

Billboard

The International Music-Record Newsweekly

Philips' Cartridge Marketing Plans

By DON WEDGE

LONDON—Philips' marketing plans for its CARTRIDGE—the compatible stereo mono pre-recorded tape cassette—was revealed to its U.K. sales personnel and international executives meeting here last weekend.

Plans involve marketing of the first British-made cassettes which will embrace EMI as well as Philips-controlled repertoire. Pye is expected to license its repertoire on a nonexclusive deal later.

The Philips cassettes are for use with its battery-operated, transistorized "pocket" tape recorder, the EL 3301, which has been on the European market for three years. U.K. price is about \$80, including microphone.

Two plug-in recorders, one mono and one stereo, are being added to the range. The Philips Compact

(Continued on page 66)

Cartridge Duplication Standards Pressed

NEW YORK—Larry Finley, president of the International Tape Cartridge Corp., last week called on the industry to set standards governing cartridge duplication. Finley asked that the Record Industry organization establish the standards similar to the RIAA standards in disk recording.

Finley said that immediate industry action on cartridge standards is vital to the growth of the new industry and is of prime importance to the record companies whose product is being duplicated. The record companies, Finley said, are meticulous in their recordings and spare no costs in presenting their artists in the best possible recorded form.

The same care should be taken when these recordings are duplicated into tape cartridges, he added.

(Continued on page 10)



Constant hitmakers are the Four Tops whose new single, "Reach Out, I'll Be There," Motown 1098, will be released this week. Aptly titled is the quartet's latest block buster album, "On Top," Motown MLP/SLP 647. Advertisement

NARA Takes Freedom Road In Move to Thwart Control

By CLAUDE HALL

NEW YORK—In a major policy decision by the board of directors, the National Association of Radio Announcers voted Friday (12) to remain an organization of, by, and for the radio deejays in the r&b music field.

The decision came at the annual convention of the 11-year-old organization here Aug. 11-14 at the Waldorf-Astoria Hotel. The convention, which had the largest turnout in the group's history, was highlighted by the Golden Mike Awards for r&b, jazz, gospel songs, artists and records and presentations by the various record companies on Saturday night.

With only minor changes it was expected that the "New Breed" slate of officers elected at last year's convention in Houston would remain in office, with some changes in the board of directors.

The board of directors of NARA in a closed session reaffirmed that the organization shall "remain an organization for r&b deejays." Del Shields, executive vice-president, said that, "though we welcome the support

and interest of allied people in the industry—whose support we have already received—the organization will not change its profile to open the doors to non-radio people.

"The board of directors will not be prostituted, nor used by people with personal, selfish means." He said that additional steps will be taken to work with radio management.

This tack in policy came, it was learned, to spur an interest in radio management. NARA recently sent 21 letters to leading r&b station owners and managers to participate in the convention. Of this number, only four responded. The response came from only the purchase of advertisements in the organization's convention program—not a desire to participate actively in the convention.

Want Participation

"In our letters, we'd stated that we were desirous of making them aware of our efforts and hoped they would participate in the convention," said Shields. "This weak reaction made us realize more work has to be done in this area. Station owners and managers should realize that NARA members are interested in playing a vital part in radio."

NARA members are no longer "interested in just being an entertainment deejay," Shields said. "The role of entertainer-only is passe. Knowing records and being concerned with the top 40 list is only a small part of the job."

As part of the organization's self-improvement plan, Dr. Jack Allen of Bob Dore Associates, a leading station represented specialist in r&b radio, presented a closed session briefing to the board of directors last week during the convention to bring them up-to-date with the figures and facts on the potential of the Negro market and its buying powers. This information will be presented to deejays to help them do their job better.

(Continued on page 10)

UA, Labels Shift To Cap. Disk Club

By ELIOT TIEGEL

LOS ANGELES—United Artists and its subsidiary labels, will shift to the Capitol Record Club when U.A.'s club affiliation with Columbia terminate Nov. 2, 1966.

