

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phono-Tape Merchandising • Coin Machine Operating

Payola Probe Pot Boiling As 50 Get the Witness Call

By ELIOT TIEGEL

LOS ANGELES—A sweeping probe into allegations that payola on stations is widespread in Southern California began last Wednesday as the Federal Communications Commission called ex-promotion man Al Huskey to the 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 Stirmer, who has been with the FCC 4½ years and, like Kyle, is an 11-year veteran of FCC proceedings. He has never handled a nonpublic 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 station operations. Attorney Stirmer added that the Commission decided to keep the hearings behind closed doors in order to avoid "character assassination." The FCC felt closed inquiries were "more conducive

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Motown Bows A CARtridge Flip Top Box

NEW YORK—Motown Record Corp., a pioneer label in the 8-track tape CARtridge field, is introducing a dramatic new packaging concept—a book-type flip open package in full color, containing complete album information. This is a sharp departure from the former plastic package, and it is intended to accomplish the following:

1) Provide a safety factor in automobile unit use, inasmuch as the user can easily flip the cartridge out of the package with one hand and insert it into the player unit; 2) provide the user with full album-copy—just as is found on an LP package; 3) provide the consumer with an attractive type of package suitable for the home (a row has the appearance of neat, colorful pocket books); 4) provide the dealer with a package having instant

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Muntz's 2-Step Distrib Policy

By LEE ZHITO

VAN NUYS—Muntz Stereo-Pak will swing to a two-step distribution policy as of July 1, and will launch an intensive drive for top record distributors to handle its tape CARtridge and equipment product. Heretofore, Muntz, oldest manufacturer of equipment and duplicator in the business, had been operating on a factory-direct basis.

The Muntz decision to follow the record industry's two-step distribution pattern is seen by some as a move of major significance on two counts. Muntz, with his background in the automotive industry, had long felt that the lion's share of the cartridge business (cartridges and equipment) would come from the automotive field. He had held that the record dealer would play only a minor part in the new industry. His decision to

(Continued on page 6)



PHILIPS RECORDS' internationally renowned recording star, Dusty Springfield, is riding the top of the charts again with her fast-moving hit single, "YOU DON'T HAVE TO SAY YOU LOVE ME" (40371). The fabulous Dusty has followed it up with a just-released album by the same name (PHM 200-210, PHS 600 210), which is destined to follow the single onto the charts.

(Advertisement)

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 eight records start there with a sales breakout, 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 Capitols 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 is No. 14 this week. Impact is a Detroit label. The eight Detroit chart-makers came from a total of 16 breakouts; the eight Los Angeles winners came from only 14. Chicago, New York and Detroit were the cities with the largest number of total record breakouts—16 each. But, of the New York and Chicago breakouts, only six went on to reach the chart. San Francisco,

on the other hand, had seven records reach the chart from 15 original breakouts. San Francisco also had the largest number of total breakouts—20—but five of these records happened first in other markets. Tying with New York and Chicago in number of breakout records that went on to reach the chart were Dallas, Miami and Pittsburgh. (See chart in Radio-TV Programming section.)

In a similar survey last year, New York took all honors, not only having the most original breakouts—17—but having the most that reached the chart—19. San Francisco had been second with 18 breakouts that reached the chart. That survey encompassed nine months.

During the past six months, Atlanta had five record breakouts that reached the chart, Houston four, Milwaukee and St. Louis three each.

In all, there were 182 different records which were listed as breakout singles in 22 different

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IFPI Asks BIEM For Royalty Revision

By DON WEDGE

LONDON — Major revisions in their royalty agreement with BIEM 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's plea for better terms will indirectly affect all authors, publishers and manufacturers dealing internationally.

BIEM (Bureau International de L'Edition Mecanique) is the Paris-based mechanical-right col-

lecting 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—8 total—based on retail selling price. With the current international trends toward ending price fixing (France and Sweden are among countries where it is now illegal), manufacturers decided

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JOHNNY PAYCHECK—scores Country and Pop with "THE LOVIN' MACHINE" on Little Darlin' Records—LD-008. Now available is his first L.P., "JOHNNY PAYCHECK AT CARNEGIE HALL"—SLD-8001. (Advertisement)



Billboard Forum Details Cartridge Parley Agenda

NEW YORK—The Billboard Forum last week 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 Finkel, Rice vice-president, is in charge of developing the Tape Cartridge Conference. The Monday (Aug. 29) morn-

ing portion of the seminar will be devoted to "Your Future in the Tape Cartridge Field." It will consist of two talks: "In What Directions Will the Tape Cartridge Field Go—Its Pitfalls and Promise," and "The Potential for Sales—A Forecast of Market Opportunities."

The Monday afternoon proceedings will consist of a series of concurrent sessions, with each registrant selecting two sessions closest to his own immediate interest. The sessions will cover the following topics: "Developing an Installation Center for Playback Equipment in Automobiles," "Effect of Tape Cartridge Business on Established Record Distribution Channels," "Displaying, Promoting and Selling Tape Cartridges at the Retail Level," "Alternative Approaches for Record

(Continued on page 10)



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Col. Sets Singles Sales High for Wk.

NEW YORK — Columbia Records hit an all-time one-week single sales high for the week ending June 17. On the basis of the pace-setting week and the growing strength of the label's current singles product, Clive Davis, vice-president and general manager of CBS Records, is predicting that June will close as the top month for singles sales in Columbia's history.

Among the teen-oriented singles contributing heavily to the company's strong showing are "Red Rubber Ball" by the Cyrkle; "I Am a Rock" by Simon & Garfunkel; "Hungry" by Paul Revere & the Raiders; "I Want You" by Bob Dylan, and "5D" by the Byrds.

Other singles scoring for the label are Ray Conniff's "Somewhere, My Love"; Johnny Cash's "Everybody Loves a Nut"; Susan Christie's "I Love Onions"; Andy Williams' "How Can I Tell Her It's Over"; the Pozo-Seco Singers' "I'll Be Gone"; Marty Robbins' "The Shoe Goes on the Other Foot Tonight"; Eydie Gorme's "If He Walked Into My Life" and the Clefs of Lavender Hill's "Stop! Get a Ticket" on the Date label.

Supplementing the recordings currently listed on the charts, Columbia is also beginning to roll with new singles by Barbra Streisand, Tony Bennett, Jerry Vale, Little Jimmy Dickens, Chad & Jeremy, the Creatures, and the Playboys of Edinburg.

Slogan Out for Duration Of Suit: Judge to KLIF

DALLAS — Radio station KLIF here will not use the slogan "most accurate music" on its playlist until the outcome of a \$175,000 damage lawsuit brought by Abnak Music Enterprises can be decided. Trial in the case held at 162d District Court, brought by Abnak last April 12, has been set for April 24, 1967.

Judge D. Brown Walker wrote out an order stipulating the slogan not be used and both KLIF and Abnak agreed to it. Abnak, besides its damage lawsuit, has asked for a temporary injunction stopping the station from using the slogan "Big D's most popular songs—the most accurate popular music survey in America." The station voluntarily dropped the slogan with its May 28 playlist. The order

has a less severe connotation than an injunction by the court.

Abnak contends the list was inaccurate because the station had not listed its record "Evol-Not Love" by the Five Americans, purportedly a strong local seller. The firm is suing for damages it claims it lost when the station took the record off the air.

Tracy to Lib. As Producer

HOLLYWOOD—Jack Tracy, former a&r head of Limelight Records, has joined Liberty Records, Inc., as a staff producer to handle pop and jazz projects for all divisions. While his background has primarily been in the jazz field through his producing for the Mercury subsidiary and before that with Chess-Checker, Tracy is being groomed to handle motion picture and television soundtrack projects, reported Bob Skaff, a&r vice-president.

Tracy's signing with Liberty comes a few weeks after the label acquired the Blue Note jazz line in New York and two months after leaving Mercury's local office.

Tracy will be closer to projects for the World Pacific and Pacific Jazz subsidiaries which are located on the Coast.

Tracy entered the disk business after a turn as an executive editor on Down Beat magazine. He was with the Argo operation (part of Chess-Checker) in Chicago from 1958 until 1962 when he joined Mercury.

Hickory Joins Cap. Disk Club

NASHVILLE — After several months of negotiations, Hickory Records signed an exclusive three-year club distribution contract last week with the Capitol Record Club. The label will be represented in the August offerings. The first releases will include product by Sue Thompson, Roy Acuff, Donovan, the Newbeats, Bob Luman, and Wilma Lee & Stony Cooper. The contract calls for a minimum of six albums a year. Concluding the deal were Bob McCluskey, assistant to the president of Hickory, and Ed Nash, vice-president in charge of the Capitol Club, and Bud Hamilton, product service manager of the club.

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Big 3 Gears Global Concept to Music as Universal Language

NEW YORK—"When a song can move people in one country, that song very likely has enough emotional validity to move people in many countries. This is particularly true in our Western civilization, where many nations share in a common cultural heritage."

This is the view of Arnold Maxin, who after one year of operation as head of the Big 3 is committed to the concept of a global publishing operation geared for activity in markets all over the world. Implicit in this concept is the idea of total music traffic: a two-way exchange setting up hits overseas and

bringing back chart candidates for the American market.

"Artists and writers today are aware of the values inherent in this type of international organizational strength, and they expect it in a well-run publishing operation," Maxin continued. He added that only through the implementation of such a broad-scale international concept could a great catalog be replenished with new material, and properly exploited for its standards.

In recent months the international action achieved by the Big 3 amply illustrates Maxin's global publishing concept. Here

are some examples: (1) The international exploitation pact with the Koppelman-Rubin publishing interests — Chardon Music and Faithful Music—is now paying off on the British charts with the Lovin' Spoonful's "Daydream" and Crispian St. Peter's "Pied Piper"; (2) The international representation pact with the Bob Dylan publishing interests manifests itself in such overseas activity as that achieved by "Rainy Day Women," now on the charts; (3) International pact with the Small Faces, who hit the British charts with "Hey Girl"; (4) Interna-

(Continued on page 8)

BMI Accepts a 12.5% Rate Hike; Will Ease Logging Requirements

NEW YORK — Broadcast Music, Inc., will get a 12½ per cent rate increase from radio stations beginning Oct. 1. BMI will shortly be mailing a notice that the broadcasters' present license terminates Sept. 30 and an offer to enter the new licensing agreement which will run for a two-year period. The All-Industry Radio Music License Committee also sent out a mailing to its broadcaster members summarizing the negotiations leading up to the new BMI license and recommending acceptance.

BMI's request for an increase was based on the continuing substantial increase in the use of its music by radio. Whereas in 1959 approximately one-third of the music played by radio was licensed by BMI, in early 1965, almost one-half of all such music was BMI licensed. As a result of this increased use of BMI music, the cost per performance of such music became considerably lower than that of any other major U. S.

licensing organization.

BMI's initial demand when the negotiations began was for a 25 per cent increase. After lengthy and protracted negotiations, BMI agreed to accept a 12½ per cent increase in both blanket and per program rates. Under this arrangement, BMI's blanket license rates for stations with income in excess of \$100,000 would be increased from 1.2 per cent to 1.35 per cent of net receipts from advertisers after deduction, and the blanket license rates for stations with lower income would be correspondingly increased. (Comparable rate for ASCAP is 2.125 per cent—a rate which the broadcasters are seeking to reduce in the proceedings now pending in New York Federal Court.)

BMI's commercial per program license rates for stations with income in excess of \$100,000 would be increased from 4 per cent to 4.5 per cent of net receipts from advertisers after deductions of program using BMI music, and the per program rates for stations

with lower income would be correspondingly increased.

In addition, BMI will permit local radio stations to switch to a per program basis or blanket license, as the case may be, by providing that any station can shift at the outset of the new two-year license and at the end of the first year of the two-year term of the license upon giving specified intent to switch.

BMI also agreed to a reduction in logging. No station would be required to be logged for an excess of two weeks to the present six-week

vision. Under discussion are other proposals which would ease, to some extent, the accounting burden of the stations. One of these proposals is that stations with low gross billings, instead of itemizing deductions, could pay a reduced percentage of their gross receipts. However, these are wrinkles that are still to be ironed out by BMI and the All-Industry Radio Music License Committee.

ABC Staff Changes; Realigns Kiddie Line

NEW YORK—ABC Records this week announced the creation of two new positions, the appointment of three executives, and a realignment in its kiddie line.

Ray Rand has been named by president Larry Newton to head the newly formed sales division for all tape product for ABC Records and its subsidiary labels. His title is director of marketing and sales for tape CARtridges.

Mickey Wallach is national director of album promotion for all the labels in the ABC family. This, too, is a new post.

Dave Bernstein has been named New York promotion man. He will work out of Jet Records, the company's local distributing branch.

Marty Goldstein, sales executive for Westminster Records, ABC's classical line, will manage Simon Says, the ABC kiddie line acquired for distribution early this year. He will be assisted by Stanley Pargman. Both men will also represent Music Guild and Whitehall Records.

Dick Shapiro, who had been sales manager of Simon Says, has resigned to go into free-

lance production and album promotion. He will announce his plans in detail in the near future.

Rand, who comes to ABC from the International Tape Cartridge Corp., entered the audio field in 1944 with Midtown Distributors. He later was with Audio Video, Adelphi and Olmstead Sound Studios.

ABC's plans include the immediate release of 25 8-track tapes on Command, 20 on ABC, 25 on Impulse, one each on Dunhill and Jerden, and additional product on Westminster and other ABC labels at later dates.

Wallach had been New York promotion manager for MGM Records. He has also done independent promotion, represented ABC-Paramount Records via Malverne Distributors in New York, and worked for radio station WMGM in New York.

Bernstein comes from the Sam Fox Publishing Co., where he promoted the score from "Man of La Mancha." Previously, he had been with Adam Distributors, Beta Distributors and Roulette Records.

Matsushita Enters CARtridge Race; Sets Stereo Sights on '67

By CLAUDE HALL

NEW YORK — The Matsushita Electric Corp. of America, which unveiled its first entry into the tape CARtridge field here Monday (20)—a portable reel-to-reel cartridge monaural unit—will launch a stereo continuous loop tape cartridge unit for the car and home by early 1967.



FRANK ASSUNTO, right, leader of the Dukes of Dixieland, chats with Billboard Associate Editor Mike Gross, relative to the band's new engagement at the New York, Saturday night band returns for more 10-day stints Aug. 18 and Oct. 27. Assunto is also waiting word from the State Department about two overseas tours for the Dukes, one to Vietnam, the other to West Germany. Also set are fall engagements at the Century Plaza, Los Angeles; the Roosevelt Hotel, New Orleans, and, in the winter, two weeks of one-nighter college concerts in the Carolinas.

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 reel-to-reel portable cartridge unit. It features a cartridge compatible to the Norelco-type cartridge player and will record as well as play back.

Jeff Berkowitz, manager of tape recorder merchandising for Matsushita, said the firm was presently still experimenting and researching the tape cartridge field. Three different Japanese factories of the international combine—a radio, a car radio, and a tape recorder factory—are all working separately on the project.

Ray Gates, 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 turns out the best unit, we'll accept."

Berkowitz said that, at the moment, there's "no question that the system will be 8-track continuous loop. The mono reel-to-reel unit we're introducing here is for the office, the businessman, salesman or student—the biggest market right now in the price range we were looking for. But we're looking to develop an 8-track unit for home entertainment. The 8-track cartridge player we see especially valuable because women can use it; one of the problems with the ordinary tape player is that it's a man's machine.

"So we're investigating the field intensively. We will not let anything on the market unless it meets our quality standards; the other 8-tracks available at this

time do not meet our firm's standards," he said.

Berkowitz felt the cartridge player would replace ordinary reel-to-reel tape players. "The cartridge player will be, by 1970, a very large part of the tape recorder business."

According to R. Nakatsuka, manager of consumer sales planning for Matsushita Electric, the international firm has a technical exchange agreement with Philips, which is why Matsushita's monaural reel-to-reel cartridge player features cartridges that are compatible with the Philips player. He said the Matsushita unit has been available in Japan about two months. World-wide distribution is planned at the same time as U.S. distribution.

EXECUTIVE TURNTABLE

The Edward B. Marks Music Corp. has added Bob Krasnow to its West Coast office staff. He will work under Arnold Shaw, general professional manager, in the firm's newest Italian film scores on standard catalog and new songs. Krasnow headed the Loma Record division of Warner Bros. and managed and produced records for Ike and Tina Turner. He formerly was national promotional manager for Del-Fi Records and salesman for King Records and Decca.

Irving Brown has joined Seven Arts Productions at the publishing company's New York home office. He will be involved in all aspects of the Seven Arts Music and Servants Publishing business and will report directly to Jeremy Hyman, president of the firm's music divisions.

Brown had been vice-president and executive assistant to the president at Chappell Music since 1957, where he handled the business of the publishing firms of

Spanka & Flanka Expand Their Overseas Operations

NEW YORK—Spanka (BMI) and Flanka (ASCAP), publishing houses owned by Andy Anka, are expanding their overseas operations. The firms, which were founded in 1958, had been based largely on songs written by Paul Anka, Andy Anka's son. Current catalog has 400-500 titles.

Most important recent acquisition is the international publishing rights for "The Ballad of the Green Berets." Two record versions of the song are current in Australia, with two others in Spain, one in Argentina and one in Brazil.

The New York staff has been bolstered with the addition of Charlie Zogheb, who had been with the firm's Paris office for a year. Formerly a broker for the New York Stock Exchange in Paris, Zogheb will head promotion.

So far this year some 42 records from Spanka-Flanka recent copyrights have been made in England, Australia, Canada, Italy, France, South America, Spain, Sweden, Mexico, Germany and the United States.

The publishing firms are active in buying foreign copyrights for U. S. use, selling rights of U. S. copyrights for overseas use, and buying U. S. copyrights for use by overseas affiliates.

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WB Eyes Revision of Int'l Release Table

BURBANK, Calif.—Europe's emerging affluent society is causing a re-evaluation of the thinking at Warner Bros.-Reprise Records concerning international release schedules. "We must now incorporate into our promotional thinking, France, Holland, Germany, the Scandinavian countries and Switzerland," reports president Mike Maitland.

"I personally feel that because of the tremendous flow of tourists from country to 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 released product at the same time as the English and Americans did. Now it's important that most of free Europe have a release schedule close to the U. S. and vice versa."

Closeness of release schedules usually entails a 30-to-60-day spread between album product being released domestically and then issued by licensees.

Frank Sinatra's "Strangers in the Night" album may have set some form of speed mark in being released in England, Maitland thinks. The swiftness with which the project was achieved and its subsequent sales success are exactly why product has to be released in

other markets much closer to the domestic issuance date. The Sinatra single was just starting to break in England when Maitland left for Europe. Within two weeks after he had arrived, the disk was No. 5. Maitland checked with his office and learned the album was in emergency preparation. The LP was released in England one week after its American debut.

The speed with which it was made available in England had "quite an impact" on Pye. "They couldn't believe it," Maitland said. Pye, the executive explained, is a flexible company which is not locked into a releasing schedule.

What happens when European countries are all not working on the same product is evidenced by still another Sinatra product, Maitland pointed out, this time referring to Nancy Sinatra. "These Boots Are Made for Walkin'" was somewhat off schedule in Northern Europe according to Maitland, and when the singer's follow-up "How Does That Grab You?" was released and became a hit in England, "Boots" was getting the emphasis in the other nations. Hopefully, these are the situations which the company would like to change. "Exposure spills over" from nation to nation, Maitland says, which necessitates a more uniform releasing program.

DEEJAY GIVES DISK KINDEST CUT OF ALL

NEW YORK—One cut from James Cleveland's Savoy gospel album, "He Leadeth Me," is making a flock of r&b station playlists—despite the fact that no single has been released. The cut is the pop tune, "Without a Song." This has hit the playlists on WCHB, Detroit; WHAT, Philadelphia; WEBB, Baltimore, and various other stations.

Crucial in getting this action has been WCHB deejay Martha Jean Steinberg, known as the Queen. Miss Steinberg, according to Savoy's Fred Mendelsohn, heard the album, played it on her r&b show. The station's gospel deejay asked her to desist, on the ground that the cut was a pop tune. Miss Steinberg did so, but restored the cut to her program owing to listener demand.

Savoy, meanwhile, has not issued the single because the album is selling heavily. The Detroit distributor, Armen Baladier, has moved about 8,000 in that last four weeks. But pressure for the single is building—notably from jukebox operators.

Meanwhile, Herman Lubinsky, Savoy boss, is in Paris with Cleveland, who is appearing at the Olympia. Lubinsky plans to record Cleveland live at the playhouse.

(Continued on page 8)

THE LOVIN' SPOONFUL CAPTURES THE FEEL, THE FLAVOR, THE HEARTBEAT OF **SUMMER IN THE CITY**

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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 Oliviere.

"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 Strachborneo said 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 apart-

ments and hotel suites, alcoholic beverages, wearing apparel, participations 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 - Collier Broadcasting Corp., KFWB, which is its Los Angeles outlet plus the following personnel: Jim Hawthorne, program director; Joe Bernard, general manager; Don Anti, record librarian; disk jockeys Wink Martindale, Roger Christian, Gene Weed, Bill Angel, Sam Riddle, Bill Ballance, James O'Neill; KGfJ disk jockeys Herman Griffith, Hunter Hancock, Rudy Harvey and Bill Mercer; KDAY disk jockey Tommy Smalls; KMEN's (San Bernardino) disk jockey Brian Lord; KDEO's (San Diego) disk jockey Chuck Daugherty; KRLA's (Pasadena) program director Reb Foster and disk jockeys Ted Quillan and Casey Kasem; Park Avenue Records, Garex Records, Peter Gram, Gram Brothers Automotive Repair Service; Liberty Records, Roger Davenport, Swingin' Records; Eddie Davis, Linda Records; Dorothy Freeman, Buckeye Distributing Co., Al Sherman, Record Sales, and 25 John Does.

Son to HARRIS

NEW YORK—Steve Harris, promotion man for Elektra Records, 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 rack jobbers and manufacturers.

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 Investment Considerations in Cartridge and Equipment Retailing."

Tuesday's (Aug. 30) session will treat "Selling Tape Cartridges and Equipment — An Evaluation." This will cover in individual talks, "Selling to Key Markets: in the Automobile 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.



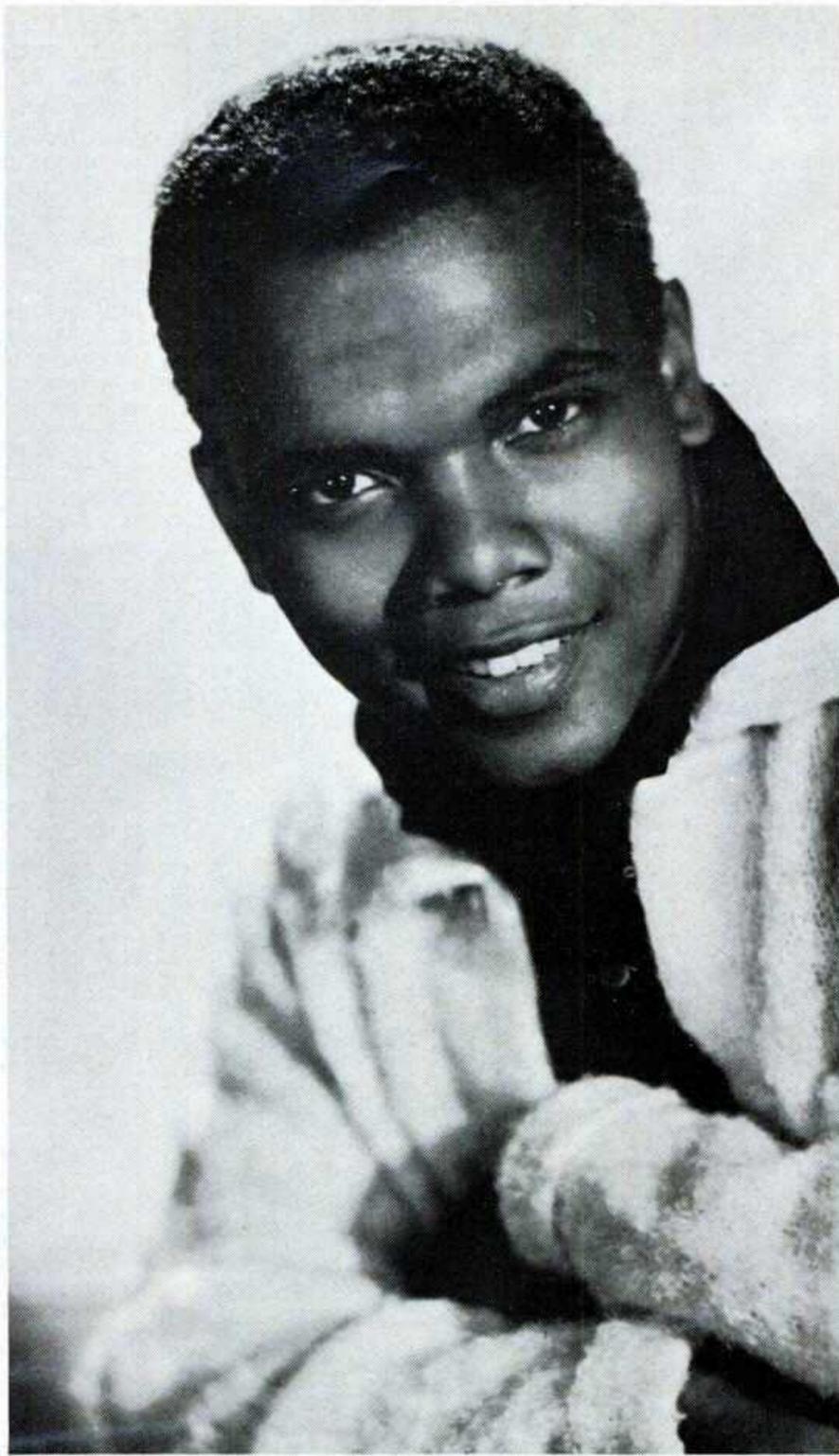
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Cleveland, Baltimore, Washington,
New York, Atlanta, Miami!**

Johnny Nash

SOMEWHERE

NOW on ATLANTIC

#2344



 "SOMEWHERE" Originally Released On JODA RECORDS.

Big 3 Gears Global Concept to Music as Universal Language

• Continued from page 3

tional agreement with the Yardbirds to handle American action on their original tunes—now riding with the current release, "Over Under Sideways Down"; (5) "You Don't Have to Say You Love Me," recorded by Dusty Springfield, brought from England to a top position on the U. S. charts; (6) "Can I Trust You," originally from Italy, now recorded by the Bachelors and on the American charts; (7) "Tar and Cement," originally an Italian song, acquired for the American market and now on the American charts via Verdelle Smith's Capitol recording. Also No. 1 in Australia; (8) "In My Room," originally an Argentine melody, which was groomed for action here and made it via the Verdelle Smith Capitol record; (9) "Zorba the Greek," first groomed as a giant hit in the overseas market (France, Holland, Belgium), then becoming a smash here with the Herb Alpert A&M recording.

The Big 3 gets another slice of international action through the operations of the American offices of its foreign affiliates, Francis, Day & Hunter, Ltd. and B. Feldman & Co., Ltd. Examples are the "Ballad of the Green Bebets" for Germany, Austria, Switzerland and Denmark; "Sloop John B" for France, Britain, Germany, Austria, Switzerland; "Mama," Britain, Germany, Austria, Switzerland, Netherlands, and many other copyrights.

"On a hit," Maxin stated, "40



ARNOLD MAXIN, left, head of Big 3 Music (Robbins-Feist-Miller) confers with Jay Lowy, standing, the firm's professional manager, and songwriters Eddie Snyder, right, and Paul Vance, whose "Can I Trust You" by the Bachelors hit the Hot 100 Chart this week. Snyder also co-authored "Strangers in the Night."

per cent of the total income often accrues from overseas activity." He pointed out, however, that this figure is subject to considerable variation, depending upon the nature of the material.

In elaborating on the One World of Music concept, and its corollary, the common cultural heritage of Western countries, Maxin pointed to such interesting manifestations as Western Germany's predilection for American jazz, and the British appreciation of Negro blues. In connection with the last-mentioned fact, Maxin noted that the "British approach to blues was indeed scholarly; that their understanding of the idiom can only be termed profound."

In view of this it is interesting to note that the Big 3 has an international agreement with blues personality John Lee Hooker. "We may want to start material via Hooker recordings in Britain, where Hooker has great impact, and then bring that material here," Maxin said.

The matter of screening material in a complex international

publishing operation is, of course, a tremendous one, Maxin said. He added, "When we were planning the American exploitation of the Italian song, "Can I Trust You," we discarded six sets of lyrics written by three teams of writers before we finally got what we wanted. This same arduous process takes place in our key offices overseas."

Maxin stressed the strength of today's copyrights as the means of replenishing catalogs. "A publisher must either build copyrights by working closely with writers, or he must acquire copyrights through other means. . . . The music business today is too challenging and complex to permit the publisher to simply rely on old standards."

"The music business today," Maxin said, "is producing plenty of standards, and a song can take on the status of a standard in a relatively short period." He added that there is no longer any validity to the question, often asked in recent years, as to where are the standards of tomorrow. "They are all around

CARtridge Flip Top Box By Motown

• Continued from page 1

point-of-sale impact, similar to that of a well-designed album.

Phil Jones, director of marketing and research for the Motown Record Corp., stated that Motown would very shortly make available a rack so that the new packages may be displayed to best advantage. "The tape cartridge is a class item and this should guide us in our package," Jones said. He added that the Motown cartridges are moving at a "fantastic" sales pace. The company has 43 8-track cartridges on the market and 10 4-track. An additional

25 4-track cartridges will be released shortly.

Motown distributes its own tape product through regular Motown distributors. Motown also sells to electronic houses and to rack jobbers. "All of our big Motown record acts are hot on cartridges," Jones stated.

In addition to specific album information, the new Motown cartridge package displays other cartridge product available on Motown tapes, including covers of the Supremes, Marvin Gaye, Mary Wells, Brenda Holloway and many others. The packages are printed on all four sides, and the spine carries the legend, "The Detroit Sound."



PHIL JONES, left, director of marketing and research for Motown Records, explains philosophy behind Motown's new tape CARtridge packaging to Billboard copy editor, Bob Sobel.

us . . . and the jet age, Telstar, and the era of improved communications generally is making the exploitation of great song material more complicated and more gratifying than ever before."

Maxin concluded: "The wheel has come full cycle. Fifteen years ago publishing was a one-way affair. That phase is over. We communicate daily

with far corners of the world. The publisher as the copyright proprietor has again come into his own as the key figure in an industry which is more exciting than it ever was, in both its economic and cultural facets."

Benton Scores

• Continued from page 6

country medley which includes such standards as "I Walk the Line" and "He'll Have to Go."

The act slows up a bit when he reprises some of his own compositions like "Looking Back," "Call Me" and "This Bitter Earth," but considering the high quality of the rest of the repertoire, it's a conceit to which he's entitled.

Also on the bill is Hank Fradford, a bright, young comedian with a sharp point of view. His material, for the most part, is on target, making him an unusually refreshing entry.

The production songs by Paul Anka are routine but they are ably handled by Bill Selby, who rises above the material and comes across as one of the best production singers the Copa has had in some time.

MIKE GROSS

Request Label

• Continued from page 4

in each. Culp, well known for his lead in the TV series, "I Spy," has also appeared in many other TV productions, such as "Rawhide," "Wagon Train," "Track Down," etc.

The series is packaged with reproductions of authentic first playbills, first reviews and photos of first actors of the original productions.

JULY 2, 1966, BILLBOARD

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Payola Probe Pot Boiling

• Continued from page 1

to the development of the facts," Stirmer said.

"This is an investigation hearing," Stirmer added, "to develop a record of facts. The Commission wants to determine whether payola exists, to what extent and how it travels." The Commission could use this information to determine whether additional laws are necessary, according to the attorney. Both he and Kyle emphasized they were under orders to remain noncommittal about specific areas being probed. Both explained that at the conclusion of the hearings, the information would be given to the full Commission for its recommendation as to whether any federal action would be taken. Any prosecutions would be filed by the Justice Department in Federal Court.

The amended Communication Act, known as the Harris Anti-Payola Bill when it was passed by Congress in 1960 after exhaustive public hearings in Washington, states that an individual found guilty of violating the payola section may be fined up to \$10,000 or imprisoned for not more than one year or both.

In addition to Huskey, other persons called on the opening day of the probe were Currie Grant, a former promotion man, publicly acknowledged as having worked with Huskey in compiling evidence for the civil suit; Ruth Strachborneo, known professionally as Ruth Christie, president of Tide Records and a vocalist with Capitol Records, and Orena Fulmer, known professionally as Ruth Wright, and Miss Christie's personal manager. Miss Fulmer was formerly associated with Miss Christie as vice-president of the Tide operation, a small Los Angeles pop and rhythm and blues label.

Both said they knew Huskey since 1961—covered in the period Huskey alleges that radio defendants had consistently and substantially misled the public into believing the records played on their stations were selected on the honest basis of merit, PAYOLA PROBE OPENS public popularity and demand. The Huskey suit charged that the defendants received secret remunerations for favoring the records of those offering the enticements.

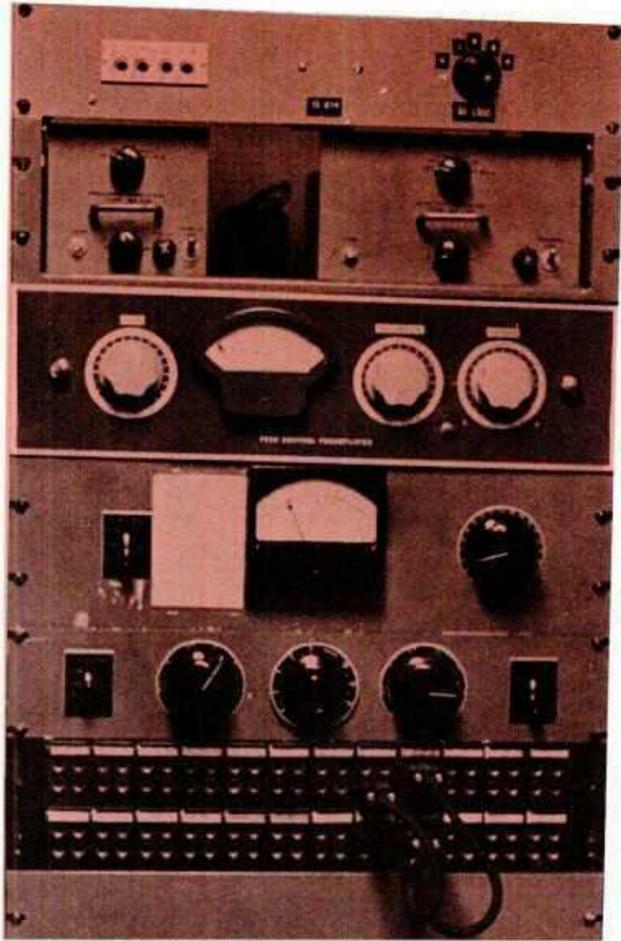
Individuals called to appear at the proceedings may be ac-

companied and advised by counsel who may make objections to questions asked, but may not cross-examine the witness. A witness may claim the Fifth Amendment, but according to Section 409 L of the amended Communications Act, he is compelled to answer all FCC questions. He may not be prosecuted for offering any self-incriminating testimony during the hearing. A witness, however, is not exempt from prosecution and punishment for perjury committed in testifying.

Answering subpoenas on Friday (24) were three former promotion men and one currently in free-lance work. The active promotion man was Sam Laine. The three other witnesses were Lee Lasseff, formerly with Record Merchandising and currently co-owner of White Whale Records; Russ Reagan, formerly with Buckeye Distributing and Record Merchandising, and currently general manager of Loma Records, and Joe Saraceno, formerly with Cosnat, Cleff, Ava, and currently with Liberty Records as a&r man.

Prior to testifying, witnesses Fulmer, Strachborneo and

(Continued on page 10)



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'

4-43715

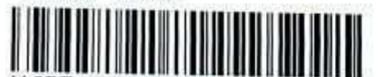


And this is Tony's
album... an *automatic*
success from the start.
CL 2472/CS 9272 Stereo

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On COLUMBIA RECORDS



This One



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Cameo-Parkway to Kiddie With Midnight Purchase

NEW YORK—Cameo-Parkway Records has made a major move into the kiddie market with the purchase of Midnight Music, Inc., which includes Little World and Majorette Records as well as an active premium division.

Al Rosenthal, CP executive vice-president, said that Gene and Jody Malis, the husband and wife team from whom the purchase was made, will continue as executive vice-president and vice-president respectively.

Midnight will operate as a wholly owned, autonomous subsidiary of C-P, with the Malises reporting directly to Rosenthal.

Rosenthal, who said that children's recordings and specially created premium packages are two of the great growth areas in the record business, said the label has other acquisitions in the works.

Both Majorette and Little World product have strong television tie-ins. Little World has six \$1.89 albums based on the "Romper Room" TV show. The albums are featured on the program and plugged in "Romper Room" promotions and advertising.

All other Majorette and Little World albums list for 98 cents. The Majorette catalog contains one "Tressy," four "Heidi" and one "Tiny Tears" album.

The Little World catalog includes six albums featuring "Tammy" doll characters and four "Wishnik" packages. 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 Spins Cool TV Show In a New Summer Series

NEW YORK—Several guest appearances on Danny Kaye's CBS-TV show during the past season and a steady string of good-selling albums for RCA Victor have won for John Gary a summer TV series of his own. The opening show over CBS-TV (22) set him as a winning personality who has as much command over the TV medium as he does at the recording studio and at the nightclub.

In addition to establishing Gary as a potent TV entity, which is sure to further boost his Victor disk sales, the series,

scheduled to run through Sept. 7, will serve as a showcase for the record industry as it brings on guest singers who fit into such varied music categories as "Top 40," "Easy Listening," etc. On the opening show, for example, there were Chad & Jeremy for the teen tunes and Leslie Uggams for the "good music" songs. Set for future shows are the Righteous Brothers, Roger Williams, Eddy Arnold, Vic Damone, Vicki Carr, Lou Rawls, Jimmie Rodgers, and Joannie Sommers, among others.

As a singer, Gary has an attractive lyrical quality that gives the songs' lyrics true and meaningful values. As a host, he has a pleasant and comfortable manner.

Gary also gets excellent support from the permanent crew associated with show. Mitch Ayres orchestra supplies a tasteful musical setting, the Jimmy Joyce Singers offer able chorus assist, and the Jack Regas Dancers work out neat choreographic patterns. Producing and writing the series are Saul Ilson and Ernest Chambers. Stan Harris is the director.

In all, it looks like it will be a good summer, at least, on Wednesday nights on CBS-TV.

MIKE GROSS

LA'S NARAS TO FILL 21 SLOTS

LOS ANGELES—Local members of NARAS are filling 21 new board of governors slots. Two governors will be elected from nine categories and three from the classical music field. Eleven governors elected last year remain on the board for another year. Results of the balloting will be announced next month.

The candidates include: Vocalists: Evangeline Carmichael, Bill Cole, Ian-Freemairn-Smith, Ron Hicklin and Tommy Leonetti.

Conductors: Sid Feller, Joseph Gershenson, George Greeley and Barney Kessell.

Producers: Ken Nelson, Al Schmitt, Irving Townsend, Jack Tracy and Norman Weiser.

Songwriters & composers: Ray Evans, Arthur Hamilton, Johnny Mandel, Josef Myrow and Richard Sherman.

Engineers: Dave Hassinger, John Kraus, Larry Levine, Tom May, Thorne Nogar and Joe Polito.

Instrumentalists: Billy Leibert, Shelly Manne, Earl Palmer, Bill Perkins and Paul Tanner.

Arrangers: Ernie Freeman, Dick Hazard, Hank Levine, Tommy Oliver and George Tip-ton.

Art directors, literary editors: Rory Guy, Marvin Schwartz, Ed Thrasher, George Whiteman.

Comedy, spoken word: Stan Freberg, Paul Frees, Milt Larsen and Irving Taylor.

Classical: Ernest Gold, Richard C. Jones, Mitchell Lurie, Alex North, Eleanor Slatkin and Morris Stoloff.

LATE CLUB REVIEW

Benton's Easy Style Scores In Fast-Paced Nitery Act

NEW YORK—Brook Benton has a smooth ballad flair that makes his act at the Copacabana, where he opened last Thursday (23), a comfortable affair. He establishes an easy, casual mood right at the start and sustains it through a delightful 55-minute run.

Benton, who now records for RCA Victor, is a "good music" singer who can also attract teen-age interests. His current Victor single, "Break Her

Monument, Wayne in Artist, Masters' Deal

HOLLYWOOD—Monument Records has acquired all U. S. and overseas rights to the Knightsbridge Strings and more than 700 J. Arthur Rank masters from the Wayne Record Corp. The deal was concluded by Fred Foster, Monument president, and Elliot Wexler, Wayne head.

All the material acquired will be released on the Monument label. Foster said that the initial push will be on 11 Knightsbridge Strings albums for fall release. The packaging will feature art covers by Milton Glaser.

Artists featured in the mas-

ters include Johnny Dankworth, Georgie Auld, Cootie Williams, Clyde McCoy, Dorothy Collins, Tony Crombie, Kings Point Glee Club, Royal Scots Greys, Manuel Torres, Jose Motos, Manny Albam and Philip Green.

Foster said that many forthcoming Monument albums, featuring U. S. and European arrangers, will be based on the Knightsbridge mood and concept.

Wexler said that because of a recent illness he could not devote the proper attention to his operation. Following a vacation, 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 wings. Their six catalogs, under the director of Joey Day, are receiving peak exposure, and Schwartz is planning further expansion.

The current record hit of the catalogs is "Sweet Talkin' Guy," a staff-written tune out of Roznique Music and Elwin Music which was produced by Bright Tunes Production. Bright Tunes is the firm of Mitch Margo, Phil Margo, Hank Medress and Jay Siegel, who record as the Tokens. Coming up are "See You in September" on the B. T. Puppy Records and "Beg, Borrow and Steal" on Attack Records.

Schwartz is also guiding a development program for the record firm. Previously he felt it better to work with a limited number of artists and strive for hit records. Now, having just brought the Chiffons back, Schwartz is also pushing Gary (U.S.) Bonds, the Four Coins, the Barbarians, and hopes to bring back the British group of Gerry & the Pacemakers. "Gerry & the Pacemakers haven't been happening, but we felt it was due to the material. So, we sent them a tune and we're waiting now for the record."

2 New Artists

Two new artists Laurie is developing are Scott Free, whose new "Calm Before the Storm" has just been released, and Hoagy Lands, who Schwartz feels will be "the next giant artist of the industry."

To handle this expanded list of artists, Schwartz has split his a&r producing team of Gene Schwartz and Eliot Greenberg. Schwartz will now work with John Abbott, who joined the firm two weeks ago, and Greenberg 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, a native of Cleveland, was graduated from the Carnegie Institute of Technology Drama School in 1941. Before joining Billboard, Stevens appeared in almost 300 productions in 22 years, 10 of which were spent as staff actor-director at the Cleveland Playhouse or in summer stock.

He toured coast to coast in the national company of "The Miracle Worker" and as Poppoff in "The Merry Widow" with Patrice Munsel. Other credits included Sir Toby Belch in "Twelfth Night" with the Helen Hayes Company, the lead in "The Iceman Cometh," Falstaff in "Henry IV, Parts 1 and 2," and Stosh in "Stalag 17." On Broadway he appeared with Mae West, Charles Laughton, Thomas Mitchell and Sir Cedric Hardwicke. He also appeared at the McCarter Theater in Princeton, and was stage manager for Courtney Burr. He is survived by his mother, Mrs. Rachel B. Stevens, of Cleveland.

JULY 2, 1966, BILLBOARD

Folkways Issuing the Unusual

NEW YORK—Moses Asch, president of Folkways Records, will release a series of albums this fall ranging from songs of the Seminole Indians, recorded in 1931-1933, to two albums of Eskimo material.

Asch already has more than 700 different ethnic groups documented on albums. He's also releasing soon an album of Princess Nowedonah telling Long Island Indian legends. One of his present projects is to record the songs and church services of Kentucky people where strip mining is driving out the people. In this documentation series alone, Asch has produced more than 1,450 albums and "everyday new recordings come to me from all over the world."

Though the market is not large for his sound documentaries—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 has been for the past year the exclusive distributors for schools and the arrangement has worked out well, he said.

In folk music, Asch has revived his first label, Asch Rec-

Knox Gives In; Act Now Dorales

NEW YORK—The injunction action filed by Tamla-Motown against Kevin Knox Enterprises has been settled out of court. The label had objected to the use of the name Jobettes for a Knox group. The Tamla-Motown publishing subsidiary is Jobete.

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

Muntz Policy

• Continued from page 1

swing his substantial weight to the side of the disk industry will serve to further strengthen the record retailer's hold on the cartridge market.

Of immediate importance is that fact that cartridge prices will achieve a greater measure of stability. Because Muntz sold on a one-step basis (i.e., factory direct), his prices were \$1 less than those of competitors. For example, the ITCC cartridge version of the same album would be priced at \$5.98 as opposed to the Muntz price of \$4.98.

Concurrent with the Muntz move to two-step distribution will be a \$1 increase on each of the Muntz cartridges.

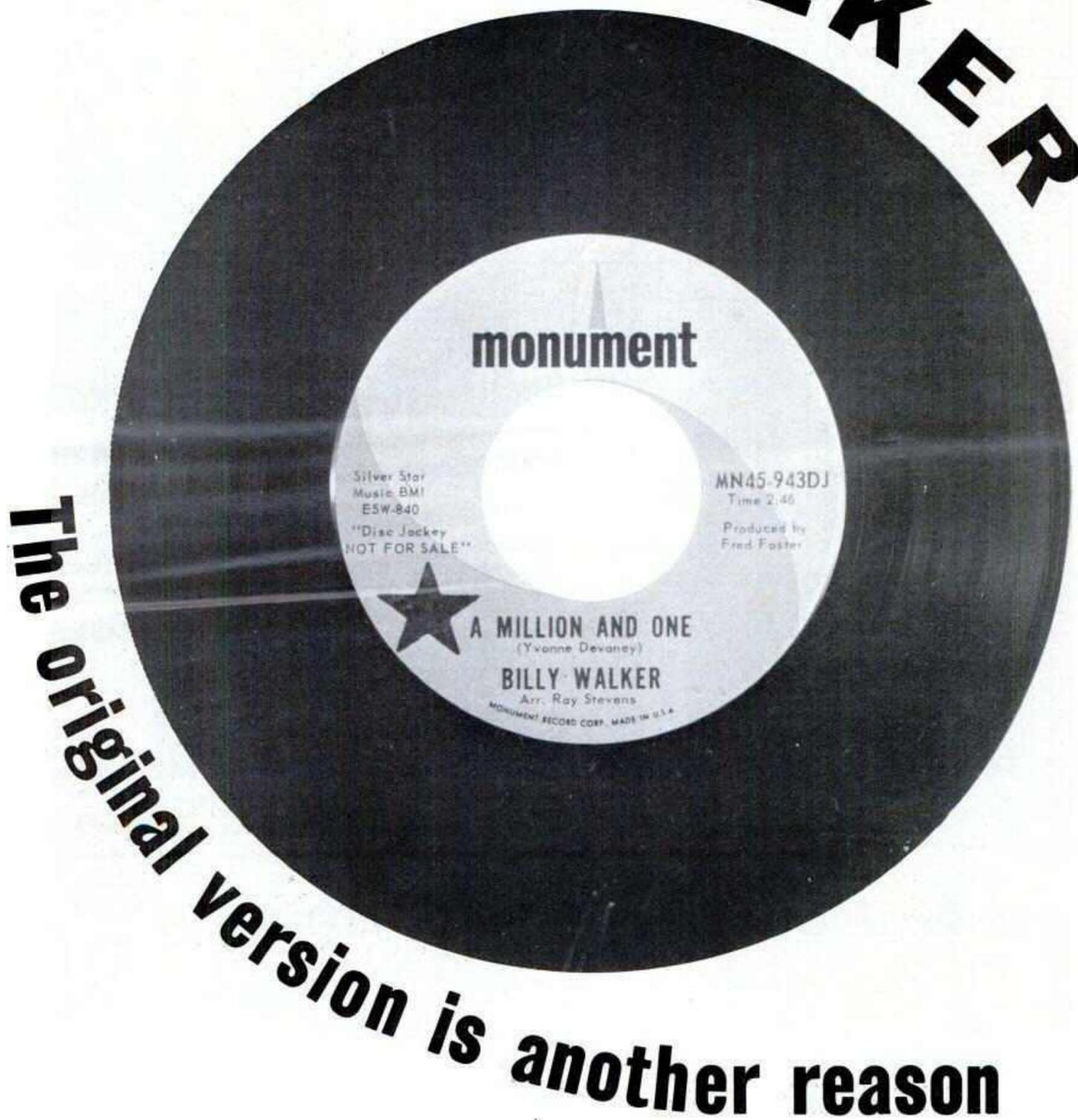
Muntz told Billboard that he will set up a distribution network utilizing many of the established record distributors. His sales organization will be split into two sections: one seeking automotive sales, and the other going after a deeper penetration of the record retailing market, including rack jobbers.

Several accounts which have been established on a factory-direct basis will be considered house accounts and will remain 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 items—"Louis & the Dukes of Dixieland" and "The Best of Louis Armstrong."

**An All-Market SMASH!
The original version by
BILLY WALKER**



monument  is artistry

TAPE CARTRIDGE TIPS

by Larry Finley

It is difficult for one to realize the impact of the ITCC Anniversary Section in last week's issue of BILLBOARD. We are extremely grateful to everyone at BILLBOARD for their tremendous work in putting together this special section, for it truly made our 1st Anniversary an occasion to remember.

Up to the time of writing this column, over 400 letters, telegrams and phone calls have been received at the ITCC offices from people in the automotive, electronic and marine lines, manufacturers of tape units as well as some of the most important record distributors and rack jobbers in the country who are finally realizing the importance of this new industry.

Inasmuch as ITCC is solely in the business of supplying the completed tape cartridges from over 60 labels in three configurations, we were under the impression a week ago that we had already heard from everyone who was going to go into production of stereo tape cartridge decks. However, because of the special section, we have received inquiries from three additional giants of the home entertainment field who divulged that they, too, were going to make the stereo tape cartridge deck available to their distributors and dealers.

All of this activity is tying in with the proposed BILLBOARD Seminar which will be held at the Edgewater Beach Hotel in Chicago, August 29 and 30. This Seminar is certainly most important to everyone in the music industry as well as to people in the automotive, electronic and marine fields. It will be the first time that people in all phases of the industry can get completely familiarized with all facets as well as the future of the tape cartridge field, and we urge everyone to attend this Seminar.

In line with the above, we would like to invite BILLBOARD readers and friends to our exhibit at the NAMM Music Show which is also being held in Chicago. ITCC will be well represented in Space 106 at the Conrad Hilton Hotel, July 10 through 14. In addition to our tape cartridges, we are inviting manufacturers of stereo tape cartridge decks to display their products at our booth so that everyone can get a complete picture of the activity up to this time. These sets will be displayed without any specific recommendation by ITCC, since we are exclusively in music duplication and sales. It is our feeling, however, that when more exposure of sets is given the public, the tape cartridge industry will extend to even greater heights.

It is our sincere hope that our readers will attend both the BILLBOARD Seminar and the Music Show and we welcome inquiries for additional information.



INTERNATIONAL TAPE CARTRIDGE CORPORATION
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★ Watch for ITCC at the Music Show in Chicago, July 10 thru 14 . . . Space 106.

TAPE CARtridge

Unit Sales Resist Car Output Slide

By FRED KIRBY

NEW YORK—The new-car production slowdown should help 4-track tape CARtridge players retain their sales lead in auto installation over 8-track, according to leading East Coast distributors. The dealers noted that 4-track has the lead in the after-market because of price differences and what they called a reluctance on the part of new-car dealers to push units.

Harold Wally, of Wally's Stereo Tape City of New York City, explained that many new-car dealers would rather sell the auto than sell a stereo playback. Wally, whose firm sells to dealers for all major car manufacturers, said many showed a "lack of interest" in selling cartridge players.

Noting that many of these were factory-installed, he said dealers with cars on the floor were concerned with selling the vehicles and sometimes even stopped customers from buying players unless the customer insisted. The major car manufacturers offer factory-installed 8-track units as accessories.

Wally pointed out that a 4-track mono playback could be installed for \$40, while a Lear Jet Stereo 8 cost \$125 without speakers and installation, a main reason for the preference for 4-track in the after-market. He said there would always be a market for 4-track either through after-market or compatible units.

(Continued on page 14)

By ELIOT TIEGEL

LOS ANGELES—West Coast tape CARtridge player manufacturers feel the recent cutback in automobile production is not affecting their business. "There's a lot of furor over automobile production which isn't merited," said Jack Baker, Craig-Panorama's car stereo sales manager.

The slowdown in production is a temporary thing which is having no effect on player sales, Baker noted. Ford, which has factory-installed 8-track machines, is still ahead of its projections, Baker pointed out, despite a cut in models rolling off the line.

The executive doesn't see where any production cutback can hurt the growth of the auto player market since General Motors and Chrysler will be represented along with Ford in the player field with 1967 models.

Baker sees no advantage for the 4-track market over the 8 players because of the auto slowdown, the car interests being married at this juncture to the 8-track system.

Earl Muntz, president of Muntz Stereo-Pak, reports that he hasn't felt any reduction in sales—nor enthusiasm—for cartridge players. Sales are up in June over last month. He has been forced by the discounters to offer a 4-track playback unit for \$44.88, the same price as advertised by the White Front chain. This unit previously sold for \$59.95 less installation. The \$44.88

(Continued on page 14)

By RAY BRACK

CHICAGO—Concern over a slump in new car deliveries this year is working no alterations in present or projected production plans of big Midwest CARtridge suppliers.

