BEST OF ROY ORBISON**
Movietone MLP 8045 (M); SLP 12845 (S)
This package of Roy Orbison's great hits, all with genuine production and a strong front man, will be the hit chart fodder. "Crying," "Oh, Pretty Woman," and "Voice of Love" are still listening; "Put A Little Love In Your Heart" has been a huge hit. Beautiful songs, beautifully done.

**CLASSICAL SPOTLIGHT**
**BRUCKNER: SYMPHONY NO. 5 IN B FLAT/MAZURKA: SYMPHONY NO. 8 IN E FLAT (3-72 LP)**
Concertgebouw Orch. of Amsterdam (Johanna). Philips 2.919 (M); PHL 3.919 (S)
A choice coupling here brings together two compositions which are interpreted in live fashion by Jochum. His enthusiasm and technician carries over to the Concertgebouw.

**POP SPOTLIGHT**
**LOUIS**
Louis Armstrong: Mercury MG 21091 (M); 8R 41083 (S)
Louis Armstrong is apparently indestructible in "Mamie," this featured song in an album, he has another hit show tune that will be Rockefeller. Other songs in the set are well made down but the Armstrong track is an all-time hit.

**POP SPOTLIGHT**
**DANCE THE COOL JUGW WITH THE CAPITOLS**
Ampex 25-190 (M); 5253-100 (S)
Featuring their Top Ten single, "Cool Jug," on the Epic LP, this Capitol album, the third boss from Capitol examiners near West Coast and commercial Roberts on a string of current hits and three of their own songs had their time. "Shake and Bake" or "The Kick," if released as singles, could replace the "Cool Jugj on the No. 100 list.

**POP SPOTLIGHT**
**A GROOVY KIND OF LOVE**
Mindbenders' Fantasy MGF 27675 (M); SRF 67584 (S)
"A Groovy Kind of Love" the group's biggest single simple in the U.K. and England among the hit charts for their debut album. The trio includes exciting dance beat performances in "One Fine Day," "Lindsey Sings," and "She's Not Feeling Sorry," all singles expected to be a hit. "Dancing Dolls" and "Little Highways" are also expected to be chartbusters.

**FOLK SPOTLIGHT**
**SINGIN' IN THE STORM**
Stokley Wensley. RCA Victor LM 2692 (M); LSC 2689 (S)
What are albums for the 'Folk Stampede' like Miss Wensley, except perhaps the Billy Holliday. The new issue with the group's first LP, "All the Flowers Are Gone." If this ever goes to quite open, she has a new career.