The acquisition of U.A. will enable Capitol to open a film soundtrack-Broadway cast department, stated Edward Nash, Capitol Club president who has spearheaded the Coast company's drive for outside labels over the past two years.

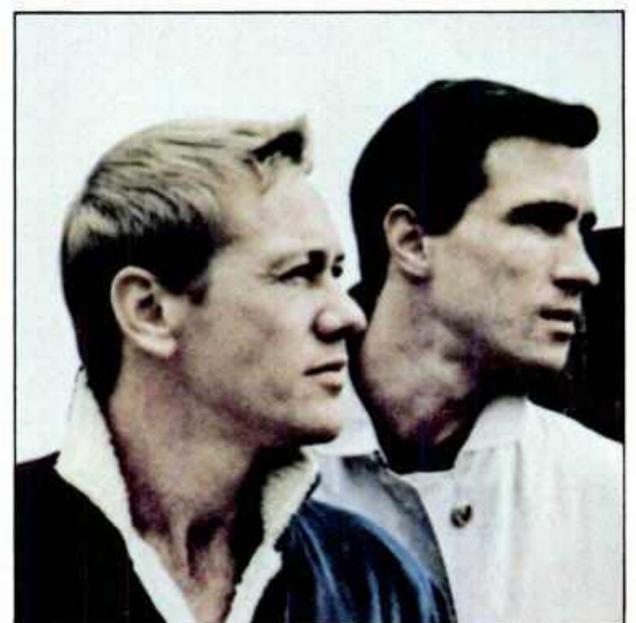
In order to maintain a department, Nash explained, a club needs around 100 new albums a year. With product from MGM, Capitol's own catalog and now U.A., this requirement is fulfilled. Already functioning departments offer pop vocalists, country/western, teen, classical, jazz and easy listening-dancing.

An uncanny quirk in the transaction brings the Beatles soundtrack LP from "A Hard Day's Night" into the Capitol coffers. Such blockbuster film packages as "Thunderball," "Goldfinger," two of the James Bond thrillers, plus "What's New Pussycat?" and "Tom Jones" will revert to Capitol.

U.A.'s artist roster will provide the Capitol Club with albums by the piano duo of Ferrante and Teicher, Lena Horne, Al Caiola, Jimmy Roselli, Shirley Bassey, George Martin (who left EMI to form his own production company but still a&rs the Beatles dates), LeRoy Holmes, Jordan Christopher, Del Reeves, Jay and the Americans, Bobby Goldsboro, Patty Duke, Anthony and the Imperials, Don Adams and Pat Cooper.

Capitol Records, Inc., president Alan Livingston called the move by U.A. out of the Columbia fold, recognition of Capitol's own growth and stature in the club field. "The word's been out," Livingston boasted.

(Continued on page 10)



The Righteous Brothers have a hit to rival their smash, "Soul and Inspiration," on Blue Verve. It's "Go Ahead and Cry" (VK-10430), and they must mean all the way to the bank! Advertisement

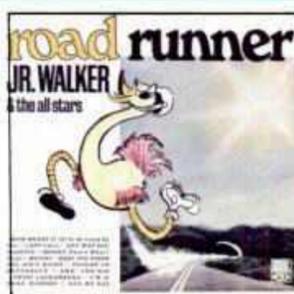
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(Advertisement)