Producers of 8-track units installed in new Ford, Chrysler and General Motors automobiles report increased sales and emphasize that plans call for steadily stepped-up production.

Reports Ken Miller, vice-president of the stereo products of Lear Jet Corp., supplier of players to Chrysler Corp.: "Our sales to Chrysler are picking up and we have also noticed an acceleration in after-market sales. We have been watching this so-called automobile sales slump closely and feel that the planned early introduction of 1967 models by a couple of the major automakers will, for the most part, offset any interim slack in sales."

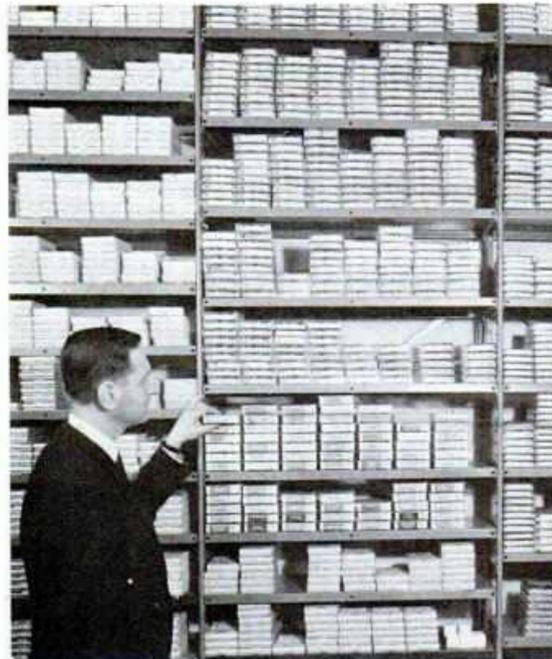
The Chrysler Corp. had been leading in sales gains through much of the year. Deliveries dipped 6 per cent during the May 11-20 period. However, the Dodge division, where Chrysler has been promoting the 8-track player heaviest, has reported a splendid 7 per cent year-to-year gain. All told, Chrysler is outperforming the industry with a sales gain of a little over 5 per cent compared with last year's pace.

Miller said that Lear plans call for ex-

(Continued on page 14)



JAY JENNIS, left, and his brother Irwin, co-owner and president, are shown in J & J's car stereo showroom. The display and sales room is located in the company's Newark, N. J., retail outlet.



J & J CORP. co-owner Jay Jennis selects tape CARtridge from its 5,000 cartridge stock. Company distributes playbacks and cartridges to some 500 automotive parts shops in New Jersey.

J & J Sees Dual Distribution Opening New Sales Vistas

By HANK FOX

NEW YORK—A dual distribution set-up, geared to the automotive industry as well as the record industry, will not only simplify tape CARtridge distribution but open prime avenues of sales through markets not reached by conventional means. This is the opinion of Irwin Jennis, co-owner and president of J & J Corp., an automotive parts distributor with some 500 outlets in Northern and Central New Jersey.

"Automobile accessory stores form a major sales market for cartridge playbacks and tape cartridges," Jennis said, because they carry only products related to cars—from the screws needed to put on a license plate to air-conditioning units. And frequently, they have installation

facilities or arrangements with service companies for installation.

Jennis said there is a definite need for dual distribution to adequately cover the automotive field. "It's difficult, impractical and economical for record company distributors to service individual automotive parts dealers," Jennis said, "especially since the tape cartridge field is new."

The International Tape Cartridge Corp. has recently split its sales division into two separate units, one dealing primarily with automotive parts distributors and the other, the record industry.

Most automotive dealers know little about cartridge players and less about cartridges. For this reason, Jennis foresees great potential for automotive racking.

J & J Corp. supplies its outlets with a "complete full function sales and service program." Keeping the dealer up to date on new equipment and fast-selling tapes is one of the program's functions.

The J & J Corp. sells 500 to 1,000 cartridges and some 50 cartridge units per week—mostly wholesale. The company stocks the Audiostereo 4-track units and the 8-track Lear Jet machines. In tape cartridges, its inventory consists of ITCC, Muntz, RCA, Mercury, Motown, and Jay Electronics cartridges.

J & J has three distinct operations: (1) jobber, (2) service company, and (3) wholesale outlet. However, it is now concentrating most of its activities into wholesaling. Among its 500 out-

(Continued on page 16)

Calif. Auto Radio on the Accessory Ball

LOS ANGELES—An accessory line of tape CARtridge products is setting California Auto Radio apart from normal auto distribution outlets. The seven-year-old company is offering a die-cast chrome housing for tape storage called the Counsel, which screws to the floor and sells for \$19.95. It holds 12 cartridges.

President Bob Maniaci reports a Stereo Satellite speaker system, involving a speaker-housing unit which screws to the car door is his top-selling accessory item at \$14.95. This product is made of steel and covered with a black vinyl. It allows a person who does not wish to cut holes in the car doors to have a stereo speaker system by mounting the unit with several metal screws into the door's plastic base.

A third speaker accessory is a five-inch speaker which may be glued on the car door or mounted with screws at \$9.95. All the accessories are warehoused in the company's own facilities and are ordered through auto accessory departments of discount chain stores. The company calls itself the world's largest supplier of custom auto sound equipment.

The firm covers the entire State of California with a five-man sales staff. In addition to the accessory items, it sells cartridge players imported from Japan and by ARC Electronics in Paramount, Calif., plus ITCC cartridges.

Maniaci says that tape cartridges are being sold by auto accessory clerks now, but that the picture will change and the music will move into the record department. "It's a survival of the fittest" type of development, he says.

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.)

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

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

Installer

Record Dealer

Auto Accessory Dealer

Department Store

Selling Through Wholesalers

Rack Jobber

Distributor

One-Stop

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.

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The Tape Cartridge Conference
Room 1408
500 Fifth Avenue
New York, N. Y. 10036.

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 work materials and luncheon on Monday and Tuesday.

IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS.

Payment Must Accompany Order.

Make Check Payable to "Tape Cartridge Conference."

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 _____

CITY, STATE & ZIP _____

NAMES OF REGISTRANTS AND THEIR TITLES:

Your signature and title _____

AVAILABLE IN THE MUNTZ STEREO-PAK CARTRIDGE LIBRARY

Billboard

TOP LP's

BILLBOARD CHART POSITION—7/2/66

MUNTZ CATALOGUE NO.

BILLBOARD CHART POSITION—7/2/66	ARTIST	LABEL	MUNTZ CATALOGUE NO.
1	WHAT NOW MY LOVE	Herb Alpert's Tijuana Brass	A&M 66-169
2	IF YOU CAN BELIEVE YOUR EYES AND EARS	Mama's and the Papa's	Dunhill 21-270
4	DR. ZHIVAGO	Soundtrack	MGM 46-135
5	WHIPPED CREAM	Herb Alpert's Tijuana Brass	A&M 66-141
9	WONDERFULNESS	Bill Cosby	W-B 72-131
13	SOUL AND INSPIRATION	Righteous Bros.	Verve 21-298
17	CRYING TIME	Ray Charles	ABC/Para 10-379
18	THE YOUNG RASCALS	Young Rascals	Atlantic 21-339
19	STRANGERS IN THE NIGHT	Frank Sinatra	Reprise 10-427
21	SOUTH OF THE BORDER	Herb Alpert's Tijuana Brass	A&M 66-134
23	THE LONELY BULL	Herb Alpert's Tijuana Brass	A&M 66-132
26	THE SINGING NUN	Soundtrack	MGM 46-140
28	GOT MY MOJO WORKING	Jimmy Smith	Verve 26-252
34	THE WONDROUS WORLD OF SONNY & CHER	Sonny & Cher	Atco 21-299
38	TIJUANA BRASS	Herb Alpert's Tijuana Brass	A&M 66-135
39	BOOTS	Nancy Sinatra	Reprise 10-366
41	WHY IS THERE AIR?	Bill Cosby	W-B 72-120
42	SEPTEMBER OF MY YEARS	Frank Sinatra	Reprise 10-287
44	MOONLIGHT SINATRA	Frank Sinatra	Reprise 10-369
47	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?	Bill Cosby	W-B 72-110
48	A MAN AND HIS MUSIC	Frank Sinatra	Reprise QR-4
52	THAT WAS THE YEAR THAT WAS	Tom Lehrer	Reprise 72-122
54	THE SOUL ALBUM	Otis Redding	Volt 21-331
56	HOW DOES THAT GRAB YOU?	Nancy Sinatra	Reprise 10-418
62	I STARTED OUT AS A CHILD	Bill Cosby	W-B 72-116
65	TRINI	Trini Lopez	Reprise 10-381
73	SOMEWHERE THERE'S A SOMEONE	Dean Martin	Reprise 10-376
74	WHEN A MAN LOVES A WOMAN	Percy Sledge	Atlantic 29-122
83	THE BLUES PROJECT LIVE AT THE CAFE AU GO GO	Blues Project	Verve Folkways 21-355
98	THE KINK KONTROVERSY	Kinks	Reprise 21-273
108	SEE WHAT TOMORROW BRINGS	Peter, Paul & Mary	W-B 56-169
109	HOUSTON	Dean Martin	Reprise 10-340
113	THE SILENCERS	Dean Martin	Reprise 10-372
126	OTIS BLUE/OTIS REDDING SINGS SOUL	Otis Redding	Volt 29-115
146	SOLID GOLD SOUL	Various Artists	Atlantic 21-284
148	THE BEST OF THE RIGHTEOUS BROS.	Righteous Bros.	Moonglow 21-343

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TAPE CARTRIDGE

Unit Sales Resist Car Output Slide

CHICAGO

• Continued from page 12

panding production capacity 25 per cent. He looks for Chrysler to "do an excellent job" of promoting stereo players with its 1967 line.

Motorola, supplier of 8-track players to Ford, neither encountered nor expected dips in deliveries to Detroit. Motorola spokesmen point to the fact that Ford was the best performer in the business for the May sales period and that the Ford division actually set an all-time record for the May 11-20 period. With heavy stereo-player installation in the Ford division's Mustang and Thunderbird models, the 1 per cent decline in Lincoln and Mercury sales has not had—and will not have, say Motorola spokesmen—any measurable effect on equipment orders.

As for General Motors and its Delco division (supplier of stereo players), the thinking is long-range rather than immediate. Though the company's five divisions are running about 6 per cent behind last year's sales, the company is confident that plans for early introduction of 1967 models will bring performance almost on par with last year.

More significantly, though, from the music industry standpoint, is GM's belief that the next decade promises unprecedented growth. GM chairman Frederic G. Donner has not changed his prediction that by the mid-1970's more than 13 million vehicles will be sold annually in the U. S. And it is on the basis of this type of thinking that Delco is plotting its cartridge player manufacturing moves.

To date U. S. dealers have delivered about 3.4 million new autos. The figure last year at this time was about 3.5 million. Most pessimistic estimates are that for the year sales will be down about 2 per cent. Cartridge player producer consensus is, however, that increasing automobile stereo advertising and promotion will send the original equipment sales curve up sharply even though the car sales curve bends downward slightly.

Meanwhile, area dealers report that the Midwest after-market for stereo automobile players is really beginning to happen. The largest Chicago seller-installer says that he is moving some 100 players per day (and installing many others purchased elsewhere). He reports that 4-track, hang-on players are moving 1,000-to-one over 8-track after-market models.

The typical player purchaser, this dealer reports, is less interested in the number of tracks than price. And the 4-track machines have the popular price. He predicts that this sales gap will remain.

It is safe to conclude that as far as the automobile music market is concerned—at least as Midwest suppliers of players see it—the producers of cartridge-taped music will do well to set their sales sights high.

A Correction

NEW YORK—In last week's Billboard story of Columbia Records expanded tape products operation, Joe Lyons was inadvertently referred to as vice-president of Columbia Record Sales. Lyons is director of Columbia Record Sales; Jack Loetz is vice-president of Columbia Record Sales.

NEW YORK

• Continued from page 12

According to Wally, the cut-back merely 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. Samuels of Jack H. Samuels and Co. of Pittsburgh, who said the many owners of 1964 and 1965 cars were better potential customers for playbacks than buyers of new cars. Here, again, pricing favored 4-track, which sold for as low as \$69.95, compared to \$124 for the lowest-priced 8-track unit.

Samuels figures his firm supplies about 90 per cent of the units to new-car dealers of all major manufacturers in Pittsburgh's "auto row." He thought many more units were sold through service departments than in the initial car sale. The company also is the distributor for major Pittsburgh department stores.

Jay Jennis of J and J Corp. of Newark also cited favorable pricing as a primary reason for 4-track doing well in the after-market. He cited comparative prices of \$80 for 4-track and \$120 for 8-track.

Jennis also reported selling more 4-track units to new-car dealers than 8-track. He thought the dealers had not yet been educated in the differences, but only were familiar with whether the units were stereo. J and J handles Lear Stereo 8 and Muntz-4. Jennis said 4-track posed fewer headaches. He also mentioned the availability of more titles in 4-track cartridges as reasons for the 4-track preference.

Jim Schwartz of Schwartz Brothers of Washington disagrees. He said his firm, which doesn't yet carry playbacks, only stocks 8-track cartridges as a "matter of principle." "I believe it would be committing a sin for anyone to carry and promote 4-track." He said 90 per cent of 4-track business was in California, Texas and the Midwest. "Why should we endeavor to force anyone to put in 4-track? What's the big rush?"

The consensus among the player distributors, however, was that, while over-all sales have not been substantially affected by the slowdown, what effects there have been tend to keep 4-track sales in the lead because of the greater amount of sales in the after-market. They agree that current business practices

LOS ANGELES

• Continued from page 12

unit is installed at Muntz's Van Nuys factory and at franchises and its economical price is termed a mass audience stimulus by Muntz. He said he had to lower the equipment price in order to avoid allowing discounters to "get the jump" on him. There is great interest in the 4-track after-market, he said, adding a jibe against 8-track players.

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

The dip in car sales, Deau Champ noted, was the "public's reaction to the committee hearings on auto safety." But like the rash of publicity pointing out health hazards in cigarette smoking, sales dipped initially and then built steadily. The production cutbacks, Deau Champ said, were meant to avoid inflation and were only a temporary situation.

The executive added he saw no special increase 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 machines were moving on their own steam in Southern California because of the public's awareness for the system here.

Decca-Coral New Releases

NEW YORK—The Decca-Coral catalog of Stereo-8 tape CARtridges was bolstered last week with the release of 20 new packages. This is the company's second release since its entry into the tape cartridge field and brings its Stereo-8 product up to 40 titles.

Artists included in the new releases are Alfred Apaka, Sammy Kaye, Patsy Cline, Raf-

(Continued on page 16)

show that a person is more apt to buy a cartridge player after he's had the vehicle for a year or two than when it's new.

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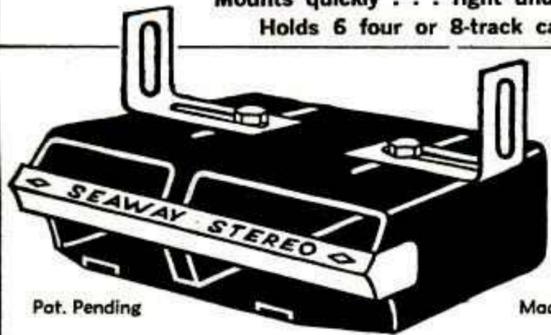
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TAPE CARTRIDGE

EIA RUSHES CARTRIDGE COMPATIBILITY RULES

By MILDRED HALL

WASHINGTON—The Electronics Industry Association is racing to complete standards for outside dimensions for the magnetic tape cartridges for mobile use — in autos, 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 National Association of Broadcasters, Orrtronic and Lear-Jet-Pak.

The so-called P-8 engineering committee of EIA last week completed action on the three proposed outside-dimensional standards under direction of H. R. Roys, senior technical administrator of RCA Victor. The standards involve only interchangeability of the endless-loop cartridges and do not in-

volve quality or performance levels.

Technically, EIA Type I is identical to a standard promulgated by NAB, which deals with an endless-loop cartridge requiring an external pressure roller, in addition to the capstan and head or heads. EIA Type II, the Orrtronic type, involves endless-loop cartridges in which 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 endless-loop 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 to manufacturers, 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.

New Sales Vistas

• Continued from page 12

lets are new and used car dealers, jobbers, automobile installation centers and radio shops, independent garages and service stations. (A jobber in the automotive industry sells parts to mechanics and does limited re-tailing.)

Jennis says that most of the company's success stems from its sales and service program. J & J lists its policies in a circular it sent to thousands of retailers in New Jersey. A 100 per cent exchange privilege on the tape cartridges is one of the major features of J & J's agreement with its outlets. "Tape cartridge companies don't offer a full exchange," Jennis said, "but we feel that because it's a new area dealers don't know what to stock and doesn't want to get stuck if they make a few mistakes."

The company will train its dealers' employees to install and service stereo tape players. It offers a series of training service schools to which a dealer can send as many employees as he wants without cost or obligation. These courses train men to install units, service and repair any unit made. If a dealer does not want to install or service his units, J & J will arrange to have the units installed or serviced for him. The firm has a network of automotive service dealers throughout the State who will do this work for a nominal charge.

So that dealers do not have to tie up much money in inventory, J & J stocks some 5,000 4 and 8-track tape cartridges and a large selection of playback units. Four-track units constitute approximately 60 per cent of the stock with a two-week complete turnover. Jennis says he can't get 4-tracks fast enough to keep up with the demand. Eight-tracks turnover once every two months.

The company keeps its dealers informed of the fastest selling cartridges with special mailing each month. This supplements its five salesmen who visit each outlet every two weeks. J & J also provides its dealers with advertising and sales promotion aids and guidance. Much of it is free of charge.

J & J Corp. has been in the jobbing business for 35 years. About 10 years ago it started selling air-conditioners to dealers and a limited number to the public. The enterprise developed into a wholesale business selling to dealers only. From that, it went into radios and then to all kinds of automobile electronic equipment. Plans for the future call for specialization in auto electronics and air-conditioning. J & J also has its own retail store in Newark.

Decca-Coral

• Continued from page 14

ael Mendez, Warren Covington, Al Hirt, Big Tiny Little, the Ray Charles Singers, Sabicas & Dolores Vargas, the Castellians, Leroy Anderson, Jesse Crawford, Don Cossack Choir, Andres Segovia, Liberace and Dick Kesner.

Also in the release are the original Broadway cast albums of "The King and I," "Oklahoma," "Carousel" and "Guys and Dolls."

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Say You Saw It in Billboard

JULY 2, 1966, BILLBOARD

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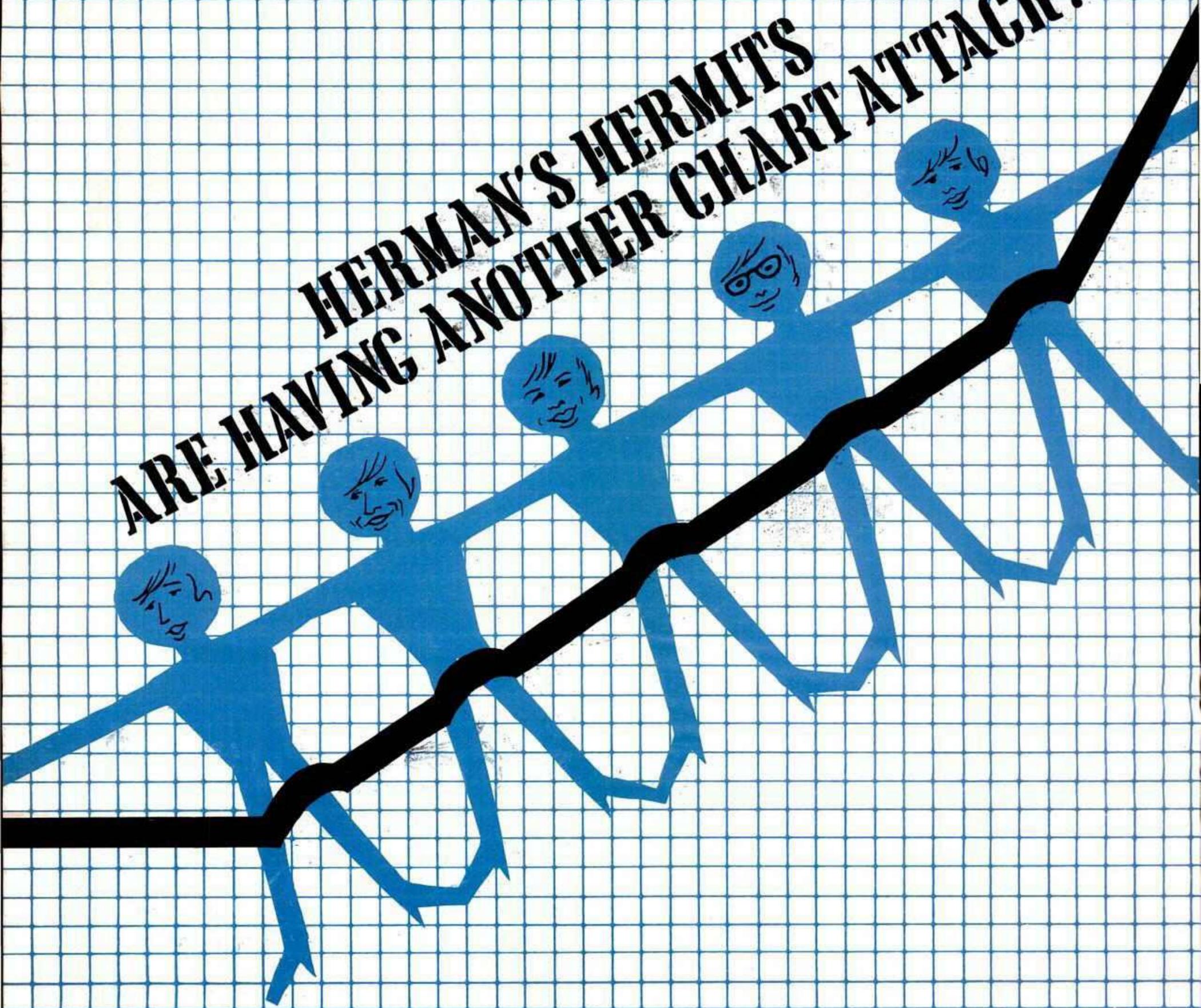
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★ STAR performer—Sides registering greatest proportionate upward progress this week.

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THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	
Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago			
	2	5	6	STRANGERS IN THE NIGHT... Frank Sinatra (Jimmy Bowen), Reprise 0470			9																										
2	1	15	28	PAPERBACK WRITER... Beatles (George Martin), Capitol 5651			4																										
3	6	10	19	RED RUBBER BALL... Cyrkle (John Simon), Columbia 43589			7																										
4	3	1	1	PAINT IT, BLACK... Rolling Stones (Andrew Loog Oldham), London 901			8																										
5	9	12	17	YOU DON'T HAVE TO SAY YOU LOVE ME... Dusty Springfield, Philips 40371			7																										
6	15	25	48	HANKY PANKY... Tommy James & the Shondells (Jeff Barry & Ellie Greenwich), Roulette 4686			5																										
7	8	9	12	COOL JERK... Capitals (Ollie McLaughlin), Karen 1524			10																										
8	5	3	3	I AM A ROCK... Simon & Garfunkel (Bob Johnston), Columbia 43617			9																										
9	4	2	2	DID YOU EVER HAVE TO MAKE UP YOUR MIND?... Lovin' Spoonful (Erik Jacobsen), Kama Sutra 209			9																										
10	7	7	10	BAREFOOTIN'... Robert Parker (Wherly-Burly Prod.), Nola 721			11																										
11	24	41	51	LITTLE GIRL... Syndicate of Sound (Gary Thompson), Ball 640			5																										
12	14	17	22	DON'T BRING ME DOWN... Animals (Tom Wilson), MGM 13514			7																										
13	10	11	11	SWEET TALKIN' GUY... Chiffons (Bright Tunes), Laurie 3340			9																										
14	12	13	13	OH HOW HAPPY... Shades of Blue (John Rhyza), Impact 1007			9																										
15	20	27	36	AIN'T TOO PROUD TO BEG... Temptations (N. Whitfield), Gordy 7054			6																										
16	21	26	31	DIRTY WATER... Standells (Ed Cobb), Tower 185			11																										
17	19	19	21	DOUBLE SHOT (Of My Baby's Love)... Swingin' Medallions (Karric Prods.), Smash 2033			11																										
18	13	14	14	OPUS 17 (Don't You Worry 'Bout Me)... 4 Seasons (Bob Crews), Philips 40370			7																										
19	32	44	64	ALONG COMES MARY... Association (C. Boettcher), Valiant 741			5																										
20	26	34	52	HE... Righteous Brothers (Bill Medley), Verve 10406			5																										
21	22	23	23	GIRL IN LOVE... The Outsiders (Tom King), Capitol 5646			8																										
22	23	21	26	HOLD ON! I'M COMIN'... Sam & Dave (Prod. By Staff), Stax 189			11																										
23	16	6	5	A GROOVY KIND OF LOVE... Mindbenders, Fontana 1541			12																										
24	29	42	72	RAIN... Beatles (George Martin), Capitol 5651			4																										
25	18	16	16	THE MORE I SEE YOU... Chris Montez (Herb Alpert), A&M 796			12																										
26	27	33	46	POPSICLE... Jan & Dean (Jan Berry), Liberty 55886			5																										
27	25	28	38	CRYING... Jay & the Americans (Gerry Granahan), United Artists 50016			6																										
28	17	8	9	GREEN GRASS... Gary Lewis & the Playboys (Dave Pell), Liberty 55880			8																										
29	11	4	4	WHEN A MAN LOVES A WOMAN... Percy Sledge (Quin Ivy-Marvin Greene), Atlantic 2326			13																										
30	38	57	81	I WASHED MY HANDS IN MUDDY WATER... Johnny Rivers (Lou Adler), Imperial 66175			4																										
31	55	93	99	LIL' RED RIDING HOOD... Sam the Sham & the Pharaohs (Stan Kesler), MGM 13506			4																										
32	34	35	43	HEY JOE... Leaves (Norm Ratner), Mira 222			7																										

33	43	61	79	PLEASE TELL ME WHY... Dave Clark Five (Dave Clark), Epic 10031			4
34	35	43	53	THE LAND OF MILK AND HONEY... Vogues (Cenci-Nakim-Moon), Co & Co 238			5
35	36	51	78	DAY FOR DECISION... Johnny Sea (Gene Nash), Warner Bros. 5820			4
36	37	47	59	LET'S GO GET STONED... Ray Charles (Joe Adams), ABC Records 10808			6
37	58	81	90	SWEET PEA... Tommy Roe, ABC Records 10762			4
38	28	22	24	MAMA... B. J. Thomas (Music Enterprises, Inc.), Scepter 12139			8
39	42	46	56	OH YEAH... Shadows of Knight (Dunwich Prod.), Dunwich 122			5
40	31	32	39	I LOVE YOU 1,000 TIMES... The Platters (Luther Dixon), Musicor 1166			10
41	51	72	—	YOU BETTER RUN... Young Rascals (Young Rascals), Atlantic 2338			3
42	56	70	98	THE PIED PIPER... Crispian St. Peters (David Nicolson), Jamie 1320			4
43	48	56	67	YOUNGER GIRL... Critters (Artie Ripp), Kapp 792			6
44	45	45	55	TAKE THIS HEART OF MINE... Marvin Gaye (Robinson-Moore), Tamla 54132			7
45	50	60	71	LOVING YOU IS SWEETER THAN EVER... Four Tops (Ivy Hunter), Motown 1096			6
46	46	49	49	PETER RABBIT... Dee Jay and the Runaways (Iowa Great Lakes Studios), Smash 2034			9
47	75	—	—	WILD THING... Troggs (Page One-York Palle), Atco 6413-Fontana 1548			2
48	59	78	—	SOMEWHERE MY LOVE... Ray Conniff & the Singers (Ernie Altshuler), Columbia 43626			3
49	49	52	62	HAVE I STAYED TOO LONG... Sonny & Cher (Sonny Bone), Atco 6420			5
50	67	82	—	HUNGRY... Paul Revere & the Raiders (Terry Melcher), Columbia 43678			3
51	61	77	—	HAPPY SUMMER DAYS... Ronnie Dove (Phil Kahl), Diamond 205			3
52	54	59	69	YOUNGER GIRL... Hondells (G. P. IV Prod.), Mercury 72563			6
53	—	—	—	I SAW HER AGAIN... Mama's & the Papa's (Lou Adler), Dunhill 4031			1
54	57	58	68	NINETY-NINE AND A HALF... Wilson Pickett (Steve Cropper), Atlantic 2334			6
55	60	68	70	SOLITARY MAN... Neil-Diamond (Barry & Greenwich), Bang 519			7
56	52	53	54	MY LITTLE RED BOOK... Love (Jac Holtzman & Mark Abramson), Elektra 603			10
57	—	—	—	LOVE LETTERS... Elvis Presley, RCA Victor 8870			1
58	64	76	87	THE IMPOSSIBLE DREAM... Jack Jones (David Kapp), Kapp 755			5
59	—	—	—	THE WORK SONG... Herb Alpert & the Tijuana Brass (Herb Alpert), A & M 805			1
60	70	89	—	WHERE WERE YOU WHEN I NEEDED YOU... Grass Roots (Sloan & Barri), Dunhill 4029			3
61	65	71	86	MY LOVER'S PRAYER... Otis Redding (Prod. by Staff), Volt 136			5
62	71	86	—	BILLY AND SUE... B. J. Thomas, Hickory 1395			3
63	63	65	80	I'LL LOVE YOU FOREVER... Holidays (Davis-Jackson Prod.), Golden World 36			9
64	79	83	—	WHOLE LOT OF SHAKIN' IN MY HEART (Since I Met You)... Miracles (Frank Wilson), Tamla 54134			3
65	66	69	97	NEIGHBOR, NEIGHBOR... Jimmy Hughes (Ric Hall), Fame 1063			5
66	82	—	—	OVER UNDER SIDEWAYS DOWN... Yardbirds (Samwell-Smith, Napier-Bell), Epic 10035			2

67	62	64	65	CLOUDY SUMMER AFTERNOON... Barry McGuire (Lou Adler), Dunhill 407			7
68	88	—	—	SEARCHING FOR MY LOVE... Bobby Moore & the Rhythm Aces (Rick Hall), Checker 1179			2
69	96	—	—	YOU CAN'T ROLLER SKATE IN A BUFFALO HERD... Roger Miller (Jerry Kennedy), Smash 274			2
70	72	90	—	NOT RESPONSIBLE... Tom Jones (Peter Sullivan), Parrot 40066			3
71	77	74	84	WHAT AM I GOING TO DO WITHOUT YOUR LOVE... Martha & the Vandellas (Wm. Stevenson-I. Hunter), Gordy 7053			4
72	—	—	—	PRETTY FLAMINGO... Manfred Mann (John Burgess), United Artists 50040			1
73	78	84	94	I LOVE ONIONS... Susan Christie (John Hill), Columbia 43595			4
74	73	73	76	WHEN A WOMAN LOVES A MAN... Esther Phillips (Jerry Weiler), Atlantic 2335			5
75	90	—	—	I'M A NUT... Leroy Pullins (Lissauer-Wheeler), Kapp 759			2
76	87	—	—	SWEET DREAMS... Tommy McLain (Floyd Sotileu & Huey Meaux), MSL 197			2
77	86	—	—	YOU WOULDN'T LISTEN... I'des of March (Mike Considine), Parrot 304			2
78	—	—	—	TRAINS AND BOATS AND PLANES... Dionne Warwick (Baruchach-David), Scepter 12153			1
79	95	—	—	SUNNY... Bobby Hobb (Jerry Ross), Philips 40365			2
80	80	97	—	TEENAGER'S PRAYER... Joe Simon (J.R. Enterprises), Sound Stage 7 25 4			3
81	81	96	—	GRIM REAPER OF LOVE... Turtles (Bones Howe), White Whale 231			3
82	93	—	—	LARA'S THEME FROM "DR. ZHIVAGO"... Roger Williams, Kapp 731			2
83	84	87	—	I ONLY HAVE EYES FOR YOU... Lettermen (Steve Douglas), Capitol 5649			3
84	99	—	—	PAST, PRESENT AND FUTURE... Shanri-Las (Shadow Morton), Red Bird 10058			2
85	100	—	—	MISTY... Groove Holmes (Cal Lampely), Prestige 401			2
86	94	—	—	STOP! GET A TICKET... Clefts of Lavender Hill (Steven Palmer), Date 1510			2
87	—	—	—	AIN'T GONNA CRY NO MORE... Branda Lee (Owen Bradley), Decca 31970			1
88	89	92	96	IT'S AN UPHILL CLIMB TO THE BOTTOM... Walter Jackson (Ted Cooper), Okeh 7247			5
89	—	—	—	CAN I TRUST YOU?... Bachelors (Dick Rowe), London 20010			1
90	—	—	—	I WANT YOU... Bob Dylan (Bob Johnston), Columbia 43683			1
91	91	94	—	IT'S			

BEHIND THE RECORDS



Larry Brown—Raymond Bloodworth
The Distant Cousins

Larry Brown and Raymond Bloodworth, two of Saturday Music, Inc.'s promising young writers-producers, are known to record buyers and dee jays around the country as *The Distant Cousins*. Ray hails from Milledgeville, Georgia, and Larry is from Newark, New Jersey. They met while serving with the U. S. Army Signal Corps. Seats at training school were assigned alphabetically so Brown and Bloodworth sat side by side. It wasn't long before they discovered they had a mutual love—music. Larry played guitar and Ray sang. They were both sent to France where they teamed up to entertain at the Christmas show. They entered the All-Army Entertainment Contest for all of Europe and won second place in the "specialty group." They performed in our military installations throughout France. They were so enthusiastically received that local night clubs hired them to entertain whenever they were able to get a weekend pass.

After their service with the Signal Corps they came to New York to concentrate on a career as writers and entertainers. Their latest songs are "I MISS YOU," which they wrote with Neville Nader, and was recorded by Eddie Rambeau for DynoVoice, and "ONE GRAIN OF SAND," written in collaboration with Bob Crewe, and recorded by Kitty Kallen for Philips. As *The Distant Cousins* they recorded another song they had written with Bob Crewe, "SHE AIN'T LOVIN' YOU." It was released by Date records and is already receiving excellent play. Larry and Ray are making their debut as producers with Richard and The Young Lions for Philips. The song they hope will be a hit is "OPEN UP YOUR DOOR" which they wrote.

Larry Brown and Raymond Bloodworth have much going for them—talent, fine performers, and the astute guidance of Bob Crewe.

★ ★ ★

DAY FOR DECISION

We believe the recording industry owes a vote of thanks to Warner Bros. Records for its latest hit "DAY FOR DECISION." Of late there has been a tendency to consider patriotism corny, to call expressing love for the USA as square. We Americans have good reasons to be proud of our heritage, and should not hide the pride we feel for our country. "DAY FOR DECISION" points this out in a masterful, effective manner.

We applaud Johnny Sea for a superb rendition. Allen N. Peltier rates a cheer for beautiful writing. Gene Nash has earned praise for presenting the subject matter with taste, dignity, and sensitivity. And, as for the publishers Moss-Rose (BMI), our hats are off to you.

Dan Crewe
Vice-President
Saturday Music, Inc.

★ ★ ★

FLASH! FLASH!—R & B HERE WE COME. Gary Knight produced the Kenny Wells New Voice recording of Knight's song, "I CAN'T STOP," for Bob Crewe Productions. Early response shows the dee jays can't stop spinning "I CAN'T STOP."

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RUSS MILLER—PROF. MGR.

20

Billboard TOP 40

EASY LISTENING

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	1	1	STRANGERS IN THE NIGHT	Frank Sinatra, Reprise 0470 (Roosevelt-Champion, BMI)	10
2	2	3	6	THE IMPOSSIBLE DREAM	Jack Jones, Kapp 755 (Fox, ASCAP)	9
3	4	6	11	WIEDERSEH'N	Al Martino, Capitol 5652 (Roosevelt, BMI)	8
4	3	2	2	THE MORE I SEE YOU	Chris Montez, A&M 796 (Bregman, Vocco & Conn, ASCAP)	12
5	5	8	18	IT'S OVER	Jimmie Rodgers, Dot 16861 (Honeycomb, ASCAP)	7
6	8	18	—	SOMEWHERE MY LOVE	Ray Conniff & Singers, Columbia 43626 (Robbins, ASCAP)	3
7	9	13	20	I ONLY HAVE EYES FOR YOU	Lettermen, Capitol 5649 (Remick, ASCAP)	5
8	7	7	10	MAME	Louis Armstrong, Mercury 72574 (Morris, ASCAP)	9
9	11	11	16	STRANGERS IN THE NIGHT	Bert Kaempfert & His Orchestra, Decca 31945 (Champion-Roosevelt, BMI)	9
10	13	15	31	IF HE WALKED INTO MY LIFE	Eydie Gorme, Columbia 43640 (Morris, ASCAP)	4
11	6	4	4	COME RUNNING BACK	Dean Martin, Reprise 0466 (Richbarr/Kita, BMI)	9
12	15	16	21	LARA'S THEME	Roger Williams, Kapp 738 (Robbins, ASCAP)	10
13	10	5	3	MAME	Bobby Darin, Atlantic 2329 (Morris, ASCAP)	12
14	12	12	17	COO COO ROO COO COO PALOMA	Perry Como, RCA Victor 8823 (Peer Int'l, BMI)	7
15	18	22	30	IN THIS DAY AND AGE	Patti Page, Columbia 43647 (Gallico, BMI)	4
16	14	9	15	THE LAST WORD IN LONESOME IS ME	Eddy Arnold, RCA Victor 8818 (Tree, BMI)	9
17	20	23	32	ONE—TWO—THREE	Jane Morgan, Epic 10032 (Double-Diamond, BMI)	5
18	21	25	35	HOW CAN I TELL HER IT'S OVER	Andy Williams, Columbia 43650 (Columbia, BMI)	4
19	19	17	14	LESS THAN TOMORROW	Jerry Vale, Columbia 43605 (South Mountain, BMI)	11
20	24	—	—	YOU DON'T HAVE TO SAY YOU LOVE ME	Dusty Springfield, Philips 40371 (Robbins, ASCAP)	2
21	25	38	—	HAPPY SUMMER DAYS	Ronnie Dove, Diamond 205 (Picturetone, BMI)	3
22	16	10	5	LOVE ME WITH ALL OF YOUR HEART	Bachelors, London 9828 (Peer Int'l, BMI)	14
23	23	24	34	STAGECOACH TO CHEYENNE	Wayne Newton, Capitol 5643 (Miller, ASCAP)	6
24	27	29	29	BLACK FOREST HOLIDAY	Horst Jankowski, Mercury 72567 (MRC, BMI)	8
25	33	—	—	THE WORK SONG	Herb Alpert & Tijuana Brass, A&M 805 (Upan, BMI)	2
26	17	14	9	SAM, YOU MADE THE PANTS TOO LONG	Barbra Streisand, Columbia 43612 (Shapiro-Bernstein, ASCAP)	8
27	22	20	27	I LOVE YOU DROPS	Vic Dana, Dolton 319 (Moss-Rose, BMI)	6
28	30	32	38	DAYDREAMER	Robert Goulet, Columbia 43648 (Morris, ASCAP)	4
29	31	36	—	SUMMER LOVE	John Davidson, Columbia 43635 (Mutual, ASCAP)	3
30	37	—	—	LA BAMBA	Trini Lopez, Reprise 0480 (South Mountain, BMI)	2
31	32	33	37	IF I FELL	Brothers Four, Columbia 43621 (Maclean, BMI)	5
32	29	31	36	DON'T TOUCH ME	Jeanie Seely, Monument 933 (Pamper, BMI)	6
33	39	—	—	YOU CAN'T ROLLER SKATE IN A BUFFALO HERD	Roger Miller, Smash 2043 (Tree, BMI)	2
34	35	39	—	I'LL BE GONE	Pezzo-Secco Singers, Columbia 43646 (Edmark, BMI)	3
35	38	—	—	TRUMPET PICKIN'	Al Hirt, RCA Victor 8854 (Mayhew, BMI)	2
36	36	40	—	YOU'VE GOT POSSIBILITIES	Peggy Lee, Capitol 5653 (Morley, ASCAP)	3
37	—	—	—	CAN I TRUST YOU?	Bachelors, London 20010 (Miller, ASCAP)	1
38	40	—	—	MISTY	Groove Holmes, Prestige 401 (Vernon, ASCAP)	2
39	—	—	—	LET IT BE ME	Arthur Prysock, Old Town 1196 (Leeds, ASCAP)	1
40	—	—	—	UPTIGHT	Nancy Wilson, Capitol 5673 (Jobete, BMI)	1

THE JAZZ BEAT

By ELIOT TIEGEL

Dick Bock, general manager of Liberty Records World Pacific-Pacific Jazz division unveiled a "raga rock" LP last week.

★ ★ ★

The raga rock album, released June 10, and featuring Indian musician Harihar Rao, typifies the thinking around World Pacific-Pacific Jazz. In July the two labels celebrate their first anniversary under Liberty.

★ ★ ★

During this first year under the direction and influence of the pop music independent, one of Bock's two labels, World Pacific has gained a stronger identity. The advantages as Bock sees them now of Liberty ownership are that Bud Shank was re-established as a leading saxophonist resulting from his peppery playing on several pop tunes; trumpeter Chet Baker gained national awareness for his playing with Shank on "Michelle" and for his Mariachi Brass albums; Bob Lind emerged as a powerful composer and contemporary vocalist and guitarist Joe Pass entered the pop realm with light jazz versions of top 40 songs.

★ ★ ★

"Liberty's direction put us in this market," said Bock. He had been leaning that way, but the force of Liberty's success in the top 40 market "convinced" Bock.

★ ★ ★

"It wasn't difficult to think commercially," Bock said. "I found it a challenge to take top 40 music and recast it in a different mold while keeping 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; "Elusive Butterfly," "Truly Julie's Blues" and "Remember the Rain" by Lind and "Uptight" by the Jazz Crusaders. His chart albums were "Michelle," "Don't Be Concerned," by Lind, which included the "Butterfly" single; "Hole in the Wall" by Billy Larkin and the Delegates and "A

Taste of Tequilla" by the Mariachi Brass, a copy of the Tijuana Brass. The last album Bock had on the charts was "The Shampoo" by Les McCann in 1963. McCann, a favorite Coast pianist, is now with Limelight.

★ ★ ★

Bock explains he's listening to songs all the time and can hear which pop songs can be married to which artists. "It seemed, for instance, that 'Sign of the Times' was the right material for Joe Pass because it had good strong melodic and rhythmic lines. The title also lent itself to an explanation of what Pass and Bob Florence, the arranger, got into in the album."

★ ★ ★

Each month the emphasis switches between the two labels. For the jazz performer, it's a matter of adjusting to the change of material.

★ ★ ★

Bock has produced fewer hard core jazz packages during this first Liberty year, "simply because their sales potential was too limited."

★ ★ ★

A major advantage for Bock is the financing Liberty provides to draw top arranging talent for projects. These have included Florence, Gerald Wilson (himself a WP artist), Oliver Nelson, Jack Nitzsche, Harry Betts, George Tipton, Gil Fuller (also on the label) and Julian Lee.

★ ★ ★

Pacific Jazz had accounted for the largest consistent volume, but when Bock began to shoot strong pop material on the WP line, that label 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 quality of product achieved for Bud Shank, Chet Baker, Joe Pass and that it's important to reach not only the jazz market, but the young market that will respond if it has the sound and material with which to identify. It's gratifying if you do it successfully."

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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 education, work experience, etc. No phone calls, please.

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TALENT

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 Spitalny, 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 doing quite well with "live" dates on the campuses of neighboring colleges, especially where the male enrollment outnumbers the female.

Two Examples

Two top examples are the Moppets from Mt. Holyoke College in Massachusetts, and the New Pandoras from Boston. The Moppets, who travel to and from their jobs in a 1957 hearse, play most of their dates at nearby Ivy League colleges like 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 a lot of newspaper coverage. The New York Times ran a feature on the Moppets; Women's Wear Daily had a story on the New Pandoras; and the Boston Globe also covered the Pandoras with a feature story.

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 like ladies, dresses are "in"—at least on stage—and pants are "out." Feminine clothes undoubtedly help their appeal at men's colleges.

The Moppets have turned down bids from record compa-

(Continued on page 23)



HUGO & LUIGI, 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 disbanded. He has been with Victor as a member of the quartet and as a single since 1953.

As a result of playing weekend concerts, Ames estimates 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 charts strongly with single records ("Try to Remember" was a fleeting chart tune), Ames maintains an awareness for current material. "I won't get a tape CARtridge 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 KHJ, a rocker. KGBS offers him insight into new tunes which are adaptable for the pop market and KHJ relays is.

Ames has three different acts for nightclubs, county, State fairs and rodeos, 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 playing outdoor shows and doing musicals.

Triangle's Right Angle—Chi. Summer Pop Concerts

CHICAGO—For the second summer in a row, Frank Fried's Triangle Productions is sponsoring a summer pop music concert here. The series looks like a fixture for Chicago because last year's series contributed half of Triangle's \$1.7 million gross for the fiscal year. This represented a \$700,000 increase over the previous year.

"We learned that the concept works," says Fried, who bases his bookings to a great degree on the artist's chart performance. Like last year, Fried is bringing the Beatles to Chicago. Two concerts are scheduled for Aug. 12 at the International Amphitheatre. All other concerts will be at Arie Crown Theater at McCormick Place.

Scheduled are Tony Bennett/Woody Herman (June 24, 25), Paul Revere and the Raiders (July 2), the Rolling Stones (July 10), Judy Collins/the Mitchell Trio/Tom Paxton/Staple Singers (July 15), the Beachboys (July 16, 17, 18), the Byrds (July 20), Andy Williams/Henry Mancini (July 22, 23), Skitch Henderson/Norm Crosby (July 30), Simon and Garfunkel (July 31), Peter Nero/the Young Americans (Aug. 5), the King-

ston Trio (Aug. 6), Bill Cosby/Chad Mitchell (Aug. 13), the New Christy Minstrels/the Dave Brubeck Quartet (Aug. 14), the Mama's and Papa's (Aug. 20), Jerry Vale (Aug. 21), Peter, Paul and Mary (Aug. 27, 28).

New Lewis Trio A Powerhouse On N. Y. Stint

NEW YORK — The recent personnel changes in the Ramsey Lewis Trio evidently haven't hurt the act's pulling power. Lewis still holds forth at the piano, but Cleveland Eaton on bass and Maurice White on drums are new.

At their Village Gate opening Tuesday (21), the reconstituted RLT served up its pop-jazz fare, which has been racking up strong album sales on Cadet, to the delight of a young adult crowd.

After starting with low key and sophisticated versions of "I Ain't Got Nobody" and "It Was a Very Good Year," the trio let loose with the title number from "The In Crowd Album," and White took over with a percussion of a Horace Silver composition.

But Lewis is still the top man. His piano style ranges from cocktail lounge to concert, and it's always alive and inventive. AARON STERNFIELD

Mindbenders on Third U. S. Tour

CHICAGO—The Mindbenders—who just signed with Columbia Pictures to appear in a movie with Sidney Poitier—commence their third tour of the U. S. July 1.

According to Fontana national promotion manager Jerry Meyers, as much mileage as possible will be gotten from the tour promotionally.

The group has just signed a

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 winds up his engagement at the Village Gate here. Mitchell will be at the Gate from June 28 through July 10.

Mitchell, who left the Chad Mitchell Trio about a year ago to go out as a single, has been steadily developing his act with new songs and new arrangements. He's even studied with acting coach Ludwig Donath to perfect the dramatics in his performance. Fried now feels that Mitchell is ready to make a record.

At the time Mitchell left the trio, the group was grossing over

new three-year contract with Fontana for exclusive release rights in the U. S.

\$250,000 a year from music publishing, records, personal appearances and club dates.



ETHEL MERMAN warms up for the RCA Victor original cast album of Irving Berlin's "Annie Get Your Gun," with her co-star Bruce Yarnell standing by. The album was produced by George R. Marek and Andy Wiswell.

JULY 2, 1966, BILLBOARD

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GODDARD LIEBERSON, center, president of Columbia Records, supervises the cast of the hit Broadway musical, "Mame," at a recent recording session in Columbia's New York studios. Watching Lieberson is Fred Plaut, left, Columbia's recording engineer.

MUSIC ON CAMPUS

University of Virginia's campus representative, **Clay Rutter**, reported that the school deliberately suffered a \$1,500 loss on a recent **Louis Armstrong** standing-room-only concert. **William Rau**, head of concerts at the University of Virginia, said: "Only \$2 per ticket was charged in appreciation of the past attendance at earlier concerts." The college had profited \$1,000 on **Martha and the Vandellas**, \$2,500 on the **Supremes** and \$2,500 on the **Four Tops** and **Dionne Warwick**.

Maurice Rabinoff, campus representative at New York Tech, reported that campus radio station WNYT will expand broadcast time from a 10-hour day to a 20-hour day. New station manager is **Keith Rouse**. . . . KLRN-TV of the University of Texas has won the Ohio State Award for "Nationalism in Music," an instructional music program. . . . Emerson College has six students work-

ing on Boston's WHDH for the summer. . . . Rhode Island University's record of 75 hours of marathon broadcasting has been smashed by KRWG of New Mexico State University. **Phil Jacobs**, a deejay with KRWG, broadcast 82 record-breaking hours.

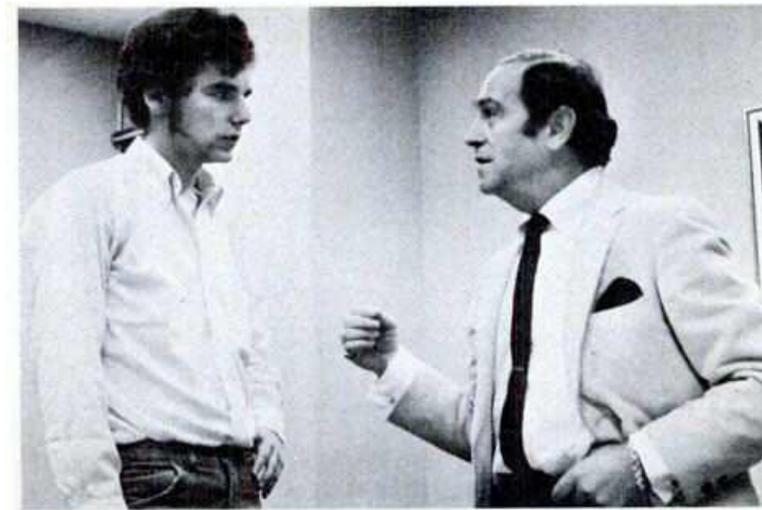
New college correspondents who will be representing Billboard in the fall, are **Eric Turkington**, University of Pennsylvania; **Walter B. Siegmann**, Wartburg College; **William E. Burt**, Amherst College; **Thomas Measday**, Georgetown University; **Robert Pendergrast**, Bradley University; **Thomas F. Daugherty**, Shippensburg State College; **L. Courtney Hizer**, University of Tennessee; **Raymond Frauklin**, University of South Florida; **Donald Critchfield**, University of Nebraska; **George McClintock**, Memphis State University, and **Ronn Ronck**, University of Tulsa.

Just a reminder to keep the news coming during the summer. By the way, if your college isn't represented by Billboard's College Bureau, write Billboard College Bureau, Box H, 46 Street, New York, N. Y.

Juilliard Quartet Tours Australia

SYDNEY — The Juilliard 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.

After Monday's opening (27) in Brisbane, the quartet will play in Sydney, Melbourne, Adelaide, Newcastle and Canberra before leaving for the Philippines 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 Quartets for Epic, three of which have been released.



STEVE ELLIOT, left, 18-year-old pop-folk singer-songwriter, who is under contract to The Richmond Organization as a writer and artist, discusses new song material with TRO vice-president Happy Goday. Elliot debuted recently on Warner Bros. Records with "Who Will Buy?"

ARMY NURSES GET AN ASSIST

NEW YORK—Singer **Connie Francis** and songwriter **Gladys Shelley** have come to the aid of the Army Nurse Corps. Miss Shelley has written "Nurse in the U. S. Army," and it's been recorded by Miss Francis on the MGM label. The song and disk will be used to help the Army Nurse Corps in its recruiting program.

Edison Prizes to Vlad, Stravinsky

ROTTERDAM—Pianist **Vladimir Horowitz** and composer-conductor **Igor Stravinsky** received Edison Awards at the recent Dutch Grand Gala Du Disque Classique. The annual Dutch event was 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.

The two-record set, "An Historic Return—Horowitz at Carnegie Hall," gained the award for the best solo instrumental recital.

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 Abravanel** (Vanguard, Westminster), pianist **Jose Iturbi** (RCA Victor, Angel) and mezzo-soprano **Mildred Miller** (Columbia, Westminster).

Among master class teachers are **Martial Singher**, song and opera; **Reginald Stewart**, piano; **Davis Schuman**, brass choir; **Mitchell Lurie**, woodwind ensemble; **Emanuel Bay**, piano chamber music; and **Berl Senofsky**, violin. **Abravanel** will conduct the Academy Symphony. Concerts include a presentation of Mozart's "Cosi 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 **Brenda Lewis**, pianist **Jean-Marie Darre** (Vanguard), tenor **Jan Peerce** (Victor, Decca, Westminster), violinist **Mischa Elman** (Vanguard), pianist **Lee Luvisi**, harpist **Edward Vito** (Period), soprano **Mary Costa**, pianist **Thomas Brockman**, flutist **Ramona Dahlborg**, baritone **William Guthrie**, violist **Sergiu Luca** and pianist **James Mathis**. Operas slated are Verdi's "La Traviata," Donizetti's "Don Pasquale" and Puccini's "La Boheme."

R&R Bells Ring

• Continued from page 22

nies so far because they feel that they aren't yet ready for disks. The Pandoras did a one-nighter at Harlow's discotheque in New York recently and invited record company executives to see them. It's understood that they've had discussions with a number of labels since.

SPANKA MUSIC CORPORATION



SWINGING INTERNATIONALLY

ENGLAND

Second City Sound . . . Loves Funny
Bobby Vee . . . Take a Look Around Me
Bill Fury . . . I Didn't See the Real Thing Come Along

AUSTRALIA

Staff Sgt. Sadler . . . Ballad of the Green Beret
Ron Lees . . . Ballad of the Green Beret

CANADA

Classels . . . On Dit Que L'on Sait (Easy to Say)
Le Vent De La Nuit (Crying in the Wind)
Alore J'ai Courru (Run, Run, Run)
Chantal Francoise . . . Presente Moi Ton Frere (Young Lover)
Joel Denis . . . Est Ce Moi (Is It Me)
Enzo Anthony . . . Chaque Fois (Ogni Volta)
Chantal Francoise . . . Young Lover

ITALY

Gianni Duca . . . Quello Che Sei (Don't Tell Her the Truth)
Un Giorno Come Un Altro (Every Day Our Heart Is Broken)
Paul Anka . . . Per Carita/La Pinetta (Where My Heart Never Wanders)
Sei Piu Forte Di Me (Stronger Than I)
Dino . . . Chi Piu Di Me (Can't Get Along Very Well Without Her)

FRANCE

Bernard Briac . . . Qui M'Aurait Dit (Behind My Smile)
Genevieve Grad . . . Ginny Come Lately

SOUTH AMERICA

ARGENTINA BRAZIL

Staff Sgt. Sadler . . . Ballad of the Green Beret
Marito Gonzales . . . Cadia Dia Te Quiera Un Corazon (Every Day a Heart Is Broken)
Sandra . . . Ballad of the Green Beret
Monica Lander . . . Por Caridad (Per Carita)

U.S.A.

Second City Sound . . . Loves Funny
Julius La Rosa . . . Lonely as I Leave You
Cheese Cakes . . . Bye Bye Little Boy
Los Moonlights . . . Quando Tu Me Olvides (It's Time to Cry)
Si Zentner . . . Put Your Head on My Shoulder

SPAIN

Staff Sgt. Sadler . . . Ballad of the Green Beret
Solidad Miranda . . . Laverdad (La Verita)
Hispavox H-104 . . . La Balada De Los Boinas Verdes (Ballad of the Green Beret)
Belter 07-270 . . . La Balada De Los Boinas Verdes (Ballad of the Green Beret)
Marfer M-20-016 . . . La Balada De Los Boinas Verdes (Ballad of the Green Beret)

SWEDEN

Johnny Band . . . Every Night
Eva Casey & Telstars . . . Young Lover
Ola Lundstrom . . . Ye Mie Lyckan Tillbaka (Put Your Head on My Shoulder)

MEXICO

Los Dominic's . . . Elisabeth
Javier Solis . . . Cada Vez (Ogni Volta)
Los Rockin' Devils . . . Lapalea (Walk That Walk)
Los Mathematicos . . . Lapalea (Walk That Walk)
Elias Ruiz . . . Detodos Motos Soi Un Tanto (I Am Just a Fool Anyway)

GERMANY

Peggy Peters . . . Sag'es Meiner Mamma (We Know We're in Love)

NAPAM NEBAM

FRENCH CANADA

Therese Le Roy . . . J'ai Peur
Serge Laprade . . . Capri C'est Fini
Herve Vilard . . . Capri C'est Fini
Jean Marc Bertrand . . . Capri C'est Fini
Paul Mauriat . . . Capri C'est Fini
George Tremblay . . . Capri C'est Fini
Claude Vincent . . . Il nous Reste Si Peu De Temps
Serge Laprade . . . Il Suffirait De Rien
Benoit Philippe . . . Est Ce Moi/Quand Tu Est Dans Mes Bras
Jean Marie Bernard . . . J'ai Peur/Pas De Filles
Benoit Philippe . . . Lizette
Los Flamings . . . Ou Va Tu Maintenant
Serge Laprade . . . J'amaiz Personne Avant Toi

ENGLISH CANADA

Serge Laprade . . . I Tried and I Tried/Heading for a Heart Break When I'm All Alone

U.S.A.

Mel Torme . . . Dominique Discotheque
Milt Seely Trio . . . Dominique Discotheque
Sarah Vaughan . . . Dominique Discotheque
Cheese Cakes . . . Heading for a Heart Break
Patty Joe . . . Heading for a Heart Break

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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.

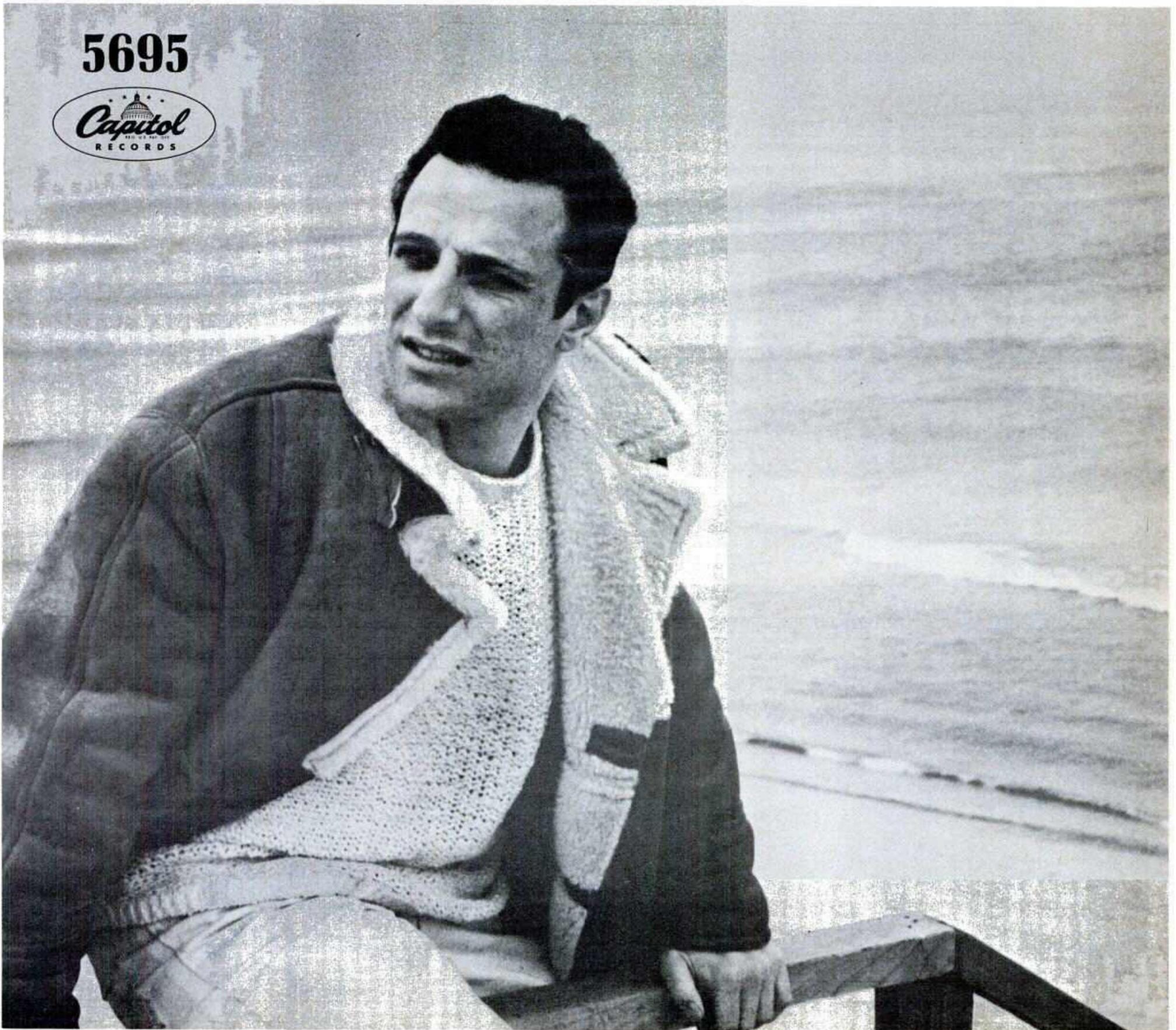


And Capitol welcomes Barry Mann, the singer, to the Capitol label.

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**

5695



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

• Continued from page 1

ent markets between Billboard's January 1 and June 25 issues. Of these, 81 had made the Hot 100 Chart as of the current July 2 issue, another 26 made the Bubbling Under category. The per cent of breakout single records making the chart was 45.1.

These figures do not include the big name artists like the Beatles, whose records generally break nation-wide immediately after release.

Of the breakout singles, the two biggest hits to date have been "Elusive Butterfly" by Bob Lind 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 went to No. 5 on the chart. However, other records still moving up the chart like "Little Girl" (a San Francisco happening) by the Syndicate of Sound on Bell Records, "Ain't Too Proud to Beg" (Miami breakout) by the Temptations on Gordy Records, "Dirty Water" (a Miami breakout) by the Standells on Tower Records, "Along Comes Mary" by the Association on Valiant Records (a Los Angeles breakout) still stand excellent chances of doing as well. All four of these former regional breakouts are in Billboard's top 20 with a star, indicating heavy current sales.

Without doubt, the crown for taking the longest to happen

BREAKOUT STATISTICS

City	Broke First	Total Breakouts	Hit Chart
Detroit	16	18	8
Los Angeles	14	16	8
San Francisco	15	20	7
New York	16	18	6
Chicago	16	18	6
Dallas-Fort Worth	12	14	6
Miami	13	16	6
Pittsburgh	12	17	6
Atlanta	7	8	5
Houston	13	17	4
Milwaukee	10	12	3
St. Louis	6	8	3
St. Paul-Minneapolis	3	3	0
Washington	4	7	2
Philadelphia	4	4	2
New Orleans	4	4	2
Boston	9	10	2
Memphis	1	2	1
Seattle	2	2	0
Cleveland	2	4	2
Nashville	1	2	1
Baltimore	13	15	2

goes to "Sweet Pea" by Tommy Roe on ABC Records, appearing this week on Billboard's Hot 100 Chart at 37 with a star. The record was first listed as a breakout single in Atlanta in the February 19 issue. More than two months later, the April 30 issue, it was a breakout in Miami. The May 21 issue showed it as a sales breakout in both the Dallas-Fort Worth area and Mem-

phis. On June 4, it was a breakout in both Milwaukee and the Minneapolis-St. Paul area. All this, before it finally began to happen big.

Some records, in spite of being sales breakouts in certain markets, never really make it. "Secondhand Man" by the Back Porch Majority on Epic Records had sales breakouts in Houston, Dallas-Fort Worth and Chicago, but only went as high as No. 135 in the Bubbling Under category. "Don't Stop Now" by Eddie Holman on Parkway Records broke out in sales in Los Angeles, New York and Pittsburgh, but never happened. "Mr. Moon" by the Coachmen on Bear Records broke in Minneapolis-St. Paul, Milwaukee and San Francisco, but only went as high as No. 114 in the Bubbling Under. "I Dig You Baby" by Lorraine Ellison on Mercury Records had the same fate.

Some markets didn't fare so well in ratio of success with breakouts. Although a total of 15 different records had sales breakouts in Baltimore—13 of which happened there first—only two went on to make the chart, one an Al Martino record which went as high as No. 30.

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 Bill Curtis. That, plus a "lot of hard work," is the foundation on which the r&b station has built its success. Billboard's latest Radio Response Ratings survey of this market, the fifth largest in the nation, showed the station as the major influence on sales of r&b records. Fifty per cent of the record dealers, distributors, one-stop operators, and local and national record company executives voted in favor of the station over its competition.

Although r&b music has grown increasingly so popular that Hot 100 format stations are playing more and more of it, Curtis wasn't worried. "We play more of it and we try to play it before they do. But it's the most exciting music in the world right now and nothing will ever take its place."

The station has been responsible for giving many new r&b records that important initial exposure; in fact, the exposure has been so important that the power of the station has forced rock 'n' roll outlets in the city to play the record because of the sales created. An example is "Sunny" by Bobby Hebb, said Curtis. This was the flip side of a record, but in listening session Curtis liked it. "Just a fluke that I listened to it," he said. "I don't go around turning over a cat's record." But "Sunny," which the station

played, later went to No. 1 at local Hot 100 format stations. Another record the r&b station broke in the market, he said, was "Open the Door to Your Heart" by Darryl Banks on Revilot 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 worthwhile. Too, you get an indication of the power of your station and how much you can influence your listeners."



LARRY RAY, Elektra Recording artist, left, presents his Broken Record Award to Johnny Hayes, center, KRLA, Los Angeles disk jockey, and Dick Moreland, KRLA program director. The award was presented to the KRLA jockeys for breaking "Love," Ray's current chart entry.



BESIDES HOSTING AN opening night party for local air personalities, Brenda Lee of Decca Records took time out from her Coconut Grove stint in Los Angeles to appear on the Lloyd Thaxton TV show. At left, Brenda chats with deejay Roger Carroll of KMPC opening; at right, she discusses her LP with Lloyd Thaxton.

EDITORIAL

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 hits . . . even expose new product. But the station faces the problem of being a singles station without singles. At the present time, stereo product is available only in albums, tape, or tape CARtridges 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 radio-record market, with stereo tapes of their single releases, much as record companies now supply free records to major stations. WIFM-FM, a Philadelphia stereo station, has been programming rock 'n' roll seven nights a week, but only the occasional album cuts have been in stereo. More than 40 per cent of pop album sales now are in stereo. If other FM stereo stations follow WOR-FM's lead in programming Hot 100 records, the record industry will lose valuable exposure unless it pitches in and helps out with usable "fresh" programming material.

WJR's McCarthy Is Top DJ in Detroit

DETROIT—J. P. McCarthy of WJR is the king of the air personalities in Detroit, according to the record industry. McCarthy received 52 per cent of the votes of record dealers, distributors, one-stop operators, and local and national record company executives as being the major influence on album sales. They also attributed him with 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 beats that aren't rock," Quello said. ". . . try to be cheerful and entertain and sensible. 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 gimmicks he calls winners and losers—sort of comments about topical matters. He also plays novelty records."

WJR also scored as the major influence on classical record sales with 55 per cent of the votes. The programming of WJR has given the station tremendous billings. "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 music, our music, or rock 'n' roll."

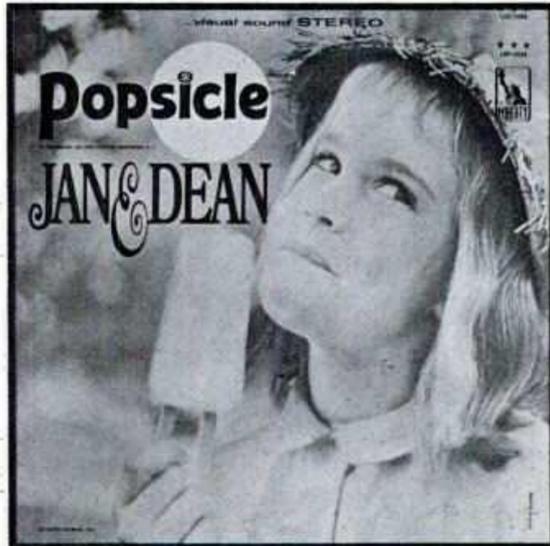
Bell Hour TV Show Revamped

NEW YORK — "Bell Telephone Hour," on NBC-TV, is changing its programming concept for this fall. The revamped show will present musical documentaries featuring outstanding events, personalities, movements and ideas in the field of music. One of the shows will concern the "Festival of Two Worlds" at Spoleto, Italy; another a portrait of a concert artist. The show will be seen on alternate Sundays.

RCA LAUNCHES RADIO CONTEST

NEW YORK — RCA Victor Records has launched a "Quiet Room" radio contest to tie in with the release of the Harry Belafonte "In My Quiet Room" album. Listeners must submit letters giving reasons why they would like to see a "Quiet Room" created in the school, hospital or charitable institution of their choice. Prizes include libraries of 100 RCA Victor albums, a portable Victor stereo phonograph, and an RCA color television set. The institution, of course, will receive a "Quiet Room."

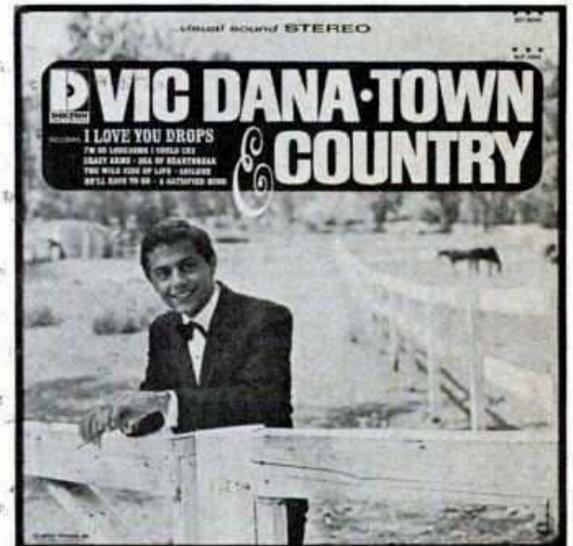
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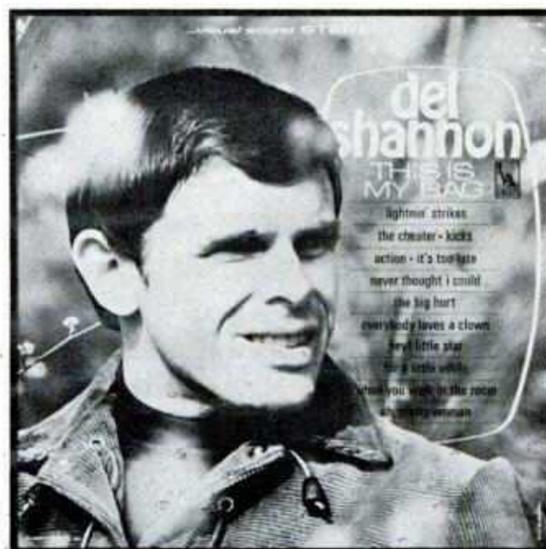
VIKKI CARR • THE WAY OF TODAY • Can I Trust You?; Anyone Who Had A Heart; My Prayer; My Heart Reminds Me; You Don't Have To Say You Love Me; Nowhere Man; If You Love Me, Really Love Me; Strangers In The Night; I Will Wait For You; My World Is Empty Without You; I Hear A Rhapsody • LRP-3456/LST-7456.



VIC DANA • TOWN & COUNTRY • I Love You Drops; Abilene; As Long As I'm Travelin'; The Wild Side Of Life; My Baby Wouldn't Leave Me; A Satisfied Mind; I'm So Lonesome I Could Cry; Crazy Arms; Western Union; Sea Of Heartbreak; Loneliness (Is Messin' Up My Mind); He'll Have To Go • BLP-2046/BST-8046.



RUBEN RODRIGUEZ AND HIS GUADALAJARA KINGS • Cu-cu-rru-cu Paloma; La Bamba; Maria Elena; Ay Jalisco; Guadalajara; The Shadow Of Your Smile; Go Burrito Go; Vida Complicada; La Malaguena; Cuando Calienta El Sol; It's Not Unusual • LRP-3454/LST-7454.



DEL SHANNON • THIS IS MY BAG • The Big Hurt; Kicks; For A Little While; Lightnin' Strikes; When You Walk In The Room; The Cheater; Oh, Pretty Woman; Everybody Loves A Clown; Never Thought I Could; It's Too Late; Hey! Little Star; Action • LRP-3453/LST-7453.



ROSS BAGDASARIAN • THE MIXED-UP WORLD OF BAGDASARIAN • Gotta Get To Your House; Russian Roulette; The Prom; Navel Maneuver; Yeah, Yeah; Armen's Theme; Lucy, Lucy; Maria From Madrid; Scallywags And Sinners; Bagdad Express; Freddy, Freddy; Come On-a My House • LRP-3451/LST-7451.



TROMBONES UNLIMITED • THESE BONES ARE MADE FOR WALKIN' • Daydream; Sure Gonna Miss Her; Eso Beso; California Dreamin'; No Time For Talkin'; I Will Wait For You; Listen People; These Bones Are Made For Walkin'; The Phoenix Love Theme; Hurry On; Dulcinea; The Yo-Yo Puppet Song • LRP-3449/LST-7449.

*Liberty...
Sounds Great
For Summer!*



THE GANTS • GANTS GALORE • Crackin' Up; Shapes Of Things; Peter Rabbit; Summertime Blues; One Track Mind; Good Lovin'; Little Latin Lupe Lu; Kicks; Try Too Hard; C'mon Everybody; Dirty Water; Dr. Feelgood • LRP-3455/LST-7455.

WKNR Keeps Singles Title

DETROIT — Despite a tight playlist — 31 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 per cent of the votes of record dealers, distributors, one-stop operators and local and national record company executives. The next closest competition had only 29 per cent of the votes.

WKNR had 44 per cent of the votes in last year's survey. Bob Green, the station's major deejay, again took top honors as the major individual influence on the teen market with 30 per cent of the votes.

Though WKNR plays comparatively few records over-all, the new 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 for Decision" by Johnny Sea was "out 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 tight playlist 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 to be much better than three or four years ago. When Frank Sinatra makes No. 1, like he is on our playlist now, that's something to write home about. Too, the groups are turning out songs now with a melody . . . the day of hard raucous sounds has gone." He said he thought teen-aimed music would continue to improve.

WKNR set an all-time record in billings June 13, "and still have the rest of the month to go," Maruca said. He attributed the popularity of the station in both audience and billings to personalities like Bob Green, who's "an excellent straight personality with a quiet approach, Scott Regan, who's become associated with top name artists, and Dick Purtan, who uses a lot of humor."



RADIO RESPONSE RATING

DETROIT, MICH. . . 3rd Cycle

JULY 2, 1966

TOP STATIONS

Rank	Call Letters	% of Total Points
------	--------------	-------------------

★ POP Singles

- | | | |
|----|--------------|-----|
| 1. | WKNR AM & FM | 47% |
| 2. | CKLW AM & FM | 29% |
| 3. | WXYZ AM & FM | 24% |

★ POP LP's

- | | | |
|----|--------------|-----|
| 1. | WJR-AM & FM | 43% |
| 2. | WCAR-AM & FM | 31% |
| 3. | WQTE | 24% |
| 4. | WOMC-FM | 2% |

★ R&B

- | | | |
|----|---------|-----|
| 1. | WCHB | 50% |
| 2. | WJLB | 45% |
| 3. | WGPR-FM | 5% |

★ JAZZ

- | | | |
|----------------------|------------------------|-----|
| 1. | WCHD-FM (Ed Love) | 46% |
| 2. | WABX-FM (Jim Rockwell) | 25% |
| 3. | WCHD-FM (Ken Bradley) | 13% |
| Others | | 16% |
| (WJLB, Jack Surrell) | | |
| WCHD-FM, Jo Ray | | |
| WCHB, Jack Springier | | |
| WGPR-FM, Sportie J.) | | |

★ COUNTRY

- | | | |
|----|------------------|-----|
| 1. | WEXL | 86% |
| 2. | WYSI (Ypsilanti) | 14% |

★ CONSERVATIVE

- | | | |
|----|---------|-----|
| 1. | WOMC-FM | 93% |
| 2. | WLDM-FM | 7% |

★ COMEDY

NOTE: Survey was unable to determine effectiveness in this category. The following stations, however, received votes for programming Comedy LP's:

WCAR; WJLB; WJR; WTAK

★ FOLK

- | | | |
|----|------------------------|-----|
| 1. | WDTM-FM (Larry Miller) | 75% |
| 2. | WQRS-FM | 25% |

★ CLASSICAL

- | | | |
|----------------|-------------|-----|
| 1. | WJR-AM & FM | 55% |
| 2. | WDTM-FM | 16% |
| 3. | WLDM-FM | 13% |
| Others | | 16% |
| (WQRS-FM, WWJ) | | |

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
------	-------------	--------------	-------------------

★ POP Singles

- | | | | |
|---------------------|-------------|------|-----|
| 1. | Bob Green | WKNR | 30% |
| 2. | Tom Shannon | CKLW | 20% |
| 3. | Scott Regen | WKNR | 15% |
| Others | | | 35% |
| (Lee Alan, WXYZ) | | | |
| Dave Prnce, WXYZ | | | |
| Joey Reynolds, WXYZ | | | |
| Dave Shafer, CKLW | | | |
| Duke Windsor, CKLW) | | | |

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most co-operative in exposing new records)

Paul Cannon	Ass't Program Director, WKNR
Hugh Frizzell	Program Director, CKLW
Dave Prince	Music Librarian, WXYZ

★ TOP JOCKEYS (Pop Singles) BY TIME SLOT

Morning	Dick Purtan, WKNR
Mid-Morning	Ted Clark, WKNR
Early Afternoon	Jerry Goodwin, WKNR
Traffic Man	Bob Green, WKNR
Early Evening	Scott Regen, WKNR
Late Evening	J. Michael Wilson, WKNR
All Nite	Jim Jeffries, WKNR

★ TOP TV BANDSTAND SHOW

"Swingin' Time" (Robin Seymour), CKLW-TV, M-F 3:30-4:30 p.m. Sat. 6-7 p.m.
 "Club 1270," (Dave Prince), WXYZ-TV, Sat. 2:30-3:30.

★ POP LP's

- | | | | |
|----|----------------|------|-----|
| 1. | J. P. McCarthy | WJR | 52% |
| 2. | Joe Bacarella | WCAR | 40% |
| 3. | Jim Launce | WJR | 8% |

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most co-operative in exposing new LP's)

Joe Bacarella	Ass't. Program Director, WCAR
Harold Lake	Music Librarian, WJR

★ R&B

- | | | | |
|----------------------|-----------------------------------|------|-----|
| 1. | Ernie Durham | WJLB | 31% |
| 2. | LeBaron Taylor | WJLB | 27% |
| 3. | Martha Jean "The Queen" Steinberg | WCHB | 24% |
| Others | | | 18% |
| (Robbie Dee, WCHB) | | | |
| Bill Williams, WCHB) | | | |

★ COUNTRY

- | | | | |
|----|---------------|------|-----|
| 1. | Jim Mitchell | WEXL | 92% |
| 2. | Farris Wilder | WYSI | 8% |

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WQTE	560	WCAR	1130	WBRB	1430
WJR	760	WXYZ	1270	WCHB	1440
CKLW	800	WKNR	1310	WPON	1460
WWJ	950	WEKL	1340	WYSI	1480
WTAK	1090	WJLB	1400	WJKB	1500

FM RADIO FREQUENCIES

WCAR-FM	92.3	WMZK-FM	97.9	WMUZ-FM	103.5
CKLW-FM	93.1	WABX-FM	99.5	WOME-FM	104.3
WCHD-FM	93.9	WKNR-FM	100.3	WQRS-FM	105.1
WHFI-FM	94.7	WXYZ-FM	101.1	WCHD-FM	105.9
WLDM-FM	95.5	WBRB-FM	102.7	WDTM-FM	106.7
WWJ-FM	97.1			WGPR-FM	107.5

DETROIT, MICHIGAN. Country's 5th Radio Market (15 AM; 17 FM).

CKLW: 50,000 watts. Owned by RKO General. On air 24 hrs. a day. Music format: Contemporary. TV outlet is CKLW-TV, Channel 9. Dick Smythe is director of 9-man news dept. Special equipment: 3 mobile news cruisers. Cuts from Comedy LP's and Folk Music programmed occasionally. 5-min. news at 40 past the hr., headlines at 20 past the hr. New records are selected for air-play by Prog. dir. Approximately 12 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., R. J. Buss, Prog. dir., Hugh Frizzell. Send 4 copies of 45's and 2 copies of LP's to Mr. Frizzell, 825 Riverside Dr. West, Windsor, Ontario, Canada (or) 1450 Guardian Bldg. Detroit, Mich. Phone: (313) 961-7200.

CKLW-FM: ERP 53,000 watts. Simulcast 90% with CKLW-AM. Address and other information same as CKLW.

WABX-FM: ERP 28,500 watts. Owned by Century Broadcasting Co. On the air 7 a.m.-1 a.m. Music format: Pop Standard (50%)-Standard (15%)-Jazz (15%)-Contemporary (10%)-Rhythm & Blues (5%)-Classical (5%). Editorializes occasionally. Special Programming: Detroit Pistons Pro. Basketball. Auto Racing. Comedy LP's featured on "Offbeat." Folk Music featured on "Something Special." New records are selected for air-play by Prog. dir. 15-25 new records programmed weekly. Record promotion people are seen Mon. & Tues. Prog. dir., J. Small. Send 2 copies of 45's and 2 copies of LP's to Mr. Small, 3307 David Stott Bldg., Detroit, Mich. 48226. Phone: (313) 961-8888.

WBRB: 500 watts. Owned by Malrite Broadcasting Co. Daytimer. Music format: Pop Standard (100%). Editorializes occasionally. Special Programming: Michigan St. Univ., Roseville H. S., St. Clements H. S. Football. Basketball. Championship Play. Indianapolis '500', Daytona '500', Gold Hydroplane Race. Detroit Tigers Spring Training. "Rosy O'Grady, A Women's Program," with Joy Vallier, 9:05-10 a.m., M-F. "Sound Off," with D. R. Woodling, audience call-in opinion, 10:05-11 a.m., M-Sat. "Joe Pyne," hard hitting interviews, 2:05-3 p.m., M-F. "Radio," buy, sell, swap program, 9:45-9:50, M-Sat. 1:30-2 p.m., M-Sat. Frank Lee is director of 5-man news dept. 5-min. news on the hr., headlines on the half-hr. Extended news 5 times daily. Cuts from Comedy LP's programmed occasionally. Folk Music included in regular programming. New records are selected for air-play by committee of station personnel. Record promotion people are seen M-F. Gen'l mgr., Charles H. Park, Jr. Prog. dir., D. R. Woodling, 36724 South Gratiot, Mt. Clemens, Mich. 48223. Phone: (313) 293-1430.

WBRB-FM: 80,000 watts. Music format: Pop Standard, Country. Simulcast with AM 5 a.m.-6 p.m., M-Sat. 7 a.m.-7:45 p.m. Sun. Address and all other information same as WBRB-AM.

WCAR: 50,000 watts days, 10,000 watts nights. Music format: Pop-Standard (100%). Special programming. Gen'l mgr., H. Y. Levinson, Prog. dir., Jack

Sanders, Ass't. prog. dir., Joe Bacarella, 500 Temple Ave., Detroit, Michigan 48201. Phone: (313) 833-8100.

WCAR-FM: ERP 10,000 watts. On the air 6 a.m.-mid. Simulcast with WCAR.

WCHB: 1,000 watts. On the air 24 hrs. Music format: Rhythm & Blues (75%)-Jazz (15%)-Religious (10%). Special Programming: "Creative Living," with Rev. Nicolas Hood, religious public service, 8-8:15, Sun. "Inkster NAACP," with William Penn, public service, 10:30-10:45, Sun. "Councilman Hood Report," with Councilman N. Hood, political public service, 9-9:15, Sat. "The Law and You," with Judge Bob Evans, public service, 1:45-2, Sun. Bill Curtis is director of 3-man news dept. Special equipment: 2 mobile units. 5-min. news at 40 past the hr., headlines at 14 past the hr. 15-min. news once daily, M-F. Cuts from Comedy LP's programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published bi-weekly. Approximately 5 new records programmed weekly. Record promotion people are seen Thursday. Gen'l mgr., Dr. Wendell Cox, Prog. dir., Bill Curtis. FM program director, Jo Rae. Send 4 copies of 45's and 2 copies of LP's to Mr. Curtis, 32790 Henry Ruff Road, Inkster, Mich. 48141. Phone: (313) CR 8-1440.

WCHD-FM: ERP 32,000 watts. News is simulcast with WCHB. Special Programming: "Recipe for Living," with Tomi Jackson, women's show, 9-10, M-F. "Afternoon with the Ashbys," with John & Dorothy Ashby, commentary, 12:00 noon-3:45, Sat. "United States Navy," public service, 3:45-4. Send 4 copies of 45's and 2 copies of LP's to Miss Rae, 278 East Forest, Detroit, Mich.

WDTM-FM: ERP 61,250 watts. Market One affiliate. On the air 18 hrs. Music format: Classical (60%)-Jazz (20%)-Folk (20%). Bill Premin is director of news dept. 5-min. news on the hr. Extended news at noon, 6 p.m., 11 p.m. Comedy LP's featured Sat., 10-12 p.m. Folk Music featured M-F, 4-5 p.m. New records are selected for air-play by committee of station personnel. Play list published monthly. 10-20 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Merrill McClatchey, Music Director, Jennifer Sack. Send 2 copies of 45's and 2 copies of LP's to Miss Sack, 2002 Cadillac Tower, Detroit, Mich. 48226. Phone: (313) WO 1-1940.

WEXL: 1,000 watts. Owned by Sparks Broadcasting Co. On the air 24 hrs. a day. Music format: Country (100%). Editorializes occasionally. Special Programming: "Your City in Action" with Earl Gormaine, panel discussion, 9-9:15 p.m., Tues. "Back to the Bible," religious, 8:30-9 a.m., M-Sun. Dale Lewis is director of 2-man news dept. Special equipment: mobile unit. 5-min. news at 55 past hr., headlines on the half-hr. Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published weekly. Gen'l mgr., Gordon A. Sparks, Prog. dir., Jim Mitchell.

(Continued on page 30)

NOW HEAR THIS!



ARTHUR GODFREY

is making waves on the airwaves with the theme from

The Glass Bottom Boat

K-13517



MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

JULY 2, 1966, BILLBOARD

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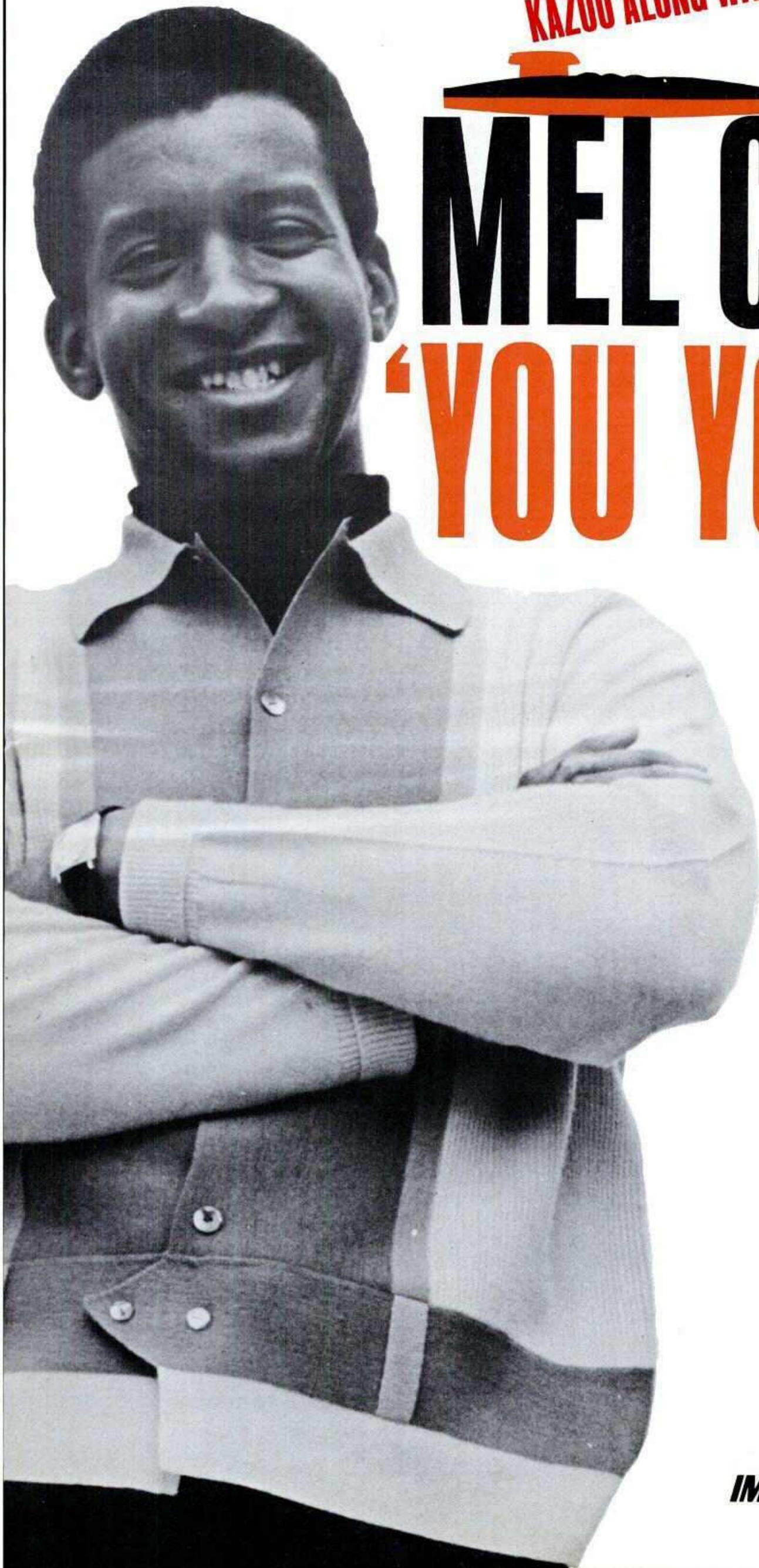
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RADIO-TV PROGRAMMING

YESTERYEAR'S HITS

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

POP SINGLES—5 Years Ago July 3, 1961

1. Quarter to Three, U.S. Bonds, Le Grand
2. Tossin' and Turnin', Bobby Lewis, Beltone
3. Boll Weevil Song, Brook Benton, Mercury
4. Raindrops, Dee Clark, Vee Jay
5. The Writing on the Wall, Adam Wade, Coed
6. Moody River, Pat Boone, Dot
7. Travelin' Man, Ricky Nelson, Imperial
8. Every Beat of My Heart, Gladys Knight & The Pips, Vee Jay
9. Those Oldies But Goodies, Little Caesar & The Romans, Del Fi
10. Yellow Bird, Arthur Lyman, Hi Fi

POP SINGLES—10 Years Ago June 30, 1956

1. The Wayward Wind, Gogi Grant, Era
2. Moonglow & Theme From Picnic, Morris Stoloff, Decca
3. Standing on the Corner, Four Lads, Columbia
4. I Almost Lost My Mind, Pat Boone, Dot
5. Heartbreak Hotel, Elvis Presley, RCA Victor
6. I'm in Love Again, Fats Domino, Imperial
7. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
8. Ivory Tower, Cathy Carr, Fraternity
9. Moonglow & Theme From Picnic, George Cates, Coral
10. Walk Hand in Hand, Tony Martin, RCA Victor

R&B SINGLES—5 Years Ago July 3, 1961

1. Tossin' and Turnin', Bobby Lewis, Beltone
2. Every Beat of My Heart, Gladys Knight & The Pips, Vee Jay
3. Raindrops, Dee Clark, Vee Jay
4. Boll Weevil Song, Brook Benton, Mercury
5. I Don't Mind, James Brown, King
6. Quarter to Three, U.S. Bonds, Le Grand
7. Stand by Me, Ben E. King, Atco
8. I've Got News for You, Ray Charles, Impulse
9. I'm Comin' On Back to You, Jackie Wilson, Brunswick
10. The Float, Hank Ballard & The Midnighters, King

POP LP'S—5 Years Ago July 3, 1961

1. Camelot, Original Cast, Columbia
2. Great Motion Picture Themes, Various Artists, United Artists
3. Calcutta, Lawrence Welk, Dot
4. Genius Plus Soul Equals Jazz, Ray Charles, Impulse
5. G. I. Blues, Elvis Presley, RCA Victor
6. Never on Sunday, Soundtrack, United Artists
7. Carnival, Original Cast, MGM
8. Exodus, Soundtrack, RCA Victor
9. Make Way, Kingston Trio, Capitol
10. All the Way, Frank Sinatra, Capitol

VOX JOX

By CLAUDE HALL

Bill Ardis, the all-night man at WHAM (and an ex-trombonist), shifted over to 80 per cent jazz

instrumentals at the Rochester, N. Y. good music outlet. Response to the jazz, which he mixes with

STATIONS BY FORMAT

• Continued from page 28

Send 5 copies of 45's and 3 copies of 45's and 3 copies of LP's to Mr. Mitchell, Box X-100, Detroit, Mich. 48220. Phone: (313) 544-2200.

WOME: ERP 214,000 watts. On air 24 hrs. a day. Music format: Conservative (100%). Prog. dir., Garnet Bradley. Phone (313) 544-2200. Address and other information same as WEXL.

WGPR-FM: ERP 39,400 watts. Independent. On the air 20 hrs. a day. Music format: Rhythm & Blues (30%) Jazz (30%) Ethnic (24%) Religious (12%), Contemporary (4%). Editorializes occasionally. Special Programming: "Coffee Nook," with Phy Stephens, women & community service, 10:30-Noon, 5 days. "Polka Express," with Joe Marchischi, live music & dancing, 7-8 p.m., Tues. & Sat. "Report from Lansing," with James Del Rio, commentary, 2:30-3 p.m. Sun. "Latin American Hour," with Olivia Galan, live music, 12-3 p.m., Sat. Folk Music featured on "Voice of Greece" & "Polka Party." New records are selected for air-play by prog. dir. Approximately 20 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Robert P. Longwell, Prog. dir., Floyd M. Jones. Send 3 copies of 45's and 2 copies of LP's to Mr. Jones, 82 E. Hancock, Detroit, Mich. 48201. Phone: (313) 831-5500.

WHFI-FM: ERP 20,000 watts. Independent. Music format: Pop Standard (25%) Jazz (25%). Gen'l mgr., Len Ford, Prog. dir., Bill Boyle, Box 404, Birmingham, Mich. 48008. Phone: (313) 585-3388.

WJBK: 50,000 watts day; 1,000 watts nights. Mutual affiliate Owned by Storer Broadcasting Co. On the air 24 hrs. Music format: Pop Standard (100%). Editorializes daily. Special Programming: "That's Show Business," with Shirley Eder, personality interview and "gossip," 12:05-12:10 p.m., M-F. "Assignment Detroit," with Bob King, news discussion & interviews, 11 a.m.-noon, Sun. "Common Council Report," with Bob King, discussion with local Council President, 9:30-9:45 a.m., Sun. TV outlet is WJBK-TV, Channel 2. Bob King is director of 4-man news dept. Special Equipment: 2-way car phones, police/fire monitors, freeway condition, police teletype, 5-min. news on the hr., headlines on the half-hr. Comedy LP's featured on Lee Show, 7:45 a.m., and Toles Show, 5:45 p.m. New records are selected for air-play by Prog. dir. 10-12 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Harry R. Lipson, Prog. dir., John M. Grubbs. Send 4 copies of 45's and 2 copies of LP's to Mr. Grubbs, 7441 Second Blvd., Detroit, Mich. 48202. Phone: (313) TR 3-7400.

WJBK-FM: ERP 20,000 watts. Simulcast with WJBK-AM, 6-10 a.m. & 3-7 p.m., M-F. 6 a.m.-Noon, & 6 p.m.-midnight, Sun. Address and other information same as WJBK.

WJLB: 1,000 watts. Owned by Booth Broadcasting Co. On the air 24 hrs. a day. Music format: Rhythm & Blues (80%) Ethnic (20%). Editorializes monthly. Special Programming: "Women's Hour," with Jan Foreman, variety, 10:30-11 a.m. M-F. "Southland Spirituals," with Bristoe Bryant, live singing groups, 8:30-11:30 a.m., Sun. George White is director of 4-man news dept. Special equipment: 3 remote units portable tape recorders and transmitter. 5-min. news on the hr. New records are selected for air-play by committee of station personnel. Play list published weekly. 10-20 new records programmed weekly. Record promotion people are

seen M-F, afternoons. Gen'l mgr., Thomas J. Warner, Prog. dir., Richard J. Desautel. Send 5 copies of 45's and 2 copies of LP's to Mr. Desautel, 3100 Broderick Tower, Detroit, Mich. 48226. Phone: (313) 965-2000.

WMZK-FM: ERP 10,000 watts. Music format: Standard (80%) Jazz (10%) Classical (10%). Simulcast with AM midnight to 5 a.m. Send 2 copies of LP's to Mr. Desautel. Address and other information same as WJLB.

WJR: 50,000 watts. CBS Affiliate. Owned by Capitol Cities Broadcasting Corp. On the air 24 hrs. a day. Music format: Pop Standard (80%) Classical (20%). Special Programming: "Bud Guest Show," cheerful feature news items, 8:15 a.m., M-F. 5 min. news at 5:55 a.m., 15 min. news at 7, 8, & 9 a.m. New records are selected for air play by Music librarian. Record promotion people are seen M-F. V-P & Gen'l mgr., Daniel Burke, Station mgr., James Quello, Music librarian, Harold Lake, Fisher Bldg., Detroit, Michigan 48202. Phone: (313) 875-4440.

WJRM-FM: ERP 24,000 watts. On the air 24 hrs. a day. Simulcast 50% with WJR. Music format: Standard (75%) Pop Standard (15%) Classical (10%). Address and other information same as WJR.

WKNR: 5,000 watts. Owned by Knorr Broadcasting Corp. On the air 24 hrs. a day. Music format: Contemporary (100%). Philip Nye is director of 7-man news dept. Special equipment: 4 mobile units. Telecruiser, 5-min. news at 45 past the hr., headlines at 15 past the hr. Folk Music programmed occasionally. New records are selected for air-play by ass't. prog. dir. & research of local retailers. Play list published weekly. Record promotion people are seen Thurs. & Fri. Gen'l mgr., Walter Patterson, Prog. dir., Frank Maruca. Ass't. prog. dir., Paul Cannon. Send 10 copies of 45's and 3 copies of LP's to Mr. Cannon, 15001 Michigan Ave., Dearborn Mich. Phone: (313) 846-8500.

WKNR-FM: ERP 10,000 watts, CP for 50,000 watts. Simulcast with WKNR 24 hrs. a day.

WLDN-FM: 165,000 watts. Independent. Music format: Pop Standard (40%) Standard (40%) Conservative (20%). Jack Alan is director of 2-man news dept. 5-min. news 3 times daily. New records are selected for air-play by committee of station personnel. Approximately 20 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Harold I. Tanner. Prog. dir., Richard Kortjohn. Send 2 copies of 45's and 2 copies of LP's to Mr. Kortjohn, 15401 W. Ten Mile Rd. Detroit, Mich. 48237. Phone: (313) JO 4-5835.

WMUZ-FM: ERP 115,000 watts. Independent. On the air 7 a.m.-11:30 p.m. Music format: Religious (100%). Gen'l mgr., Chuck Cossin, Sr. Prog. dir., Chuck Cossin, Jr., 12300 Radio Place, Detroit, Mich. 48228. Phone: (313) 836-3293.

WPON: 1,000 watts. Mutual affiliate. On the air 4 a.m.-Mid. Music format: Pop Standard (60%) Contemporary (25%) Country (15%). Special Programming: Pontiac H.S. Football & Basketball; Pontiac Arrows, Football. "Race Results," with Ben Johnson, interviews and results, 5:30, M-Sat. "Harness Hillites," interviews & tips, 4:35, M-Sat. "City Commission Meeting," with David Taylor, 8 p.m. Tues. J. Oscar Frenette is director of 3-man news dept. 5-min. news on the hr. and half-hr. Extended news 5 times daily. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Gen'l mgr., H. Allen

Campbell, Prog. dir., William E. Morgan. Send 1 copy of 45's and 1 copy of LP's to Mr. Morgan, 7 S. Perry, Pontiac, Mich. 48058. Phone: (313) FE 8-0444.

WQRS-FM: ERP 28,500 watts. Independent. On the air 7 a.m.-1 a.m. Music format: Classical (70%) Jazz (20%) Standard (10%). Ops. Dir., Charles McClellon, Prog. dir., Phyllis Akers, 1414 Schools Ctr. Bldg., Detroit, Mich. 48202. Phone: (313) 321-1773.

WQTE: 500 watts. Independent. Daytimer. Music format: Standard (100%). Editorializes occasionally. Special programming: "Joe Falls Sports," commentary, interviews, 8:15-8:20 a.m., M-F. "Motor City Memo," with Jerry Bennett, automotive news, 12:30-1 p.m., Sun. Jerry Bennett is director of 4-man news dept. Special equipment: transmitter-equipped mobile unit, several tape recorders, walkie-talkies. 5-min. news at 45 past hr. New records are selected for air-play by Music director. Record promotion people are seen M-F. Gen'l mgr., Richard E. Jones, Prog. dir., Irv Laing. Music Director, Thomas Jones. Send 2 copies of 45's and 2 copies of LP's to Mr. Jones, The Whitaker Hotel, Detroit, Mich. 48214. Phone: (313) 822-9400.

WTAK: 250 watts. Owned by Malrite. Daytimer. All-Talk Format. Editorializes monthly. Special Programming: Michigan State Football. "Telephone Swap Shop," with Vic Caputo, want ads of the air, 9:30-10 a.m. & 2-2:30 p.m., M-Sat. "At Your Service," with Ken Lawrence, audience call-in questions to experts, 12:30-2 p.m., M-Sat. "Sound Off," with Paul Winter, audience call-in forum, 10 a.m.-Noon & 4-8:15 p.m., M-Sat. "Joe Pyne Show," interviews, 8:30-9:30 a.m., M-F. "Barry Farber Show," interviews, 3:30-4:30 p.m. Marc Stewart is director of 3-man news dept. Special equipment: Hand transistor recorders. 5-min. news on the hr., 15-min. news at 8:15, Noon, & 5 p.m. 1-hr. news at 6 a.m. Comedy LP's featured on Vic Caputo Show, 7-8:15 a.m. Gen'l mgr., David R. Millan, Prog. dir., Paul Winter, 32500 Parklane Dr., Garden City, Mich. Phone: (313) 535-6333 or 425-4003.

WWJ: 5,000 watts. NBC affiliate. Owned by Evening News Assoc. On the air 24 hrs. a day. Music format: Pop Standard 50%-Standard (50%). Special Programming: Univ. of Mich. & Detroit Lions, Football. Detroit Red Wings, Hockey. "Ask Your Neighbor," with Bob Allison, audience call-in household problems, recipes, etc., 9:15 a.m.-Noon, M-F. "Call Kendall, with George Kendall, audience call-in sociological problems, 1:15-3 p.m., M-F. "Phone Opinion," with George Kendall, audience call-in discuss current events, 7-8 p.m., M-F. "SportsLine," with Al Ackerman, running reports on sports, interviews, scores, etc., 8-11:30, M-F. TV outlet is WWJ-TV, Channel 4. James Clark is director of 23-man news dept. Special equipment: 3 NewsLiners, walkie-talkies, wireless mikes. 5-min. news on the hr. headlines on the half-hr., 15-min. news at 7, 8, 9 a.m., Noon, 5, 6, & 11 p.m., M-F. Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. 4-5 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., James Schiavone, Prog. dir., Richard Lamoreaux, Assistant transcription librarian, Shirley Brace, Assistant program & production man, Tom Kennedy. Send 2 copies of 45's and 2 copies of LP's to Mr. Kennedy, 622 Lafayette Blvd., Detroit, Mich. 48231. Phone: (313) 222-2000.

WWJ-FM: ERP 50,000 watts. Simulcast with AM, 5:30-9 a.m., Noon-1 p.m., 3-7 p.m. Send 2 copies of 45's and 3 copies of LP's to Miss Brace. Address and other information same as WWJ.

WXYZ: 5,000 watts. ABC affiliate. Owned by ABC. On the air 24 hrs. a

day. Music format: Contemporary (100%). Editorializes twice weekly. Special Programming: "Don McNeill's Breakfast Club," 10-10:55, M-F. "Newscope," news, sports, commentary, etc. 5:55-7:15 p.m., M-F. "Man On the Go," with Alex Dreier, commentary, 6:30-6:40 p.m., Sat. & Sun. "Closeup," local documentary, 6-6:25 p.m., Sun. TV outlet is WXYZ-TV, Channel 7. Al Koski is director of 12-man news dept. Special equipment: Mobile unit, portable tape machines. 5-min. news at 55 and 25 past the hr. 15-min. news Sat. at noon. Extended news: "Newscope" 5:55-7:15 p.m., M-F. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published weekly. Gen'l mgr., Charles D. Fritz, Prog. dir., Lee Alan. Send 4 copies of 45's and 4 copies of LP's to Mr. Alan, Broadcast House, Detroit, Mich. 48219. Phone: (313) 444-1111.

WXYZ-FM: ERP 27,200 watts. Simulcast with WXYZ.

WYSI: 500 watts. Independent. Daytimer. Music format: Country (98%) Contemporary (2%). Gen'l mgr., Peter Keith, Prog. dir., Jimmy Blake, Box 436, Ypsilanti, Mich. 48197. Phone: (313) 482-1096.

WQXR Reports On Findings

NEW YORK — A WQXR survey shows that 81.8 per cent of the classical station's audience listen more than two hours a day—most on FM. Based on 4,000 members of a special advisory panel, the station found that 20.2 per cent said they listen to AM only, while 34.5 per cent listen to FM only. This may be the reason the station is altering its AM format rather than its FM format in regards to the new FCC ruling about separation of 50 per cent of programming. (See separate story.)

Other data turned up by the survey: 70.7 per cent are college graduates; 61 per cent also listen on car radios; 50.4 per cent watch TV less than an hour a day; most are in the 30-49 age group.

57.5% OF HOMES HAVE FM SETS

NEW YORK—An FM penetration study of 30 major markets revealed last week that 57.5 per cent of the homes have one or more FM receivers. The study was conducted by Hooper in May for 30 radio stations represented by Quality Media, Inc. As an indication of the growth of FM, Cleveland, in March 1965, had a penetration figure of 53.0 per cent, according to Hooper. Penetration is now 63.6 per cent. In Houston, surveys conducted in May of each year since 1963 show: 1963—41.2 per cent, 1964—48.3, 1965—53.5, 1966—55.5.