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MOTOWN M-647 S-647



SOUL M-703 S-703

The Sound of Young America



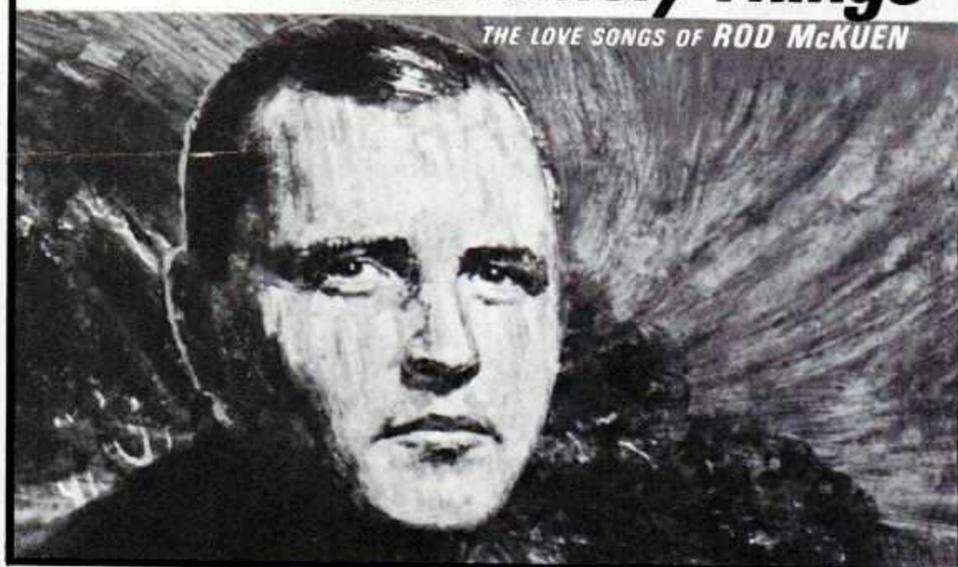
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ARNOLD MAXIN, standing right, head of the Big 3, and firm's professional manager Jay Lowry, standing left, flank songwriters Sal Trimachi and Richi Cordell, who recently signed an exclusive writing pact with the Robbins-Feist-Miller combine.

Capitol Forms Dept. to Sharpen Preem Setup

By ELIOT TIEGEL

LOS ANGELES—Capitol is strengthening its position in the lucrative premium business with the creation of a department headed by newly hired Harry Mynatt to design packages for American industry.

Mynatt, who serves as national manager of creative products, believes the potential for records as premiums has hardly been touched. In the past, Capitol's premium efforts have been through the custom service pressing department. Some of its accounts have included U.S. Royal, Northeast Airlines, Baccardi Rum, Dodge, Scripto and Chevrolet.

Now, Mynatt, a 20-year veteran of premium merchandising with the Raymon R. Morgan ad agency and one of its spinoff broadcasting properties, "Queen for a Day," says Capitol will initiate a concerted effort to become a kingpin in the premium industry, with hopes of rivaling the efforts of such

Vanguard Offers August Discount

NEW YORK — Vanguard Records is offering an August discount deal. All \$4.79 and \$5.79 classical merchandise will be cut 20 per cent, while pop and folk records will be cut by 10 per cent. The Everyman Series, a budget classical line, will also be cut by 10 per cent.

Herb Corsack, Vanguard sales manager, said the company has just finished moving into its new warehouse at 71 West 23 Street here.

major premium operators as Columbia and RCA Victor.

Named Mynatt's assistant is Ernie Dominy, formerly Western custom sales manager. Mynatt foresees a New York-based representative within 90 days and a Chicago office operating within six months. The men he will be seeking have to be "creative thinkers, not order takers," he says.

The potential in the premium business "is what you make it," Mynatt said. "The potential is the same as for any new record company."

One of the valuable aids a record company receives from a premium LP is the catalog exposure for artists included in the special package. This is accomplished by printing the name and number of the LP from which the cut was extracted.

Gently tapping a copy of Standard Rate & Data, which lists all U. S. companies which advertise, Mynatt says there are copious firms which could "become Firestones and Good-years," a ready reference to these two companies being mass movers of premium albums.

Mynatt explains he tries to analyze how Capitol can best create an album to fit the needs of a company, which in turn will allow the customer advertising and promotional possibilities. Costs vary with each project, based on the royalties to be paid to artists and publishers and the kind of packaging designed.

While there are internal situations to be ironed out, one thing is certain: no immediate hit product will be offered in premium form. Premiums, which are self-liquidating, usually sell for \$1, although there

(Continued on page 10)

Wedge Record Retailer Editor

LONDON — Don Wedge, Billboard's European editor, was named editor of Record Retailer, Britain's only music trade newspaper. He will continue to serve as Billboard's European editor. The appointment was announced here by Julian Ormond, managing director of the British paper.