Frank Sinatra, Nancy Wilson, and Nina Simone and the like, has been great, Ardis says.

Norman (Red) Benson, personality on WPEN, Philadelphia, died June 20. Funeral services were held June 22 in Philadelphia for the ex-orchestra leader and songwriter. . . . KDEO, San Diego, an all-request format station, and KYA in San Francisco, a Hot 100 format outlet, have been sold—KYA to Avco, KDEO to Metro Communications, which includes Mort Hall, president and Don Balsamo and Mort Sidley, vice-presidents. No format changes in store.

WTID, Newport News, Va., has switched to a modern country music format and needs records, station breaks, says operations manager Glenn C. Lewis. . . . Clark Race, KDKA, Pittsburgh, deejay, will appear on a show of "The Wild West" TV series. . . . Bill Hickok, air personality at WIP in Philadelphia, has been awarded a "gold disk" by Capitol Records for helping break Mrs. Elva Miller's hit album.

James Larkin has been named vice-president for programming and public relations for Radio New York Worldwide, which operates WNYW, New York. . . . New program director of WEEP, Pittsburgh, is Kenny Biggs, a regular performer on WWVA's "Jamboree" show in Wheeling, W. Va. Biggs has just signed a Chart Records recording contract. . . . Ed Newman, a former announcer with WOR in New York, is now part owner of WMAS, Springfield, Mass.; WRCL-FM, Palmyra-Harrisburg, Pa., and WRNJ-FM, Atlantic City.

Bill Kardaley, formerly an announcer with WSVR-FM, Philadelphia, has been promoted to business manager. . . . John B. Callum has been named manager of WKLM, Wilmington, N. C., which has switched formats to country music. . . . WJCR is a new student radio station serving Jones College and Jacksonville University in Jacksonville, Fla. Kenny Robertson, music director, (Continued on page 32)

RADIO-TV MART

HELP WANTED

ANNOUNCER-CHIEF ENGINEER: Immediate opening. Send tape, photo and background to Carl Yates, KSIS AM-FM, Sedalia, Mo.

SALES UP 307%

The Davis Broadcasting Company has purchased another station. We are expanding and need talented people. Program Director, Station Manager, Sales Manager, Production Men, Salesmen, D. J.'s., call or write Bill Weaver for full particulars.

KWIZ

105 East 5th St., Santa Ana, Calif. Phone (714) 547-0951

SITUATION WANTED

ONE OF AMERICA'S BEST-KNOWN DJ'S & PD'S seeks permanent association with "good" people. Also experienced as Manager. Call: (213) 876-8248.

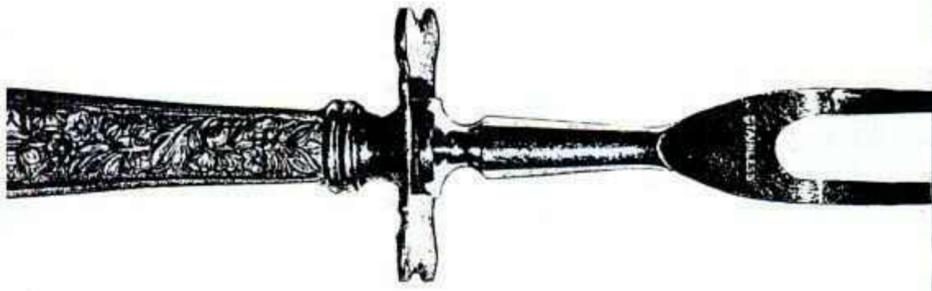
TOP 40 DISK JOCKEY AVAILABLE June 15. Major market experience. Documented audience builder. Funny, fast and gimmicks galore. Wife, 3rd ticket and undraftable. Wanna tape? Johnny Walker, WNUR, Evanston, Ill.

BILL BIVENS, EXPERIENCED ANNOUNCER, programmer, producer in radio & TV. Well-known, respected name in the business; pioneer in stereo with high ratings to prove it. Many music contacts, outstanding references by the great names in our business. Former announcer for Fred Waring Show, Vox Pop, Harry James and Glenn Miller radio shows; Kate Smith, Tommy & Jimmy Dorsey Stage Show, Parade of Stars and Douglas Edwards News on TV. Box 17701, Charlotte, N. C. Phone: (704) 366-2508.

EXPERIENCED DEEJAY-ANNOUNCER will relocate anywhere to any music format. Write today for a sincere, dedicated announcer, single, draft exempt. Box 265, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

JULY 2, 1966, BILLBOARD

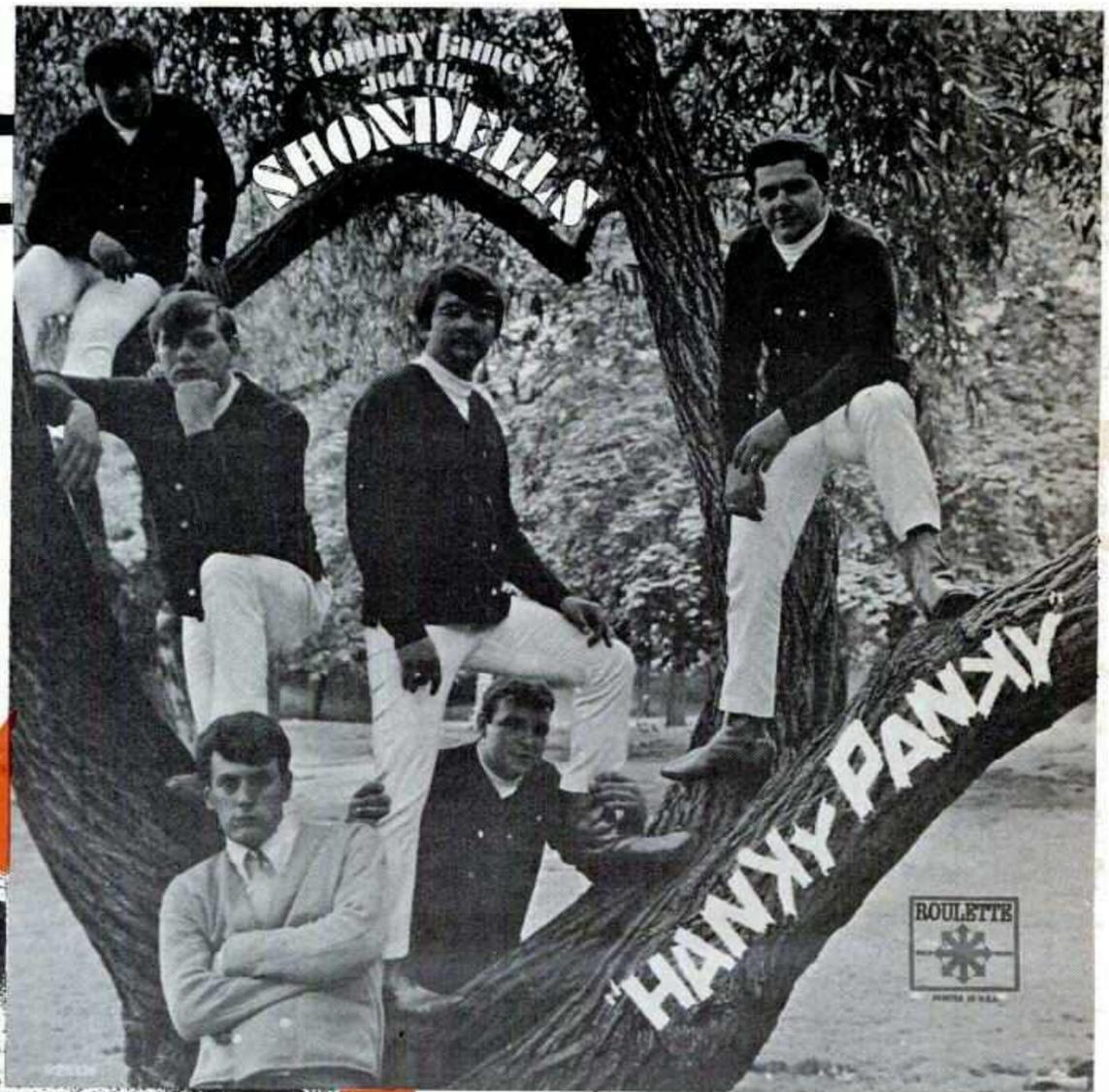
ROULETTE SERVES UP SIZZLING SUMMER HITS!



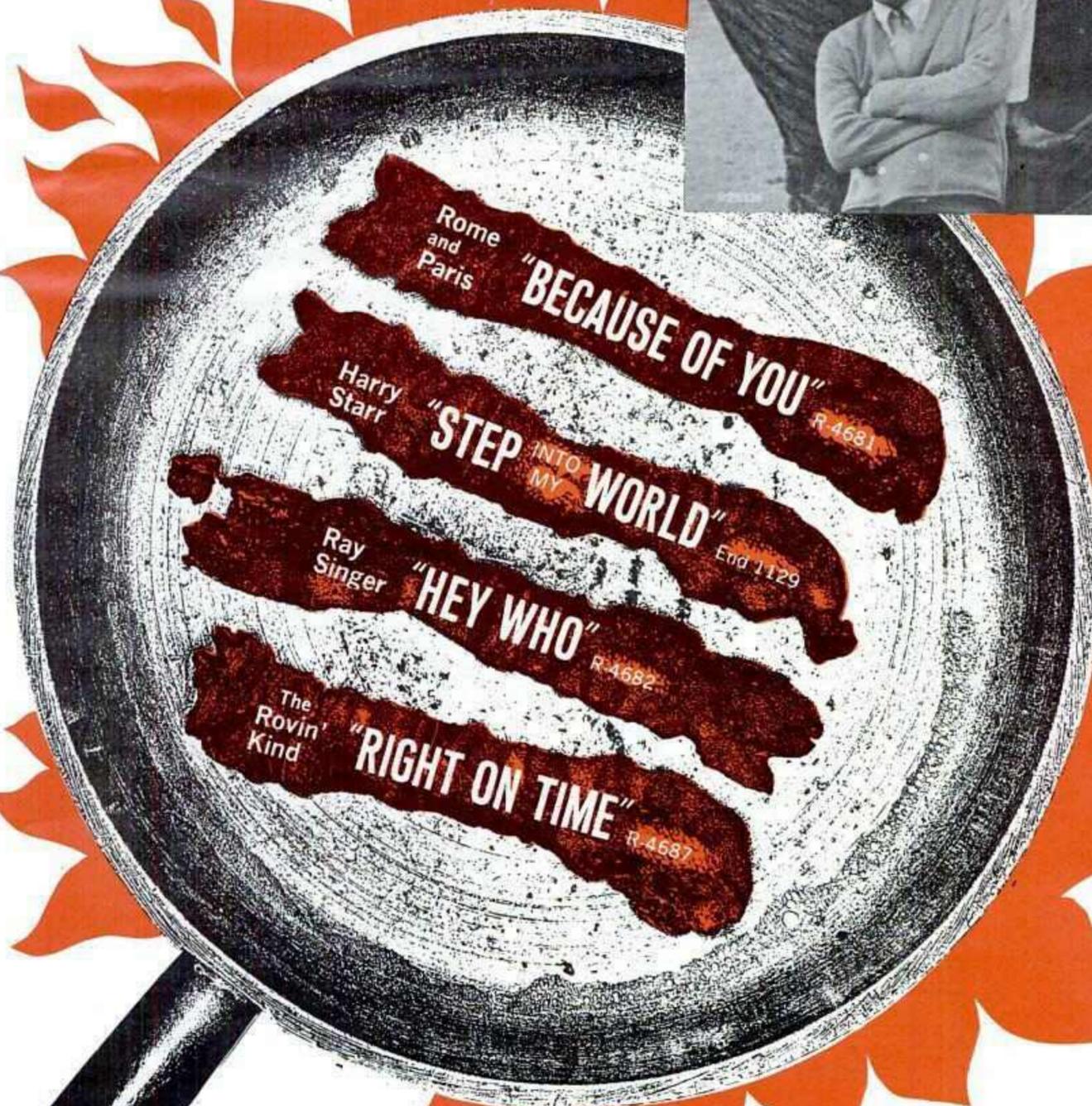
Tommy James and The Shondells HANKY PANKY

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!



(S)R25336



Rome and Paris "BECAUSE OF YOU" R-4681

Harry Starr "STEP INTO MY WORLD" End 1129

Ray Singer "HEY WHO" R-4682

The Rovin' Kind "RIGHT ON TIME" R-4687

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

pleas for records. Address is River-ton Tower, Suite 207.

★★★
Harlan (Cowboy) Blair is the new commercial manager of KNIT in Abilene, Tex. Blair is still holding down his morning air show and needs country music records. . . . **Milt Willis** has been named program director for KODA, Houston, succeeding **Don LeBlanc** who has been upped to operations manager. . . . **KOXX** in Keokuk, Ia., is "undergoing a slight change in format" and needs both Hot 100 and Easy Listening singles. Send to **Ron Kallem**, music director, or **Al Richards**, program director.

★★★
Jim Uglam has been named program director of KXYZ, Houston. . . . **John M. Slocum** is the new general manager of WLWI, Indianapolis; he was formerly acting general manager of KBAK-TV, Bakersfield, Calif. . . . **Edward J. Broman** is the new general manager of Radio New York Worldwide, which operates WNYW, New York.

★★★
John Doolittle is the new all-night man at WSB, Atlanta; was formerly with WNDU, South Bend, Ind. . . . **Dave Drew**, formerly station manager of WJOE, Port St. Joe, Fla., is now traffic-time personality at WRFD, Columbus, Ohio. . . . **Dave Jarrott** is now music director with KMAC, San Antonio. He pleases for Hot 100 and Easy Listening singles and albums. Jarrott was formerly with KNOW, Austin.

★★★
Mike Dime, formerly air personality at WKAN, Kankakee Ill., has rejoined WJON, St. Cloud, Minn., as assistant manager after five years away. . . . **Ted Dorf** has been named vice-president of WGAY, Inc and general manager of WQMR and WGAY-FM Stereo, Washington.

★★★
KXLW, old-time r&b format station in St. Louis, is now programming "golden r&b oldies." The only problem is that it never saved its records over the years and now needs all r&b records over two years old, 45-r.p.m. only. . . . **Melvin M. Bailey** has been named station manager of KXL-AM-FM Stereo, Portland, Ore. . . . **Pete Scott**, production co-ordinator at KSFO, San Francisco, is now handling evening air chores. Also new on the station is personality **Dick McGarvin**, formerly with KVI, Seattle.

★★★
KYND, Tempe, Ariz., needs

LIEBERSON IN ROTTERDAM AS UNESCO GUEST

ROTTERDAM — Goddard Lieberson, president of the CBS Columbia Group, is attending the Fifth Biennial Congress of the International Music Council of UNESCO here. UNESCO invited Lieberson to be a member of the panel discussing "Composers of Today and the Public." Lieberson is, himself, a composer. To his credit are several orchestra works, 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 chamber music.

Electrola's New Pop A&R Chief

COLOGNE—Dieter Weidenfeld takes over as Electrola's new pop a&r chief July 1. Weidenfeld has been a disk jockey for Radio Luxemburg's German service.

He will work with such well-known producers as Otto Demler, Paul Kuhn, Botho Lucas, Erich Becht, Walter Haas and Ralf Bendix. As free-lance producer, Kurt Feltz will work for Electrola.

Easy Listening singles and albums. Just named station manager of the 50,000-watt outlet is **Dall Ross**. Johnny Wallace has been upped to program director. Staff line-up includes **Tom Haertel**, **Bill Leighton** and **Alan Dean**. . . . The Lutheran Church is "reluctantly" joining forces with Britain's pirate radio stations, the London Daily Express reports. A weekly radio show—the "Lutheran Hour"—can be heard on Radio 390; it was just squeezed off Radio Luxembourg.

★★★
CKKR, a new radio station in Rosetown, Saskatchewan, Canada, needs country music records. Send to **Pat O'Connor**, production manager. . . . Now handling an Easy Listening program on WLBK, Lebanon, Ky., is **Jim Johnson**, formerly associated with WEKY, WNKY and WSFC.

VOGUE GOES COMPATIBLE ON ALL PRODUCT

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

Vogue's Charles Delaunay said, "We have done this in response to the demand of record buyers, although the French market for stereo remains relatively limited.

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

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

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

TOP SELLING R & B SINGLES

★ STAR performer—Sides registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1		AIN'T TOO PROUD TO BEG Temptations, Gordy 7054 (Jobete, BMI)	6	25	37	SUNNY Bobby Hebb, Philips 40365 (Portable, BMI)	2
2	3	BAREFOOTIN' Robert Parker, Nola 721 (Bonatemp, BMI)	10	26	27	WHEN A WOMAN LOVES A MAN Esther Phillips, Atlantic 2335 (Pronto-Quinvy, BMI)	6
3	7	LET'S GO GET STONED Ray Charles, ABC Records 10808 (Baby Monica, BMI)	5	27	22	WANG DANG DOODLE Koko Taylor, Checker 1135 (Arc, BMI)	12
4	2	COOL JERK Capitols, Karen 1524 (McLaughlin, BMI)	13	28	25	COME ON AND SEE ME Tammi Terrell, Motown 1095 (Jobete, BMI)	5
5	4	(I'm a) ROAD RUNNER Jr. Walker & All Stars, Soul 35015 (Jobete, BMI)	9	29	35	I NEED LOVE Barbara Mason, Arctic 120 (Stilran-Dandelion, BMI)	2
6	5	HOLD ON! I'M COMIN' Sam & Dave, Stax 189 (East-Pronto, BMI)	13	30	31	TEENAGER'S PRAYER Joe Simon, Sound Stage 7 2564 (Frederick, BMI)	4
7	9	I'LL LOVE YOU FOREVER Holidays, Golden World 36 (Myto, BMI)	12	31	21	NOTHING'S TOO GOOD FOR MY BABY Stevie Wonder, Tamla 54130 (Jobete, BMI)	11
8	8	WHEN A MAN LOVES A WOMAN Percy Sledge, Atlantic 2326 (Pronto-Quinvy, BMI)	12	32	40	WHOLE LOT OF SHAKIN' IN MY HEART (Since I Met You) Miracles, Tamla 54134 (Jobete, BMI)	2
9	10	S.Y.S.L.J.F.M. (The Letter Song) Joe Tex, Dial 9902 (Tree, BMI)	6	33	—	BABY, IT'S OVER Bob & Earl, Mirwood 5517 (Arima, SESAC)	1
10	12	GOOD TIME CHARLIE Bobby Bland, Duke 402 (Don, BMI)	5	34	39	LAUNDROMAT BLUES Al King, Stax 190 (East, BMI)	2
11	15	NEIGHBOR, NEIGHBOR Jimmy Hughes, Fame 1003 (Crazy Cajun, BMI)	6	35	—	SOMEWHERE Johnny Nash, Joda 106 (Schirmer, ASCAP)	4
12	11	I LOVE YOU 1,000 TIMES Platters, Musicor 1166 (Ludix, BMI)	8	36	—	BAD EYE Willie Mitchell, Hi 2103 (Jec, BMI)	1
13	13	NINETY-NINE AND A HALF Wilson Pickett, Atlantic 2334 (East-Pronto, BMI)	4	37	—	BOYS ARE MADE TO LOVE Karen Small, Venus 1066 (Money, BMI)	1
14	14	MY LOVER'S PRAYER Otis Redding, Volt 136 (East-Time-Redwal, BMI)	4	38	—	I DON'T WANT TO LOSE YOU Steve Mancha, Groovesville 1002 (Myto & Groovesville, BMI)	1
15	6	IT'S A MAN'S MAN'S MAN'S WORLD James Brown & Famous Flames, King 6035 (Dynatone, BMI)	9	39	34	TRULY YOURS Spinners, Motown 1093 (Jobete, BMI)	7
16	17	TAKE THIS HEART OF MINE Marvin Gaye, Tamla 54132 (Jobete, BMI)	4	40	—	THAT'S ENOUGH Roscoe Robinson, Wand 1125 (Kapa, BMI)	1
17	19	OH, HOW HAPPY Shades of Blue, Impact 1007 (Myto, BMI)	6				
18	16	YOU WAITED TOO LONG Five Star-Steps, Windy C 601 (Camad, BMI)	9				
19	24	JUST A LITTLE MISUNDERSTANDING Contours, Gordy 7052 (Jobete, BMI)	3				
20	28	LOVING YOU IS SWEETER THAN EVER Four Tops, Motown 1096 (Jobete, BMI)	3				
21	32	WITH A CHILD'S HEART Stevie Wonder, Tamla 54130 (Jobete, BMI)	2				
22	20	LOVE IS LIKE AN ITCHING IN MY HEART Supremes, Motown 1094 (Jobete, BMI)	9				
23	33	IT'S AN UPHILL CLIMB TO THE BOTTOM Walter Jackson, Okeh 7247 (Metric, BMI)	2				
24	18	LET ME BE GOOD TO YOU Carla Thomas, Stax 188 (East, BMI)	9				

NEW ACTION R&B SINGLES

Other records registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot 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

TOP SELLING R & B LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1		LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	10	14	13	I HEAR A SYMPHONY Supremes, Motown MLP 643 (M); SLP 643 (S)	16
2	2	CRYING TIME Ray Charles, ABC Records ABC 544 (M); ABCS 544 (S)	18	15	11	DIONNE WARWICK IN PARIS Scepter SRM 534 (M); SPS 534 (S)	11
3	4	UP-TIGHT Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	6	16	17	UNBELIEVABLE Billy Stewart, Chess LP 1499 (M); ST 1499 (S)	15
4	5	WHEN A MAN LOVES A WOMAN Percy Sledge, Atlantic 8125 (M); SD 8125 (S)	5	17	—	WILDEST ORGAN IN TOWN! Billy Preston, Capitol T 2532 (M); ST 2532 (S)	1
5	3	SOUL ALBUM Otis Redding, Volt 413 (M); S 413 (S)	9	18	18	MOODS OF MARVIN GAYE Tamla TLP 266 (M); SLP 266 (S)	2
6	9	MARTHA AND THE VANDELLAS GREATEST HITS Gordy 917 (M); GS 917 (S)	4	19	—	SOUL CARGO Leon Haywood, Fat Fish LP 2525 (M); SLP 2525 (S)	1
7	6	GOT MY MOJO WORKING Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	17	20	20	I LOVE YOU 1,000 TIMES Platters, Musicor MM 2091 (M); MS 3091	2
8	8	SOUL MESSAGE Richard (Groove) Holmes, Prestige PR 7435 (M); PRS 7435 (S)	9				
9	10	A TOUCH OF TODAY Nancy Wilson, Capitol T 2495 (M); ST 2495 (S)	6				
10	12	GOTTA TRAVEL ON Ray Bryant Trio, Cadet LP 767 (M); LPS 767 (S)	3				
11	15	TEMPTIN' TEMPTATIONS Gordy G 914 (M); GS 914 (S)	31				
12	7	THE LOVE YOU SAVE Joe Tex, Atlantic 8124 (M); SD 8124 (S)	9				
13	16	GOIN' OUT OF MY HEAD Wes Montgomery, Verve V 8642 (M); V6-8642 (S)	15				

NEW ACTION R&B LP's

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

GETTIN' READY
Temptations, Gordy GLP 918 (M); SLP 918 (S)

CALIFORNIA DREAMIN'
Bud Shank, World Pacific, WP 1845 (M); WPS 21845 (S)

THE A STONE SMASH!
BACK SCRA TCH E
FRANK FROST
Jewel 765

Jewel...Paula
RECORDS
728 TEXAS ST., SHREVEPORT, LA.
Phone: (318) 422-7182

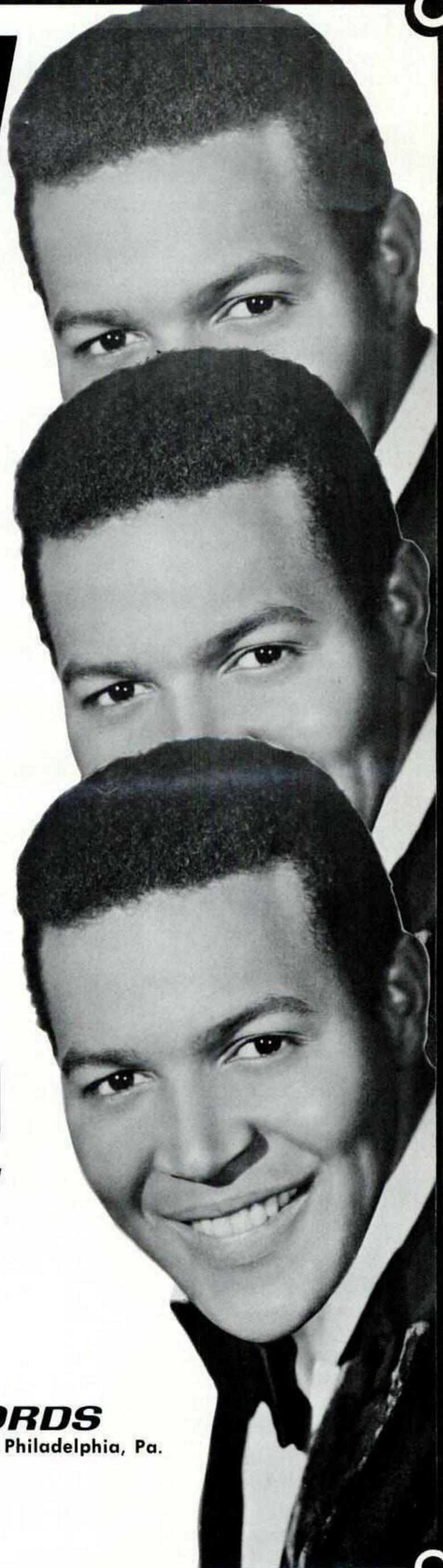
CHUBBY IS BACK!

HEY YOU! LITTLE
BOO-GA-LOO
PARKWAY
989



CAMEO PARKWAY RECORDS

1650 BROADWAY, New York, N.Y. / 309 SOUTH BROAD STREET, Philadelphia, Pa.

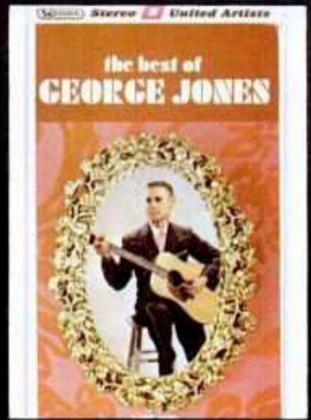




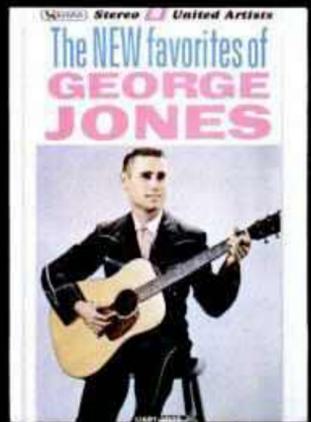
the proudest name in entertainment

Our huge and exciting initial release of stereo tape cartridges

Stereo 8 United Artists



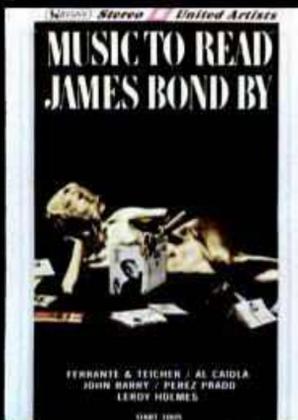
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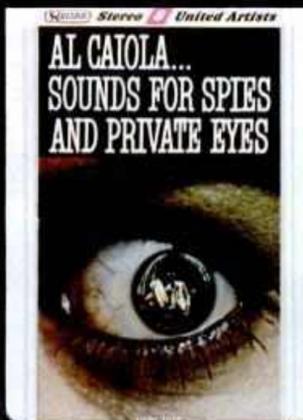
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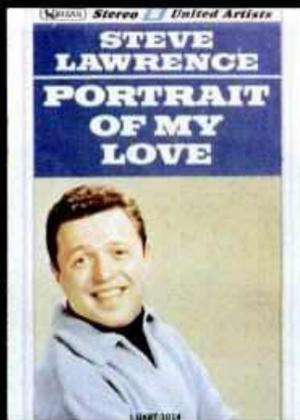
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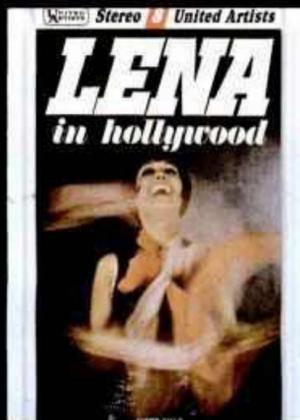
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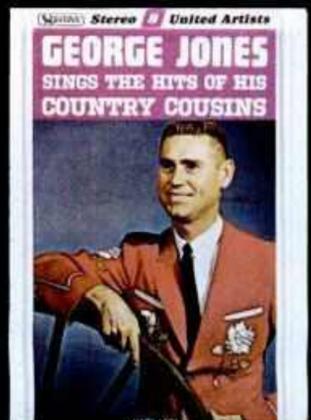
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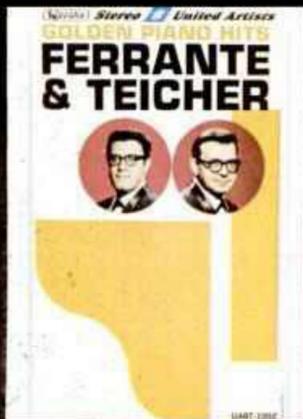
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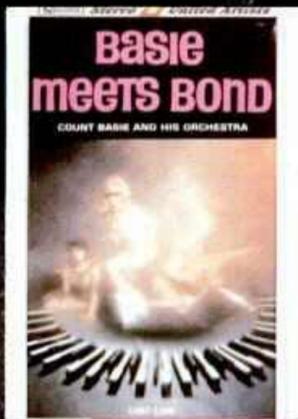
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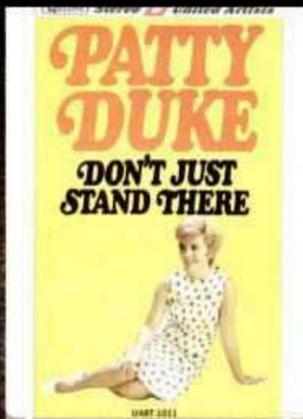
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T1002



T1006



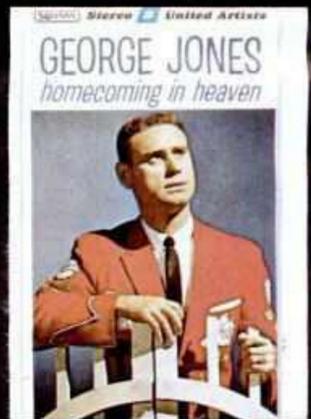
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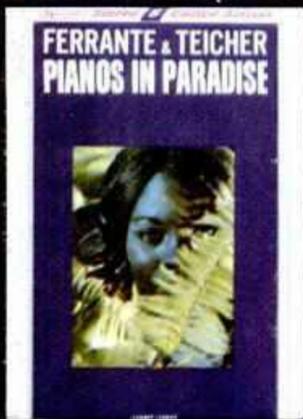
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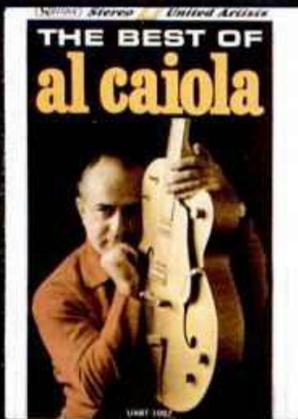
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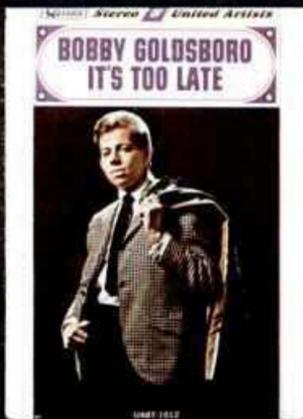
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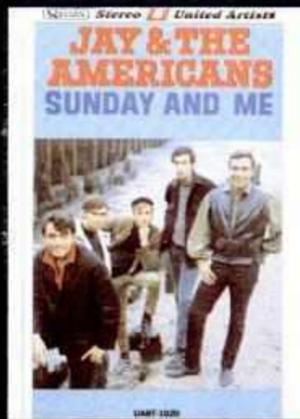
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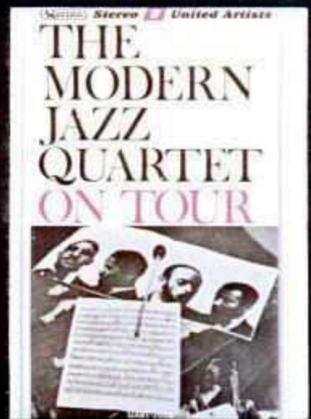
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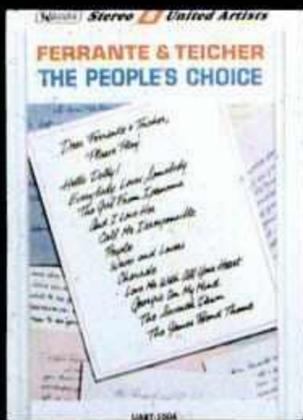
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T1020



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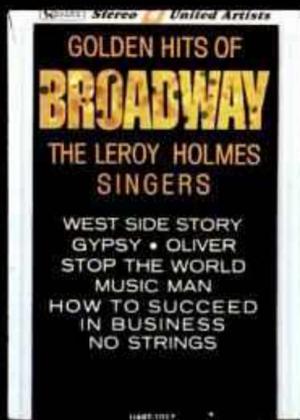
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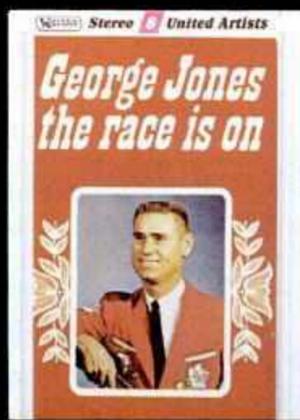
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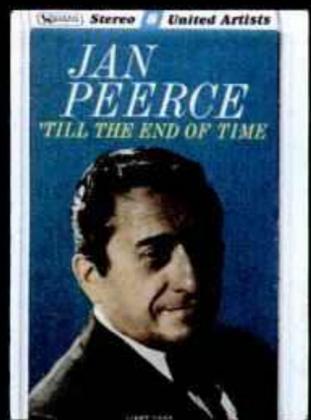
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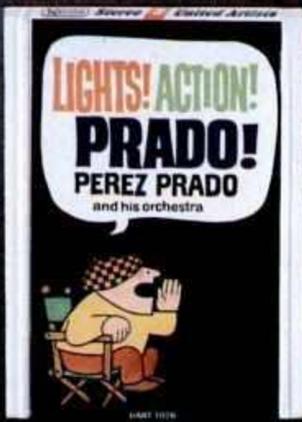
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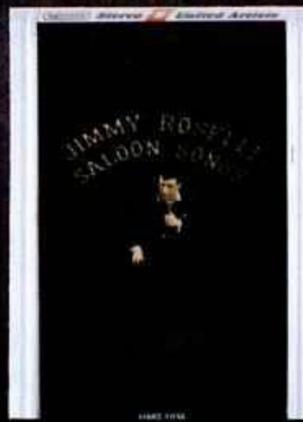
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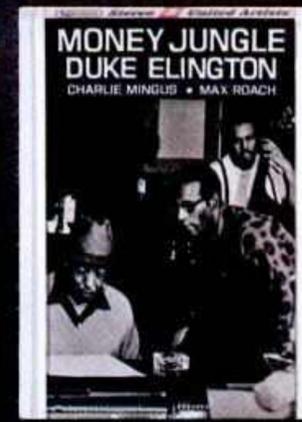
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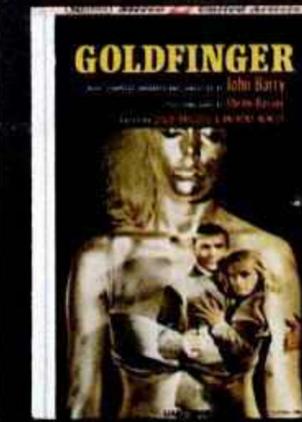
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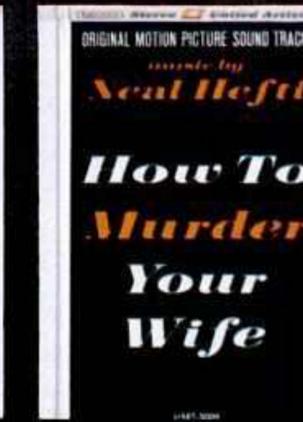
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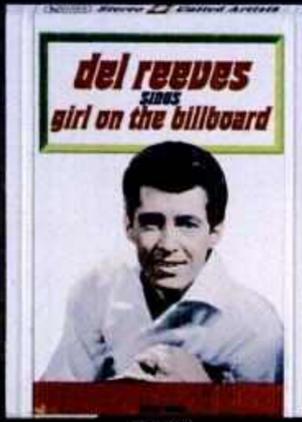
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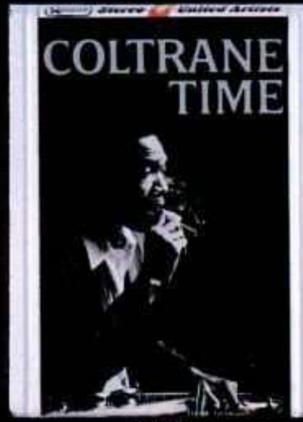
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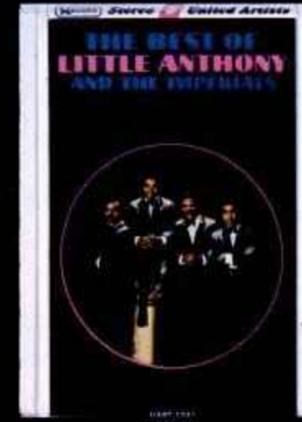
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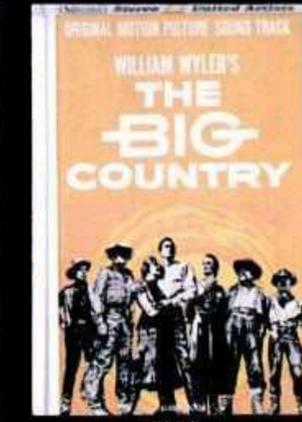
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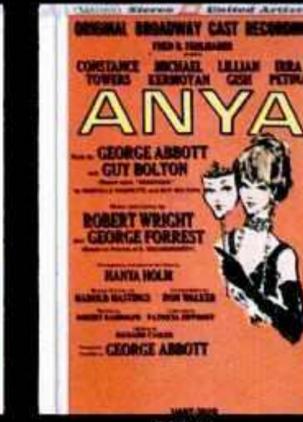
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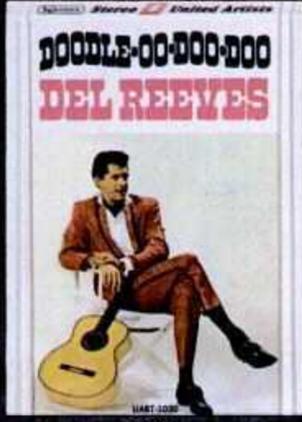
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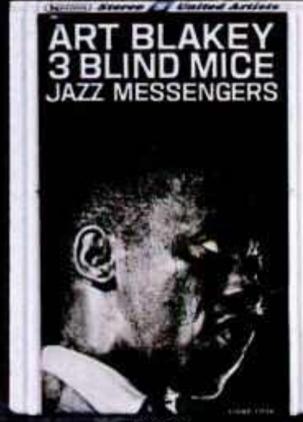
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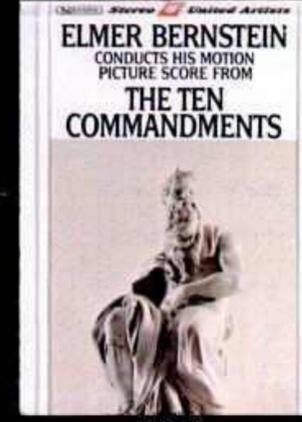
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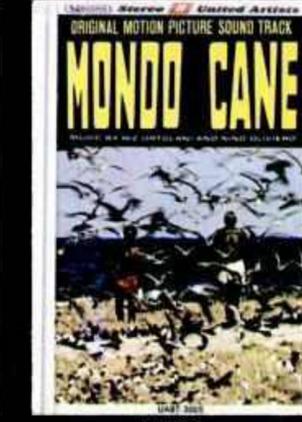
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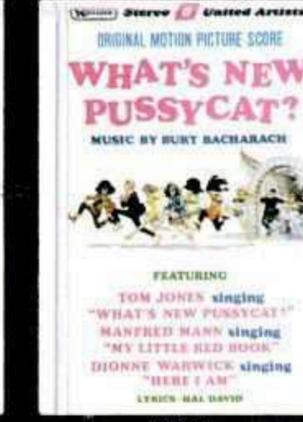
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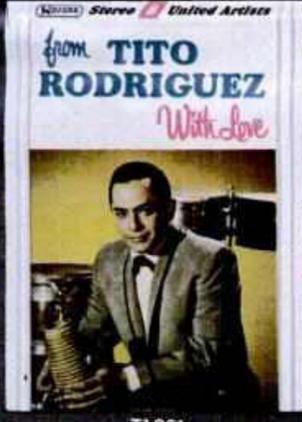
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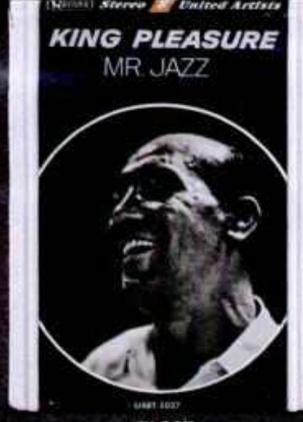
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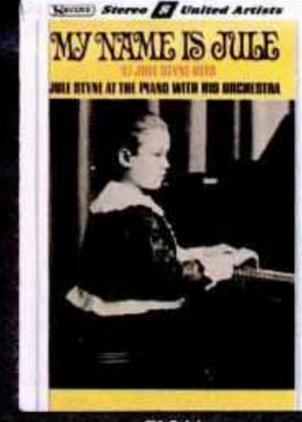
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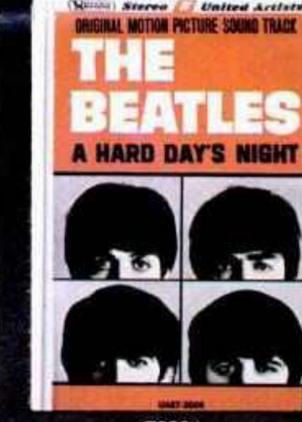
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T1037



T1044



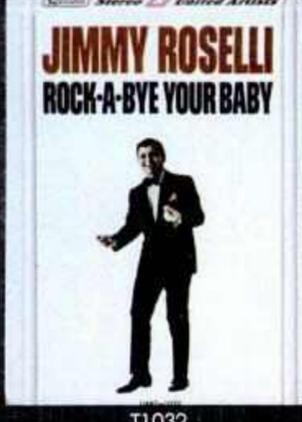
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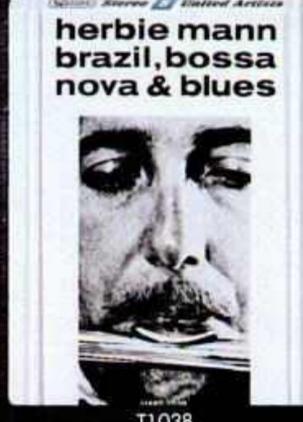
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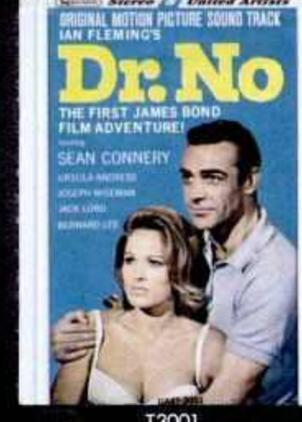
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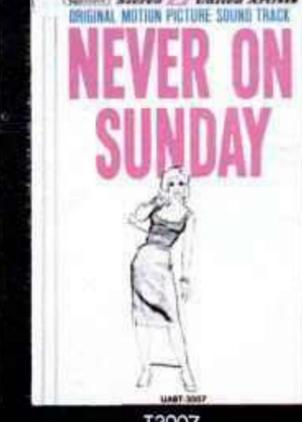
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T1038



T3001



T3007



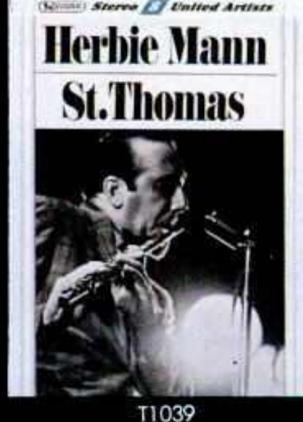
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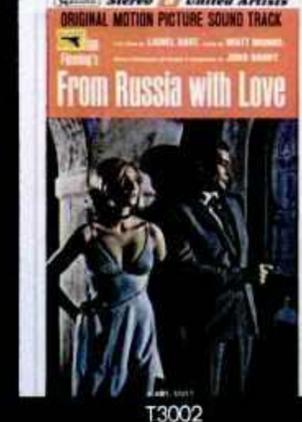
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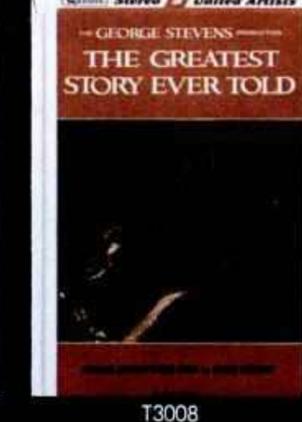
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T1039



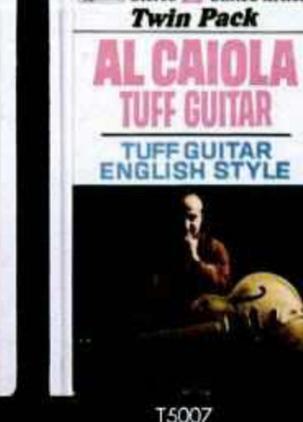
T3002



T3008



T5001



T5007

TOP LP'S

★ STAR performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

Main table containing 150 entries of Top LP's with columns for This Week, Last Week, Title, Artist, Label & No., and Wks. on Chart. Includes a 'Billboard Award' icon on the left and a 'STAR' icon for the first entry.

Starting to sell like
Autumn Leaves!

Roger Williams'

latest single,

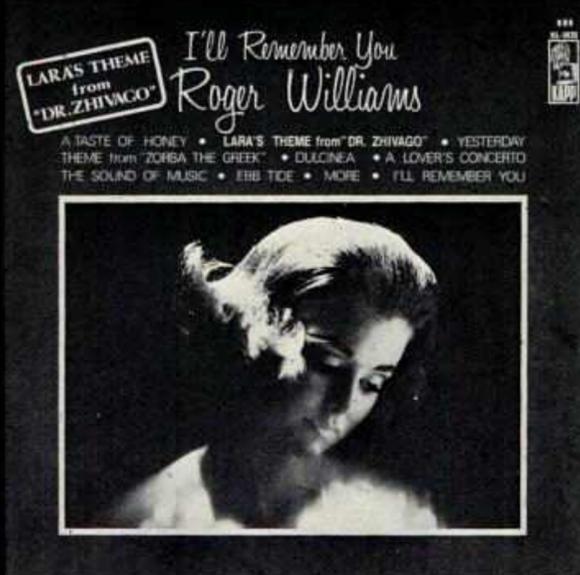
Lara's Theme.

(Somewhere, My Love)

K-738



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



KL-1470

KS-3470

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



ALBUM REVIEW POLICY

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

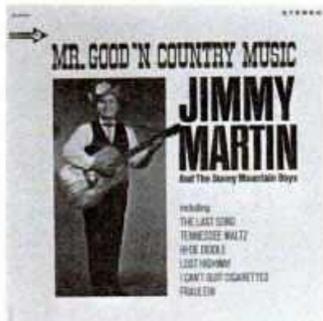


INTERNATIONAL SPOTLIGHT

SPANISH DANCE SPECTACULAR

Jose Greco and his Dance Company. Columbia ML 6296 (M); MS 6896 (S)

A special tribute to dancer Jose Greco and his dance company, this album yet contains some fine musical performances by the concert orchestra of Madrid; Greco's footwork and castanet merely add a form of flamboyant rhythmic excitement to what is a highly entertaining album. Works include "Nobleza Andaluza," "Madrilenas," and "Tablao Flamenco."



COUNTRY SPOTLIGHT

MR. GOOD'S COUNTRY MUSIC

Jimmy Martin & Sunny Mountain Boys. Decca DL 4769 (M); DL 74769 (S)

One of the best-known bluegrass groups in existence . . . known by folk fans as well as country music fans, Jimmy Martin has come up with another sales winner. Tunes like "Lost Highway," "The Summer's Come and Gone," "Fraulein" will create a strong sales impetus for this album.



COUNTRY SPOTLIGHT

ALL-TIME COUNTRY AND WESTERN, VOLUME VII

Various Artists. Decca DL 4775 (M); DL 74775 (S)

This album is proof that Decca knows how to help dealers get extra sales is this package featuring various country artists like Ernest Tubbs, Loretta Lynn, Webb Pierce, Kitty Wells, and Patsy Cline. This is the eighth volume in this series, every one a hit.



GOSPEL SPOTLIGHT

ON THE MOVE

Songweavers. Supreme S 212 (S)

Religious music presented in highly commercial fashion, folk music style a la the New Christy Minstrels or Serendipity Singers. Tunes include "Angels Rolled the Stone Away," "Wayfaring Stranger," "Jacob's Ladder," and "Michael, Row the Boat Ashore." A beautiful album.

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

THE MORE I SEE YOU/CALL ME

Chris Montez, A&M LP 1115 (M); SP 4115 (S)

THE SILENCERS

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

GREAT MOMENTS ON BROADWAY

Jerry Vale, Columbia CL 2489 (M); CS 9289 (S)

★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

STRANGERS IN THE NIGHT . . .

Bert Kaempfert & His Ork, Decca DL 4795 (M); DL 74795 (S)

THE SWINGIN'EST GALS IN TOWN . . .

Bobby Hackett/Ronnie David, Epic FLM 13107 (M); FL 15107 (S)

THE MAD LADS IN ACTION . . .

Volt 414 (M); S 414 (S)

BOBBY DARIN SINGS THE SHADOW OF YOUR SMILE . . .

Atlantic 8121 (M); SD 8121 (S)

TOGETHER AGAIN . . .

Ray Charles, ABC 520 (M); ABCS 520 (S)

GETTIN' READY . . .

Temptations, Gordy GLP 918 (M); SLP 918 (S)

BREAKOUT!!! . . .

Mitch Ryder & the Detroit Wheels, New Voice LP 2002 (M); S 2002 (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.

SOUNDTRACK SPECIAL MERIT

THE DAYDREAMER

Soundtrack. Columbia OL 6540 (M); OS 2940 (S)

The big lure in this soundtrack set is the title song delivered by Robert Goulet. After that there's lots of pleasant music composed by Maury Laws that fits the Hans Christian Andersen mood of the film.

SOUNDTRACK SPECIAL MERIT

MAYA

Soundtrack. MGM E 4376 (M); SE 4376 (S)

Riz Ortolani has created a symphonic work of considerable merit. The main theme has an arresting melody which could do well as a single. If the cast of the film had some names, this would be a big seller. As it is, the track should be strong on its own.

POP SPECIAL MERIT

WILD IS THE WIND

Nina Simone. Philips PHM 200-207 (M); PHS 600-207 (S)

The piano-voice blending of Nina Simone is in high stride as she winds her way through some nifty song material. She sets up an exceptional romantic mood that offers top listening delights.

CLASSICAL SPECIAL MERIT

CONCERT SPARKLERS

London Symphony Orch. (Mackerras). Philips PHM 500-105 (M); PHS 900-105 (S)

Spirited reading by conductor Charles Mackerras of popular 19th century concert selections is just the thing for the summer season. Sales will be helped by certain airplay for stations programming classical and light classical music. Familiar fare includes "Radetzky March," Brahms' "Hungarian Dance No. 1 in G minor," and "The Merry Wives of Windsor" overture.

CLASSICAL SPECIAL MERIT

TELEMANN: TWO MAGNIFICATS

Kurt Redel, Cond. Philips PHM 500-104 (M); PHS 900-104 (S)

Conductor Kurt Redel has come up with another Telemann find in the first performances of these works in about 200

years. Soloists, chorus and the Pro Arte Orchestra perform the Latin "Magnificat in C" and the German-language "Magnificat in G" in fine style. Continuing baroque revival should aid sales.

CLASSICAL SPECIAL MERIT

PAGES FROM THE NOTEBOOK OF ANNA MAGDALENA BACH

New York Chamber Soloists. Decca DL 9426 (M); DL 79426 (S)

Top new versions of pieces by the Bach family and their contemporaries, including scoring of some of the works for chamber ensemble, could make the "Notebook" a highly salable item. Albert Fuller is in top form on the harpsichord, both by himself and with the rest of the group. Tenor Charles Bressler does well by the vocal selections.

HYMN SPECIAL MERIT

PATTI PAGE SINGS AMERICA'S FAVORITE HYMNS

Columbia CL 2505 (M); CS 9305 (S)

There's a unique emotional quality necessary to get across the mood and message of a hymn properly, and Patti Page has it. She sings with authority and feeling and the excellent vocal backing by the Jordanaires matches her all the way.



FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

LIVERPOOL FIVE ARRIVE
RCA Victor LPM 3583 (M); LSP 3583 (S)

FREAK OUT! (2-12" LP's)
Mothers of Invention. Verve V 5005-2 (M); V6 5005-2 (S)

SWEET & STUFF
Ace Cannon. HI HL 12030 (M); SHL 32030 (S)

BLOWING MY MIND
Barry Goldberg Blues Band. Epic LN 24199 (M); BN 26199 (S)

IT'S WHAT'S HAPPENIN'
Willie Mitchell. HI HL 12031 (M); SHL 32031 (S)

HANG YOUR TEARS OUT TO DRY
Clara Ward. Verve V 5002 (M); V6-5002 (S)

AWARD WINNING ORIGINAL MOTION PICTURE SOUND TRACKS AND THEMES

Various Artists. Mainstream 56076 (M); S/6076 (S)

THE DETECTIVES AND AGENTS AND GREAT SUSPENSE MOTION PICTURE THEMES

Various Artists. Mainstream 56079 (M); S/6079 (S)

LOW PRICE POPULAR

ALL TIME ¾ TIME HITS
Eddie Layton. Mercury Wing MGW 12321 (M); SRW 16321 (S)

LOW PRICE COUNTRY

STEEL GUITAR SOUNDS
Walter Haynes. Mercury Wing MGW 12320 (M); SRW 16320 (S)

CLASSICAL

IVES: TRIO/COPLAND: VITEBSK/BLOCH: THREE NOCTURNES
Nieuw Amsterdam Trio. Decca DL 10126 (M); DL 710126 (S)

BEETHOVEN: SYMPHONY NO. 3 IN E FLAT MAJOR (EROICA)
Vienna State Opera Orch. (Glehen). Audio Fidelity FCS 50,019 (S)

BEETHOVEN: SYMPHONY NO. 7 IN A MAJOR
Vienna State Opera Orch. (Glehen). Audio Fidelity FCS 50,020 (S)

LOW PRICE CLASSICAL

LISZT PIANO CONCERTOS NOS. 1 & 2
Yuri Boukoff/Vienna Symphony Orch. (Somogyi). Mercury Wing MGW 14066 (M); SRW 18066 (S)

FAVORITE OVERTURES BY OFFENBACH AND AUER
Detroit Symphony Orch. (Paray). Mercury Wing MGW 14058 (M); SRW 18058 (S)

EIGHTEENTH-CENTURY ITALIAN HARPSICHOARD MUSIC
Luciano Sgrizzi. Nonesuch H 1117 (M); H 71117 (S)

MASTERS OF THE HIGH BAROQUE
The Collegium Musicum Saarensis. Nonesuch H 1119 (M); H 71119 (S)

SCHUMANN SYMPHONY NO. 3 IN E FLAT "RHENISH"
Detroit Symphony Orch. (Paray). Mercury Wing MGW 14059 (M); SRW 18059 (S)

COUNTRY GARDENS AND OTHER FAVORITES BY PERCY GRAINGER
Eastman-Rochester Pops (Fennell). Mercury Wing MGW 14060 (M); SRW 18060 (S)

JAZZ

MOSE ALLISON PLAYS FOR LOVERS
Prestige PR 7446 (M)

FOLK

LAND OF PLENTY
America's Children. Am Chi LP 20476 (M)

(Continued on page 51)

JULY 2, 1966, BILLBOARD

Copyrighted material

REDD FOX

and other great comics

ON DOOTO BEST SELLING COMEDY ALBUMS...America's maddest, gayest, funniest comedy

Put these power packed albums in your inventory!



DTL 838



DTL 214



DTL 809



DTL 275



DTL 804



DTL 815



DTL 801



DTL 826



DTL 808



DTL 279



DTL 825



DTL 837



DTL 834



DTL 253

Call your distributor now!

DOOTO RECORDS
507 SOUTH CENTRAL AVENUE LOS ANGELES 7, CALIFORNIA

SEE ALBUM REVIEWS ON BACK COVER

Thank You,

DUOPHONIC FOR STEREO MONOGRAMS

The Beach Boys Pet Sounds

Sloop John B./ Caroline No

Wouldn't It Be Nice/ You Still Believe In Me

That's Not Me/ Don't Talk (Put Your Head on My Shoulder)

I'm Waiting For The Day/ Let's Go Away For Awhile

God Only Knows/ I Know There's An Answer/ Here Today

I Just Wasn't Made For These Times/ Pet Sounds



*We're moved over the fact that our Pet Sounds
brought on nothing but **Good Vibrations** -*

IFPI Seeks Major Changes in Royalty Agreement With BIEM

• Continued from page 1

to seek a more suitable basis for royalty assessment.

The move was approved at this year's IFPI council meeting at Tel Aviv.

The case has since been put to BIEM by a delegation led by the IFPI's new president, James Gray, a director of British Decca, with representatives from France, Italy, Finland, Denmark, Belgium, Holland and the United Kingdom.

As outlined by director-general Stephen Stewart, the IFPI case rested on the fact that manufacturers were rapidly losing control of retail prices. In some countries, even suggested prices might be illegal.

Manufacturers could not afford to pay a royalty on amounts not received. The total BIEM royalty of 8 per cent a disk,

with discounting, could rise to as much as 14 per cent of what the public paid. In more than two-thirds of the world market there were compulsory licensing fees. In each case it was lower than 8 per cent of retail price.

Cutting Grows

With price cutting growing on the U. S. pattern, the real royalty proportion of manufacturers' revenue was growing much higher. There was evidence that the authors and publishers' share was exceeding the manufacturers' profit by as much as seven to one.

Certainly as author-publisher income from records was rising, manufacturer profit was falling. An author's work was essential to the record company and equitable remuneration was not being challenged. But market conditions had to be reflected

in a fair division. Another basis, therefore, had to be found.

Possibilities

Three possibilities were suggested. Basing the amount on manufacturers' invoiced prices or alternatively on the time of performance of recorded music were both rejected by the BIEM committee.

The third IFPI suggestion was that manufacturers should pay on the average retail price realized. This would involve a third party, the public, coming between the principals, the manufacturers and authors-publishers. This was not rejected.

BIEM agreed to put the matter to its various national partners. It was recognized that it might be necessary to make changes, however, and BIEM has formed a working party to produce its own solution to the problem by the end of the year.

IFPI Strengthens Global Image

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

Dr. Henry Jessen, Brazilian secretary-general of LAFPP, is currently in London for talks with IFPI director-general Stephen Stewart.

They are a prelude to Paris meetings with BIEM to set up standard contracts for South America, where present royalty payments vary from country to country.

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

It brings into the IFPI orbit a further 50 record manufacturers operating through national groups in 11 countries. LAFPP will also send delegates to the triennial general meetings. The next one is scheduled to be held in France, probably Paris, next May.

300 Companies

IFPI membership now exceeds 300 companies. Almost every country outside the iron and bamboo curtains is represented. Ten U.S. firms are members, although all producers operating on a global scale benefit from federation activity.

Formed in 1933 to establish legal protection for record producers under national laws, IFPI and its 23 territorial groups are recognized as speaking for

record producers by governments and such organizations as UNESCO, the Bureau for the Protection of Intellectual Property and the International Labour Organisation.

IFPI is campaigning on a global basis for adequate legislation to prevent unauthorized copying or pirating of records and compensation for both manufacturer and artist by broadcasters and other users.

The federation's negotiations with author-publisher societies has led to largely standard contracts. These make the protected repertoire of publishers available to the record industry on equal terms.

Most important of these is with BIEM and is currently up for major revisions (see separate story).

French Girls Compete as New Piaf

By MIKE HENNESSEY

PARIS—Following the public war among the French male idols, the record scene is now being enlivened by an all-out battle on the distaff side, with Mireille Mathieu (Barclay) and Georgette Lemaire (Philips) competing as the new Edith Piaf.

This gloves-off, no-punches-pulled type of promotion battle is an entirely new facet of the French pop scene; but the signs are that it will be here for some time as the record companies fight to build super-stars from native talent.

The fantastic runaway success of Vogue's long-haired oracle, Antoine, started it all. Anti-Antoine operations were mounted by Johnny Hallyday, Ronnie Bird and CBS's prize publicity specimen, Edouard (Jean-Michel Rivat).

And now the success of Mireille Mathieu has produced reprisals from Philips who are boosting Georgette Lemaire's claims to be the new Piaf by a big promotional campaign.

Concerts Set

An intensive sequence of concerts in and around Paris—sometimes four in a day—has been arranged for Miss Lemaire

to stimulate the interest of the vast numbers of the French who appreciate Piaf-style songs.

Meanwhile, the latest round in the battle between Antoine and Edouard has resulted in a points win for Edouard. Some weeks ago Antoine, through Vogue record company, demanded the seizure of Edouard's disk "Hallucinations" on the grounds of plagiarism.

The court ruled on May 9 that the Disco-France factory at Saussay must cease pressing the Edouard disk.

An appeal from Edouard, however, has now succeeded, the seizure order has been revoked and the CBS disk is once again in production.

'Bicycle' Rights

NEW YORK — Ruby Fisher of Govern Records, has sold the international rights to "Last Bicycle to Brussels," recorded by the Ondioline Band. Hansa Records will release the record in Germany, EMI "Stateside" in Italy, and London Records in the United Kingdom and other parts of Europe. Fisher is negotiating with a local manufacturer to distribute the disk in the U.S., Canada and Mexico.

Playboy Sets Exchange Policy

LONDON—An Anglo-American entertainment policy has been set for Europe's first Playboy Club which opened here this week. Music forms the basic entertainment in four of the club's main rooms.

All the musical groups will be British, but many of the featured artists brought in from the U.S. will be those with experience in playing Playboy clubs.

"We are planning an exchange program to gradually introduce British performers in the 16 Playboy Clubs in the U.S. and Jamaica," explained Victor Lownes, managing director of Playboy European operations. "Those successful in London clubs will be offered American dates joining the nucleus of the U.S. artists already working there. The latter will be offered dates at the British club."

LaVerne Baker is the opening headliner in the main show location, the Playroom. She will be joined by the Morgan James Duo and the Curtiss and Tracy comedy team, with the resident Bob Layzell Quartet. The Playroom will operate on the basis of three shows a night with four at weekends.

In the VIP Room, Atlantic Records' Bobby Short is the opening attraction. Resident will be the Don Reeve Quartet.

The Living Room discotheque will feature local beat groups with records. The Majority is the first resident unit with name groups scheduled for Sunday nights. The Alan Clare Trio will be featured in the Playmate Bar.

The acts are being booked by Les Farrell of Talent Associates, a London agency.

Bookings have already been made well into the new year. U.S. performers set include Teddi King, Barbara Gutterman Gloria Loring and Ruth Brown. Local acts include Tonny Tanner, Jackie Edwards, and Pepe Jaramillo.

The London club, situated in Park Lane, is in a new 10-story building. Lavishly furnished, it is staffed by Bunnies (some trained in Chicago). Mammoth publicity had recruited 20,000 members ahead of the July 3 opening. Hugh Hefner was due in during the previous week while a series of special preview parties were held.

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 here are jumping on the cut-price band wagon with LP's retailing at 19F 95 (just under \$4).

Vogue has launched a "Loisirs" series at this price and includes the albums of its latest hot property, Antoine; Pathe-Marconi has just produced a series of 40 albums at the new price; Barclay has a new cut-price LP series called "Flash," and Festival is also following suit.

Philips judges this as proof that their original initiative has been successful and, in any case, they claim that sales of their LP's have tripled.

This week, Georges Meyerstein-Maigret, president director-general of Philips France, and Jean-Luc, program director of Radio Luxembourg, were present when Philips' star Claude Nougaro presented the key to a new automobile to the first-prize winner of the Philips 19,95 contest—a competition launched in conjunction with the LP price cut.

Almost 65,000 persons entered the contest which offered 1995 prizes and was also promoted by Radio Luxembourg.

Clubs Giving Bonn The 'Country Look'

COLOGNE—A cowboy rode languidly down the main street, his lasso slung on to his saddle. A U. S. marshal huddled with a group of Sioux Indians outside his clapboard office. In the saloon, a gambler checked his guns.

This "frontier" was on the Rhine River just outside Cologne. Playing "Wild West" is the hobby of thousands of Germans. There are 80 Western clubs in West Germany now, and every club has its camp area outside its home city to which members repair in their free time to play frontiersman.

Delegates from these 80 Western clubs have just met in Cologne for their "16th Indian Council," this one being held under the "sign of the Dakotas."

These Western clubs are credited with having helped foster the enthusiasm for country music in Germany. Along with boots, levis, buckskin jackets and Indian headdress, country music is a prime ingredient of playing Wild West in Germany.

Some German record shops have obliged to establish special country music departments solely to serve the needs of Western clubs cities like Frankfurt, Munich and Cologne. Nearly every German city has one or more Western stores which equip the weekend Teutonic redskin and frontiersman. Some of these Western emporiums, too, operate country record departments.

The popularity of the Western clubs has caused West Ger-

(Continued on page 42)

MFP Off to Fast Start

DUBLIN — The low-priced disk market here was high-lighted when Music for Pleasure started their export drive by launching the LPs at a reception at the Royal Hibernian Hotel that was attended by about 30 dealers. The immediate result of publicity following the launching was orders for 10,000 albums.

The Irish distribution of Music for Pleasure is being handled by Hely, Ltd., part of the Hely Group, one of the country's

foremost wholesale and retail companies. Among those present were general manager Arnold Kosky, press officer Terry Bartam and director Richard Baldwin. Dublin dealers are giving the albums excellent window display and there's extensive newspaper advertising.

Said a spokesman for MFP: "We're hoping that the number of retail outlets will eventually reach 200. Our aim initially is to sell 100,000 disks in the next year."

**FROM THE
MUSIC CAPITALS
OF THE WORLD**

LONDON

Delyse's highly acclaimed recording of Mahler's "Des Knaben Wunderhorn" has been leased to Capitol for the U. S. It will be released on Angel in November. Negotiations for other territories are still in progress. The LP features Janet Baker, Geraint Evans and the London Philharmonic Orchestra conducted by Wyn Morris. It was produced by the British independent label's owner, Isabella Wallich. . . . Publisher Philip Solomon, an owner of Radio Caroline, has been discussing forming a record label named after the station, with British indies. . . . Marty Erlichman, Martin Bregman and Richard Roemer have now registered three British music companies—EMMANUEL, Jemb and Kiki. . . . A play written by Manfred Mann group singer Paul Jones with his wife Sheila Macleod was televised by the BBC June 29. . . . Petula Clark is using continental guests in her BBC-TV series—latest here was Raphael (Hispanavox, Spain). . . . Pye released an EP by Digno Garcia (Palette) to tie with his cabaret season here. . . . United Artists feted Jordan Christopher. . . . Lou Adler, Dunhill president, and publicist Andy Wickham were here aiding RCA promotion of the Mama's and the Papa's. Terry Melcher was also in the party. . . . Fausta Ezratty of Original Sounds Records, Hollywood, was here seeking repertoire from EMI for her oldies-but-goodies line. She left for calls in Belgium, Germany and Italy.

Jack Baverstock, Fontana manager at Philips, left for three weeks in America. As well as attending a&r meetings in Chicago, he visits New York, Los Angeles, San Francisco and Nashville and calls on licensees, including World Pacific, Vanguard and Vee-Jay. Before leaving, Baverstock hosted a Fontana European a&r conference attended by executives from France, Germany, Holland, Scandinavia and Italy. . . . Ember Records' managing director Jeff Kruger due back this week after visits to Amando Sciascia Vedette (Milan), the French song contest at Antibes and Pathe-Marconi, Paris. . . . Les Reed, composer-arranger, visiting New York. . . . Frank Barsalona booked the Fortunes from Terry King for a four-week U. S. tour in the autumn. . . . Touring West Africa from the end of the month—Danny Williams (EMI). . . . Simon Napier-Bell is recording the Chris Barber Jazzband for a pop single. Barber is now with EMI for most of the world. Napier-Bell is also discussing production deals with U. S. artists. He will be in the U. S. Aug. 1 with the Yardbirds on the group's 36-day East Coast to Honolulu tour. Yardbirds Music has been placed with Robbins for the U. S. and FD & H. for the rest of the world.

After having CBS staff spread over four buildings in central London, Ken Glancy finally got everything under one roof last week, moving into a new four-story building in Theobald's Road. . . . The British Standards Institution has published new standards for record players, amplifiers and loudspeakers for use in school. . . . To help the switch to independent distribution July 1, EMI prepared a particularly strong classical release including Otto Klemperer's two-LP version of "Missa Solemnis." . . . The Beatles failed to hit No. 1 with "Paperback Writer" in its initial week—the first time in three years and eight releases. Brian Epstein is claiming a 500,000 sale, however. The group did a spot on BBC's "Top of the Pops" as additional promotion. It was its first live TV show in a year. . . . Ember Records, a leading British indie, goes into the stereo market this month with two soundtracks—"Russian Adventure" and the Leningrad Ballet's "Sleeping Beauty," both obtained from Roulette. . . . After hitting a good

album sales last summer, CBS has launched a new "Swing Into Summer" campaign, running until the end of August. Twelve LP's are being promoted mainly from the catalog, but with Barbra Streisand's "Color Me Barbra" due for release at an unspecified time within that period.

John Culshaw, Decca's classical a&r manager, was awarded an OBE in the Queen's annual summer honors list. An OBE went also to Anna Instone, BBC record program chief. Recording artists honored include actor Peter Sellers, opera singer Amy Shuard (OBE's) and organist Reginald Dixon

(MBE). Composer Michael Tippett received a knighthood. An MBE—which the Beatles were awarded last year—also went to BBC-TV producer George Inns, who launched the "Black and White Minstrel Show." LP's from the series have exceeded 2 million sales, and the London stage version has just set a new British record for the greatest number of performances of a musical.

DON WEDGE

LOS ANGELES

The beach at Newport Dunes in Orange County is used by local rock 'n' roll bands as a training ground on weekends. Two band shells are used by teen-age groups which pull up in their cars, unload their amplifiers and blast away, drawing crowds and providing dance music. . . . Scolaron Records has been formed in Northridge,

with David Seiden general manager. Debut disk is "Teen Age Lovers" and "Graduation Breakup" by the Scott Brothers. Seiden says the new label will emphasize teen products. It's address is 8442 Wilbur Avenue. . . . Promoter Tim Gayle is working on the Kids, teen group from Auburn, N. Y., who appear on the Chroma label. Gayle is also looking to place Boots Till's Capa single from Mobile, "Thank You Very Much." . . . Warner Bros. films has commissioned Leonard Rosenman to write the score for "A Covenant With Death," and the husband and wife team of Alan and Marilyn Bergman to compose the title song for "Any Wednesday" for which George Duning is writing the score.

Crescendo Records has released a spoof LP on talk radio titled "Turn Down Your Radio." Creator of the package is Broadway and veteran radio scribe Bill Manhoff. A cast of six actors was taped live

before an L.A. audience in nine situations revolving around people chatting with phone jockeys. Gene Norman, Crescendo's president, visualizes DJ's with programming autonomy playing cuts from the package of shows with a comedy touch indulging in the gentle kidding of conversation radio. . . . Liberty has released the ballad of "Danny Fernandez," a tribute to the 21-year-old Army specialist who fell on a grenade and saved the lives of 19 buddies. The story of the Los Lunas, N. M., soldier is told by Eddy Harrison, an unknown writer from Mesilla Park, N. M. Harrison came to California to audition the tune for Liberty's a&r man Dallas Smith who dug the idea. . . . The Jhamels have cut the title tune from the film "Come On, Let's Live a Little," for Art Benson's Celestial label. The picture breaks in July. . . . Kay Starr opened the Century

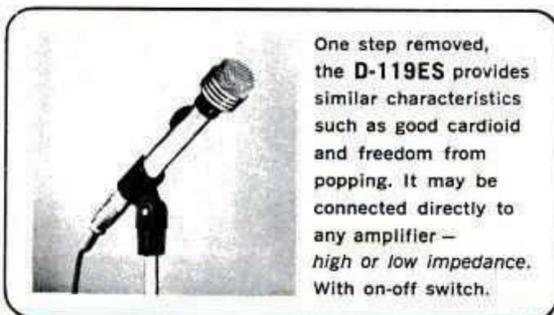
(Continued on page 42)

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 nor harshness, plus above average cardioid characteristics to guard against feedback.

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

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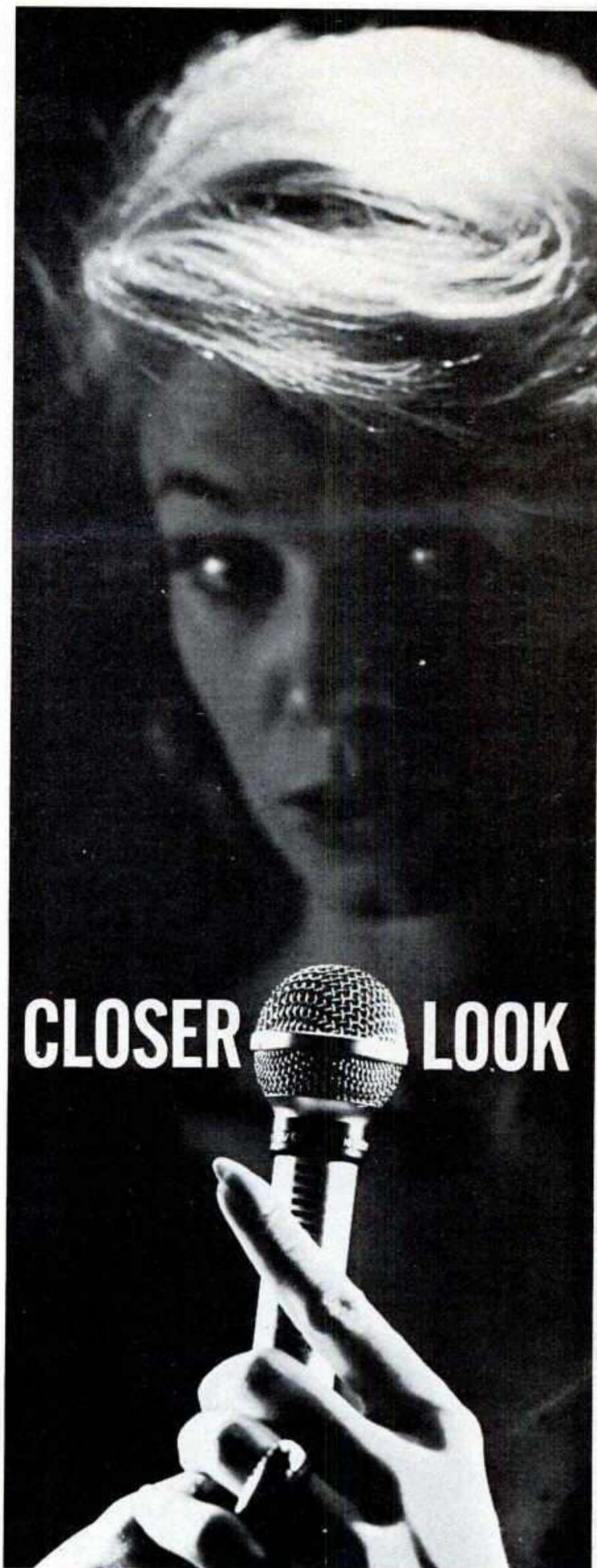
One step removed, the D-119ES provides similar characteristics such as good cardioid and freedom from popping. It may be connected directly to any amplifier—high or low impedance. With on-off switch.

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Entries for the Rose de France Song Festival
Antibes, June 23-25

Song	Singer	Composer	Publisher	Record Company
"Cette Chanson La"	Colette Chevrot	Colette Chevrot Jean Noel Favreau	A.M.I.	Festival
"Tour de Ma Belle"	Hayra	Hayra, Paul Fesian	A.M.I.	Barclay
"Ma Chanson"	Michel Mallory	Michel Mallory	Beuscher	Riviera
"Le Mal de Toi"	Anne-Marie Michel	Roger Dumas J. J. Debout	Breton	Barclay
"Ce Que Je Suis"	Valerie Lagrange	Colette Rivat Simon Saguy	Chappell	Philips
"Goulante 67"	Minouche Barelli	Henri Contet Aime Barelli	Chappell	CBS
"Claudie"	Eric Charden	Andre Pascal Eric Charden	Concorde	Decca
"L'Amour C'est Toi, C'est Moi"	Jacques Dorient	Jacques Dorient Henri Creuse Pierre Saada Michel Jourdan	Concorde	Decca
"Pourquoi Pas Toi, Pourquoi Pas Moi?"	Laurencia	Robert Vincent Charles Level	Carrousel	Vogue
"Plus Fort Que le Vent"	Yves Roze	J. Jais H. Green	Carrousel	Polydor
"Trois Roses Rouges"	Aldo Killy	Pierre Cour J. C. Annoux	Eco Music	Pathe-Marconi
"J'ai Regarde"	Noelle Cordier	P. Bontempelli	Eco Music	Festival
"Mon Amour"	Jocelyne Jossia	J. M. Riviere Gerard Bourgeois	Eco Music	Vogue
"Est-ce Que Tu Sais?"	Ilana Rovina	P. Delanoe Michel Colombier	Essex	A-Z
"Un Jour l'Amour"	Lee Chamberlin	J. M. Rivat F. Fumiere	Essex	Festival
"Ceux de Varsovie"	Jacqueline Dulac	Eddie Marnay Eddie Adamis	Editions Associees	Decca
"Depuis Que je t'Aime"	Ken Venturi	Eddie Marnay Eddie Adamis	Editions Associees	Philips
"Pourquoi Pas Nous?"	Line and Willy	Francoise Dorin Henri Giraud	Meridian	Vogue
"Love Me, Please Love Me"	Michel Polnareff	Franck Gerald M. Polnareff	Meridian	A-Z
"Je t'Aime Pour ca"	Henri Tachan	H. Tachan J. P. Roseau	Nouvelle Editions Barclay	Barclay
"Eurydice et Orphee"	Eric Montry	M. Jourdan E. Montry J. Revaux	Nouvelle Editions Barclay	Barclay
"Le Visage de l'Annee"	Michel Sardou	Patrice Lafont Jacques Revaux	Nouvelle Editions Barclay	Barclay
"La Bague"	Nelly Perrier	H. Ithier G. Gustin	Palace	Barclay
"Avec Toi"	Alice Dona	J. Demarny A. Dona	Pathe-Marconi	Pathe-Marconi
"Le Jour ou Tu Sauras"	Theo Sarapo	C. Fontane	Pathe-Marconi	Pathe-Marconi
"Si Jamais tu t'en Vas"	Simone Langlois	Franck Gerald	Rideau Rouge	Pathe-Marconi
"Quand on Aime Comme on s'Aime"	Michel Delpech	Claudine Daubisy Roland Vincent	Sugar Music	Festival
"Il Est Venu"	Tshura	Charles Level Roland Vincent	Sugar Music	CBS
"Valerie"	Olivier Sorel	Olivier Sorel	Vogue International	Vogue
"Jusqu'a. Trois"	Alain Gara	A. Gara Benito Merlino	Vogue International	Vogue



MANFRED MANN signs a contract with Philips-Mercury in London after switching the affiliation of the Manfred Mann group from EMI. Taking part in the signing are publisher Gerry Bron, right, manager of the group, and Jack Baverstock, Fontana manager at British Philips.

Mancha" and "Brigadoon," which will be an ABC-TV special this fall. He's accompanied by **Ralph Satz**, firm's editor in chief. . . . **Tim Gayle**, promotion man on the Coast, working out a deal with **Frank Mucedola** and **Fred Immoliti**, of Auburn, N. Y., owners of Chroma Records, to do further exploitation on the **Kids**, a pre-teen group.

Miriam Stern, executive director of the American Guild of Authors & Composers, made a trip to California to explain to AGAC's Coast wing the Guild's push for copyright reform, its data processing program, and the 35th anniversary ball, to be held in New York's Plaza Hotel on Oct. 26. . . . **Paul Anka** in Rome for a series of recordings for RCA International. . . . The **Supremes** will make their return appearance at the Copacabana May 11-24, 1967. . . . Atlantic Records issuing **Johnny Nash's** "Somewhere," which was originally released on the Joda label. . . . The **Only Chyldes**, Long Island group which appeared recently at **Trude Heller's** in Greenwich Village, will go out on tour shortly. . . . Columbia Records' **Faron Taylor** will be on **John Gary's** CBS-TV show on July 20. She'll sing "I Can't Believe You're in Love With Me," her new single release. . . . The **Standells** will join the **Rolling Stones** at the Forest Hills Stadium concert on July 2. . . . **Paul Taubman** has been made a member of the National Board of Trustees of the Academy of Television Arts & Sciences. . . . The **Otis Redding Show**, which includes **Sam & Dave**, **Patti La Belle & the Bluebelles**, **Percy Sledge**, **Garnet Mimms**, **Mitty Collier**, **James Carr**, and the **Ovations**, on a tour of 46 one-nighters until Aug. 8.

Phil Walden's artists' management agency recently signed the **Knight Brothers**, on Chess Records; **Johnny Taylor**, on Stax; the **Carltons**, on Chess; **Percy Sledge**, on Atlantic; **Dee Brown & Lola Grant**, on Surefire, and the **Kelly Brothers**, on Simms. . . . **Kathy Dee**, back from her recent trip to Thule Air Force Base in Greenland, is the only girl to become a member of the exclusive **Knights of the Blue Nose**. . . . Singer **Dale Brooks**, who recently made her debut on Twirl Records with "Crash of Silence," has been signed for September appearances at Talk of the Town in London and La Dolce Vita in Newcastle, England. . . . **Roland Granier** will play for weekend dancing throughout the summer at the Waldorf-Astoria's Peacock Alley. . . . **Andy Warhol's** the **Velvet Underground & Nico**, who've been signed to MGM, has signed publicist **William Kermit Smith**. . . . **Charles A. (Chuck) Panama** has been named West Coast director for John Springer Associates. . . . **Vi Velasco** will be at the Freemont Hotel, Las Vegas, during July. . . . The **Kim Sisters** will appear at the Palmer House in Chicago until July 19. . . . Mother of songwriter-publisher **John Marks** died on June 19.

MIKE GROSS

Iramac Into
The Pop Field

PARIS—Iramac will shortly produce pop disks in France. Aurele Samama, chief 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 seven months ago with a modest catalog of 12 mini LP's of classical recordings by Han de Vries, Jean Decroos, Theo Olof, Yi-Kwei Sze and others.

Companies are now established in Switzerland, Germany, France and Great Britain. The mini LP's—all compatible—are 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 currently putting out two classical mini LP's a month.

The parent company in Holland also makes films of musical performances for television, including a series in color presented 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 had been with EMI 50 years, at first in publicity. He moved into the overseas department during World War II, and afterwards played a prominent part in getting the record companies moving in Europe.

He had a particularly close collaboration with **Gerry Oord** in building up EMI's Dutch affiliate, **Bovema**. Oord and Dr. **Ladislaus Veder**, head of EMI's German subsidiary **Electrola**, were flying in for the funeral. **Jacques Bevierre**, former general manager of EMI's Belgium company, has taken over as supervisor for Switzerland and Austria.

'Country Look'

• Continued from page 40

man radio networks to increase their country programming if only to meeting competition from the U. S. military's Armed Forces Network. AFN programs country heavily, and it has won a big listening audience among the Germans as well as U. S. military families.

The Western clubs not only have spurred sales of country music, but have created a demand for country in the original English version. This is due largely to the influence of the Western clubs, which strive, with Teutonic thoroughness, for absolute authenticity.

While Teutonic Western artists are flourishing, it is true, nevertheless, that the true Teutonic frontiersman demands original country product.

JULY 2, 1966, BILLBOARD

FROM THE
MUSIC CAPITALS
OF THE WORLD

• Continued from page 41

NEW YORK

Plaza Hotel's main nightclub, the Westside Room, Friday (24). Shows are at 9 and 11:30 p.m. The hotel's Hong Kong lounge currently spotlights the **Modernaires**. . . . Coast composer **Vic Mizzy** named to write the music for **Phyllis Diller's** forthcoming TV series, "The Pruitts of Southampton." . . . **Dory Previn** is working on lyrics for **Billy Wilder's** next film, "The Fortune Cookie," for which her hubby **Andre Previn** penned the music. **Quincy Jones** maintains his hectic pace with a new assignment to write the score for "Tobruk" for Universal Pictures. . . . **Dick Clark's** "Swingin' Country" country TV series will use a theme written by singer **Tommy Boyce**, who will appear on the program.

ELIOT TIEGEL

Robert and Richard Sherman have re-signed with **Walt Disney Productions** for a seventh year on a non-exclusive basis. They've just finished the score for Disney's "The Happiest Millionaire." . . . **Jeffrey Gorney**, a member of **Billboard** typing pool, is taking a two-month leave of absence to appear with the **NYU Summer Theater**, a repertory company based at **Sterling Forest**, N. Y. He's been cast for "Look Homeward Angel," "Enter Laughing," "The Lark" and "Taming of the Shrew." . . . **Epic's Enzo Stuarti** has a July 4-10 date at the **Balinese Club** in **Galveston, Tex.** . . . **Allen Klein** and **Andrew Loog Oldham**, producers of the **Rolling Stones'** film "Only Lovers Left Alive," have signed **Keith Waterhouse** and **Willis Hall** to

write the screenplay. . . . The **Toys** have been set for a cafe stint in **Revere Beach**, near Boston, for a week starting July 4. . . . **Anthony & the Imperials** will be headlined on **Bruce Morrow's** TV special for the ABC network which will be taped at **Palisades Amusement Park** on July 26. . . . **Monti Rock III**, now recording under the **Kama Sutra** banner, set for three weeks at the new **Mod Club** in **Southampton, L. I.**, starting July 20.

Jerry Vale goes into the **Lido Beach Hotel**, Long Island, on July 9. . . . Singer **Jill Sinclair** will play eight upper-New York State resort dates for booker **Charlie Rapp**. . . . **MGM's Johnny Tillotson** is the July 4 attraction at **Grossinger's** in **Ferndale, N. Y.** . . . **Music, Music, Music** has signed an exclusive agreement with **Shimko** in Japan for its entire catalog. . . . **Mark Century** has formed a new music service, **Century Music**, to supply a catalog of original background music for industrial films, presentations, sales promotions and training films. . . . **Fred Fox**, president of **Sam Fox Publishing Co.**, in Europe to discuss placement of publishing rights for "Man of La

ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	GIRL	The Beatles (LP) (Odeon); *Los Inn (CBS); *Los Vip's (Ala Nicky); Peppino Di Capri (Odeon)—Fermata
2	2	SIEMPRE TE RECORDARE	*Yaco Monty (Odeon)—Korn
3	6	JUANITA BANANA	The Peels (Microfon); Juan Montego (Mercury); *Mister Trombone (CBS); Los Hills (Disc Jockey); J. R. Corvington (Odeon)—Edami
4	1	MANUEL BENITEZ 'EL CORDOBER'	Dalida (Disc Jockey); Franck Pourcel (Odeon); *Los Nocturnes (Music Hall); Pierre Sellin (Philips); *Richard Davis (Microfon)—Korn
5	5	MICHELLE	The Beatles (Odeon); *Los Vip's (Ala Nicky); Billy Vaughn (Music Hall); *Barbara & Dick (RCA); *Mister Trombone (CBS); *Vicent Morocco (Polydor); *Gino Bonetti (Microfon)—Fermata
6	11	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Music Hall)
7	7	DIO COME TI AMO	Gigliola Cinquetti (Music Hall); Domenico Modugno (Disc Jockey); *Nancy Li (CBS); *Violeta Rivas (RCA); *Elio Roca (Polydor)—Korn
8	8	NESSUNO MI PUO' GIUDICARE	Caterina Caselli (Music Hall); Gene Pitney (CBS); *Elio Roca (Polydor); *Violeta Rivas (RCA)—Korn
9	4	LA BOHEME	*Juan Ramon (RCA); Charles Aznavour (Disc Jockey); *Los 5 Latinos (Quinto); *Vicent Morocco (Polydor); Franck Pourcel (Odeon)—Korn
10	15	YO TE DARE DE MAS	Ornella Vanoni (CBS); Herve Vilard (Mercury); *Jose Antonio (Microfon)—Fermata

AUSTRIA

This Week	Last Week	Title	Artist
1	3	HUNDERT MANN UND EIN BEFEHL	Freddy (Polydor)—Weinberger
2	1	EINE KLEINE TRAEENE	Ronny (Telefunken)—Wien Melodie
3	—	SLOOP JOHN B	The Beach Boys (Capitol)—New Executive Music
4	4	NIMM MICH, SO WIE ICH BIN	Drafi Deutscher (Decca)—Helbling
5	6	GANZ IN WEISS	Roy Black (Polydor)—Wien Melodie
6	8	JUANITA BANANA	Marcello Minerbi (Durium)—Intro
7	—	ICH BIN IMMER FUER DICH DA	Peter Froehlich (Polydor)—Weinberger
8	2	DIE STIEFEL SIND ZUM WANDERN DA	Eillean (Vogue)—Belmont
9	—	BIS MORGEN	Renate Kern (Polydor)—Aberbach
10	5	DOCH DANN KAM JOHNNY	Wanda Jackson (Capitol)—Wien Melodie

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Leeds Music
2	—	PAPERBACK WRITER	Beatles (Parlophone)—Northern Songs
3	3	MONDAY MONDAY	Mama's and Papa's (RCA)—Dick James Music
4	2	PAINT IT BLACK	Rolling Stones (Decca)—Mirage Music
5	5	SORROW	*Merseys (Fontana)—Grand Canyon Music
6	4	WILD THING	*Troggs (Fontana)—April Music
7	6	WHEN A MAN LOVES A WOMAN	Percy Sledge (Atlantic)—Belinda
8	8	DON'T BRING ME DOWN	Animals (Decca)—Screen Gems Columbia
9	14	DON'T ANSWER ME	*Cilla Black (Parlophone)—Bernstein
10	17	PROMISES	*Ken Dodd (Columbia)—Springfield Music
11	17	RIVER DEEP MOUNTAIN HIGH	Ike and Tina Turner (London)—Belinda

12	—	SUNNY AFTERNOON	*Kinks (Pye)—Belinda
13	9	SLOOP JOHN B	Beach Boys (Capitol)—Immediate Music
14	18	NOBODY NEEDS YOUR LOVE	Gene Pitney (Stateside)—A. Schroeder
15	19	OVER UNDER SIDEWAYS DOWN	Yardbirds (Columbia)—Yardbirds Music
16	13	SHOTGUN WEDDING	Roy C (Island)—MCPS
17	12	HEY GIRL	*Small Faces (Decca)—Robbins
18	16	NOTHING COMES EASY	*Sandie Shaw (Pye)—Glissando
19	28	HIDEAWAY	*Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynn Music
20	10	PRETTY FLAMINGO	*Manfred Mann (HMV)—Shapiro-Bernstein
21	11	RAINY DAY WOMEN NOS. 12 & 35	Bob Dylan (CBS)—Feldman
22	15	COME ON HOME	*Wayne (Fontana)—Island Music
23	—	OPUS 17	Four Seasons (Philips)—Ardmore & Beechwood
24	—	LANA	Roy Orbison (London)—Acuff-Rose
25	—	IT'S A MAN'S WORLD	James Brown (Pye Int.)
26	21	STOP HER ON SIGHT	Edwin Starr (Polydor)—Essex
27	21	NOT RESPONSIBLE	*Tom Jones (Decca)—Leeds Music
28	25	TWINKLE-LEE	*Gary Walker (CBS)—Campbell-Connelly
28	26	I LOVE HER	*Paul and Barry Ryan (Decca)—Shapiro-Bernstein
30	24	SWEET TALKIN' GUY	Chiffons (Stateside)—Robert Mellin

CANADA

This Week	Last Week	Title	Artist
1	1	PAPERBACK WRITER	Beatles (Capitol)
2	2	PAINT IT BLACK	Rolling Stones (London)
3	1	I AM A ROCK	Simon & Garfunkel (Columbia)
4	4	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)
5	5	GREEN GRASS	Gary Lewis & The Playboys (Liberty)
6	6	MAMA	B. J. Thomas (Scepter)
7	7	A GROOVY KIND OF LOVE	Mindbenders (Fontana)
8	8	RED RUBBER BALL	Cyrkle (Columbia)
9	9	WHEN A MAN LOVES A WOMAN	Percy Sledge (Atlantic)
10	10	DEDICATED FOLLOWER OF FASHION	Kinks (Pye)

CANADIAN RECORDS

This Week	Last Week	Title	Artist
1	1	MY KINDA GUY	Willows (MGM)
2	2	LOVEDROPS	Barry Allen (Capitol)
3	3	BRAINWASHED	David Clayton Thomas (Roman)
4	4	CLOCK ON THE WALL	Guess Who's (Quality)

DENMARK

This Week	Last Week	Title	Artist
1	—	PAINT IT BLACK	The Rolling Stones (Decca)—Essex
2	—	FRANKIE AND JOHNNY	Elvis Presley (RCA)—Gladys Inc.
3	1	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)—Criterion
4	—	SLOOP JOHN B	The Beach Boys (Capitol)—Imudico
5	2	DEDICATED FOLLOWER OF FASHION	The Kinks (Pye)—Belinda
6	4	BARBARA ANN	The Beach Boys (Capitol)—T. Erling
7	3	MICHELLE	The Beatles (Odeon)—Multitone
8	—	BEAUTIFUL BROWN EYES	Sir Henry and his Butlers (Columbia)—Imudico
9	6	KAPITALISMEN	Per Dich (Sonet)—Winkler
10	16	LISTEN PEOPLE	Herman's Hermits (Columbia)

EIRE

This Week	Last Week	Title	Artist
1	2	SLOOP JOHN B	Beach Boys (Capitol)—Immediate
2	1	AMONG THE WICKLOW HILLS	Mighty Avons (King)—Clarence
3	—	NO ONE KNOWS	Sonny Knowles (Pye)—Burlington
4	8	SAFELY IN LOVE AGAIN	Art Supple (Emerald)—Campbell-Connelly
5	4	PAINT IT, BLACK	Rolling Stones (Decca)—Mirage

6	6	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Leeds
7	5	UP WENT NELSON	Go Lucky Four (Emerald)—Pat
8	3	PRETTY FLAMINGO	Manfred Mann (HMV)—Shapiro-Bernstein
9	7	ELUSIVE BUTTERFLY	Val Doonican (Decca)—Metric
10	—	TWO OF A KIND (EP)	Drifters (Pye)—Various

FRANCE

This Week	Last Week	Title	Artist
1	1	CHEVEUX LONGS ET IDEES COURTES	Johnny Hallyday (Philips)—Labrador
2	3	LA POUPEE QUI FAIT NON	Michel Polnareff (A. Z.)—Semi
3	—	MON Credo	Mireille Mathieu (Barclay)—Prosadix
4	2	QU'ELLE EST BELLE	Mireille Mathieu (Barclay)—Legrand
5	14	LES ELUCBRATIONS D'ANTOINE	Antoine (Vogue)—Vogue International
6	—	BANG BANG	Sheila (Philips)—Meridian
7	5	CHANTER	Enrico Macias (Pathe)—Cirta
8	7	UN AIR DU FOLKLORE AUVERGNAT	Stella (RCA)
9	12	LA MAISON OU J'AI GRANDI	Francoise Hardy (Vogue)—Marouani
10	11	MOURIR OU VIVRE	Herve Vilard (Mercury)—Dany Music

GERMANY

This Week	Last Week	Title	Artist
1	1	100 MANN UND EIN BEFEHL	Freddy (Polydor)—Francis, Day & Hunter
2	4	SLOOP JOHN B	The Beach Boys (Capitol)—Francis, Day & Hunter
3	3	MUSSEN FRAUEN EINSAM SEIN	Peter Alexander (Polydor)—Gerig
4	8	WENN DU GEHN WILLST	Vicky (Philips)—Arnie-V.
5	10	HONEY BEE	The Magics & Drafi (Decca)—Meisel
6	—	PAINT IT, BLACK	The Rolling Stones (Decca)—Mirage Music
7	12	THE SUN AIN'T GONNA SHINE ANY MORE	Walker Brothers (Star Club Records)—Ardmore und Beechwood
8	2	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)—Criterion
9	20	DER NEUE TAG BEGINNT	Bernd Spier (CBS)—(Melodie der Welt)
10	36	HOW DOES THAT GRAB YOU DARLIN'	Nancy Sinatra (Reprise)—Criterion

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	LA FISARMONICA	*Gianni Morandi (RCA)
2	2	AMO	Adamo (VdP)
3	1	QUI RITORNERA'	*Rita Pavone (RCA)
4	4	MICHELLE	Beatles (Parlophone)
5	5	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)
6	7	RESTA	*Equipe 84 (Ricordi)
7	8	CHE COLPA ABBIAMO NOI	*Rokes (Arc)
8	9	RIDERA	*Little Tony (Durium)
9	—	TEMA	*Giganti (Ri Fi)
10	6	L'UOMO D'ORO	*Caterina Caselli (CGD)
11	—	SE TELEFONANDO	*Mina (Ri Fi)
12	10	19TH NERVOUS BREAKDOWN	Rolling Stones (Decca)
13	—	L'AMORE NEI RAGAZZI COME NOI	*Isabella Janetti (Durium)
14	12	VITA MIA	*Tony Del Monaco (CGD)
15	14	QUANDO LA PRIMA STELLA	*Orietta Berti (Polydor)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	KIMI TO ITSUMADEMO	*Kayama Yuuzo (Toshiba)—JASRAC

2	3	AITAKUTE AITAKUTE	*Sono Mari (Toshiba)—JASRAC
3	2	HONEMADE AISHITE	*Jyo Takuya (Toshiba)—JASRAC
4	4	ANATA NO INOCHI	*Jyo Takuya (Toshiba)—JASRAC
5	5	FUTARI NO SEKAI	*Ishihara Yuujiro (Teichiku)—JASRAC
6	8	YUUHI WA AKAKU	*Kayama Yuuzo (Toshiba)—JASRAC
7	7	TOKYO NAGAREMONO	*Takeoshi Hiroko (King)—JASRAC
8	9	KOIGOKORO	Kishi Yoko (King)—Toshiba
9	10	A TASTE OF HONEY	Herb Alpert & Tijuana Brass (London)
10	—	HAKODATE NO ONNA	*Kitajima Saburo (Crown)—JASRAC

MALAYSIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LEANING ON THE LAMP POST	Herman's Hermits (Columbia)
2	3	BLUE TURNS TO GREY	Cliff Richard (Columbia)
3	5	FORTUNE TELLER	Rolling Stones (Decca)
4	2	MICHELLE	Overlanders (Pye)
5	6	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)
6	8	PRETTY FLAMINGO	Manfred Mann (HMV)
7	9	PAINT IT BLACK	Rolling Stones (Decca)
8	—	I'M A ROCK	Simon & Garfunkel (Columbia)
9	—	HEY GIRL	Small Faces (Decca)
10	7	LOVE IS A GOLDEN RING	*Henry Suria & The Boys (Philips)

MEXICO

(Courtesy Audiomusica)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	AMIGO ORGANILLERO	*Javier Solis (CBS)—Mundo Musical
2	2	UNA LIMOSNA	*Javier Solis (CBS)—Brambila
3	3	QUE VA	*Javier Solis (CBS)—Mundo Musical
4	4	RONDANDO TU ESQUINA	Julio Jaramillo (Peerless)—Emmi
5	—	JUANITA BANANA	*Los Hooligans (Orfeon)—Pending
6	6	LA BANDA BORRACHA	*Mike Laure (Musart)—RCA
7	5	MIEL AMARGA	*Irma Serrano (CBS)—Emmi
8	9	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)—Pending
9	10	AMARRADO (Glad All Over)	*Los Belmonts (Orfeon)—Pending
10	8	CUANDO VIVAS CONMIGO	*Jose A. Jimenez (RCA)—RCA

NEW ZEALAND

This Week	Last Week	Title	Artist
1	1	DEDICATED FOLLOWER OF FASHION	The Kinks
2	3	BANG BANG	Cher
3	6	SLOOP JOHN B	The Beach Boys
4	2	SHAPES OF THINGS	The Yardbirds
5	4	HOW IS THE AIR UP THERE	The La De Da's
6	9	BACKSTAGE	Gene Pitney
7	10	I FOUGHT THE LAW	Bobby Fuller Four
8	8	SHA LA LA LA LEE	The Small Faces
9	7	BALLAD OF THE GREEN BERETS	S/Sgt Barry Sadler
10	—	LISTEN PEOPLE	Herman's Hermits
11	18	SOMEDAY, ONE DAY	The Seekers
12	5	HOMEWARD BOUND	Simon & Garfunkel
13	13	I CAN'T LET GO	The Hollies
14	—	YOU DON'T HAVE TO SAY YOU LOVE ME	Dusty Springfield
15	16	LOVES JUST A BROKEN HEART	Cilla Black
16	—	EIGHT MILES HIGH	The Byrds
17	—	SUBSTITUTE	The Who
18	12	MY LOVE	Petula Clark
19	17	5 O'CLOCK WORLD	The Vogues
20	15	MIRROR, MIRROR	Pinkerton's Assorted Colours

PERU

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LA CHICHERA	*Los Demonios del Mantaro (Odeon)
2	3	EL CONDUCTOR	Jose Bedoya (Lyra-FTA); Enrique Lynch (Sono Radio); Eulogio Molina (Odeon)
3	2	LA BANDA BORRACHA	Alfredo Gutierrez (Sonolux-FTA); Nico Estrade (Odeon)
4	5	AVEC	Charles Aznavour (Barclay); Elmo Riveros (Odeon)
5	6	VISION DE OTONO	*Los Dolton (Sono Radio)
6	7	YOLANDA	Tullo Enrique Leon (Discomoda-Odeon)
7	4	MICHELLE	The Beatles (Odeon); Los Vips (FTA)
8	8	SI TE SIENTES SOLA	Juan Ramon (RCA); Nelson Arias (Odeon)
9	9	ISABEL	Charles Aznavour (Barclay)
10	12	SE ME OLVIDO TU NOMBRE	Roberto Ledesma (Gema); Javier Solis (CBS)

PHILIPPINE

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	BORN FREE	Matt Monro (Capitol)—Mareco, Inc.
2	2	WELCOME, YANKEE WELCOME	Ronnie & Gene (Mabuhay)—Mareco, Inc.
3	1	RING DANG DO	Sam The Sham and The Pharaohs (MGM)—Mareco, Inc.
4	6	CALIFORNIA DREAMIN'	The Mama's and The Papa's (RCA)—Filipinas Record Corp.
5	5	MOMENT TO MOMENT	Henry Mancini, Orchestra and Chorus (RCA)—Filipinas Record Corp.
6	4	MR. TAMBOURINE MAN	The Byrds (CBS)—Mareco, Inc.
7	7	500 MILES	The Brothers Four (CBS)—Mareco, Inc.
8	9	NOW THAT YOU KNOW	*Merci Molina (Villar)—Mareco, Inc.
9	10	YOU WON'T HAVE TO CRY	The Byrds (CBS)—Mareco, Inc.
10	8	HANG ON SLOOPY	The Newbeats (Hickory)—Mareco, Inc.

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MICHELLE	Billy Vaughn (Dot-RGE)
2	6	QUERO QUE TUDO VA PRO INFERNO	*Roberto Carlos (CBS)
3	5		

GOSPEL MUSIC

PROFILE

Singing Rambos 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. This was before the Singing Rambos came on the scene.

Here is a family group plus one that play and sing with the talent and ability that makes them about 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 Rambos 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 10½ 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 gospel music.

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

The Rambos have a perfect style for singing these story-type songs. They sing in an effortless, easy 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 Rambos 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, playing behind them. Another 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, Dottie and Reba, along

All-Star Cast for Parley Oct. 20-23

By **BOB GREEN**

MEMPHIS—A star-studded cast of the greatest names in gospel music will be featured at the 1966 National Quartet Convention, Oct. 20-23, at Ellis Auditorium here.

The annual event, originated in 1956, brings together thousands of gospel music fans and professional and nonprofessional singing groups.

During the four-day event the fans will hear more than 50 professional groups and more than 75 nonprofessional groups.

James Blackwood, president of the sponsoring organization, said more than 20,000 fans are expected for the convention.

Agenda follows:

Thursday (20) — Goodman Family, the LeFevres, the Prophets Quartet, the Blue Ridge Quartet, the Florida Boys.

Friday (21)—the Blackwood Brothers, the Statesmen, the Speer Family, the Stamps Quartet, the Oak Ridge Quartet, the Imperials, the Rebels.

Saturday (22) — Parade of Quartets, 6 p.m. to 2 a.m. Sunday, 50 professional groups,

with versatile accompanist Pat Jones, seem destined to take their place in some of the great gospel groups.

plus Gov. Jimmy Davis and the Chuck Wagon Gang.

Sunday (23) — Sermon, Hovie Lister, at 10:30 a.m., singing until 5 p.m.

Blackwood said the Gospel Music Association will meet during the convention and will hold election of officers on Friday (21).

He said information about the Convention can be secured by writing, National Quartet Convention, 209 North Lauderdale Road, Memphis, Tenn.

Hotel and motel inquiries should be directed to the Memphis Chamber of Commerce.

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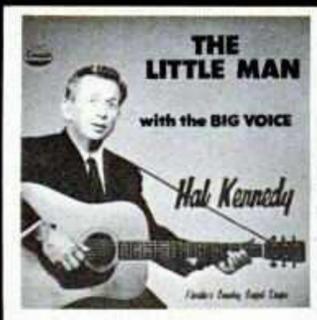
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Crusade Ent. Custom Tailors

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-plus" 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 the 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 promising if past accomplishments are an accurate barometer.

SHAPED NOTES

By **BOB GREEN**

The **Stamps Quartet** begins tour in Illinois, Mississippi and North Carolina in early July. . . . Their latest Skylite album, "J. D. Sumner and the Stamps Quartet Featuring Jim Hill," is moving well.

James Blackwood addressed the **Frank Stamps** music school last week. . . . Blackwood is in constant demand for speaking engagements. . . . **Polly Grimes** advises that Music City is to get yet another star when **J. D. Sumner** locates here in the immediate future. . . . Sumner and **Jake Hess** will share offices in the RCA Victor Building.

Roger Mobley, who records for Crusade, has just completed an EP featuring two songs written by **Ray and Delores Harris**. . . . Roger stars in **Walt Disney's** "Wonderful World of Color."

The **Mariners** have just returned from tour in the West. . . . Early July finds them in Pennsylvania, Michigan and New York. . . . They are set for new Crusade sessions soon.

Pilot Completed For TV Show

NASHVILLE—The Imperials Quartet and the Stamps Quartet have completed a pilot for a new gospel music television show.

The 30-minute, black-and-white film was produced by **Pete Emery Productions** here.

Pilot features the two groups and **Doris Akers**, of Los Angeles, and the **Four Latin's**, of Mexico City.

Polly Grimes, who works closely with the groups, said it may be syndicated in the near future. If so, she said it will probably be filmed in color.

Crusade Opens New Studios

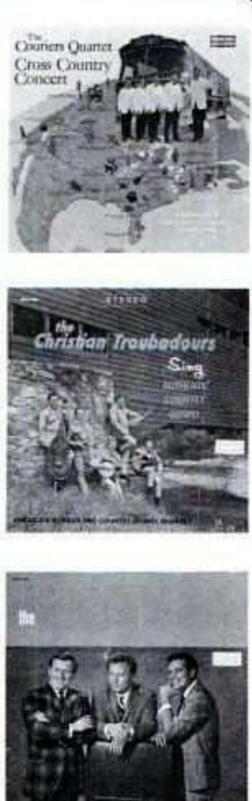
FLORA, Ill. — Ray Harris, president of Crusade Enterprises, announced the opening of new recording studios here last week.

He said the Crusade Sonic Sound Studios specializes in the recording of religious material.

The studios feature latest model equipment including the AG 350-2 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.

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LPS 1880 LPHF 1881



SPEER FAMILY
LPS 1882 LPHF 1883



SINGING RAMBOS
LPS 1884 LPHF 1885



THE SINGING RAMBOS
Come Spring

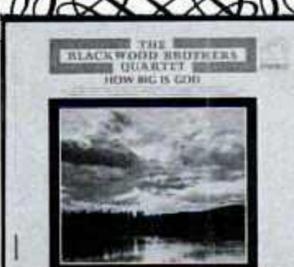


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NEW ALBUM RELEASES

- ARC**
THE BROTHERS-IN-LAW Strike Again; A 684
- ARHOOLIE**
BIG MAMA THORTON in Europe; F 1028
JOHN JACKSON—Blues & Country Dance
Tunes From Virginia; F 1025
- AUDIO FIDELITY**
JACQUELINE KENNEDY; AFLP 703
- BLUE RIVER**
The American Scene Within the Piano World
of ROBERT VAN EPS; LPM 1001, LSP
1001
- BRUNO**
HUNGARIAN GYPSY ORCH. OF BUDAPEST—
An Evening in a Gypsy Tabor, Vol. 3;
50059L
RACHMANINOFF: TRIO ELEGIAQUE NO. 2 IN
D MINOR—David Oistrakh; 14077L
- CONTACT**
STEVE KUHN TRIO—Three Waves; CM 5,
CS 5
- DOME**
VARIOUS ARTISTS—Baltimore's Teen Beat A
Go Go; SR 4007
- DOT**
JOE FINGERS CARR—Hits of the '60's; DLP
3715, DLP 25715
JACK FINA—More Great Hits in Boogie
Woogie; DLP 3719, DLP 27719
DORA HALL—Today's Great Hits; DLP 3727,
DLP 25727
JOHNNY MADDOX—Ragtime Memories; DLP
3724, DLP 25724
JOHNNY MADDOX Presents the Two World's
Greatest Piano Rolls, Vol. 5; DLP 3720,
DLP 25720
JOHNNY MADDOX Presents the World's
Greatest Piano Rolls, Vol. 6; DLP 3721,
DLP 25721
JOHNNY MADDOX Presents the World's
Greatest Piano Rolls, Vol. 7; DLP 3722,
DLP 25722
SOUNDTRACK—Nevada Smith; DLP 3718,
DLP 25718
STRING-A-LONGS—Great Instrumental Hits;
DLP 3723, DLP 25723
GEORGE WRIGHT—Live-In Concert; DLP
3712, DLP 25712
- EPIC**
RACHMANINOFF: RHAPSODY ON A THEME
OF PAGANINI—Leon Fleisher/The Cleveland
Orch. (Szell); LC 3330
- FOLKWAYS**
ARMENIAN CHORAL MUSIC—Armenian Na-
tional Choral Society of Boston (Der-
Manuelian); FW 8704
Music of Mali; FE 4338
- FONTANA**
MINDBENDERS—A Groovy Kind of Love;
MGF 27554, SRF 67554
- FRISKY**
PHYLLIS HEDEMAN/JAMES DUKAS/JERRY
ROBERTS—Name That Trivia; FR 2000
- HICKORY**
Viva BOB MOORE; LP 131
- INTERNATIONAL ARTISTS**
THE SISTERS OF CHARITY Present an Eve-
ning of Music; 2R1
- MONITOR**
HOWARD FRYE—Gypsy Mandolin; MF 463,
MFS 463
OLGA PAVLOVA/GEORGE BOHACHECKY—
Ukrainian Songs; MF 462, MFS 462
- MONUMENT**
The Best of JIMMY DRIFTWOOD; MLP 8043,
SLP 18043
JACK EUBANKS—Guitar Sounds of the South;
MLP 8044, SLP 18044
The Very Best of ROY ORBISON; MLP 8045,
SLP 18045
- MUSICOR**
GENE PITNEY—Ness No Mi Puo Giudicare;
MM 2100, MS 3100
VARIOUS ARTISTS—The Gene Pitney Show;
MM 2101, MS 3101
- OWL**
Organized Sound by TOD DOCKSTADER; LUNA
PARK/APOCALYPSE/TRAVELING MUSIC;
ORLP 6
Organized Sound by TOD DOCKSTADER:

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

- I SAW HER AGAIN**
Mama's and the Papa's, Dunhill 4031
- LOVE LETTERS**
Elvis Presley, RCA Victor 8870
- THE WORK SONG**
Herb Alpert & the Tijuana Brass, A&M 805

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

- IF HE WALKED INTO MY LIFE . . .**
Eydie Gorme, Columbia 43660 (Morris, ASCAP)
(New York)
- COME SHARE THE GOOD TIMES WITH ME . . .**
Julie Monday, Rainbow 500 (Brooks, ASCAP) (Detroit)
- BOYS ARE MADE TO LOVE . . .**
Karen Small, Venus 1066 (Money, BMI) (Los Angeles)
- YOUNG MAN—OLD MAN . . .**
Stokes, Alon 1540 (Jorb, BMI) (Baltimore)
- OPEN THE DOOR . . .**
Darrell Banks, Revilot 201 (Myto, BMI) (Detroit)

- SISTER LOVE . . .**
Liverpool Five, RCA Victor 8816 (Curton, BMI) (St. Louis)
- SEE YOU IN SEPTEMBER . . .**
Happenings, B. T. Puppy 520 Vibar (ASCAP) (Boston)
- I'M A PRACTICAL GUY . . .**
Lee Rodgers, D-Town 1067 (Mah's, BMI) (Detroit)
- LOOK AT ME GIRL . . .**
Bobby Vee, Liberty 55877 (Epps, BMI) (Pittsburgh)
- DADDY . . .**
Pebbles & Bamm Bamm, HBR 484 (Hanna-Barbera, Crazy
Cajun, BMI) (Baltimore)
- ALMOST PERSUADED . . .**
David Houston, Epic 10025 (Gallico, BMI) (Atlanta)
- SHAKE YOUR HIPS . . .**
Slim Harpo, Excella 2278 (Excellor, BMI) (Pittsburgh)
- TAR & CEMENT . . .**
Verdelle Smith, Capitol 5632 (Feist, ASCAP) (Detroit)
- THAT'S ENOUGH . . .**
Roscoe Robinson, Wand 1125 (Kapa, BMI) (St. Louis)
- DON'T TOUCH ME . . .**
Wilma Burgess, Decca 31941 (Pamper, BMI) (Baltimore)
- I PUT A SPELL ON YOU . . .**
Alan Price Set, Parrot 3001 (Travis, BMI)
(Dallas-Fort Worth)

DRONE/TWO FRAGMENTS FROM APOCALYPSE/WATER MUSIC; ORLP 7
Organized Sound by TOD DOCKSTADER:
QUATERMASS; ORLP 8

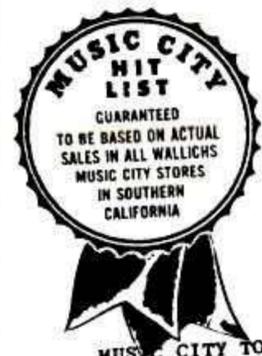
POLYDOR
CRAZY OTTO Beat; LPHM 249025, SLPHM
249025
DAS MARINE-MUSIKKORPS NORDSEE—Auch
Matrosen Haven Eine Heimat; LPHM
249207, SLPHM 249027
FRANZ DOUBER & ORCH.—Sonntags im Kon-
zertcafe; LPHM 249022, SLPHM 249022
VARIOUS ARTISTS—Welt Stars Singen Ever
Greens; LPHM 249013, SLPHM 249013

RCA CAMDEN
LEO ADDEO & HIS ORCH.—Musical Orchids
From Hawaii; CAL 977, CAS 977

LIZ ANDERSON—Strangers and Other Coun-
try Songs; CAL 956, CAS 956
CHEY ATKINS—Music From Nashville, My
Home Town; CAL 981, CAS 981
LIVING GUITARS — Somewhere There's a
Someone; CAL 978, CAS 978
RAY MARTIN—Michelle Going for Baroque;
CAL 976, CAS 976
PORTER WAGONER—A Satisfied Mind; CAL
769, CAS 769

RCA VICTOR
EDDY ARNOLD—The Last Word in Lonesome;
LPM 3622, LSP 3622
JIM EDWARD BROWN—Alone With You; LPM
3569, LSP 3569
MOLLY CAMP Sings. . . .; LPM 3649, LSP
3649
CORTELLA CLARK—Blues in the Street; LPM
3568, LSP 3568
WILD BILL DAVIS Live at Count Basie's;
LPM 3578, LSP 3578
PAUL DESMOND—Easy Living; LPM 3430
LSP 3480

(Continued on page 47)



MUSIC CITY HIT LIST

THE TOP SELLERS BASED ON ACTUAL RECORD SALES AT WALLICH'S MUSIC CITY AS WELL AS OUR 500 MUSIC CITY RECORD RACKS IN SOUTHERN CALIFORNIA SUPER MARKETS

HIT LIST # 735 FOR THE WEEK ENDING -6/13/66

MUSIC CITY TOP 40 BEST SELLING ALBUMS

6

THE SEEDS

SEEDS

GNP 2023

17

VARIETY

RECORD REVIEWS

THE SEEDS (GNP Crescendo). The Seeds are a solid contemporary combo with all the trappings—the blues sounds, the long hair and the high boots. But this Coast group delivers with unusual vitality even if within the limits set by the guitar-rhythm format. The most striking numbers are "Can't Seem To Make You Mine," "Lose Your Mind," "Evil Hoodoo," "Pushin' Too Hard," "Try To Understand," "It's A Hard Life," "Excuse, Excuse" and "Fallin' In Love."



GNP Crescendo RECORDS

SINGLE: GNP# 372 PUSHIN' TOO HARD^B /w TRY TO UNDERSTAND

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COUNTRY MUSIC



MAC WISEMAN shows WWVA'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. Wiseman has just cut three new Dot Records 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-based 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 a&r executive Bob Morgan directed the Kilgore sessions

which turned out, among other songs, the Alfred Newman-penned title song from "Nevada Smith," a new big-budget western movie which stars Steve McQueen.

Kilgore, who heads the Nashville arm of Al Gallico Music, Inc., has such award-winning writing credits as "Wolverton Mountain," "Ring of Fire" and the current Bobby Vinton chart-rider on Epic, "Dum De Da."

Lee, president of Buddy Lee Promotions in Music City, said Kilgore's career is being directed toward the field of television and motion picture acting. Kilgore recently completed a starring role assignment in a Scopitone film titled "Five Card Stud." Filmed in Hollywood, the latter is planned for incorporation in a feature-length movie bearing the same title and starring James Garner and Doris Day.

The tall, dapper and dark-haired c&w star Kilgore is tentatively set for a supporting role in a yet-to-be-named flick which will star Glenn Ford. Negotiations, according to Lee, are also under way to secure acting assignments for his star in upcoming segments of the "Daniel Boone" network television series which stars Fess Parker. Kilgore has also appeared in films produced during the past 18 months on location in Nashville such as "Country Music on Broadway," which is a Marathon Productions property.

WJRZ Shows at Palisades Park

NEWARK, N. J. — New York's only full-time country music station — WJRZ — will launch a 12-week series of 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. Elton Britt of ABC Records will be the first guest. WJRZ's Bob Lockwood will emcee; Norman Roslin is producer.

Artists Bow KASH

SHREVEPORT, La.—Country music artists Leon Ashley and Margie Singleton launched a new country music radio station here Sunday (21). KASH will concentrate on exposing new records and new artists, Ashley said.

YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES— 5 Years Ago July 3, 1961

1. Hello Walls, Faron Young, Capitol
2. Three Hearts in a Tangle, Roy Drusky, Decca
3. I Fall to Pieces, Patsy Cline, Decca
4. Sweet Lips, Webb Pierce, Decca
5. Heartbreak, U. S. A., Kitty Wells, Decca
6. Loose Talk, Buck Owens & Rose Maddox, Capitol
7. Oklahoma Hills, Hank Thompson, Capitol
8. Foolin' Around, Buck Owens, Capitol
9. Hillbilly Heaven, Tex Ritter, Capitol
10. Tender Years, George Jones, Mercury

POP COUNTRY SINGLES— 10 Years Ago June 30, 1956

1. Heartbreak Hotel, Elvis Presley, RCA Victor
2. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
3. Blue Suede Shoes, Carl Perkins, Sun
4. Crazy Arms, Ray Price, Columbia
5. I Walk the Line, Johnny Cash, Sun
6. I Take the Chance, Maxine & Jim Edward Brown, RCA Victor
7. I've Got Five Dollars, Faron Young, Capitol
8. You and Me, Red Foley & Kitty Wells, Decca
9. Blackboard of My Heart, Hank Thompson, Capitol
10. Sweet Dreams, Faron Young, Capitol

Lee Supplies C&W Acts at Parks, Club

NASHVILLE—Music City-based Buddy Lee Promotions will handle talent booking for three new exposure points for c&w acts including two outdoor Country Music Parks and a soon-to-be-opened c&w nightclub, according to Buddy Lee.

The talent agent who handles such stars as Merle Kilgore, Hank Williams Jr., Claude King and others, told Billboard last week that his firm will exclusively set talent for the Lone Star Ranch at Reeds Ferry, N. H., and the Suburban Park near Syracuse, N. Y. The two c&w parks open their season shortly. The Lone Star Ranch is operated by Buz and Dot Wittica; the former is a c&w entertainer in his own right.

Lee said the third new showcase for Country Music acts is the Premier Palace club which opens the first weekend of July in Milwaukee. The club is owned and operated by a c&w promotion firm called Premier Entertainment, Inc. Murriel Filar and Byrrl Hoelke head this company which promotes a half dozen or more country music spectacles at the Milwaukee Auditorium annually.

Set for the Premier club's grand opening July 1-3 are Marvin Rainwater and Sue York. Lee says he has set Merle Kilgore, Claude King and his Nashville Knights for the following two weekends.

Meaux Hits Gotham, N'ville In Promo-Scouting Jaunt

HOUSTON—Red hot independent record producer Heuy Meaux made a leap-frog promotion and material-scouting expedition last week which included key stops in Nashville and New York City. Meaux, president of Crazy Cajun Enterprises (publishing and production firm) and owner of the Pasadena Sounds recording studio here, is burning up the best-seller lists with such items as B. J. Thomas' "I'm So Lonesome I Could Cry" and "Mama" on Scepter, Tommy McClain's "Sweet Dreams" on MSL records and the fast-breaking r&b disk "Go Go Train" distributed by Scepter on the Jet Stream label. Meaux wrote the last-named.

During his NYC stop the one-time Louisiana deejay concentrated on promotion as he made a sweep of the key Top 40 and r&b radio outlets in the big city. Among the new product he concentrated on were "I'm a Good Woman" by Barbara Lynn on Tribe Records, "These Chains of Love Are Breaking Me Down" by Chuck Jackson on Wand Records and "Gotta Have Losers Too" by Dean Scott on Scepter. Meaux also gave attention to his self-penned r&b chart contender "Dedicated to the Greatest" by Johnny Copeland on Wand—it's a tribute to the late Sam Cooke. Meaux produced all of the above disks.

The Houston-based hit-maker also worked on a pair of albums he recently produced—"Mama" by B. J. Thomas on Scepter and

"Barefootin'" on Hanna-Barbera Records by T.V. and the Tribesmen. The title song is a singles best-seller item overseas. Meaux wrote all 10 songs in the latter LP.



Headed for both the country and pop charts is Little Jimmy Dickens' new Columbia single "Who Licked the Red Off Your Candy" (Col 43701). "Candy" is a swinging novelty number that will delight the jocks and flip the record buyers—a natural follow-up in the same vein as his "Bird of Paradise" and "Ship Hit the Sand" clicks. Jimmy himself will give the single heavy promotion in his shows at fairs and rodeos throughout the summer. For personal appearances, television and recording, Little Jimmy Dickens plays a Gibson Super 400. Gibson—choice of professional artists and acknowledged world leader in fine guitars. (Advertisement)

NEW ALBUM RELEASES

• Continued from page 46

- DUKE ELLINGTON'S Concert of Sacred Music; LPM 3582, LSP 3582
 GALE GARNETT—New Adventures; LPM 3586, LSP 3586
 JUAN GERRANO—Fiesta Flamenca; LPM 3596, LSP 3596
 DIZZY GILLESPIE; LPV 530
 NEAL HEFTI—Hefti in Gotham City; LPM 3621, LSP 3621
 AL (He's the King) HIRT—The Happy Trumpet; LPM 3579, LSP 3579
 HARLAN LEONARD & His Rockets; LPV 531
 LIVERPOOL FIVE Arrive; LPM 3583, LSP 3583
 KING OLIVER in New York; LPV 529
 ORIGINAL CAST—Annie Get Your Gun; LOC 1124, LSC 1124
 ELVIS PRESLEY—Paradise, Hawaiian Style; LPM 3643, LSP 3643
 HANK SNOW—Gospel Train; LPM 3595, LSP 3595
 SINGING SPEER FAMILY—The Gospel in Song; LPM 3592, LSP 3592
 SOUNDTRACK—Arabesque; LPM 3623, LSP 3623
 THE STATESMEN QUARTET WITH HOVIE LISTER—The Gospel Gems; LPM 3624, LSP 3624
 JUSTIN TUBB & LORENE MANN—Together and Alone; LPM 3591, LSP 3591
 VARIOUS ARTISTS—The Jazz Piano; LPM 3499, LSP 3499
 FATHER TOM VAUGHN—Jazz in Concert at the Village Gate; LPM 3577, LSP 3577
 VARIOUS ARTISTS—The Jazz Piano; LPM 3499, LSP 3499
 VARIOUS ARTISTS—The Best of the Best Of; LPM 3632, LSP 3632
 DOTTIE WEST—Suffer Time; LPM 3587, LSP 3587

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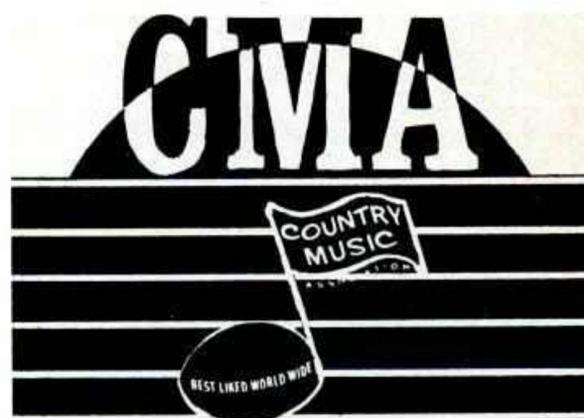
- XIOMARA ALFARO—Latin Nightingale; FPM 142
 The Best of ERNESTO HILL OLVERA; FPM 141
 LUCHO PEREZ—La Banda Esta Borracha; FPM 147, FSP 147
 TITO PUENTE & HIS ORCH.—Cuban Carnival; FPM 143
 DORA STRATO & HER GROUP—Greek Folk Songs & Dances; FPM 133

☐ UNITED ARTISTS

- SOUNDTRACK—Khartoum; UAL 4140, UAS 5140
 SOUNDTRACK—The Russians Are Coming, The Russians Are Coming; UAL 4142, UAS 5142

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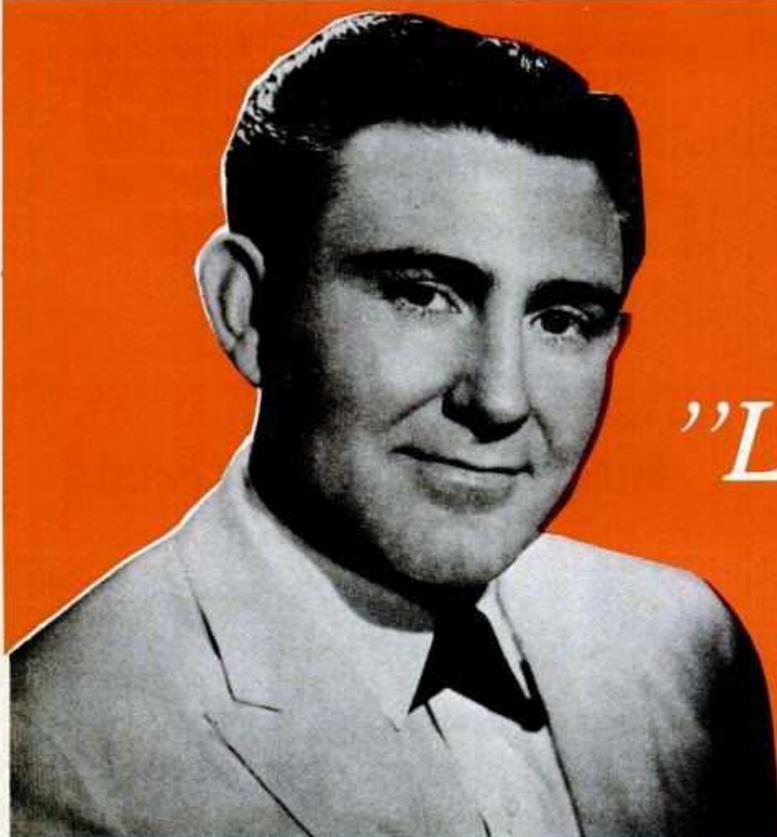
★ STAR performer—Sides registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
3		THINK OF ME Buck Owens, Capitol 5647 (Bluebook, BMI)	7	26	30	THE LOVIN' MACHINE Johnny Paycheck, Little Darlin' 008 (Mayhew, BMI)	5
2	1	TAKE GOOD CARE OF HER Sonny James, Capitol 5612 (Paxton-Recherche, ASCAP)	13	27	23	I'M A PEOPLE George Jones, Musicor 1143 (Blue Crest-Huskey, BMI)	17
3	5	THE LAST WORD IN LONESOME IS ME Eddy Arnold, RCA Victor 8818 (Tree, BMI)	8	28	29	DAY FOR DECISION Johnny Sea, Warner Bros. 5820 (Moss Rose, BMI)	4
4	2	DON'T TOUCH ME Jeannie Seely, Monument 933 (Pamper, BMI)	12	29	32	BORN TO BE IN LOVE WITH YOU Van Trevor, Band Box 367 (Stonethrow, BMI)	11
5	6	EVIL ON YOUR MIND Jan Howard, Decca 31933 (Wilderness, BMI)	11	30	40	ALMOST PERSUADED David Houston, Epic 10025 (Gallico, BMI)	2
6	4	DISTANT DRUMS Jim Reeves, RCA Victor 8789 (Combine, BMI)	14	31	31	NICKELS, QUARTERS AND DIMES Johnny Wright, Decca 31927 (Champion, BMI)	5
7	7	A WAY TO SURVIVE Ray Price, Columbia 43560 (Pamper, BMI)	11	32	27	I COULD SING ALL NIGHT Ferlin Husky, Capitol 5615 (Husky, BMI)	5
8	8	TALKIN' TO THE WALL Warner Mack, Decca 31911 (Pageboy, SESAC)	15	33	35	I'M NOT CRAZY YET Ray Price, Columbia 43560 (Pamper, BMI)	4
9	9	SWINGING DOORS Merle Haggard, Capitol 5600 (Bluebook, BMI)	13	34	34	CATCH A LITTLE RAINDROP Claude King, Columbia 43510 (Gallico, BMI)	12
10	10	I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol 5633 (Mimosa, BMI)	8	35	36	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor 8851 (Glaser, BMI)	2
11	12	(YES) I'M HURTING Don Gibson, RCA Victor 8812 (Acuff-Rose, BMI)	9	36	37	A MILLION AND ONE Billy Walker, Monument 943 (Silver Star, BMI)	2
12	11	WOULD YOU HOLD IT AGAINST ME Dottie West, RCA Victor 8770 (Tree, BMI)	17	37	42	I'M A NUT Leroy Pullins, Kapp 758 (Youmans-Sleepy Hollow, ASCAP)	2
13	16	DON'T TOUCH ME Wilma Burgess, Decca 31941 (Pamper, BMI)	9	38	38	I'LL LEAVE THE SINGIN' TO THE BLUEBIRDS Sheb Wooley, MGM 13477 (Blue Echo, BMI)	7
14	18	AIN'T HAD NO LOVIN' Connie Smith, RCA Victor 8842 (Blue Crest, BMI)	4	39	50	CHICKEN FEED Bobbi Staff, RCA Victor 8833 (Harbot, SESAC)	2
15	13	PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca 31901 (Combine, BMI)	14	40	41	BECAUSE IT'S YOU Wanda Jackson, Capitol 5645 (Freeway, BMI)	2
16	14	HISTORY REPEATS ITSELF Buddy Starcher, Boone 1038 (Glaser, BMI)	13	41	—	LONELYVILLE Dave Dudley, Mercury 72585 (4 Star, BMI)	1
17	20	STEEL RAIL BLUES George Hamilton IV, RCA Victor 8797 (Witmark, ASCAP)	11	42	48	THE WORLD IS ROUND Roy Drusky, Mercury 72586 (4 Star, BMI)	2
18	15	I LOVE YOU DROPS Bill Anderson, Decca 31890 (Moss-Rose, BMI)	21	43	39	POOR BOY BLUES Bob Luman, Hickory 1382 (Cedarwood, BMI)	5
19	24	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca 31966 (Sure-Fire, BMI)	5	44	44	THE RIGHT ONE Statler Brothers, Columbia 43624 (Jack, BMI)	3
20	26	STANDING IN THE SHADOWS Hank Williams Jr., MGM 13504 (Ly-Rann, BMI)	6	45	46	OLD BRUSH ARBORS George Jones, Musicor 1174 (Glad, BMI)	2
21	25	TIME TO BUM AGAIN Waylon Jennings, RCA Victor 8822 (Bramble, BMI)	5	46	—	EVERYBODY LOVES A NUT Johnny Cash, Columbia 43673 (Jack, BMI)	1
22	17	BACK POCKET MONEY Jimmy Newman, Decca 31916 (New Keys, BMI)	15	47	45	I'M LOSING YOU (I Can Tell) Hugh X. Lewis, Kapp 757 (Moss Rose, BMI)	2
23	22	THE COUNT DOWN Hank Snow, RCA Victor 8808 (Hank's, BMI)	9	48	—	GETTING ANY FEED FOR YOUR CHICKENS Del Reeves, United Artists 50035 (Central, BMI)	1
24	19	TIPPY TOEING Harden Trio, Columbia 43463 (Window, BMI)	21	49	43	I'M SO LONESOME I COULD CRY Hank Williams Sr., MGM 13489 (Fred Rose, BMI)	4
25	21	I JUST CAME TO SMELL THE FLOWERS Porter Wagoner, RCA Victor 8800 (Acclaim, BMI)	9	50	—	I'D JUST BE FOOL ENOUGH Browns, RCA Victor 8838 (Acuff-Rose, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 7/2/66 HOT COUNTRY ALBUMS

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1		DISTANT DRUMS Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S)	6
2	5	DUST ON MOTHER'S BIBLE Buck Owens & His Buckaroos, Capitol T 2497 (M); ST 2497 (S)	6
3	4	TRUE LOVE'S A BLESSING Sonny James, Capitol T 2500 (M); ST 2500 (S)	7
4	2	ROLL OUT THE RED CARPET FOR BUCK OWENS & HIS BUCKAROOS Capitol T 2443 (M); ST 2443 (S)	19
5	6	I LIKE 'EM COUNTRY Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)	11
6	3	MISS SMITH GOES TO NASHVILLE Connie Smith, RCA Victor LPM 3520 (M); LSP 3520 (S)	14
7	7	EVERYBODY LOVES A NUT Johnny Cash, Columbia CL 2492 (M); CS 9292 (S)	5
8	8	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	17
9	10	COUNTRY FAVORITES—WILLIE NELSON STYLE RCA Victor LPM 3528 (M); LSP 3528 (S)	10
10	11	JUST BETWEEN THE TWO OF US Bonnie Owens & Merle Haggard, Capitol T 2453 (M); ST 2453 (S)	11
11	9	FOLK-COUNTRY Waylon Jennings, RCA Victor LPM 3523 (M); LSP 3523 (S)	13
12	14	PLEASE DON'T HURT ME Norma Jean, RCA Victor LPM 3541 (M); LSP 3541 (S)	5
13	12	DOTTIE WEST SINGS RCA Victor LPM 3490 (M); LSP 3490 (S)	19
14	28	I'M A PEOPLE George Jones, Musicor MM 2099 (M); MS 3099 (S)	2
15	13	CHET ATKINS PICKS ON THE BEATLES RCA Victor LPM 3531 (M); LSP 3531 (S)	13
16	29	TOGETHER AGAIN Roy Drusky & Priscilla Mitchell, Mercury MG 21078 (M); SR 61078 (S)	2
17	17	MEAN AS HELL! Johnny Cash, Columbia CL 2446 (M); CS 9246 (S)	14
18	18	TALK ME SOME SENSE Bobby Bare, RCA Victor LPM 3515 (M); LSP 3515 (S)	13
19	23	A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU Dick Curless & Kay Adams, Tower T 5025 (M); ST 85025 (S)	8
20	22	LONELYVILLE Dave Dudley, Mercury MG 21074 (M); SR 61074 (S)	2
21	19	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	39
22	15	TWO WORLDS Bonnie Guitar, Dot DLP 3696 (M); DLP 25696 (S)	6
23	—	DON GIBSON WITH SPANISH GUITARS RCA Victor LPM 3594 (M); LSP 3594 (S)	1
24	—	MANY HAPPY HANGOVERS TO YOU Jean Shepard, Capitol T 2547 (M); ST 2547 (S)	1
25	25	ANY NEWS FROM NASHVILLE? Homer & Jethro, RCA Victor LPM 3538 (M); LSP 3538 (S)	5
26	16	THE BEST OF JIM REEVES, VOL. II RCA Victor LPM 3482 (M); LSP 3482 (e) (S)	15
27	27	JIMMY DEAN'S GREATEST HITS Columbia CL 2485 (M); CS 9285 (S)	3
28	26	GUITAR STYLINGS OF HANK SNOW RCA Victor LPM 3548 (M); LSP 3548 (S)	5
29	30	THE WHO'S WHO OF COUNTRY & WESTERN MUSIC Various Artists, Capitol TT 2538 (M); STT 2538 (S)	2
30	—	THE GIRLS GET PRETTIER Hank Snow, RCA Victor LPM 3588 (M); LSP 3588 (S)	1



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(I CAN'T UNDERSTAND)

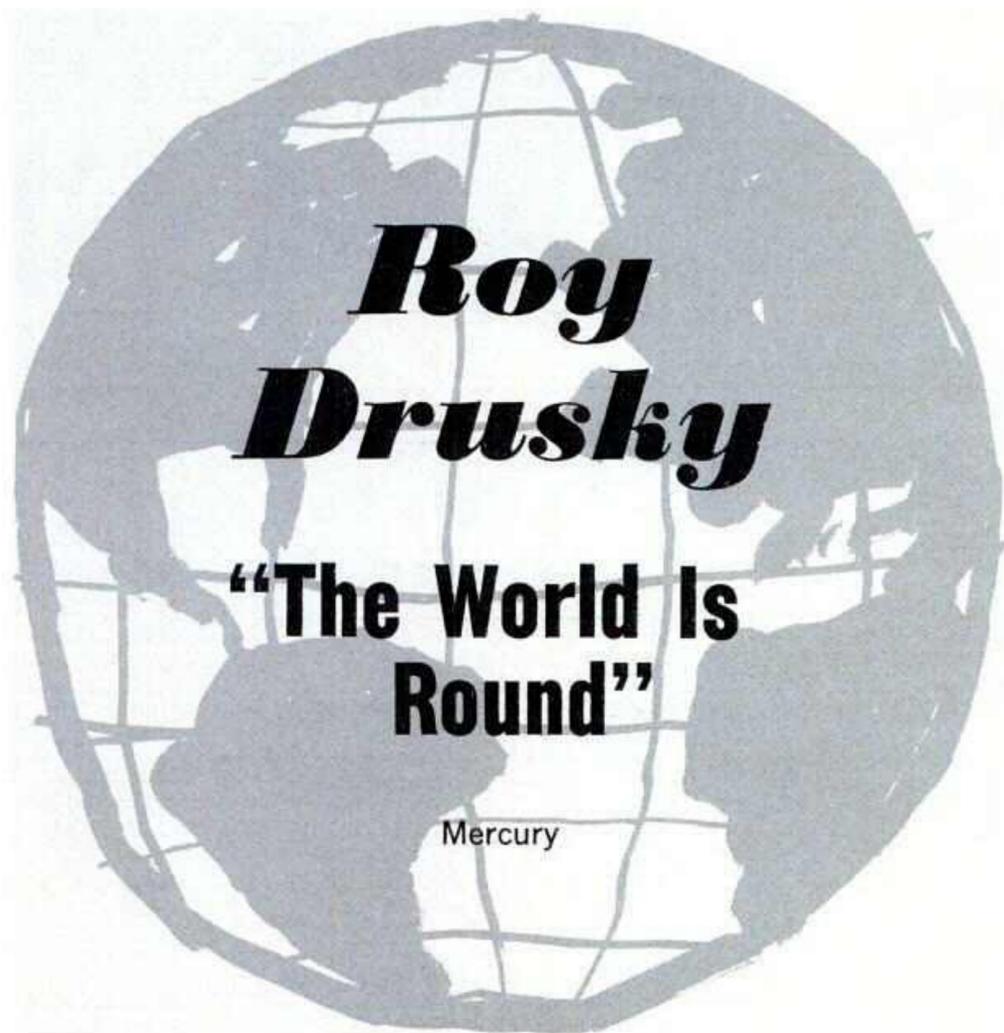
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Young Audiences Program Aids Classical Cause on Three Fronts

By FRED KIRBY

NEW YORK — A three-pronged aid to classical music—the development of audiences for live and recorded music, the development of talent, and the development of new repertoire—is involved in the nationwide program of Young Audiences, Inc. Artists affiliated with the group performed about 9,000 concerts in more than 35 States during the past school year.

The plan calls for full-time resident ensembles with salaries paid for from schools, universities and outside concerts. Under the program, all New York City public and parochial school-children, grades 4-6, attended at least one of some 2,500 concerts in the city during 1965-1966.

Dick Kapp, national music co-ordinator, explained that his group preferred to concentrate on the fourth through sixth grades because children there had sufficient concentration and still had interest. He stressed the importance of reaching the children before they were "tuned off for everything else" but pop music. "By the time they reach junior high school, there's too much of a drive for conformity," he added. "If the audience

doesn't want a program, it's very tough for the artists. Some programs do reach other age groups."

Auditions Held

The performers are selected through auditions by Herbert Hauptrecht, music director from Kapp, who rehearses with the groups, "sizes them up verbally" and works on the program. The actual auditions consist of two concerts in schools, with the schools not knowing the groups who are auditioning at the time. If it's impossible for Hauptrecht or Kapp to audition a group, local music advisory boards may do so, subject to approval. Well-known musical figures on local boards include Vladimir Golschmann (Denver), Werner Torkanowsky (New Orleans honorary chairman), Hans Schwieger (Kansas City), Lukas Foss (Buffalo), Laszlo Somogyi, Walter Hendl and Howard Hanson (Rochester), honorary chairmen, and Eugene Ormandy, Vincent Persichetti and William Smith (Philadelphia).

Among recording artists on the national advisory board are Claus Adam, Leonard Bernstein, Norman Dello-Joio, Joseph Fuchs, Lillian Fuchs, Mieczyslaw Horszowski, Eugene Istomin, Agi Jambor, William Kroll, Cian Carlo Menotti, Yehudi

Menuhin, Erica Morini, Thomas Scherman, Alexander Schneider, Mischa Schneider, Rudolph Serkin, William Steinberg, Isaac Stern, George Szell, and Alfred Wallenstein.

Recording groups who were formally associated with Young Audiences are the Juilliard Quartet and the Claremont Quartet. Also, recording provisions are included in the contracts for Music in Maine, probably the most ambitious project since the organization was formed 15 years ago with 56 concerts in Baltimore.

Orchestra Provided

The Maine project also can serve as an example of how a full-time classical unit can be obtained at minimal cost. This program will provide a 21-piece resident orchestra, called by Kapp the only 52-week-a-year chamber orchestra in the United States subsidized in part by the federal government. The orchestra, which will begin rehearsals in August, consists of 18 musicians paid \$7,500 annual base salaries plus five paid on a per-concert basis.

The orchestra's nucleus will be made up of two string quartets, one woodwind quintet and a brass quintet, which also will give their own concerts. Under the program, every school child in Maine in grades 3-8 will get two concerts. Part of this will be paid for from more than \$200,000 in federal funds. In addition, the orchestra will operate its own nonprofit management firm, contracting for additional concerts on a fee basis. Federal funds are an important source of revenue as are foundations.

A major advantage of the set-up for recordings is that there will be no costly rehearsal time involved since already-rehearsed repertoire will be involved. One remarkable thing about the program is that it required the signatures of some 200 Maine school superintendents for the federal funds. All signatures were obtained.

Funds for part of the musicians' salaries also can come from service as orchestras in residence at universities. Under this system, the universities would pay just for the teaching and concerts involved, the elementary systems for their part of the time of the artists and the rest would come from outside concerts. Among the colleges participating under such arrangements are the University of Illinois, University of

(Continued on page 51)

WQXR DONATES 11,000 RECORDS TO LIBRARY

NEW YORK—A collection of 11,000 records has been donated to the New York Public Library system here by WQXR, the classical music station. The rare records, dating from the 1920s, will be housed in the Rodgers and Hammerstein Archives of Recorded Sound at the Library & Museum of the Performing Arts, Lincoln Center. Many of the 78 rpm records were still factory wrapped; some were imported. Seventeen crates weighing 500 pounds each were used to transport the collection.



During their first appearance in Mexico on a State Department sponsored Latin American tour, the Philadelphia Orchestra played Chavez's "Indian Symphony" in the Fine Arts Palace, Mexico City. Chatting during the intermission are composer Carlos Chavez, right, and Mr. and Mrs. Eugene Ormandy.

Ariola Putting Big Push Behind New Soviet Series

GUETERSLOH — Ariola Eurodisc has a big promotion in the offing for another series of 10 releases of original classical music recordings from the Soviet Union. The releases are under Ariola's arrangement with Melodia, the Soviet state record company giving the German record company access to the Melodia repertory.

Ariola's current series of Soviet disk releases are notable for the fact that they include the interpretation of famous German composers by outstanding Soviet artists. In this category are violin compositions by Mozart and Beethoven; concertos for flute, violin and harpsichord by

Bach; overtures from Franz von Suppe; and Paul Hindemith's "Jaeger aus Kurpfalz." The releases, all stereo, also include works by Shostakovich, Musorgsky's "Boris Gudunov," and Jean Sibelius' Concert for Violin and Orchestra, D-Minor, Opus 47." David Oistrach interprets Sibelius with the Moscow Philharmonic, and Leonid Kogan interprets Mozart and Beethoven with the Moscow Chamber Orchestra.

Ariola is giving its releases from the Melodia repertory concentrated promotion in other European countries as well as Germany, particularly in Switzerland and Holland.

Fiedler-Yomiuri Tour

TOKYO—Arthur Fiedler will conduct the Yomiuri Nippon Symphony in an eight-week United States tour beginning Oct. 1, 1967, to be presented by Judson, O'Neill, Beall & Steinway. Fiedler, who conducted the orchestra in Japan last season, will lead it in the United States through a special arrangement with the Boston Symphony Orchestra.

The orchestra of 100 male musicians was founded four years ago by three sponsors, Yomiuri Shinbun, Japan's largest newspaper; Nippon Television Network in Tokyo, and Yomiuri Television in Osaka. Since its

first concert in 1962, the group has given 30 subscription concerts, 123 special concerts, 12 concerts for youth, 65 Japanese tours, 412 television performances, and has recorded for the film, "Tokyo Olympiad, 1965," and has made five recordings.

Guest conductors in Japan have included Leopold Stokowski, Aaron Copland, Aram Khachaturian, Hans Schmidt-Isserstedt, Carlo Zecchi and Willem van Otterloo. Among the guest soloists have been Artur Schnabel, Arturo Benedetti Michelangeli, Rudolph Serkin, Jean-Pierre Rampal, Julius Katchen and Leonid Kogan.

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 Wednesday (22). Birmingham hopes to entice the Metropolitan Opera Co. to return to that city during its annual spring tours for one-week stays.

The concert hall, which will house resident symphony, opera and ballet companies, also will be available for an expanded series of visiting groups. Most of the major American symphony orchestras have played Birmingham under the sponsorship of the Birmingham Civic Club. The Birmingham Symphony, which plays an annual 4½ week season, has been playing in an old Masonic Hall.

The Civic Center also will include a 14,000-seat coliseum for sports events and conventions, a 1,000-seat theater and a recital hall, a 100,000-square-foot exhibition hall, meeting rooms, cafeteria and parking facilities.

Previous Met appearances were two-performance stays at

the 5,000-seat Municipal Auditorium. According to Birmingham officials, three performances were always sold out, but the Met preferred longer stopovers. Top houses for the touring Metropolitan National Company also were cited as indicating the high level of operatic interest in Birmingham.

The 30-year-old Birmingham Chamber Music Society will share the theater and recital hall with Birmingham's three theatrical organizations. The complex is slated for completion by 1970 with an opening in 1971 to coincide with the Birmingham Centennial celebration.

The plans were disclosed at a press luncheon attended by a 50-man Birmingham delegation. The representatives explained the center was part of an over-all beautification and cultural program for the city. The center is being developed by the Birmingham-Jefferson (County) Civic Center Authority and is largely financed through special taxes authorized by the Alabama Legislature.

Financing Settled, Spoleto Plans Ambitious Program

SPOLETO, Italy—With the tabs of past festivals funded and new ones amortized for the next five years, the 9th Festival of Two Worlds, sponsored by Gian Carlo Menotti, will start out on a new, sound footing with a 24-day program of music, ballet, drama and art.

Thomas Schippers, Zubin Mehta and Werner Torkanowsky are the conductors. Schippers will direct a concert with Montserrat Caballe as soloist. Mehta will conduct Verdi's "Requiem Mass," with Gandula Janowitz, Shirley Verrett, Richard Verreau and Ferruccio Mazzoli. "Pelleas et Melisande" will be under Torkanowsky's baton, with John Reardon, Andre Jonquieres, John West, Judith Blegen, Anne Reynolds and Lorenzo Muti.

Other concert items will include Sviatoslav Richter, John Browning and Jean-Claude Penner, pianists; the Borodin, Beaux-Art and Isreal Wood-

wind Quartets and other soloists in the daily noon-hour chamber concerts in the Caio Melisso Theater. Menotti, who does not allow his compositions to be used in the festival, is directing the production of "Pelleas et Melisande."

Caracalla Opera Slates 4 Operas

ROME—Four operas, "Lohengrin," "La Traviata," "Madame Butterfly" and "Aida" will comprise the seven-week 25th season of open air opera at the Baths of Caracalla by the Teatro dell'Opera, July 2 to Aug. 21.

Oliviero DeFabritiis directs the opener, "Lohengrin," which will be sung five times with Virginia Zeani, Giuseppe DeStefano, Dora Minarchi, Mario Zanarsi and Carlo Cova; "Traviata" seven; and "Aida," which is included on the program annually while the other operas change, is booked for 14 presentations.

Conant Concerts

SARATOGA SPRINGS, N. Y.—Harpichordist Robert Conant who has recorded for Decca, will be featured in the three-concert eighth annual Festival of Baroque Music at Skidmore College. Conant will appear in concerts from July 29-31 at the College Hall. Other soloists will include Howard Boatwright on the violin and viola d'amore, and Judith Davidoff on the viola da gamba.

London Series Set

DAYTONA BEACH, Fla.—The London Symphony Orchestra will play a series of concerts in the Florida International Music Festival from July 28 to Aug. 21 under the musical direction of Colin Davis. Soloists will include cellist Janos Starker, pianist John Ogden (Angel), and Jaime Laredo (Columbia, RCA Victor). Aaron Copland will conduct a program of American works. Other conductors will be Davis and Richard Burgin.

'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 MGM Records, American distributor for Deutsche Grammophon. Soloists will be Gundula Janowitz, Christa Ludwig, Fritz Wunderlich and Walter Berry with the Vienna Singverein Chorus.

The pressing will be the second by von 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 waxed for Angel. Another release set with von Karajan and the Berlin Philharmonic is Richard Strauss' "Don Quixote," with cellist Pierre Fournier and violist Giusto Cappone.

Soyka Buys Site

STAFFORD SPRINGS, Conn. — Al Soyka, Musicor artist, has purchased the Palace Theater 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 SKILES

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LOW PRICE CHILDREN'S

TOM THUMB, PUSS IN BOOTS AND OTHER GREAT STORIES

Various Artists. RCA Camden CAS 1060 (e) (S)

INTERNATIONAL

GIUSEPPE DI STEFANO SINGS THE GREAT POPULAR ITALIAN SONGS

Philips PHM 200-209 (KM); PHS 600-209 (S)



THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

ON FIRE Barney Kessel, Emerald ELP 1201 (M)

SOMETHING OLD, SOMETHING NEW, SOMETHING BORROWED—BY MONTE BLEU Monte Bleu Quartet. Art ALP 48 (S)

RONNIE PROPHET Art ALP 43 (S)

"ROTTA RUCK" FROM ARNIE AND CHISE Art ALP 45 (S)

MADELEINE Art ALP (S)

CLASSICAL

SZYMANOWSKI: SYMPHONY NO. 2 IN B FLAT MAJOR/SYMPHONY NO. 4 "SYMPHONIE CONCERTANTE" Polish Radio Grand Symphony Orch. (Fiteiberg)/Jan Eder & Warsaw Polish National Philharmonic Symphony Orch. (Rowicki). Bruno BR 10475L (M)

LOW PRICE CLASSICAL

IN A MEDIEVAL GARDEN Stanley Buetens Lute Ensemble. Nonesuch H 1120 (M); H 71120 (S)

INTERNATIONAL

THIS IS BULGARIA Bulgarian National Folk Ensembles of Sofia. Bruno BR 50163L (M)

SEEKING THE LOST Thel Bringas. Supreme S 209 (S)

SPOKEN WORD

THE DAY THE PRESIDENT WAS KILLED Robert E. Goodrich Jr. Word W 6128 LP (M)

BEST SELLING CLASSICAL LP's

Billboard Award	This Week			Weeks on Chart	This Week			Weeks on Chart
	This Week	Last Week	Title, Artist, Label & No.		This Week	Last Week	Title, Artist, Label & No.	
◆	1	1	BERNSTEIN CONDUCTS IVES N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	6	23	25	BIZET: CARMEN (3-12" LP) Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)	9
	2	2	VERDI: DON CARLO (4-12" LP) Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)	13	24	35	RITUAL FIRE DANCE Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)	3
	3	4	MAHLER: SYMPHONY NO. 4 IN C Cleve. Orch. (Szell), Col. ML 6233 (M); MS 6833 (S)	13	25	28	TCHAIKOVSKY: CONCERTO NO. 1 Cliburn, RCA LM 2252 (M); LSC 2252 (S)	13
	4	5	BRAHMS: LIEBESLIEDER WALTZES Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	12	26	36	MOZART: SYMPHONIES NOS. 28 & 33 Cleve. Orch. (Szell), Col. ML 6258 (M); MS 6858 (S)	4
	5	6	MAHLER: SYMPHONY NO. 10 (2-12" LP) Phila. Orch. (Ormandy), Col. ML 335 (M); M2S 735 (S)	13	27	21	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP)	13
	6	11	BLESS THIS HOUSE Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)	13	28	38	BEETHOVEN: CONCERTO NO. 5 ("EMPEROR") G. Gould/Amer. Symph. Orch. (Stokowski), Col. ML 6288 (M); MS 6888 (S)	2
	7	3	PRESENTING MONTSERRAT CABALLE RCA LM 2862 (M); LSC 2862 (S)	13	29	19	REVERIE Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)	12
	8	7	IVES: SYMPHONY NO. 4 Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)	13	30	24	THE BAROQUE OBOE Gomberg/Col. Chamber Orch. (Ozawa), Col. ML 6232 (M); MS 6832 (S)	13
	9	9	IVES: SYMPHONY NO. 1 Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)	5	31	23	LISZT: SONATA IN B MINOR/SCHUBERT: WANDERER FANTASY Rubinstein, RCA LM 2871 (M); LSC 2871 (S)	8
	10	10	NIELSEN: SYMPHONY NO. 3 Royal Danish Orch. (Bernstein), Col. ML 6169 (M); MS 6769 (S)	13	32	31	GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS Lon. Fest. Orch. (Black); Lon. (No Mono); SPC 21009 (S)	8
	11	8	CHOPIN WALTZES Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	13	33	33	PURCELL: MUSIC FOR THE THEATRE Bath. Fest. Orch. (Menuhin), Angel 36332 (M); S 36332 (S)	2
	12	12	ZARZUELA ARIAS Caballe, RCA LM 2894 (M); LSC 2894 (S)	4	34	30	MOZART: SYMPHONIES NOS. 29 & 33 New Philm. Orch. (Klemperer), Angel 36329 (M); S 36329 (S)	3
	13	13	BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP) Schwarzkopf, Fisher-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)	8	35	32	PUCCINI: LA BOHEME (2-12" LP) Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)	8
	14	16	BAROQUE GUITAR Bream, RCA LM 2878 (M); LSC 2878 (S)	10	36	27	BRUCKNER: SYMPHONY NO. 9 IN D MINOR Vienna Philm. (Mehta), Lon. CM 9462 (M); CS 6462 (S)	7
	15	14	SOUVENIR OF A GOLDEN ERA (2-12" LP) Horne, Lon. A 4263 (M); OSA 1263 (S)	6	37	37	E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN Col. ML 6256 (M); MS 6856 (S)	2
	16	20	MY FAVORITE CHOPIN Cliburn, RCA LM 2576 (M); LSC 2576 (S)	13	38	—	BRITTEN: CURLEW RIVER Pears, Shirley-Quirk, Lon. A 4156 (M); OSA 1156 (S)	1
	17	18	BACH ON THE PEDAL HARPSICHORD Biggs, Col. ML 6204 (M); MS 6804 (S)	10	39	39	BARTOK: CONCERTO FOR ORCHESTRA Cleve. Orch. (Szell), Col. ML 6215 (M); MS 6815 (S)	6
	18	17	HOLIDAY FOR STRINGS Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	13	40	40	SONGS OF THE AUVERGNE Moffo/Amer. Symph. Orch. (Stokowski), RCA LM 2795 (M); LSC 2795 (S)	4
	19	22	MUSSORGSKY-STOKOWSKI: PICTURES AT AN EXHIBITION New Philm. Orch. (Stokowski), Lon. PM 55004 (M); SPC 21006 (S)	13				
	20	34	MAHLER: SYMPHONY NO. 6 (2-12" LP) Boston Symph. Orch. (Leindorf), RCA LM 7044 (M); LSC 7044 (S)	2				
	21	15	RODRIGO: CONCIERTO DE ARANJUEZ/TEDESCO: CONCERTO IN D Williams, Col. ML 6234 (M); MS 6834 (S)	13				
	22	26	GERSHWIN: RHAPSODY IN BLUE N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	13				

NEW ACTION LP's

No New Action Classical LP's This Week

BEST SELLING SEMI-CLASSICAL LP's

This Week	Title, Artist, Label & No.	This Week	Title, Artist, Label & No.
1.	THE "POPS" GOES COUNTRY—Chet Atkins/Boston Pops (Fiedler), RCA LM 2870 (M); LSC 2870 (S)	6.	GERSHWIN: RHAPSODY IN BLUE—N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)
2.	BRAHMS: LIEBESLIEDER WALTZES—Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	7.	REVERIE—Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)
3.	BLESS THIS HOUSE—Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)	8.	GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS—Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)
4.	BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP)—Schwarzkopf, Fisher-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)	9.	NOCTURNE—Hollywood Bowl Symph. Orch. (Dragon), Capitol P 8363 (M); SP 8363 (S)
5.	HOLIDAY FOR STRINGS—Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	10.	MORE HIGHLIGHTS FROM AN EVENING AT THE "POPS"—Boston Pops (Fiedler), RCA LM 2882 (M); LSC 2882 (S)

Longhair Hypo on 3 Fronts

Continued from page 50

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

New Material

In addition to being a showcase to try out new groups, Kapp noted that Young Audiences can serve as a showcase for new

material. He explained that the organization's music library was available to all groups, but did not have to be purchased unless actually used. Composers have taken advantage of the library, which is available to 175 regular public performance outlets.

Kapp said the music used in student performances worked equally well for adults. He explained that the many ensembles did not "water down" their ma-

terial for the children. As an example, he cited one group which launched their programs with Webern. The explanations for children are designed to show them types of music and instruments through examples. Question periods are encouraged, with children frequently invited up to play with the visiting groups.

While the affiliated artists are mainly chamber and operatic groups, a folk recording group currently affiliated with the program is the Abbey Singers. There also is the possibility

of branching out into other performing areas. Other noted ensembles in the program are the American Brass Quintet, Camerata String Quartet, Gramercy String Quartet, Harp Trio of New York, Lark Wind Trio, and Capital University Woodwind Quintet.

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



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 121—Last Week, 154

*This record is predicted to reach the TOP 40 EASY LISTENING Chart.

POP SPOTLIGHTS

TOP 20 Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

THE ROLLING STONES — MOTHER'S LITTLE HELPER (Prod. by Andrew Loog Oldham) (Writers Jagger-Richard) (**Gideon, BMI**)—In the vein of their No. 1 single, "Paint It Black," this dance-beat rouser should receive similar action. Flip: "Lady Jane" (Gideon, BMI). **London 902**

HERMAN'S HERMITS — THIS DOOR SWINGS BOTH WAYS (Prod. by Mickie Most) (Writers: Levitt-Thomas) (**Blackwood, BMI**)—Easy-go rocker with unique instrumental backing and exceptional group vocal will top their "Leaning On a Lamp Post." Flip: "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. Flip: "Hutchinson Jail" (Atlantic, BMI). **Reprise 0491**

TOP 60 Spotlights—Predicted to reach the top 60 of the HOT 100 Chart

***MEL CARTER — YOU YOU YOU** (Prod. by Nick De Caro) (Writers: Mellin-Olias) (**Mellin, BMI**)—Hot off his "Band of Gold" hit, Carter has a strong contender in this revival of the Ames Brothers' standard. Flip: "If You Lose Her" (Zelda Presents, BMI). **Imperial 66183**

ISLEY BROTHERS — I GUESS I'LL ALWAYS LOVE YOU (Prod. by Holland & Dozier) (Writers: Holland-Dozier) (**Jobete, BMI**)—Another chartbuster for the writing-producing team of Holland and Dozier. With solid Detroit backing, the tune has more potential than their last outing, "Take Some Time Out For Love." Flip: "I Hear a Symphony" (Jobete, BMI). **Tamla 54135**

***RAMSEY LEWIS — WADE IN THE WATER** (Prod. by Esmond Edwards) (Writer: Lewis) (**Ramsel, BMI**)—**AIN'T THAT PECULIAR** (Prod. by Esmond Edwards) (Writers: Moore, Robinson, Rogers & Tarplin) (**Jobete, BMI**)—Two-sider winner. Top is a Lewis composition in "The 'In' Crowd" bag, while the flip is Ramsey's arrangement of the Marvin Gaye smash. **Cadet 5541**

***THE BRASS RING — LARA'S THEME** (Prod. by Phil Bodner) (Writer: Jarre) (**Robbins, ASCAP**)—Beautiful arrangement to replace the group's "Phoenix Love Theme." Easy-listening tune should get top turntable action. Flip: "Secret Love" (Remick, ASCAP). **Dunhill 4036**

FREDDY CANNON — THE LAUGHING SONG (Prod. by Russ Regan) (Writers: Cannon-Regan) (**Doncan, BMI**)—Cannon's got a smash summer hit with this strong teen rocker to quickly replace his "Dedication Song" in the charts. Flip: "Natalie" (Caravelle, ASCAP). **Warner Bros. 5832**

CHART Spotlights—Predicted to reach the HOT 100 Chart

BROOK BENTON—Break Her Heart (Eden & Benday, BMI). **RCA VICTOR 8879**
MIKE DOUGLAS—The Parents of the Kids in Love (Evergreen, ASCAP). **EPIC 10041**
CARMEN McRAE—Alfie (Famous, ASCAP). **MAINSTREAM 650**
JOHNNY MAESTRO—Heartburn (Meager, BMI). **PARKWAY 967**
BARRY MANN—Angelica (Screen Gems-Columbia, BMI). **CAPITOL 5695**
MONGO SANTAMARIA—Call Me (Duchess, BMI). **COLUMBIA 43698**
MOLLY BEE—How's the World Treating You (Acuff-Rose, BMI). **MGM 13537**
DEBBIE REYNOLDS—It's a Miracle (MRC, BMI). **MGM 13528**
JULIUS La ROSA—I Can't Believe I'm Losing You (South Mountain, BMI). **MGM 13543**
WAYNE CARSON—I Never Will (Barton, BMI). **MGM 13527**
THE WHAT FOUR—Baby I Dig Love (T.M., BMI). **COLUMBIA 437111**
LETTA AND THE SAFARIS—Walkin' Around (Canyon of N. Y., BMI). **COLUMBIA 43675**

THE BYRDS — 5 D (Fifth Dimension) (Prod. by Allen Sherman) (Writer: J. McGuinn) (**Tickson, BMI**)—Hot on the heels of "Eight Miles High" comes this off-beat lyric rocker with chart-topping potential. Flip: "Captain Soul" (Tickson, BMI). **Columbia 43702**

PLAYBOYS OF EDINBURG — LOOK AT ME GIRL (Prod. by Curl & Williams) (Writer: Williams) (**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. Flip: "News Sure 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 and a new Top 20 sound in this catchy lyric ballad with all the ingredients of a commercial smash. Flip: "Time Is Running Out for Me" (Brooks, ASCAP). **Rainbow 500**

***TONY BENNETT — GEORGIA ROSE** (Prod. by Ernie Altschuler) (Writers: Sullivan-Flynn-Rosenthal) (**Leo Feist, ASCAP**)—Blues-oriented ballad with poignant lyric has lush string backing and top Bennett reading. Flip: "The Very Thought of You" (Witmark, ASCAP). **Columbia 43715**

***NAT KING COLE — LET ME TELL YOU, BABE** (Prod. by Gillette-Cavanaugh) (Writers: Sherman-Weiss) (**Comet, ASCAP**)—Exciting vocal by the late singer gets an up-dated dance beat production backing for a top commercial chart entry. Flip: "For the Want of a Kiss" (Jefferson, ASCAP). **Capitol 5683**

***JERRY VALE — IT'LL TAKE A LITTLE TIME** (Prod. by Mike Berniker) (Writers: Tepper-Bennett) (**Leeds, ASCAP**)—Country-oriented production and fine Vale interpretation combine for a top-of-the-chart contender. Flip: "Palermo" (Ritvale, ASCAP). **Columbia 43696**

DO'S AND THE DON'TS — I WONDER IF SHE LOVES EM (Prod. by Stu Black) (Writer: Booth) (**Terrace—Real George, ASCAP**)—No newcomer to the rock and roll scene, the group has a hot single sure to score high in the teen-age market. Flip: "Our Love May Not Live Again" (Jester, ASCAP). **Red-Bird 10-072**

McGOWAN BOYS — DADDY I'VE TRIED (Prod. by Jerry Ragovoy) (Writer: Lapham) (**Glenn-Ragmar, BMI**)—Making their disk debut, the group has an impressive folk-rock single with excellent instrumental accompaniment. Flip: "So Well Remembered" (Glenn-Ragmar, BMI). **Warner Bros. 5829**

MAUREEN TOMSON—Gypsy Girl (Audubon, ASCAP). **AUDIO FIDELITY 127**
BLUES MAGOOS—Tobacco Road (Cedarwood, BMI). **MERCURY 80**
YOUNGBLOOD SMITH—You Can Split (Leaps An' Bounds & Tender Tunes, BMI). **VERVE 10416**
ANNE-MARIE—Diary (Rambled, BMI). **MGM 13534**
ENRIQUE GUZMAN—I'm Not the Marrying Kind (Chappell, ASCAP). **COLUMBIA 43652**
JOHNNY CHRISTOPHER—Railroad Tracks (Lowery, BMI). **LIBERTY 55879**
DEY & KNIGHT—Sayin' Something (Saturday, BMI). **COLUMBIA 43693**
TIM HARDIN—Don't Make Promises (Faithful Virtue, BMI). **VERVE FOLKWAYS 5017**
DENNY BELLINE AND THE RICH KIDS—Money Isn't Everything (Roncom, ASCAP). **RCA VICTOR 8883**
HIGH AND THE MIGHTY—Escape From Cuba (South Mountain, BMI). **ABC 10821**

COUNTRY SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart

JEAN SHEPARD — IF TEARDROPS WERE SILVER (Prod. by Marvin Hughes) (Writer: Wayne) (**Tree, BMI**)—Another love-weepie to add to the long list of Miss Shepard's hits. 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. Flip: "Dear Brother" (Seashell, BMI). **Columbia 43710**

STU PHILLIPS — THE GREAT EL TIGRE (Prod. by Chet Atkins) (Writer: Coben) (**Delmore, ASCAP**)—More Tex-Mex flavored sounds from Phillips in this easy-listening ballad in the vein of his "Bracero." Flip: "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. Flip: "He's Out There With Her Somewhere" (Blue Crest, BMI). **Musicor 1182**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

PORTER WAGONER—I Dreamed I Saw America on Her Knees (Warden, BMI). **RCA VICTOR 8882**
WEBB PIERCE—A Loner (Cedarwood, BMI). **DECCA 31982**
ELTON BRITT—It Just Happened That Way (Pamper, BMI). **ABC 10819**
GEORGE JONES—Best Guitar Picker (Big Bopper & Jack, BMI). **UNITED ARTISTS 50014**
SLIM WHITMAN—I Remember You (Paramount, ASCAP). **IMPERIAL 66181**
ERNIE ASHWORTH—At Ease Heart (Acuff-Rose, BMI). **HICKORY 1400**
KENNY PRICE—Walking on New Grass (Pamper, BMI). **BOONE 1042**

R&B SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

GARNET MIMMS — IT'S BEEN SUCH A LONG WAY HOME (Prod. by Jerry Ragovoy) (Writers: Shuman-Ragovoy) (**Rittenhouse-Rumbalero, BMI**)—Just off the charts with his hit, "I'll Take Good Care of You," Mimms will quickly repeat with this wailer. Flip: "Thinkin'" (Rittenhouse-Blackwood, BMI). **Veep 1232**

BILLY STEWART — TO LOVE TO LOVE (Prod. by Billy Davis) (Writer: Nicholas) (**Chevis, BMI**)—**SUMMERTIME** (Prod. by Billy Davis) (Writers: Gershwin-Heyward) (**Gershwin, ASCAP**)—Top side has the style of his smash, "Sittin' in the Park." Flip is a wild treatment of Gershwin's classic with strong pop potential. **Chess 14257**

JOHN FRED — DOING THE BEST I CAN (Prod. by Ourso & Vetter) (Writer: Vetter) (**Su-Ma, BMI**)—Slow paced opening builds into a wailing rocker for a chartbusting entry. Flip: "Leave Her Never" (Su-Ma, BMI). **Paula 244**

CHART Spotlights—Predicted to reach the R&B SINGLES Chart

JERRY BUTLER—Love (Oh, How Sweet It Is) (Overcome, BMI). **Mercury 72592**
TED TAYLOR—Big Wheel (Barton, BMI). **OKEH 7252**
BOBBY POWELL—I'm Gonna Leave You (Su-Ma-Mirdean, BMI). **WHIT 716**

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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 guitars, amplifiers, combo organs, and now banjos.

"With the addition of banjos to the Baldwin instrument line," said the firm's president, Lucien Wulsin, "we are able to offer our dealer organization an even more comprehensive selection of quality products to meet the varied demands of the modern market for musical instruments."

Banjo production will be continued at the Ode plant in Boulder under the present staff. Charles Ogsbury, Ode president and founder of the firm, will supervise manufacturing during a transition period and will continue to be associated with Baldwin in the future as a consultant to the design and production of banjos.

To be marketed under the Baldwin brand name, the banjos will be distributed through the firm's Guitar Division.

Baldwin expects to introduce a complete line of banjos incorporating many of the designs developed by Ogsbury. Included are the Style 2 with the aluminum rim and the Styles B and D of traditional construction with a maple rim and brass tone ring. Each style will be available as a plectrum banjo, a standard 5-string banjo, a long neck or folk 5-string banjo, and a tenor banjo.

New Panasonic Line Introduced At N. Y. Showing

NEW YORK — The 1967 line of Panasonic radios, 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 low-priced FM/AM table radios and three low-priced FM/AM portable radios. Two portable phonograph and AM radio combinations were shown, one for \$39.95 the other for \$49.95. A pair of models combining portable phonograph with FM/AM radio were list-priced at \$79.95 and \$129.95. One portable phonograph model listing for \$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, retailing 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 Philips system, is a mono model and sells for \$79.95. A stereo reel-to-reel unit, which uses 4-track tape, was at the top of the tape line carrying a list price of \$349.95.

Matsushita Electric Corp. of



ATTENDING RCA OPEN HOUSE last week at the firm's record distribution branch located in Des Plaines, Ill., were four leading Chicagoland record dealers. From left to right are Andy Andersen of Andersen Record Center, Joe Ciedia of Lormar One-Stop, Al Temenar of Little Al's stores and John Kovacic of Polk Brothers record department. The open house, arranged by RCA's Irv Brusso, featured the firm's new home entertainment products exhibit.

NAMM Plans Seminar On Entertainment Sales

urers and two retailers will participate in a special home entertainment products seminar on Monday, July 11. The feature, entitled "How Music Stores Sell Home Entertainment," will be discussed by Fred Golstein of KLH Research and Development Corp., William F. Mulcahy of TelePro Industries, and retailers Jack Raymond from Kansas City and Edward J. Horstman from LaGrange, Ill.

Mulcahy's presence on the forum is especially significant. He is president of TelePro, one of the nation's leading manufacturers involved in the booming tape CARtridge field. His subject will be "The Future in Tape."

Golstein, national sales man-

ager of KLH, will talk on "Effects of Components on Today's Console Radio Phonograph Sales." Raymond, electronic merchandise manager of Jenkins Music Co., will speak on "Key Decisions in Marketing Home Entertainment Products." Horstman, president of LaGrange Television and Organ Co., will discuss the value of "Using Clyde Bedell Advertising Principles in a Competitive Urban Market."

Horstman's talk will cover the newly introduced "Total Selling Service—Music," a volume of advertising and selling principles and guides prepared by Bedell which will be introduced to NAMM members at the Music Show.

Chairman of the session, which will include a question and answer period after the talks, will be Tanner S. Chrisler, executive vice-president of Aeolian Co. of Missouri, which operates three music stores in the St. Louis area.

"We anticipate that the home entertainment sessions at the Music Show will spotlight a very important segment of retailing for music merchants," said Chrisler, "and also will help provide marketing insights to all the other retail outlets which sell consumer electronics brown goods, ranging from giant department stores to small appliance outlets."

"The seminar has been scheduled by the NAMM as part of its continuing concern in coordination of all phases of the music and home entertainment

Holiday Stars Helping Sales

CHICAGO — Frank Fried's holiday concert series that helped steam up dealers' sales here last summer also proved profitable for Fried's Triangle Productions. Gross for the year ending July 1 will be \$1,700,000, which, according to Fried, is a cool \$700,000 better than the year before.

"We're now banking on our annual 'Summer of Stars' series," Fried said. "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 retailer, he relies on his experience regarding a given artist's pulling power.

An indirect tip to dealers in the Chicago market may be the fact that, according to Fried, the Tony Bennett/Woody Herman concert which kicks off the series June 24 is sold out, as are three Andy Williams/Henry Mancini shows over July 22-23.

A high percentage of the 26 acts booked for the summer are Columbia artists, and Triangle will tie in with Columbia on some advertising.

Some of the major acts due in the series are Paul Revere and the Raiders, Rolling Stones, Beachboys, Byrds, Beatles, Peter Nero, Bill Cosby, Chad Mitchell, New Christy Minstrels and Peter, Paul & Mary.

Fried said he'll announce his annual fall music series June 24. He said he hopes to begin experimenting in the fall with some international artists in Chicago concert, artists such as Philips' Jacques Brell, poet laureate of Paris.

business to provide the maximum in guidance and service not only to its members but also to the many thousands of retailers in affiliated fields who attend the Music Show each year," added Chrisler.

Scanning The News

Sylvania Electric Products, Inc., reported recently that actual orders for new home entertainment products taken at its recent national dealers and distributors convention were 108 per cent greater than a year ago. Sylvania, a subsidiary of General Telephone and Electronics Corp., said that console stereo orders more than tripled last year's convention orders.

Exhibitors of the 34th Independent Housewares-Mass Merchandise Exhibit, which will be held in Chicago the same week as the Music Show, are reported to be going after the teen and sub-teen markets stronger than ever this year. Purchasing power of teen-agers, key marketing men feel, appears to be well over the \$10 billion annual figure that has been quoted recently. It is also felt that the teen-agers' influence on home and family buyers is a vital merchandising consideration.

H. M. Hohner, Inc., world's leading maker of harmonicas, will show its newest model in the harmonica field at NAMM's Music Show. The instrument is called the "Blues Harp" and is the first harmonica designed especially for the uniquely American blues harmonica style.

Zenith Radio Corp. recently honored 17 veteran distributors at a Chicago sales convention. The firms receiving awards have handled the Chicago manufacturer's home entertainment products for a total of 475 years.

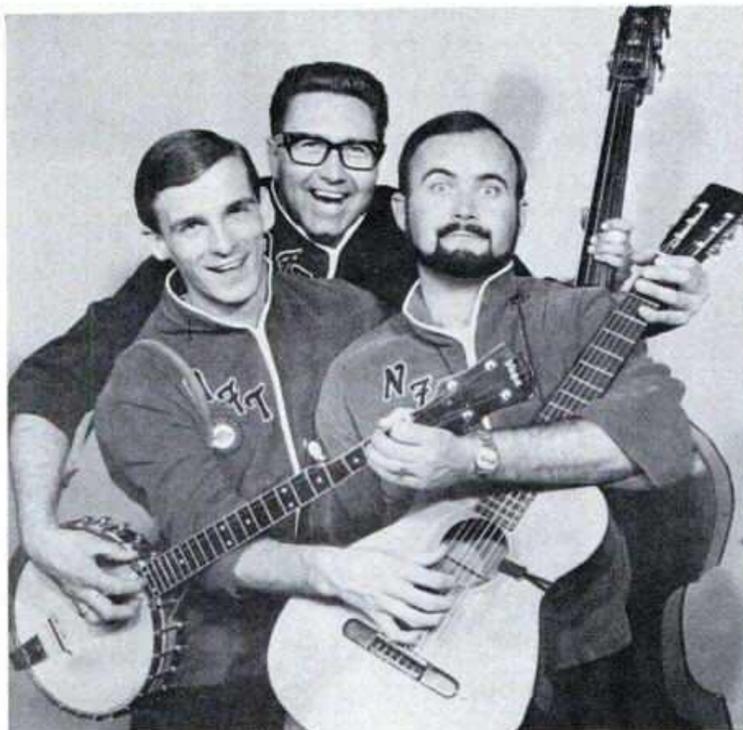
A Catholic priest, Father J. L. de Lima, and a Rabbi, Shlomo Carlebach, were two of the chief spokesmen at the recent International Guitar Festival at Lake Geneva, Wis. The men, both accomplished guitarists, talked of the instrument's place in religion.

The player piano is apparently making a comeback, and finding a place in the rock 'n' roll age. Aeolian Music Rolls Co. is reportedly selling a quarter of a million played rolls a year, marketing strongly overseas, and introducing special LP as well as teen music rolls.

Burt Deverich, vice-president and manager, general products division of Craig Panorama, Inc., resigned from his post last week. He had been a top executive with the company since its founding in 1957.

Packard-Bell Electronics Corp. recently opened its first factory service center outside the West. The branch, located in a west Chicago suburb, is headed by George Gleich, who has been manager of the firm's Denver and Phoenix service branches during his 12 years with the company.

PAUL ZAKARAS



PEPSI-COLA BOTTLING CO. has contracted the New Folk Trio (above) to make about 50 appearances at schools and colleges during 1966. The promotional tie-in with the folk-jazz trio is being used to introduce the soft drink firm's new youth-appeal beverage called Mountain Dew.

Olympic Bows New Products

NEW YORK—Olympic radio and television division of Lear Siegler, Inc., introduced six new hi-fi-stereo products for 1967 here last week.

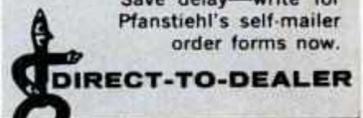
The entire Olympic line, including eight recently announced models, was shown to distributors, branch and regional managers at the Summit Hotel. The models, said Morton M. Schwartz, president of Olympic Sales Corp., "have been designed with an eye toward quality and appearance and include a host of new features."



SHIPMENT

OUR GUARANTEE . . . orders for diamond and sapphire needles, Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct-to-you low prices.

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CLASSIFIED MART

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RECORD RIOT 45'S — BRAND NEW, some late hits. \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212-343-5881. ch-1f

RECORD BONANZA: 45'S, OLDIES, DJ's, late hits, brand new, postpaid, \$6.60 per hundred; \$56 per thousand. J.M.B. Records, Box 2902, Philadelphia, Pa. 19126. (215) WA 7-0253.

EMPLOYMENT SECTION

SITUATIONS WANTED

BUYER, MAJOR DEPT. STORE, strong musical background, seeks change to audio-record merchandising. Contact: Box 333, Billboard, 165 W. 46th St., New York, N. Y. 10036.

MISCELLANEOUS

30,000 PROFESSIONAL COMEDY LINES! Party books, plus Current Comedy, a monthly service. Catalog free. Sample selection, \$5. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y.

PROMOTIONAL SERVICES

SONGWRITERS, ATTENTION — FINALLY you will be personally represented in Hollywood. Free information. Songwriters Distribution Society, 370 N. Ogden Drive, Dept. B, Hollywood, Calif. 90036.

NAT'L DISTRIBUTION OR WE PRODUCE, press, promote, sell your record. Orchid Record Affiliates, P. O. Box 11254, E. Memphis Station, Memphis, Tenn. 38111.

National Record Promotion (You Record It—We'll Plug It)

Music Makers Promotion Network
★ New York City ★
20 Years' Dependable Service
Brite Star, Cleveland, Ohio
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Chicago, Hollywood, Etc.
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★ NATIONAL RADIO & T.V. COVERAGE
★ BOOKING AGENT CONTACTS
★ NASHVILLE NEWSPAPER PUBLICITY
★ RECORD PRESSING
CALL: CLEVELAND 216-JO 4-2211
DIST. OFFICE
★ ★ ★ BRITE STAR ★ ★ ★
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Trade paper publicity . . . etc.
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N. Y., N. Y. 10019

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5 Late Model American Made Scopitones With 36 Latest Film Releases.
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All Model Seeburg 1000 Background Music Units.
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ALL ENGLISH RECORDS RUSHED BY airmail. Stones' "Aftermath," LP; Beatles' new LP, both \$6.15 airmail. 300-page pop catalog, \$2 airmail; \$1 surface. For A-1 LP's: John Lever, Gold St., Northampton, England.

BEATLES NEW ALBUM SOON! Stones' new English album, "Aftermath," English "Rubber Soul," 14 cuts on each, and any other English album, mono or stereo: \$6. airmail. Stones' "Poison Ivy" E.P.: \$2.20. Pop catalogue airmail: \$2. Record Centre, Ltd., Nuneaton, Eng.

"AFTERMATH," BRAND-NEW STONES album. New Beatles album soon. Any album of your choice, \$6 incl. airmail. Cash with order. Berkeley Records, 6 Lansdowne Row, Berkeley Sq., London W.1. England.

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England. jy2

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RECORD COMPANIES, PUBLISHERS, Fans, Collectors: You can find world hits in our new French songs and original music by Pop Artists. 2 LP records sent postpaid for \$5. Order with check or money to: "R.O.G." Records, 7 Rue St. Lazare, Paris 9e—France. jy2

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Independent British and other producers, publishers, artists, groups, agents, managers. Top U. S. public relations, press and audio publicity, promotion. Absolute top contacts. Intelligent, high-level presentation, follow-up for your interests. Terms: Retainer fee plus % or straight pre-set fee.

TIM GAYLE

4376 Yucca St., Hollywood, Calif. 90028

NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 168 West Randolph, Chicago 1, Ill.



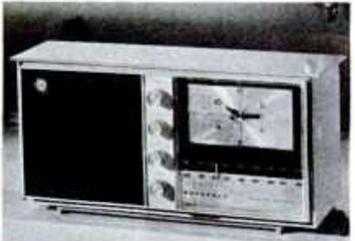
Motorola Phono

Solid-state stereo phonograph by Motorola. Separate loudness, bass, treble and stereo head-phone jack controls. Audio-lens see-through cartridge, with diamond/sapphire styli, four speakers, 50 watts peak power or 25 watts EIA music power. Walnut-grained vinyl-covered metal cabinet; vinyl-covered veneer speaker enclosures. List \$149.95.



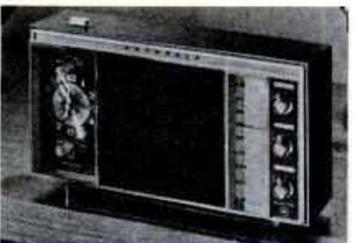
Motorola Home Tape Player

Motorola portable 8-track home stereo tape player. Uses "auto" tape cartridges. Solid-state, 10-watt peak power and five-watt EIA music power amplifier, two speakers secured in main cabinet. List price \$139.95.



Motorola Radio

AM/FM Motorola solid-state radio. Visilite lighted clock face, 10-transistor, sleep switch automatic radio turn-off. Four IF stages in FM, vernier tuning and loudness and variable tone controls. Available in charcoal or beige. Price \$69.95.



Motorola Radio

Motorola solid-state AM clock radio. Visilite lighted clock face, lazalarm repeat wake-up call, sleep switch automatic radio turn-off, buzzer alarm, dial panel light. Applied wood grain finish. Price \$39.95.



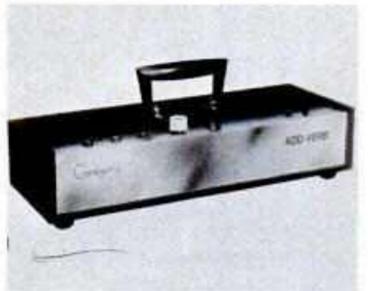
Motorola Radio

Solid-state AM table radio by Motorola. Six transistor, two diodes, tuned RF stage, loudness and variable tone controls. Polystyrene cabinet with grille cloth available in off-white/white, charcoal/white or blue/white. Price



Gregory Amplifier

Handi-Amp by Gregory Amplifier Corp. Operates on house current or six D batteries for 100 hours, six-inch speaker, two input volume controls, weighs 10 pounds. Automatic recharge when plugged into current whether in use or not. List \$49.95.



Gregory Add-Verb II

Gregory Amplifier Corp. Add-Verb reverberation accessory. Four-transistor circuit, one input for microphone, two inputs for instruments, mixer control, foot switch jack, input jack, pilot light, permanently connected output cable for connection to any amplifier. Weighs under five pounds. List \$59.95.

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2. They are handled fewer times.
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REGULAR CLASSIFIED AD: 25c a word. Minimum: \$5. First line set all caps.
DISPLAY CLASSIFIED AD: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around all ads.
FREQUENCY DISCOUNTS: 3 consecutive insertions, noncancellable, nonchangeable, 5% discount; 6 insertions, 10%; 13 or more consecutive insertions, 15%.
CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue.
BOX NUMBER: 50c service charge per insertion, payable in advance; also allow 10 additional words (at 25c per word) for box number and address.

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International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: \$1 per line. Minimum: 4 lines per insertion.
DISPLAY CLASSIFIED AD: \$14 per inch. Minimum: 1 inch. Same frequency discounts as above apply.

PAYMENT MUST ACCOMPANY ALL ORDERS

SEND ORDERS & PAYMENTS TO: John O'Neill, International Exchange Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601, or Andre de Vekey, European Director, 15 Hanover Square, London W. 1, England.

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Please run the classified ad copy shown below (or enclosed separately) in _____ issue(s):

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CITY _____ STATE _____ ZIP CODE _____
AUTHORIZED BY _____ AMOUNT ENCLOSED _____

Type of classified ad desired—check one
 REGULAR CLASSIFIED DISPLAY CLASSIFIED
HEADING DESIRED: _____



HALLOWEEN! It has scared off a lot of operators as far as special merchandising is concerned. But perhaps the holiday can be made to pay off for the bulk vending businessman. (See adjoining story.)

Halloween Merchandising—Will It Help or Haunt You?

CHICAGO—Many operators have been spooked by Halloween merchandise—any seasonal or holiday merchandise, for that matter. The drawbacks are obvious to anyone remotely associated with bulk vending. At the same time, however, some bulk businessmen have had measured success vending "adaptable" holiday merchandise. Many will be doing so this 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—merchandise in the machines before and after that fortnight period will remain untouched. It is a foregone conclusion that the item or mix will die the day after Halloween.

Substitutes

Another drawback is related to substitute items for bona fide holiday merchandise—"adaptable" items, if you will. Business veterans caution 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. "Slapping a Halloween display front on a machine won't make the contents seasonal merchandise any more. Perhaps that was possible once. Today the kids—and we're getting more and more teen-age customers—are discriminating and quality-minded."

Now: the advantages. One, of course, is tying in with the extensive promotion by over-the-counter candy suppliers. Candy and trinket buyers are Halloween-conscious during the season and the bulk operator can conceivably reap side-effect sales benefits. Here are some of the over-the-counter confection specials, for example, to be offered this Halloween:

Ludens 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 banners.

Sunline, Inc., is offering its miniature candy in 50-pack poly bags with display cases of Halloween design.

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-knobber bags for Halloween trick-or-treaters, door-knobber boxes, Loot Bags, Bazooka bubble gum with illustrations of kids in Halloween costumes, and various other Halloween bubble-gum offerings.

This confection push is more than matched by the toymakers.

The question of exactly how to capitalize on the Halloween mood troubles many operators. The extent 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 Vend-
(Continued on page 58)

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢ \$14.50
N.W. Deluxe, 1¢ or 5¢ Comb. 12.00
N.W. 10-Coin, 1¢ Tab Gum Mach. 18.00
Atlas 1¢ & 5¢ 100 Ct. Ball Gum. 12.00
Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.92
Pistachio Nuts, Jumbo Queen, White87
Afgan Crown Red Lip Pistachio Nuts60
Afgan Prince Red Lip Pistachio Nuts53
Indian Nuts, 5 lb. bag, per lb. 1.10
Cashew, Whole86
Cashew, Butts79
Peanuts, Jumbo45
Spanish37
Mixed Nuts37
Baby Chicks35
Rainbow Peanuts32
Bridge Mix32
Boston Baked Beans32
Jelly Beans32
Licorice Gems48
Munchies, 16-lb. carton, per lb.39
Hershey-ets47

Wrapped Gum—Fleers, Topps
Bazooka & Pal, 4M pcs. \$14.00
Rain-Blo Ball Gum, 1800 per ctn. 6.25
Rain-Blo Ball Gum, 1800 printed per carton 6.40
Rain-Blo Ball Gum, 5250 per ctn. 8.35
Rain-Blo Ball Gum, 4250 per ctn. 8.35
Rain-Blo Ball Gum, 3500 per ctn. 8.35
Maltettes, 2400 per carton 8.40
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.
Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct.45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Paris, Supplies, Stands, Globes, Brackets.
Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

World Famous VICTOR Standard TOPPER

1c or 5c

For Ball Gum and Charms.
Also available for Peanuts and Bulk Candies.
Packed and sold 4 to a case.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St., New York 18, N. Y.
L'ongacre 4-6467

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 a 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 im-

mediately, tiding the worker over until lunch time.

At about 4 p.m., or just before quitting time, a piece of candy will relieve tension and frequently ward off a headache, possibly preventing an industrial accident.

Candy Break

Between 5 and 6 p.m., as the worker travels home, a candy break will forestall the hunger pangs that make him irritable as he drives or rides and cranky when he arrives home.

And anytime between 8 p.m. and midnight, while reading, studying, writing checks to pay bills, etc., anybody can use the lift derived from a candy break, the booklet declares.

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

Tonic

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

It is also reported that many business firms are now making candy available in 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.

NORTHWESTERN Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

WRITE, WIRE OR PHONE
PARKWAY MACHINE CORP.
715 Ensor St. Baltimore 2, Md.

NEW VICTOR 77 GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION. Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel. Vends 100 count gum, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

WRITE, WIRE OR PHONE
BITTERMAN & SON
4711 E. 27th St., Kansas City 27, Mo.
Phone: WA 3-3900
"It's 30 in KCMO"

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 James Goddard promised devotion of increased agency attention to food and candy matters.

He said that since taking his present job his focus has been overbalanced on the drug field. He intends to pay equal attention to foods, he said.

Coming under scrutiny soon, he said, will be candy pills and candy cigarettes. Both should be

(Continued on page 58)

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Wire or phone your order to the closest Northwestern distributor.

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1696 West Washington Blvd.
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BIRMINGHAM VENDING COMPANY
340 Second Avenue North
Birmingham, Alabama
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BITTERMAN & SON
4711 East 27th Street
Kansas City 27, Missouri
(816) 923-3900

CENTRAL DISTRIBUTORS
2315 Olive Street
St. Louis 3, Missouri
(314) MA 3-3511

CHAIN STORE SPECIALTIES
1121 71st Street
Miami Beach 41, Florida
(305) UN 5-9545

CLEVELAND COIN MACHINE EXCHANGE
2025-2029 Prospect Avenue
Cleveland, Ohio
(216) TO 1-6715

CONTINENTAL VENDING SUPPLY, INC.
2440 East McDowell Road
Phoenix, Arizona
(602) 275-6734

GRAFF VENDING COMPANY
2956 Iron Ridge
Dallas, Texas
(214) ME 1-2552

GRAFF VENDING COMPANY
9327 Calhoun Road
Houston 21, Texas
(713) RI 7-9823

GRAFF VENDING OF CALIFORNIA
5312 East 12th Street
Oakland 1, California
(415) AN 1-9037

H. B. HUTCHINSON JR.
1784 N. Decatur Road N.E.
Atlanta 7, Georgia
(404) DE 7-4300

KING & COMPANY
2700 West Lake Street
Chicago 12, Illinois
(312) 533-3303

LYNN'S VENDING COMPANY
90 West 2285 South
Salt Lake City, Utah
(801) 484-8801

NORTHWESTERN SALES
461 Lenox Square
Jacksonville, Florida
(904) 388-0443 or
733-1858

NORTHWESTERN SALES & SERVICE
1194 West Tremont Street
Boston 20, Massachusetts
(617) HI 5-8935

NORTHWESTERN SALES & SERVICE
446 West 36th Street
New York 18, New York
(212) 564-8467

PARKWAY MACHINE CORPORATION
701-733 Ensor Street
Baltimore 2, Maryland
(301) 927-1021

ROSELYN VENDING COMPANY
4310 S. E. Division
Portland, Oregon
(503) BE 5-7582

SIDMOR VENDING COMPANY
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Pittsburgh, Pennsylvania
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STAR VENDING COMPANY
310 West 4th Avenue
Denver 23, Colorado
(303) 244-7179

VEEDCO SALES COMPANY
2124 Market Street
Philadelphia, Pennsylvania
(612) 729-8338

VENDALL DISTRIBUTING COMPANY
1820 East 38th Street
Minneapolis, Minnesota
(612) 729-8338

VENDORS DISTRIBUTING COMPANY
682 Madison Avenue
Memphis 3, Tennessee
(901) JA 5-1918

Northwestern CORPORATION
2671 ARMSTRONG ST., MORRIS, ILL.
PHONE: WHITNEY 2-1300

57
Copyrighted material

Pros, Cons of Halloween Mdse.

Continued from page 57

ing and Supply Co., Oklahoma City, buys no special Halloween merchandise. He selects inventory items which are "adaptable." A month before Halloween he prepares special mixes and display fronts and services key locations.

"We prepare many of our own display fronts and three special mixes every month anyway," Adams reports, "so come

Halloween, this is no special problem for us." Adams, it may be noted, has nothing against the excellent display material prepared by suppliers. He uses it. But he has some rather good ideas of his own. Most good operators do.

Spookiness

By using what he calls "stable items" for this holiday merchandising, Adams avoids the financial risk of stocking strictly seasonal items. He says that currently there are a number of items from standard suppliers that may be adapted to Halloween.

We went to the suppliers to find what items they felt filled the bill so far as spookiness is concerned. The following list is not complete, but it gives some idea of the selection:

MacMan Enterprises has a "bat" mask which qualifies nicely as a Halloween mask. (And there are a number of other "bat" items around that have a Halloween flavor.)

Karl Guggenheim has such adaptable items as TV Monster Faces, Bugaboos and Skeleton in a Coffin.

Eppy Charms' vast array of bug items in its Horrible Series lends itself to the scary season. Some 60 items are included.

Penny King has such candidates as a Vinyl Skeleton, Jointed Skeleton, Big Skull With Squeaky Jaw (dime), Skull With Movable Jaw (nickel) and skulls and skeletons for penny vending.

Perhaps Halloween merchandise isn't for everybody. Not even "adaptable" items. As DuWayne Lohrke of Futura Vending in St. Paul puts it: "Two hours and Halloween sales are over. We don't bother with it." And perhaps the seasonal items are only for quick-emptying-machine locations. But possibly a modest amount of Halloween merchandising will pay off for you this year.



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

The Iron Cross Debate Goes On

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

The following is excerpted from a letter written by Bernard Greenberg, president, MacMan Enterprises Corp. of Oceanside, N.Y.:

Sirs:
You have recently run several articles regarding the Surfer's Emblem. Included have been some statements we feel are rather uncalled for, namely (1) "The surfers who wear the Iron Cross wear it as a symbol of revolt against law and order"; and (2) "To highlight machines 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 indulged in every large city that can boast an ocean front.

We are enclosing 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 as being anti-American?

Included in the first ten highest decorations of the U. S. armed forces are the Navy Cross and the Army & Navy Distinguished Flying Cross, both of which are connotations of the Iron Cross. Are those American servicemen who received either of these medals to return them? 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, your local newspaper, whenever a tragedy such as an air crash or auto accident occurs, indicates the impact point with a dark black cross. Said cross is exactly the Iron Cross. Are newspapers, then, practicing anti-American thoughts?

The Volunteer Fire Departments 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 bulk vending item is narrow minded and only tends to put false meaning into that which does not exist.

Fortunately, we live in a free country, and people have the choice to decide for themselves whether or not to buy an item. (Signed.)

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

Gentlemen:
As soon as we realized that we were putting dollars ahead of principle, we took steps to withdraw the Iron Cross from our line.

We had already received the tools and dies from our tool-maker, and without ever having molded a single piece, we ordered them destroyed.

The writer served 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 would have opened up wounds that have taken over 20 years to heal. As the item undoubtedly would have been brought into countless homes, it could have caused much unintended grief.

BUILT FOR BUSINESS! MARK-BEAVER Bulk-Vending Machines

Full of built-in advantages for longer life and greater profits.



C. V. (Red) Hitchcock,
President

P.O. Box 7307 • R-457 CHESTNUT ST.
NASHVILLE, TENNESSEE 37203
PHONE (615) 256-4148
(Distributor areas available throughout the world.)

We congratulate those who took the lead in publicizing this matter. Extensive adoption 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.

NORTHWESTERN

Model 60 Bulk-Pak



Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM,

the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.

Bulk loading.
BIRMINGHAM
VENDING COMPANY

520 Second Ave., North Birmingham, Alabama
Phone: FAirfax 4-7526

"THE BEST IN VENDING"



HARBY INDUSTRIES, aware of the operators problems, presents their NEW & IMPROVED "SWING STAND" which will accommodate either 4, 6, 8 units with these outstanding features. . . . MORE stable at service time, NOW self leveling, NEW type wheel mountings, JUMBO tires on casters, HEAVIER chrome plated, IMPROVED diecast clamps to secure machines to stand.

For craftsmanship, durability & sales appeal get the best tool for your business, "HARBY'S swing stand."

"YOUR PROFIT IS OUR BUSINESS"

(Few distributorships available)
HARBY INDUSTRIES
702 North Mariposa Street
Burbank, California 91502

SCHOENBACH CO.

Manufacturers Representative
Acorn - Amco Distributor

MACHINES

AMCO
Sanitary Vendor
Model 21-F

OAK
Sanitary Vendor

Complete supplies available

HOT - HOT 10¢ VEND ITEMS

(all 25¢ per bag)
Go-Go Rings\$8.00
Marvel Mini-Books (3 Books per Capsule) 9.50
Batman 9.50
Key Chain Assmt. 9.00
Necklaces, Brooches, Bracelets (Penny King) ... 8.00
Mr. Say So 7.50

HOT 5¢ VEND ITEMS

(From \$4 to \$5 per bag)
Batman Items\$5.00

1¢ VEND ITEMS

(all price per M)
Mini-Books\$10.00
Batman Buttons 11.50
Batman Emblems 5.95
1¢ mixes from 3.50

Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.
SCHOENBACH CO.
715 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900

FDA Eyes Candy

Continued from page 57

voluntarily eliminated from the market, he suggested. He criticized both pills flavored to taste like candy and candy made to resemble pills, informing his listeners that 75 children daily are poisoned accidentally through ingestion of harmful pills or too many pills.



HAROLD AND MRS. FOLZ as caught by the Billboard cameraman at the Sheraton-Chicago Hotel during the National Vendors Association convention. Harold had just received an award for his service as an NVA officer during the preceding year.

YOU COUNT MORE WITH OAK



OAK TREE

The Oak Tree makes an ideal stand for Vista Model Cabinet Machines. This multiple vending unit makes your merchandise really stand out. There is no need to disassemble the upper row of machines to service the bottom machines. The wheel-mounted base is 13" x 16"; the overall height is 50 inches. Shipping weight is 19½ lbs. It is available in either baked red epoxy enamel or automotive chrome finish.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____
Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

MONEY Mulls Tax Action

By HANK FOX

NEW YORK—More than 80 members and non-members attended a special dinner-meeting of the Music Operators of New York Thursday (16) to discuss plans of action against the imposition of a sales tax on coin machines in New York State.

Millie McCarthy, president of the New York Coin Machine Association, told the operators of a test case now in progress in Albany. In the proceedings, the plaintiff, Bathrick Enterprises, Inc., a Lockport, N. Y., operator, seeks to obtain a declaratory judgment from the court, ruling that jukeboxes and games are not subject to the New York State sales tax.

A lower court has ruled that coin machine use involves granting a license to a customer for a consideration. The court interpretation means that when a patron deposits a coin in a jukebox or game he is given a license to use that machine. This license is subject to collection of the sales tax if more than 10 cents per play is charged.

In New York City, where a sales tax has existed for many years, coin operators are exempt

(Continued on page 60)



MILLIE McCARTHY: "I'm for fighting to the bitter end."



TEDDY BLATT: Set aside the tax money just in case.

L. A. Hikes Machine Gross Tax, Ignores Cigaretts

By BRUCE WEBER

LOS ANGELES — Cigaret vendors here won a reprieve as the Los Angeles city council, in a surprising action, vetoed a recommendation by the Revenue and Taxation Committee to hike the tax rate on cigarettes.

But coin machine operators working within the Los Angeles city limits were slapped with a gross receipts business tax hike of 25 per cent.

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

John D. Kelly, executive director of the California Association of Candy and Tobacco Vending Distributors, was jubilant after learning of the city council decision not to tax the tobacco and vending industry. "The action by the city council will give not only the vending industry an opportunity to grow," Kelly said, "but will signal additional revenue for the city through the tobacco and retailing market."

Vending operators contacted after the city council's decision agreed an increase in vended cigarette prices is now not likely. Prior to the veto, however, vending operators had been talk-

ing of boosting the price of cigarettes in machines from 35 to 40 cents. The proposed cigarette tax hike lost by 10-2.

Coin machine operators, however, earned a partial reprieve when the city council voted to levy a 25 per cent tax hike instead of the originally planned 50 per cent increase. The vote was 10-5.

The gross receipts tax hike would impose a levy on total gross receipts from each machine at each location. Prior to this the city was taxing coin machine operators only on gross receipts shown on the operators' books, not the entire amount.

Councilmen Gilbert W. Lindsay and John S. Gibson objected to the business tax increase, claiming it would drive operators out of the city, curb expansion and discourage new locations within the city limits.

Frankie Randall On Color-Sonics

LOS ANGELES — Singer Frankie Randall will film two Color-Sonic visual jukebox song productions at Paramount Studios. Ralph Riskin will produce the two films which will be directed and choreographed by Bob Baker.



OFFICERS AND DIRECTORS of the Wisconsin Music Merchants Association pose following election meeting at the Wisconsin Dells. Seated are vice-president Lou Glass (left) of Madison and president Clinton Pierce of Brodhead, long-time top officer of the organization. In back row, from left, are directors Russ Dougherty, Wisconsin Rapids; Dewey Wright, Wausau; Jim Stansfield, LaCrosse; Sam Hastings, Milwaukee, and Roger Boockmeier, Green Bay. (See other pictures this issue.)

Clint Pierce Is Re-Elected Wisconsin Assn. President

LAKE DELTON, Wis.—Brodhead business and political leader Clinton Pierce of C. S. Pierce Music Co., was elected to another term as president of the Wisconsin Music Merchants Association at the organization's meeting here June 19.

Lou Glass, Modern Specialty Co., Madison, was elected vice-president. Directors elected at the meeting were Sam Hastings, Hastings Distributing Co., Milwaukee, who is president of the Milwaukee operators association; Roger Boockmeier, Green Bay; Jim Stansfield, La Crosse; Dewey Wright, Wausau, and Russ Dougherty, Wisconsin Rapids.

The only vote against the Pierce election was cast by Pierce himself.

No election for the posts of secretary or treasurer was required, for the association employs a man for both jobs.

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

chairman Lou Casola of Rockford, Ill.; Fred Granger of Chicago, MOA executive vice-president, and Les Montooth of Peoria, Ill., MOA vice-president.

(Continued on page 63)

EDITORIAL

Los Angeles Loss

Los Angeles coin machine operators appear to have lost their battle to fend off the city's increase in the coin machine gross receipts tax, but the city, we believe, could sustain the real loss. The 25 per cent hike in the levy, coupled with application to gross receipts before commission payment rather than after, is indicative of gross ignorance about the business of locating and operating coin machines. This despite concerted efforts by California Music Merchants Association officials to acquaint council members with the industry position. We laud the CMMA for its aggressive opposition role and suggest that because its advice was ignored, the anticipated revenue increase may not be realized. The reason was aptly explained by councilmen Gilbert W. Lindsay and John S. Gibson, who cast two of the five dissenting votes on the issue. The tax increase, they said, would drive operators out of the city and curb industry growth. Exorbitant taxes are poor revenue producers.

'CAN DO' SERIES

What TO DO ABOUT Location-Owned Machines

With what borders on grim resignation, the business is living with a number of profit-slashing problems. Casting pessimism aside, we commence here a series of "can do" articles directed at the biggest "can't do" bugaboos in the business. Every article is "don't miss" reading for every operator.—Ed.

By S. JOHN INSALATA

A perennial problem seems to be worsening. Growing complaints from operators all over the country coupled with recent exposes of "blue-sky" operators selling cigarette machines to locations in certain communities are strong indicators that the age-old matter of the location-owned machine is a serious problem rather than a periodic nuisance.

Over the years, this problem, which operators view as the "Black Plague" of the business, spreading through an area causing bad will and lost profits with no apparent cure, has been considered "small potatoes" by many—but not by the operator who has been hit by the practice.

Little has been said or published on subject of location-owned machines. Trade associations largely steer clear of the topic in the mistaken belief that any discussion of the problem places them in an extremely legally sensitive area. This is not true. Occasionally, the trade press or a machine manufacturer publishes some helpful information on the subject. But no organized

and consistent program of gathering and disseminating information on what an operator can do—both legally and successfully—to curb these deceitful and dangerous promotions exists in any element of the coin machine industry. But the problem is no longer "small potatoes." For example, industry sources report that 470 location-owned cigarette vending machines were located in the State of Michigan in 1954; that the number had swelled to 2,377 last year. This is a fivefold increase in location-owned cigarette machines in about a decade—in just one State!

What's wrong with location-owned machines?

There is nothing legally "wrong," in terms of business practices, with a location owning its own cigarette machine, jukebox or other coin-operated unit. Legally every business establishment has the right to own its own machine. The problem is normally that the location purchases its own machine under a series of economic misapprehensions and then, after acquiring the device, finds that he is not in a position to properly service the machine.

Specifically, then, here is what's wrong with location-owned machines:

1. The machines are often sold to locations by "sharpie" promoters who lead the location to believe that he can make incredible profits by owning and operating the machine himself. These promoters paint a rosy picture, with profit estimates, promises of machine manufacturer assist-

(Continued on page 60)



ABOUT THE AUTHOR: S. John Insalata, a regular contributor to Billboard, is a former member of the staff of National Automatic Merchandising Association. A member of the Illinois, Federal and U. S. Supreme Court bars, he holds a master's degree in industrial relations from Loyola University, Chicago.

ANOTHER MOA MEETING IN WASHINGTON

WASHINGTON—The Music Operators of America legislative committee met here last Wednesday (22) for additional contact with congressmen regarding the industry proposal for a statutory royalty on recorded music for jukebox play. The House Judiciary Subcommittee is presently considering the MOA proposal—made late last year—which was submitted as substitute language for a section of the Copyright Revision Law now in committee. The subcommittee is expected to make recommendation to the full committee before the July 4 recess. MOA officials are hopeful that this recommendation will include a clear-cut statutory limitation on what operators should pay for the use of copyrighted music. "We talked to subcommittee members last week to see where we stand," said MOA executive vice-president Fred Granger.

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 met LOM Waterloo.
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.
6. Warn locations of operator-owned-and-serviced machines.
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

• *Continued from page 59*

ance and descriptions of the ease of operation and maintenance of the equipment. These promises and descriptions range from claims that are deceptive and exaggerated though technically legal to outright illegal misrepresentations. (Profit promises of promoters disclosed recently, for example, have varied from 6 cents to 14 cents "pure" profit per pack of cigarettes, while professional vending operators are making only 2 cents per pack profit.)

2. *Location maintenance of the machines is very often substandard.* The machine is often out of order; if a jukebox it is poorly programmed, and if a vender it is often filled with stale or low-quality merchandise. Whatever type machine, it is often not as presentable in appearance as an operator-serviced machine.

3. *Since most of these location-owned machines eventually end up elsewhere when the location realizes the economic realities of the situation, several people suffer.* The location suffers through loss of time, money and customer good will. The coin machine operator loses profits. The industry suffers a worsened public image. And those who handle the financial paper on the location's purchase of the machine usually suffer losses as well, for the location frequently repudiates the purchase agreement.

Where is the location-ownership problem likely to arise?

Historically, the fast-talking salesman zeroed in on roadside restaurants and taverns, with many of his promotional activities taking place in rural areas. Today the smooth talker is likely to show up anywhere, including what are theoretically more sophisticated urban communities. Gasoline service stations are especially popular with promoters today.

Now, what YOU CAN DO about location ownership BEFORE a promoter makes an offer.

1. *Review your location relations situation.* The best deterrent to losing a location to a promoter is good location relations. If the location knows you, knows your company and trusts you, he normally will not buy his own machine without first consulting you. The key problem today in

location relations is anonymity. In earlier days the location owner knew the operating company owner personally. Today this is not so often the case. If yours is a small or middle-sized firm, ask yourself how long it has been since you visited a location to see for yourself what the situation is. You may find that a stranger has been encouraging one of your customers to believe that you are not dealing fairly with him.

Take every opportunity to build the location's respect for you as a businessman and reliance upon your company for anything from advice to sympathy. Respect and Reliance: if these are present in the relationship with the location, the odds against the location's falling for a quick-sales routine and purchasing its own machine without at least speaking with you first are in your favor.

2. *Review your commission, loan and bonus policies.* Are you encouraging the location to own its own machine? You may be if you took the location originally on an unrealistic basis.

Did you stress commissions instead of the professional services you could offer? This practice—along with your policies regarding loans and bonuses—can make the location money-conscious, and in this state he is ripe for the promoter. Don't be guilty of giving the location owner false impressions.

3. *Review your routemen location practices.* Are your routemen doing anything that might cause complications? Some companies still follow the practice of having the routeman count the money from the machine in the presence of the proprietor or some employe of the location. Others still follow the practice of having the routeman buy a round of drinks for all patrons in the location at the time.

Other operations may be more sophisticated, or at least more strict, in respect to routemen behavior. But the way the routeman acts, speaks and works can cause location dissatisfaction or encourage the notion that the operation of the machine is phenomenally profitable.

What YOU CAN DO during the "deal."

If the location has been approached but has not yet consummated the sale, or if you know *(Continued on page 64)*

ALL MACHINES READY FOR LOCATION

CC Champion Rifle Range	\$295.00
CC 4 Game Shuffle	95.00
CC 6 Game Shuffle	125.00
Rock-Ola 1458	185.00
Seeburg 222	355.00
Seeburg G	115.00
Seeburg Q100	375.00
Seeburg R	175.00
AMI WQ 120 & 200	
Wall Box	35.00
Seeburg 3W1 Wall Box	9.95

Cable: LEWJO
Call, Write or Cable.

ED GOSS
Call Lew Jones.
Very Important.

Lew Jones Distributing Co.

Exclusive Wurlitzer Distributor
1311 N. Capitol Ave.
Indianapolis, Ind.
Tel.: MEIrose 5-1593

MONEY 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-FI. This ruling subjected the machines to an admissions tax. The decision, however, was reversed.

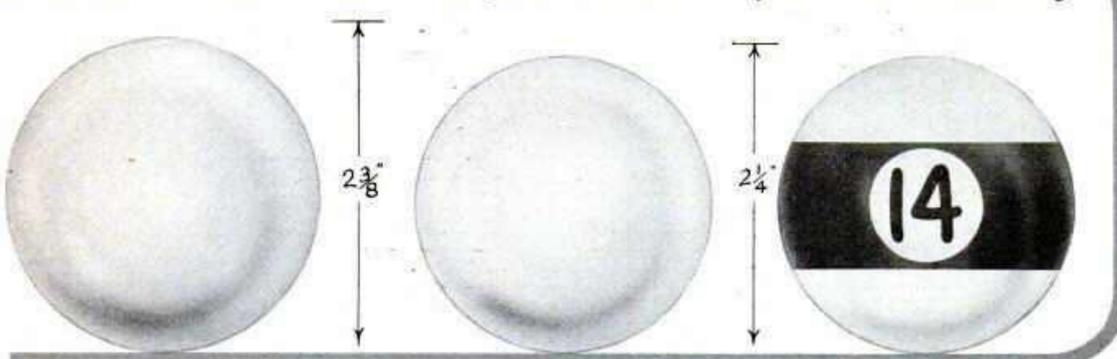
The majority of those attending the dinner-meeting voted to try to come into the Bathrick case as friends of the court in favor of Bathrick. "I'm for fighting to the bitter end," Mrs. McCarthy told the operators. Also both the members and non-members are seeking to raise some money to augment Bathrick's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

Meanwhile Ted Blatt, 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 2 1/4"

MAGNETIC CUE BALL

patent pending

New Cue Ball shown and compared to regulation billiard ball and oversized cue ball, used on other coin operated pool tables. All 16 balls now same size.

NEW PLAYERS • NEW GAME INTEREST • GREATER PROFITS

After 4 years of research and actual field testing, Valley® has perfected the regulation 2 1/4" 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 the larger size cue ball 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.

for information write or call

Valley manufacturing & sales company

THE LOM 'SITTING DUCK' TEST FOR OPERATORS

How vulnerable are you to "own-your-own" machine promoters? Take this quickie quiz and see.

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 and patrons 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.)

Bids Let for Trade School in Chicago

CHICAGO—Plans for establishment of a coin machine technical training program in the Midwest seemed nearer fruition last week with the report that five local trade schools are bidding for the educational contract.

The drive to found a training center for acutely needed coin machine mechanics was launched here several months ago by the Illinois Coin Machine Operators Association with the assistance of the Music Operators of America. A committee of operators met repeatedly with state labor and vocational training officials to establish need for trainees with an eye toward obtaining Federal funding of the

program under provisions of the Manpower Development and Training Act.

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

Bids Submitted

Bids for the training program have been submitted by Coyne Electronics Institute, the Chicago Board of Education, the American Institute of Engineering and Technology, DeVry *(Continued on page 62)*



MR. AND MRS. BOB NIMS (right) hosted Mr. and Mrs. Lou Ptacek at A.M.A. Distributors in New Orleans during recent meeting of Rock-Ola distributors there. The Ptaceks are from Manhattan, Kan. Here Nims relates he caught this fish at Pinas Bay, Panama, while fishing just before Christmas last year.

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 curb the financial dip during the long winter."

Conventions

Convention 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 gun pieces. "My biggest problem," Borden said, "is finding new equipment for my resort 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, which is 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

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 Cleveland and the Dayton branch office, and almost had to hand out tickets."

Other Rock-Ola distributors elicited much the same response from operators at their open houses.

Morris Piha, 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 Piha 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 over-all attractiveness of the G/P Imperial.

populated by the military. Although he has machines in Camp Pendleton, the largest marine base in the United States, the Vietnam conflict has eliminated much of the military population at the base.

"I try to divide my operation into two distinct markets—civilian and military," Borden said. "Obviously I need both to maintain my profit margin, especially since the resort trade is so seasonal."

By maintaining two operations, Borden can interchange equipment, making better use of both new and used coin machines.

Gorelick Joins L & R

ST. LOUIS — Lew Ruben, L & R Distributing, Inc., 1901 Delmar here, announced this week that Jack Gorelick has joined the sales force of the Seeburg branch.

Gorelick, a 24-year veteran of the coin-machine business in St. Louis, is one of the best liked and best known of area coin people.

Say You Saw It in Billboard

Fischer's new, truly balanced, smaller, precision weight

Size OLD STYLE Cue Ball

NEW MODERN Cue Ball. Same Weight as Object Ball

CUE BALL
FISCHER'S New Cue Ball Strikes Object Ball 31/1000 Above Center for Much Better Play and Skill.

When You Think Billiards . . . Think FISCHER—That's Quality!
FISCHER MFG. CO., INC., TIPTON, MO.

ELECTRIC SCOREBOARDS . . . 2 Models

OVERHEAD MODEL
(Natural finish hardwood cabinet)

- Two-faced. Scores 15-21 and/or 50 pts. **\$169.50**

NEW SIDE-MOUNT MODEL
(Walnut Formica finish—easy to clean)

- Scores 15-21 and/or 50 pts. Also 15-21 pts. only. **\$249.50**

EACH model also has these features:

- 10¢ 1-player or 2-player by simple plug switchover. Also 2 for 25¢ play.
- "Game Over" light flashes on at end of game.
- Easily serviced.
- Large metal coin box—holds \$500 in dimes.

MARVEL Mfg. Company
2845 W. Fullerton, Chicago, Ill. 60647
Phone (312) 342-2424

Billboard apologizes for failing to set H. Z. Vending's name and address in last week's ad. To set the record straight, operators are requested to see the new Rock-Ola GP/Imperial Model 433 at the address shown below.

SPARKLING!

ROCK-OLA GP/IMPERIAL MODEL 433 MUSIC MAKER

HYMIE AND EDDIE ZORINSKY
H. Z. Vending & Sales, Co., Inc.
1205 Douglas St.,
Omaha, Nebraska
Phone: (402) 341-1121

United's

BLAZER

SHUFFLE ALLEY

United's

AMAZON

BOWLING ALLEY

1966 Parts catalog now available

Williams ELECTRONIC MANUFACTURING CORP.
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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 manpower shortage remains acute everywhere. The only existing specialized programs for coin machine servicemen are in Denver and New York City. Both schools are aided by Federal funds.

VENDING NEWS DIGEST



SILVER ANVIL, highest award of the Public Relations Society of America, was recently presented to Automatic Retailers of America. Company was cited for its project for feeding undernourished children in South America. It was first such award ever won by a vending company. Shown admiring Silver Anvil are, from left, Bert Wilson, ARA director of public relations; William S. Fishman, president, and Harvey T. Stephens, executive vice-president of ARA.

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 Lazar 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 Hike Fizzes

BATON ROUGE, La.—A proposal by New Orleans Mayor Victor H. Schiro 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 costs 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 GP/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 Grazio, president, and David Shuman, general manager.

Valley Distributing Co., 1798 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, Lemhi, 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

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Clint Pierce Is Re-Elected

• Continued from page 59

Casola reported on the status of Congressional action on revision of the national copyright law, action which has tremendous bearing on the industry because the traditional jukebox exemption from performance royalties is threatened by the revision.

"We are meeting constantly to discuss this matter," Casola said. He announced that the MOA executive committee was to meet for talks in Washington last Wednesday (22). A report from the House Judiciary Subcommittee—currently considering a 2-cent-per-side royalty offer made by the MOA last year—is expected at any moment.

Casola also talked briefly about contracts and pricing. "If we were all working under contracts with our locations," he declared, "the value of our businesses would double. Routes that have all locations on contract are selling for 100 times the weekly take. This is much more than the off-contract sale price."

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

Granger explained that the MOA is assisting the Illinois Coin Machine Operators Association 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 Chicago school—from the establishment of a school committee through many rounds of government 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, Education and Welfare are necessary 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 under what terms of the Act describe as a "coupled program," Granger said. This means both institutional and on-the-job-training, Granger explained. For institutional training, the government 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 training.

"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 businessmen to submit men of their own selection for training if that is desired.

The MOA official also reported that the association's nationwide membership drive that has been going on for several weeks has netted to date 135 new affiliates. He lauded Pierce and State membership co-chairman Lou Glass for their efforts recruiting new members in the Badger State.

Bob Rondeau, Empire Distributing manager from Menominee, Mich., followed Granger's talk with a brief report on his investigation of Jack Moran's Institute of Coin Machine Operations in Denver, the first coin machine school established under the Manpower Development Training Act.

Rondeau, who was selected by area coinmen 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 several students by "bugging" a shuffle alley.

"Those 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 mechanic at an industry trade school.

MOA vice-president Les Montooth, who is co-chairman of the association's national convention to be held in Chicago Oct. 28-30, said expectations are "this will be the best convention we've ever had." And he added, "I'd like to see you all there—wearing 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 "Filmothèque-Discotheque Film Catalog" to merely indicate the concept. David Rosen, who heads the distributing firm bearing his name, said the "Filmothèque-Discotheque" name is intended to identify the concept of audio-visual machines.

Rosen is the exclusive United States 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



JOE ROBBINS (left) and Gil Kitt (center) of Empire Distributing, Inc., greet Ray Jordan in Milwaukee during showing of the new Rock-Ola GP/Imperial at the Milwaukee Inn. The showing was typical of dozens of open-house affairs scheduled by Rock-Ola distributors during the week of June 13 to give operators their first glimpse of the GP/Imperial.

machines distributed or sold by his own company.

vast film library merely for myself," said Rosen. The catalog is free.

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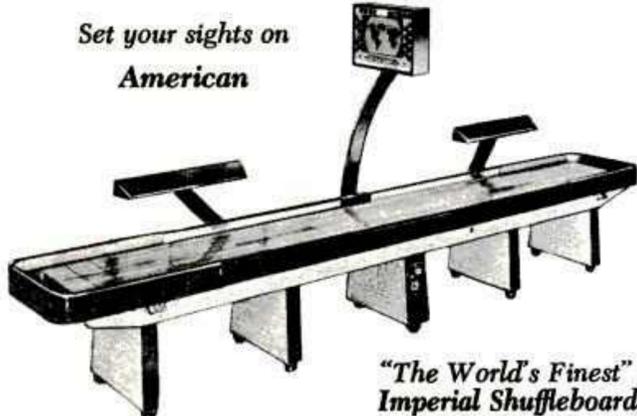
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COINMEN IN THE NEWS

PENNSYLVANIA

At Bedford, Pa., recently, Harry Rosen, Allegheny Cigarette Service Co., Pittsburgh, was elected president of the Pennsylvania Automatic Merchandising Council, and A. W. Weller, Vending Service, Inc., Shamokin, and Richard A. Grady, Canteen Food and Vending Service, Philadelphia, were elected vice-presidents. Elected treasurer was Jack Cantrell, Superior Vending, Inc., McKees Rocks.

The 300 attending elected a board of governors comprised of Carl Beresin, Automatic Coin Vending Corp., Chester; John J. O'Brien, Interstate Vending Co., Philadelphia; Paul J. Schalm Jr., Automatic Cigarette Service Co., Inc., Kingston; Frank E. Speer, ARA Service of Lehigh Valley, Allentown, and Lee Weiner, American Vending Co., Inc., Glenside.

What to Do About LOM's

• Continued from page 60

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

1. *Blast the profits pipedream by informing the location of economic realities.* When the location realized that you do not make 14 cents a pack on cigarets, for example, he's already on the road to disillusionment. You're dealing with a businessman who has been hypnotized, if the salesman has already made his approach. Only cold, hard, believable economic facts will dissuade him.

One benefit of this approach, according to many operators, is that they realize what little data on their operation they have in "meaty," condensed, easy-to-get-at form. This forces them to explain their businesses to themselves in order to explain to locations why the claims of the fast-talking salesman couldn't be the truth. In short, arm yourself with information.

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

There are published case histories of location owners who have been deluded into thinking that they could get rich quick and without work by owning their own machines. You can obtain copies of 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 "rainbows 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. Much has been made of the investment a location saves by having an operator-owned-and-serviced machine. This is a strong point to make with industrial locations, or locations having multiple machines. But the typical tavern operator, say, is not discouraged by the prospect of capital outlay in this type of situation because he is usually pretty well convinced, by virtue of the song and dance he has been handed, that the capital investment is worth it and will soon be repaid from the fantastic profits.

The disadvantages that seem to impress location representatives more than capital outlay are those involved in servicing a machine, handling major repairs, obtaining cigarets or records or any type of merchandise, catering to customer demands, programming music, etc. All this results in lost location operation time, detracts from the real business of running the establishment.

And there is a duo of important details always overlooked by the promoter. He may have discussed obtaining merchandise and servicing the machine, but he never mentioned these two details: slugs and taxes.

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

The location is also ignorant about the subject of license fees and taxes. Sales taxes are especially shocking to the location. Where such taxes are applicable, knowledge of location liability alone can often bring the proprietor back down to earth.

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. (In one instance an operator took a newspaper ad to warn locations and he not only protected his own but picked up a couple of new ones.)

5. *Offer the location representative an alternative to buying his own machine.* Where the location has been approached and seems determined to purchase a machine from a promoter, one of the following three counterproposals may work:

a. **LET HIM OPERATE THE MACHINE ALREADY ON LOCATION.** Give him the keys to the machine you already have in his place of business. Let him experience some of the problems for awhile. In time he'll likely ask for a return to your original arrangement with him. You may even specify the time of the trial period.

b. **OFFER HIM THE LEND-LEASE PLAN.** Under this proposal, the operator offers to lease a machine to the location. Sometimes this includes supplying service, programming, merchandise, etc. The purpose here is the same as in turning over the machine to the location—that is, to keep in contact with the location so that when he is disillusioned he will ask to return to his original

status. This second method has the advantage that the operator is still making some money from the machine.

c. **PROPOSE A SALE AND SERVICE ARRANGEMENT:** Another type of counteroffer, this one is the suggestion that the location buy a machine from you instead of the "blue-sky" salesman. Before you discount this solution, remember this sort of a proposal has all the advantages of the first two counteroffers plus one other big advantage: it is an opportunity for you to regain some of your capital investment in equipment, assuming you sell the location used equipment. Often the operator will also offer to service the equipment in order to remain in contact and determine when the day of disillusionment has come.

What YOU CAN DO after the location has purchased a machine.

1. *You can provide assistance in the location owner's extricating himself.* If the location realizes that an error was made, the operator may offer assistance. But you should not suggest to the proprietor any course of action without consulting your attorney and the location's attorney.

Some operators have offered to pay the freight costs in shipping a location-owned machine back to the headquarters of its seller. But even though the location may appear to have valid legal grounds for voiding his contract to purchase a machine, and even though the persons who sold him the machine may be under scrutiny or even indictment by law enforcement 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 dissatisfied with being in the coin machine business, the operator has found it fruitful to offer to replace the location-owned machine on a trade-in basis (first showing the location the true market value of the machine he has acquired at several times the fair market price) or under lend-lease or the sale and service types of agreement previously discussed.

What about the operator's license?

One method of combatting location-owned machines, a method very popular in years past and still mentioned from time to time, has been to "form a group and lobby for an operator's license." An operator's license usually involves payment of a rather high fee (often \$100 or more) for the first machine owned or operated, with a low fee (\$1 or so) for each additional machine. In the 1930's and 1940's many operator associations lobbied for such laws, partly in the belief that this would discourage 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 on music machines has been upheld in the courts as valid, despite the protests of some location-machine owners, the courts have—at least in one instance—refused to apply the high operator's license fee against a location cigaret machine owner.

But, basically, the problem is that the operator's license does not normally deter locations from buying "blue-sky" equipment. They buy because they're sold on the idea that vending cigarets, operating a jukebox or game is fantastically profitable. In such a situation, the payment of a high license 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 sales tax jurisdictions, is often much more frightening. In general, therefore, providing locations with cold, hard facts about the economics of coin machine operation is a more successful deterrent than the operator's license—which can prove to be a two-edged sword.

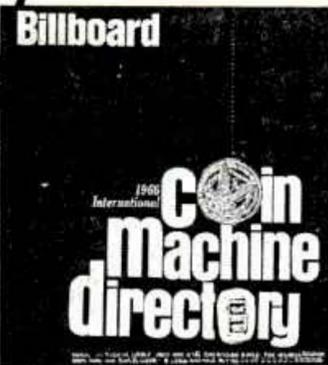
Just a word about contacting authorities.

A step which could be taken at any stage in your location's encounter with the "own-your-own" promoter is to contact the public and private agencies which keep records on such salesmen and sales practices. This is practical if you have enough information on the identity of the salesman and company involved.

The leading private agency to contact for information is your nearest Better Business Bureau. The most helpful public agency at the State or local level is your State department of consumer protection, if one exists in your jurisdiction.

But if the promoters are new in the field, agencies may not have a great deal of information as yet. Therefore, location education and good location relations provide the soundest means of dealing with the location-owned machine threat.

Reprints of the above article are available at 15 cents per copy. (Quantities over 50 copies are 10 cents each.) Write LOCATION-OWNED MACHINE REPRINT, BILLBOARD MAGAZINE, 188 WEST RANDOLPH STREET, CHICAGO, ILL., 60601.



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PHONOGRAPHS

ROCK-OLA

Model	Selections	Year	Remarks
1448 HiFi	120	1955	
1452	50	1955	
1454	120	1956	
1455	200	1957	
1458	120	1958	
1465	200	1958	
1468 Tempo 1	120	1959	
1475 Tempo 1	200	1959	
1478 Tempo 11	120	1960	
1485 Tempo 11	200	1960	
1488 Regis	120	1961	
1495 Regis	200	1961	
1493 Princess	100	1962	
1496 Empress	120	1962	
1497 Empress	200	1962	
414 Capri	100	1963	
408 Rhapsody	160	1963	
404 Capri	100	1964	
418 Rhapsody	160	1964-65	
424 Princess			
Royal	100	1964-65	
425 Grand Prix	160	1964-65	
426 Grand			
Prix II	160	1965-66	
429 Starlet	100	1965-66	
433 G/P			
Imperial	160	1966-67	

ROWE MFG.

G-80	120	1955	
G-120	120	1955	
G-200	200	1956	
H-120	120	1957	
H-200	200	1957	
I-100M	100	1958	
I-200M	200	1958	
I-200E	200	1958	
J-120	120	1959	
J-200K	200	1959	
J-200M	200	1959	
K-120	120	1960	
K-200	200	1960	
Continental	200	1960	
Lyric	100	1960	
Continental 2	100	1961	
Continental 2	200	1961	
Rowe AMI	200	1962-63	
Rowe AMI	160	1962-63	
Rowe AMI	100	1962-63	
Tropicana	200	1963-64	
Tropicana	160	1963-64	
Tropicana	100	1963-64	
Diplomat	200	1965	
Bandstand	200	1965	

SEEBURG

V200	200	1955	
100J	100	1955	
V1200	200	1956	
L100	100	1957	
KD200	200	1957	
161	160	1958	
201	200	1958	
220	100	1958	
222	160	1958	
Q-100	100	1959	
Q-160	160	1959	
AY100	100	1961	
AY160	160	1961	
DS 100	100	1961	
DS 160	160	1961	
LPC-1	160	1962	
LP-480	160	1964	
U-100	100	1964	
Electra	160	1965	
Fleetwood	160	1965	
3010	100	1965	

WURLITZER

1800	104	1955	
1900	200	1956	
2000	200	1956	
2100	200	1957	
2104	104	1957	
2150	200	1957	
2200	200	1958	
2204	104	1958	
2250	200	1958	
2300	200	1959	
2304	104	1959	
2310	100	1959	
2400	200	1960	
2400c	104	1960	
2410	100	1960	
2500	200	1961	
2504	104	1961	
2510	100	1961	
2600	200	1962	
2610	100	1962	
2700	200	1963	
2710	100	1963	
2800	200	1964	
2810	100	1964	
2900	200	1965	
2900-A	100	1965	
3000	200	1965	
3000-8	200	1965	

AUDIO-VISUAL

COLOR-SONICS

Color-Sonics (Soundfilm Machine)

DAVID ROSEN, INC.

Cinejukebox
Filmotheque-Discotheque
(Soundfilm Machines)

SCOPITONE, INC.

Scopitone (Soundfilm Machine)

FLIPPER GAMES

BALLY

Game	Year	Remarks
Aces High 4P	9/65	
Band Wagon 4P	5/65	
Big Day 4P	9/64	
Blue Ribbon 4P	2/66	
Bongo 2P	3/64	
Bull Fight 1P	1/65	
Bus Stop 2P	1/65	
Carnival	11/57	
Circus	8/57	
Cross Country	4/63	
Cue-Tease 2P	7/63	
Discotek 2P	9/65	
50/50 2P	8/65	
Gold Rush 1P	5/66	
Grand Tour	7/64	
Happy Tour 1P	7/64	
Harvest 1P	10/64	
Hay Ride 1P	10/64	
Hootenanny 1P	11/63	
Mad World 2P	9/64	
Magic Circle	6/65	
Monte Carlo 1P	2/64	
Moonshot	3/63	
Sheba 2P	3/65	
Six Sticks 6P	4/66	
Sky Diver 1P	4/64	
Star Jet 2P	12/63	
Trio 1P	9/65	
2 in 1 2P	8/64	
3-in-Line 4P	8/65	
U.S.A.	8/58	
Wild Wheels 2P	3/66	

CHICAGO COIN

Bronco 2P	5/64	
Firecracker 2P	12/63	
Hula Hula 2P	5/66	
Mustang 2P	10/64	
Royal Flash 2P	8/64	
Sun Valley	8/63	

GOTTLIEB

Around World 2P	7/59	
Atlas 2P	5/59	
Bank-A-Ball 1P	9/65	
Big Top 1P	1/64	
Bonanza 2P	6/64	
Bowling Queen 1P	8/64	
Brite Star 2P	4/58	
Buckaroo	6/65	
Captain Kidd 2P	7/60	
Central Park 1P	4/66	
Contest 4P	10/58	
Continental Cafe 2P	7/57	
Corral	10/61	
Cover Girl 1P	7/62	
Cow Poke	5/65	
Criss Cross 1P	3/58	
Dancing Dolls 1P	6/60	
Dodge City 4P	7/65	
Double Action 2P	1/59	
Egg Head 1P	12/61	
Fair Lady	12/56	
Falstaff 4P	11/57	
Fashion Show 2P	6/62	
Flagship	1/57	
Flipper 1P	11/60	
Flipper Clown	4/62	
Flipper Cowboy 1P	10/62	
Flipper Fair 1P	11/61	
Flipper Parade	5/61	
Flipper Pool 1 P	11/65	
Foto Finish 1P	1/61	
Flying Chariots 2P	10/63	
Gauche 4P	1/63	
Gigi 1P	12/63	
Gondolier 2P	8/58	
Happy Clown 4P	11/64	
Hi-Diver 1P	4/59	
Hi Dolly	5/65	
Ice Revue	12/65	
Ice Show	1/66	
Kewpie Doll 1P	10/60	
Kings & Queens	4/65	
Lancer 2P	9/61	
Liberty Belle 4P	3/62	
Lightning Ball 1P	12/59	
Life-A-Card 2P	3/60	
Mademoiselle 2P	11/59	
Majestic	4/57	
Majorettes 1P	8/64	
Masquerade	2/66	
Mayfair 2P	6/66	
Melody Lane 2P	9/60	
Merry-Go-Round 2P	12/60	
Miss Annabelle 1P	8/59	
North Star 1P	10/64	
Oklahoma 4P	2/61	
Olympics 1P	9/62	
Paradise	11/65	
Picnic 2P	10/58	
Preview 2P	8/62	
Queen of Diamonds	6/59	
Race Time 2P	3/59	
Rack-A-Ball 2P	12/62	
Rocket Ship 1P	5/58	
Roto Pool 1P	7/58	
Royal Flush	5/57	
Sea Shore 2P	9/64	
Seven Seas 2P	1/60	
Ship-Mates 4P	2/64	
Showboat 1P	4/61	
Silver 1P	10/57	
Sittin' Pretty 1P	11/58	
Skyline 1P	1/65	
Slick Chick 1P	4/63	
Spot-A-Card 1P	3/60	
Spr. Circus 2P	10/57	
Straight Flush 1P	12/57	
Straight Shooter	2/59	
Sunset 2P	11/62	
Sunshine 1P	10/58	
Sweet Hearts 1P	9/63	
Sweet Sioux 4P	9/59	
Swing Along 2P	7/63	
Texas 4P	4/60	
Thoro Bred 2P	2/65	
Tropic Isle 1P	5/62	
Universe 1P	10/59	
Wagon Train 1P	4/60	
Whirlwind 2P	2/58	

Flipper Games (Cont.)

Game	Year	Remarks
World Beauties 1P	2/60	
World Champ 1P	8/57	
World Fair 1P	5/64	

KEENEY

Black Dragon	8/62	
Colorama 2P	12/63	
El Rancho Hacienda	11/62	
Flash Back	8/61	
Go-Cart 1P	5/63	
Old Plantation	2/61	
Poker Face 2P	9/63	
Rainbow	6/62	

MIDWAY

Rodeo	11/64	
Winner 2P	12/63	

WILLIAMS

A-Go-Go 4P	6/66	
Alpine Club	3/65	
Beat the Clock 1P	12/63	
Big Chief 4P	9/65	
Big Daddy 1P	9/63	
Big Deal 1P	2/63	
Black Jet 1P	1/60	
Bowl-A-Strike	12/65	
Casino 1P	10/58	
Club House 1P	10/59	
Coquette	4/62	
Crossword 1P	4/59	
Darts 1P	6/60	
Eager Beaver 2P	4/65	
Eight Ball 2P	1/66	
El Toro 2P	8/63	
Fiesta 2P	12/59	
Four Roses 1P	12/62	
Four Star 1P	7/58	
Full House 1P	3/66	
Gay Paree	6/57	
Golden Bells 1P	9/59	
Golden Gloves 1P	1/60	
Grand Slam Baseball	2/64	
Gusher 1P	9/58	
Heat Wave 1P	7/64	
Jig Saw 1P	12/57	
Jumpin' Jacks 2P	4/63	
Jungle 1P	9/60	
Kingpin	9/62	
Kings 1P	8/57	
Lucky Strike 1P	8/65	
Mardi Gras 4P	11/62	
Merry Widow 4P	10/63	
Moulin Rouge 1P	6/65	
Music Man 4P	8/60	
Naples 2P	9/57	
Nags 1P	3/60	
Oh, Boy 2P	2/64	
Palooka 1P	5/64	
Pot 'o Gold 2P	7/65	
Pretty Baby 2P	2/65	
Reno 1P	10/59	
River Boat 1P	9/64	
Rocket 1P	11/59	
San Francisco 2P	5/64	
Satellite 1P	7/58	
Sea Wolf 1P	7/59	
Serenade 2P	5/60	
Ski Club	3/65	
Skill Pool 1P	6/63	
Soccer 1P	3/64	
Space Ship 2P	12/61	
Starfire	1/57	
Steeplechase 1P	11/57	
Stop & Go	8/64	
Teachers' Pet 1P	1/66	
10 Strike 2P	1/58	
3-D 1P	11/58	
Tic-Tac-Toe 1P	1/59	
Tom-Tom 2P	1/63	
Top Hand	5/66	
Top Hat	10/58	
Trade Winds	6/62	
Turf Champ	8/58	
Twenty-One 1P	2/60	
Vagabond	10/62	
Valiant 2P	8/62	
Viking 2P	10/61	
Wing Ding 1P	12/64	
Whoopee 4P	10/64	
Zig-Zag 1P	12/64	

BOWLERS

BALLY

ABC Bowl Lane	1/57	
ABC Champion	10/57	
ABC Spr. Del	9/57	
ABC Tournament	6/57	
All-Star Bowling	12/57	
All-Star Deluxe	2/58	
All-The-Way	10/64	
Big 7 Shuffle	9/62	
Bowler 1965 2P	5/65	
Bowler 1966	4/66	
Challenger	9/59	
Club Bowler	2/59	
Club Deluxe	5/59	
Del. Bally Bowler 16'	1/64	
Jumbo Deluxe	9/60	
Lucky Alley	8/58	
Lucky Shuffle	9/58	
Monarch Bowler	11/59	
Official Jumbo	9/60	
Pan American	6/59	
Speed Bowler	11/58	
Star Shuffle	10/58	
Strike Bowler	11/57	
Super 8 Shuffle	4/63	
Super Shuffle	12/61	
Trophy Bowler	4/58	

CHICAGO COIN

Bowl Master	8/59	
Bowling League	2/57	

Bowlers (Cont.)

Game	Year	Remarks
Belair	12/65	
Bull's-Eye Drop Ball	12/59	
Cadillac Ball Bowler	1/64	
Championship	11/58	
Citation	10/62	
Classic	7/57	
Classic	2/56	
DeVillie Shuffle Alley	8/64	
Double		

NEW & USED COIN MACHINES

• Continued from page 65

POOL TABLES & SHUFFLEBOARDS

ALL-TECH INDUSTRIES

Model	Details	Remarks
Gold Crest (3 1/2'x6', 6 pocket)		
Gold Crest (4 1/2'x9', 6 pocket)		
Gold Crest (3 1/2'x7', 6 pocket)		
Gold Crest (4'x8', 6 pocket)		

AMERICAN SHUFFLEBOARD

Bank Shot	(9')
Classic "6"	(6', 6 pocket)
Classic "7"	(7', 6 pocket)
Classic "8"	(8', 6 pocket)
Electra "6"	(6', 6 pocket)
Electra "7"	(7', 6 pocket)
Electra "8"	(8', 6 pocket)
Imperial Cushion	12'
Imperial Shuffleboard	16' to 22'

BATES INDUSTRIES

Round Pool Tables

FISCHER MFG. CO.

Empress 101A	101"x57"
Empress 92A	92"x52"
Regent 91B	92"x52"
Regent 77B	77"x45"
Regent 86	84"x48"
Fiesta 58 (rebound pool)	57"x41"

GOTHAM EDUCATIONAL EQUIP.

Elliptical (elliptical table)

IRVING KAYE CO., INC.

Coin-Op Models	
Deluxe Regular Klub Pool	56"x40"
Deluxe Jumbo Klub Pool	75"x43"
Deluxe Eldorado Mark I	77"x45"
Deluxe Eldorado Mark II	85"x47"
Deluxe Eldorado Mark III	92"x52"
Deluxe Eldorado Mark IV	105"x57"
Deluxe Eldorado Mark V	114"x64"
Deluxe Eldorado 66	77"x45"
Deluxe Satellite	77"x45"
El Dorado Shuffle Board	
Ring-O Round Pool Table	56" diameter

NATIONAL SHUFFLEBOARD CO.

Astrolite Shuffleboard	16'-22"
Champion Shuffleboard	16'-22"
Star Lite Shuffleboard	13'
Streamliner Shuffleboard	16'-22"
Coronet I	45"x77"
Coronet II	52"x92"
Coronet III	59"x105"
Coronet IV	63"x113"

UNITED BILLIARDS

Model 400	58"x103"
Model 300	53"x93"

U.S. BILLIARDS, INC.

Pro 1	78"x45", 6 pocket
Pro 2	88"x51", 6 pocket
Pro 3	93"x53", 6 pocket
Pro 4	103"x58", 6 pocket
Pro 5	114"x64", 6 pocket
Model 6700 Comet	6 pocket series
Model 7700 Comet	6 pocket series
Model 8200 Comet	6 pocket series
Model 9100 Comet	6 pocket series
Mustang Pro 27	50"x86"
Club Pool	56x40, 75x43
Deluxe Rotation Bumper	Model 48
Deluxe Rotation Bumper	Model 67
Electro Pool	

VALLEY SALES CO.

Bumper Pool Series	
5225/W Reg. Size	
785A	78"x45"
875A	88"x50"
935A	93"x53"
1035	100"x57"
El Magnifico Series	
884	88"x50"
934	93"x53"
1014	101"x57"

ARCADE EQUIPMENT

Model Year Remarks

AMERICAN SHUFFLEBOARD

Situation	5/61
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AUTO PHOTO

Auto Photo Model 9	—
Model 12 Studio	—

Arcade Equipment (Cont.)

BALLY

Model	Year	Remarks
Ball Park	1/63	
Bank Roll	1/63	
Barrel-O-Fun '62	11/61	
Batting Practice	8/59	
Beauty Contest	1/60	
Big Inning	5/58	
Crossword	1/56	
Del. Skill Parade	4/59	
Derby Gun	2/60	
Fun Cruise	2/66	
Fun Phone	3/63	
Fun Spot	11/62	
Golf Champ	8/58	
Heavy Hitter	4/59	
Moon Raider	7/59	
Queens (Bch. Is. Trop.)	3/60	
Sharpshooter	2/61	
Skill Derby	10/60	
Skill Parade	1/59	
Skill Roll	3/58	
Skill Score	6/60	
Spinner Novelty	2/63	
Spook Gun	9/58	
Table Hockey	2/63	
Target Roll	1/58	
Target	10/59	
Undersea Raider	—	

T. H. BERGMAN CO.

Arizona Gun

CHICAGO COIN

All-Star Baseball	1/63
Basketball Champ	—
Batter Up	4/58
Big Hit	10/62
Big League	5/65
Bull's-Eye Baseball	—
Champion Rifle Range	1/64
Cross Cross Hockey	10/58
Croquet	8/58
4-Player Derby	—
Goalie	—
Long Range Rifle Gallery	1/62
Midget Skee Super Model	—
Par Golf	9/65
Playland Rifle Gallery	8/59
Pony Express	4/60
Pop Up	10/64
Pro Basketball	6/61
Ray Gun	10/60
Riot Gun	6/63
Shoot the Clown	—
Steam Shovel	5/56
Texas Ranger Gatling Gun	11/65
TV Baseball	3/66
Twin Hockey	5/56
Wild West	5/61

DuKANE CORP.

Ski 'n Skore	'64
Grand Prix	'65

EXHIBIT SUPPLY

Gun Patrol	—
Jet Gun	—
Jungle Hunt	3/57
Pony Express	—
Pop Gun	9/57
Ringer Ball	11/56
Six Shooter	—
Space Gun	—
Treasure Cove	—
Shooting Gallery	6/55

GENCO

Circus Rifle	3/57
Davy Crockett	10/56
Fun Fair	3/58
Gun Club	—
Gun Fair	5/58
Gypsy Grandma	5/57
Hi Fly Baseball	5/56
Lucky Seven	—
Motorama	10/57
Night Fighter	—
Sky Gunner	—
Space Age Gun	6/58
State Fair Rifle Gallery	6/56
2-Player Basketball	—

MARVEL MFG. CO.

Slugger-Counter	—
Baseball (1c, 5c, 10c)	—

MIDWAY

Bazooka	10/60
Carnival Target Gallery	2/63
Deluxe Baseball	5/62
Flying Turns	10/64
Joker Ball	11/59
Little League	2/66
Monster Gun	9/65
Mystery Score	7/65
Play Ball	4/65
Raceway	10/63
Red Ball	5/59
Rifle Champ	1/65
Rifle Range	6/63
Shooting Gallery	2/60
Slugger Baseball	3/63
Target Gallery	7/62
Top Hit Baseball	3/64
Trophy Gun	6/64

Arcade Equipment (Cont.)

MUNVES

Model	Year	Remarks
Air Football		
Air Hockey		
Bike Race	5/58	
Satellite Tracker	5/59	

MUTOSCOPE

Ace Bomber	—
Atomic Bomber	—
Bang-O-Rama	4/57
Drive Yourself	—
Drive Mobile	—
Flying Saucers	—
K.O. Champ	—
Lord's Prayer	—
Photo (Deluxe)	—
Silver Gloves	—
Sky Fighter	—

SOUTHLAND ENGINEERING

Fast Draw	'63
Little Pro	3/64
Speedway	6/63
Telex Quiz	—
Time Trials	9/63

STANDARD HARVARD

Metal Typers

UNITED MANUFACTURING

Bonus Baseball	3/62
Jungle Gun	—
Pirate Gun	10/56
Sky Raider	10/58
Spr. Slugger	4/56
Yankee Baseball	3/59

URBAN INDUSTRIES

AP 10 Theater	
AP 10 Console Theater	
AP Panoramic Theater	
KKT Kiddie Cartoon Theater	

WILLIAMS

Baseball	'57
Crane	10/56
Crusader	6/59
Deluxe Batting Champ	5/61
Double Play	4/56
Extra Inning	5/62
4-Bagger	4/56
Hercules	2/59
Hollywood Driving Range	4/65
Major League	3/63
Major League	—
Mini Golf	10/64
Official Baseball	4/60
Penny Clown	12/56
Pitch & Bat 2P	4/66
Pinchhitter	4/59
Road Racer	5/62
Shortstop	4/58
Ten Pins	12/57
10-Strike	12/57
Titan	8/59
Vanguard	10/58
Voice-O-Graph	'62
World Series	5/62

KIDDIE RIDES

ALL-TECH INDUSTRIES

Cow Pony	
Chuck Wagon	
Cross Country Racer	
Fire Engine	
Hi-Way Patrol	
Indian Scout	
Midget Racer	
Musical Ferris Wheel	
Santa Fe Express	
Satellite Explorer	
Stage Coach	

BALLY

Bucky Bronco	
Champion Horse	
Moon Ride	
Pony Twins	
Space Ship	
Speed Boat	
Toonerville Trolley	

CHICAGO COIN

Round the World Trainer	
Super Jet	

AL FISCHER & CO.

Flipper	
Batmobile	
Jungle Tiger	

Kiddie Rides (Cont.)

PAUL W. HAWKINS

Model	Year	Remarks
Ben Hur Chariot		
Derby Pony		
Leo the Lion		
Mustang		
Pony Cart		
Rodeo Pony		
Sam the Clown		
Twin Quarterhorse		

MUTOSCOPE

Pony Cart	12/64
Space Capsule	12/64

SOUTHLAND ENGINEERING

Kiddie Railroad	
Orbiting Gemini	
Space Ship	
Travel Pony	
Traveling Dinosaur	
Traveling Frog	

UNIQUE INDUSTRIES

Stone Age Rock-It	
Armored Tank	
Air Force Jeep	

CIGARET VENDERS

AUTOMATIC PRODUCTS

Smokeshop Starlite 630, 27 Col., 630 Cap.
Smokeshop Starlite 850, 36 Col., 850 Cap.
Smokeshop Bank Mod., 18 Sel., 630 Cap.
Smokeshop Bank Mod., 27 Sel., 850 Cap.
Smokeshop Slimline V-18, 18 Col., 450 Cap.
Smokeshop Slimline V-27, 18 Col., 640 Cap.
Smokeshop Slimline V-36, Col., 850 Cap.
Smokeshop Starlite 450, 18 Col., 450 Cap.
Smokeshop Mod., 900, 9 Col., 900 Cap.

COAN MFG.

U-Select-It 74-MD, 1 Col., 74 Cap., 25/30/35c without matches
U-Select-It 74-APC, 1 Col., 74 Cap., 30c or 35c with matches
U-Select-It 94-UM, 1 Col., 94 Cap., 30c or 35c without matches
U-Select-It 94-UC, 1 Col., 94 Cap., 30c or 35c with matches
U-Select-It 116-WM, 1 Col., 116 Cap., w/o matches
U-Select 116-WC, 1 Col., 116 Cap., w/matches

NATIONAL VENDORS, INC.

750, 7 Col.
9M, 9 Col., Manual
9ML, 9 Col., Manual
11M, 11 Col., Manual
11ML, 11 Col., 450 Cap.
111, 11 Col., 450 Cap.
Consolette 20, 20 Col., 670 Cap.
Crown 880, Electric, 22 Col., 880 cap.
113, 13 Col., 447 Cap.
222, 22 Col., 616 Cap.
Moduline 22M, 22 Col., 616 Cap.
Moduline 80M, 20 Col., 850 Cap.

ROCK-OLA MFG.

Caravelle, 20 Col., 800 Cap.

ROWE MFG.

Diplomat, 8 Col.
President, 8 Col.
Royal, 10 Col.
520, 11 Col., 520 Cap.
Commander, 11 Col., Elec. Cons., 560 Cap.
Ambassador, 11 Col., 450 Cap.
Ambassador, 14 Col., 510 Cap.
20-700, 20 Col., 700 Cap.
Riviera, 20 Col., 800 Cap.
Celebrity 286, Manual 14 Col., 510 Cap.
Celebrity 260, Elec., 20 Col., 800 Cap.
86R, Manual, 14 col., 510 Cap.

SEEBURG CORP.



GP/Imperial · Model 433



ROCK-OLA

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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.

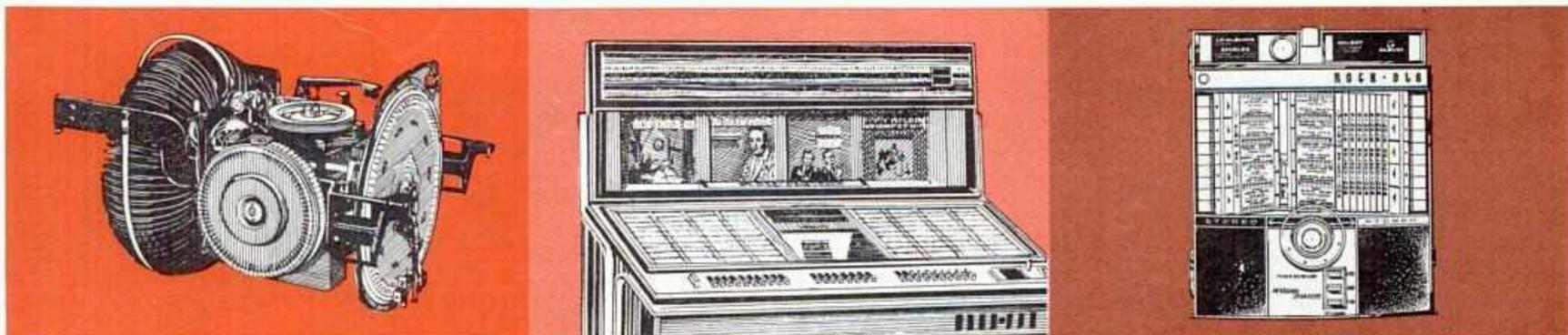
A beautiful introduction to plush surroundings . . .

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-monoaural. Intermixes 33 $\frac{1}{3}$ and 45 RPM records. 7" LPs. Any sequence. Designed to capture the most elegant locations.

Traditional Rock-Ola flair for design reaches a brilliant new level of excellence in this year's Imperial. Proved Rock-Ola performance features combine with new styling to produce a phonograph of unusual appeal. Handsome cabinet. Distinctive grill. Beautifully framed with long-lasting anodized aluminum trim. Rock-Ola Manufacturing Corporation, 800 North Kedzie Avenue, Chicago, Illinois 60651.

EASY-TO-READ SELECTOR AND FULL DIMENSIONAL SOUND PANELS. Beautiful profile enhances prestige styling. Stand-up viewing of 160 selections. Full dimensional sound panel gives sensational room-filling sound.

PHONETTE WALLBOX MODEL 500. Personal listening from 160 selections. Compact stereo speaker-selector unit. Simple selector panel and personal volume controls. 50¢ coin chute optional. Available as Model 501 for 100 selections.



AM REVIEWS

FRANCIS C LAUDA
TUDOR LANE
SANDS POINT
PT WASHINGTON LI N Y 11050

1146
85122
32 R
Y11050



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



YESTERDAY AND TODAY

The Beatles. Capitol T 2553 (M); ST 2553 (S)

Hot album release from the Beatles includes their big singles hits, "Yesterday," "Nowhere Man," "Day Tripper" and "We Can Work It Out." Five new cuts all have singles potential with the strongest sounds coming from "Drive My Car" and "And Your Bird Can Sing."



POP SPOTLIGHT

LOUIS

Louis Armstrong. Mercury MG 21081 (M); SR 61081 (S)

Louis Armstrong is apparently indestructible. In "Mame," the featured song in this album, he has another hot show tune that will be long-lasting. Other songs in the set are in varied moods but the Armstrong mark is on all of them.

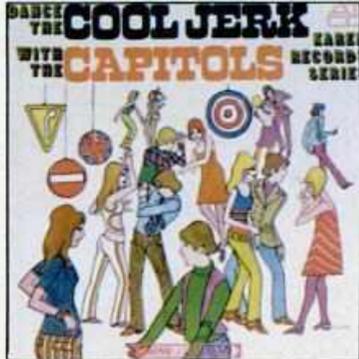


POP SPOTLIGHT

DANCE THE COOL JERK WITH THE CAPITOLS

Atco 33-190 (M); SD33-190 (S)

Featuring their Top Ten single, "Cool Jerk," as the title tune and basis for their debut album, the three boys from Detroit demonstrate their vocal and instrumental talents on a string of current hits and three of their own dance beat tunes. "Dog and Cat" or "The Kick," if released as singles, could replace the "Cool Jerk" on the Hot 100 Chart.

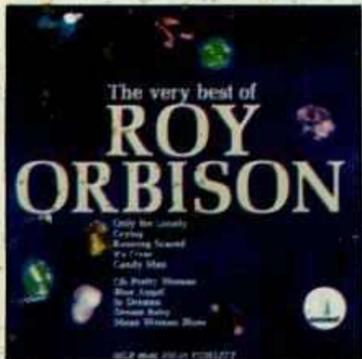


POP SPOTLIGHT

A GROOVY KIND OF LOVE

Mindbenders. Fontana MGF 27554 (M); SRF 67554 (S)

"A Groovy Kind of Love," the group's hit single in the U. S. and England, serves as the title tune for their debut album. The trio includes exciting dance beat performances of "One Fine Day," "Seventh Son" and "Just a Little Bit." Hit singles potential in the cuts "Trickie Dickie" and "Little Nightingale."



POP SPOTLIGHT

THE VERY BEST OF ROY ORBISON

Monument MLP 8045 (M); SLP 18045 (S)

This package of Roy Orbison's great hits, all with gemlike production and a strong dance beat, will be a big chart seller. Contains such tunes as "Candy Man," "Crying," "Oh Pretty Woman," and "Only the Lonely," all from Orbison's biggest period. Beautiful songs, beautifully done.

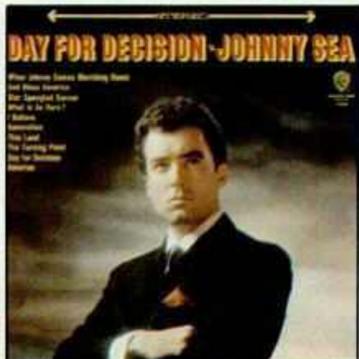


POP SPOTLIGHT

IT'S OVER

Jimmie Rodgers. Dot DLP 3717 (M); DLP 25717 (S)

Featuring his current hit single, "It's Over," the singer-composer has assembled a group of his new compositions in this easy listening, and highly commercial package. "I Keep Thinking" and "Let's Go Away" have strong hit singles potential. His adaptation of "Sloop John B" is a standout.

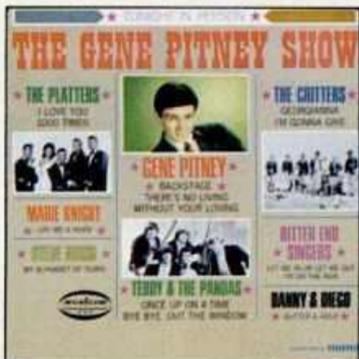


POP SPOTLIGHT

DAY FOR DECISION

Johnny Sea. Warner Bros. W 1659 (M); WS 1659 (S)

Johnny Sea's "Day for Decision" is featured here, and this LP should follow the best-selling path of the hit single. Sea shows tremendous pop talent, too, on such songs as "I Believe" and "When Johnny Comes Marching Home." Every tune has emotional impact. Can't fail.



POP SPOTLIGHT

THE GENE PITNEY SHOW

Various Artists. Musicor MM 2101 (M); MS 3101 (S)

Cleverly packaged LP features the highlights of the Pitney show, in-person performances by top pop music groups. Pitney's hit single, "Backstage," is spotlighted, as is "I Love You 1,000 Times," chart-comeback disk for the Platters. Other groups on the LP include Teddy and the Pandas, the Critters and the Bitter End Singers.



POP SPOTLIGHT

THE TOUCH OF GOLD

Charlie Byrd. Columbia CL 2504 (M); CS 9304 (S)

Charlie Byrd adds to his credentials as a guitarist. Scoring amplification, Byrd gives crisp and sensitive performances of "Shadow of Your Smile," "Michelle" and "Taste of Honey." Charles Calello's arrangements and the use of horns and strings adds depth. The vocal background helps sometimes, but other times is a bit distracting.



POP SPOTLIGHT

THE BRAZILIAN SCENE

Luiz Bonfa. Philips PHM 200-208 (M); PHS 600-208 (S)

Luiz Bonfa, a master of the guitar, demonstrates solid musicianship on a beautiful "Embolada" and a haunting "Zomba." But his range also includes sparkling versions of "Bye Bye Blues," "Yesterday," and "That Old Black Magic." The stereo version is excellent and should provide great programming for both good music and serious music radio stations.



COUNTRY SPOTLIGHT

MANY HAPPY HANGOVERS

Jean Shephard. Capitol T 2547 (M); ST 2547 (S)

Miss Shepard's singles chart smash, "Many Happy Hangovers to You," tops the list of excellent performances that include "Day to Day" and "Our Past Is in My Way." Even the sad lyrics of a love-weeper ballad sound happy sung in her warm, inimitable vocal style. Well produced package will quickly hit the country LP charts.

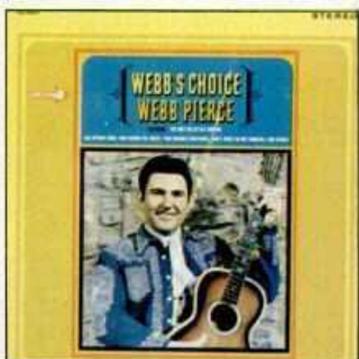


COUNTRY SPOTLIGHT

WEBB'S CHOICE

Webb Pierce. Decca DL 4782 (M); DL 74782 (S)

A winner every time—this Webb Pierce. This time he comes up with beautiful versions of "Danny Boy" and "Time Changes Everything," plus bright versions of "Cotton Fields," "San Antonio Rose," and "You Ain't No Better Than Me."

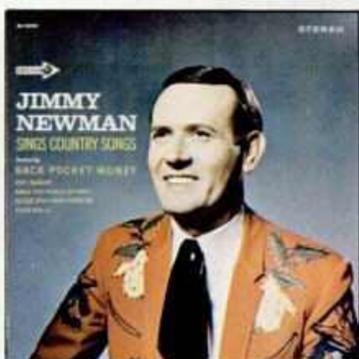


COUNTRY SPOTLIGHT

JIMMY NEWMAN SINGS COUNTRY SONGS

Decca DL 4781 (M); DL 74781 (S)

"Back Pocket Money" is Jimmy Newman's big hit that will create a definite sales drive for this album. Some of the other great tunes include "These Boots Are Made for Walkin'," "Make the World Go Away," and "Four Walls." A superb album by a superb showman of the country field.

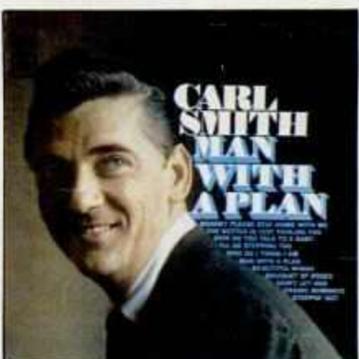


COUNTRY SPOTLIGHT

MAN WITH A PLAN

Carl Smith. Columbia CL 2501 (M); CS 9301 (S)

Carl Smith's best effort in years. There are three really great performances here: The title song, "Man With a Plan," the old tearjerker "Mommy Please Stay Home With Me," and the inspirational "Beautiful Wings." Both "Plan" and "Wings" have hit single possibilities. Backed by other superb country tunes, this LP will shoot up the country chart.



COUNTRY SPOTLIGHT

THE HIGH, LONESOME SOUND OF BILL MONROE AND HIS BLUE GRASS BOYS Decca DL 4780 (M); DL 74780 (S)

Bill Monroe, the father of bluegrass, was never in finer form than on this selection of tunes recorded over a period of 13 years. Tunes include 1952's "My Dying Bed" and "Highway of Sorrow" recorded in 1964. His group included such standouts as Jimmy Martin and Sonny Osborne.



CLASSICAL SPOTLIGHT

BRUCKER: SYMPHONY NO. 5 IN B FLAT/MOZART: SYMPHONY NO. 36 IN C, "LINZ" (2-12" LP's) Concertgebouw Orch. of Amsterdam (Jochum). Philips PHM 2-591 (M); PHS 2-991 (S)

A choice coupling here brings together two expansive works interpreted in like fashion by Jochum. His enthusiasm and technique carries over to the Concertgebouw.



CLASSICAL SPOTLIGHT

MUSIC FROM MARLBORO BUSONI: FANTASIA CONTRAPPUNTISTICA. REGER: SONATA IN A MINOR Peter Serkin, Richard Goode, Mischa Schneider. Columbia ML 6291 (M); MS 6891 (S)

The group continues to put out excellent performances. Featured are Peter Serkin, Richard Goode and Mischa Schneider. Both sides are excitingly performed.



CLASSICAL SPOTLIGHT

STRAVINSKY CONDUCTS PULCINELLA

Various Artists/Columbia Symphony Orch. (Stravinsky). Columbia ML 6281 (M); MS 6881 (S)

This is a new recording, available for the first time in stereo. Stravinsky's present treatment is elaborate and much more complex, and adds a new dimension to the works. Orchestra provides first-class support.



FOLK SPOTLIGHT

SINGIN' IN THE STORM

Shirley Verrett. RCA Victor LM 2892 (M); LSC 2892 (S)

What an album. No one has sung "Strange Fruit" like Miss Verrett, except perhaps Billie Holiday. The fare is mostly Negro folk songs—like "No Slavery Chains for Me" and "Oh Freedom." She also does Pete Seeger's "If I Had a Hammer" and "Where Have All the Flowers Gone." If she ever decides to quite opera, she has a new career.