It follows the acquisition of Record Retailer by The Billboard Publishing Co., which was completed here last week.

As Record Retailer's editor, Wedge succeeds Ian Dove who

was appointed sales director. Also joining the paper is Graeme Andrews, a music journalist of several years' experience. The appointments are an integral part of the planned expansion of Record Retailer's editorial service to the British trade, Ormond added.

Record Retailer will continue entirely under the management of its British executives, headed by Ormond, according to William D. Littleford, president of The Billboard Publishing Co. and new chairman of Teltime, Ltd., which publishes the U.K. weekly.

The newspaper will move shortly to New London offices which will also serve as Billboard's European headquarters. They will also house Andre de-Wekey, European Director, whose function will continue unchanged, Littleford said.

Hal B. Cook regards the purchase of Record Retailer as an important extension of Billboard's services to the international music business. Wedge's editorial team, particularly Andrews and classical specialist Ken Willsmer, would be strengthening Billboard's European coverage, Cook said.

Hey Nashville, Here Comes Louisville

LOUISVILLE—If it's left up to three young Kentuckians, there'll soon be a sound to rival the Nashville Sound. And, naturally, it'll be known as the Louisville Sound.

The Louisville Sound, if it ever materializes, will flow from a simple frame home with an attached blockhouse in nearby Jeffersonton where Ray Allen, Tim Tyler and Hardy Martin operate Sambo, Inc.

In only five years, the young trio—Allen is the oldest at 31—have built their recording, booking agency (Triangle Talent) and publishing firm (Falls City Music) into a small empire grossing \$250,000 annually. Sambo, Inc., has built itself up by developing and promoting local rock 'n' roll groups such as the Mersey-Beats USA, the Keyes, Soul, Inc., the Monarchs, the Sultans and the Carnations and Tren-Dells.

Sambo, Inc., hasn't yet had a record hit the charts, but that hasn't stop them from pushing the careers of their local groups, some of whom command up to \$500 a night for proms and teen-hops. Then, too, if one of the Sambo releases makes good in the Louisville market—sales of 2,000 to 3,000 disks—there's a good chance that one of the major labels will pick it up.

Kapp Meetings Hit Bonanza

NEW YORK—Kapp Records executives last week completed their distributor presentations with "the highest initial sales orders for any album release in the firm's history," according to Sid Schaffer, sales vice-president.

The Kapp team toured the nation by chartered plane. The mode of transportation was necessitated by the airline strike.

Three new albums have been added to the 15-LP fall release. They are Gunter Kallman's Chorus With Orchestra and Bells, an offering by Raymond Lefvre and an organ record by John Gart.

'Ploughboy' to Bell

NEW YORK — Bell Records has bought the U. S. rights to "The Merry Ploughboy," an Irish song written by Dominic Behan, brother of the late Brendan Behan and published by the Essex Music group in England. The record originated in Canada on the CASL label, distributed through Quality Records.

Mainstream Back on the Singles Track After 4 Years

NEW YORK — Bob Shad, president of Mainstream, is returning to the production of singles after a lapse of more than four years. Shad returned here last week after a month-long national tour in which he signed and recorded new acts for Mainstream and Brent. Plans call for the first releases of three singles on each label by the end of this month. Subsequent releases will be three singles a month on each label.

The projects marks the first full-scale entry by Mainstream into the pop singles field and represents a shot in the arm for Brent, a Mainstream label which has released singles on an irregular basis. Mainstream also will continue to release occasional singles from albums, such as one due out soon from the soundtrack album of "Gulliver's Travels Beyond the Moon," a Walter Reade-Sterling film.

New acts recorded by Shad in San Francisco and Los Angeles include the Euphoria

Group from Houston, Wildflower from San Francisco, the Ariels from San Jose, Calif., the Unusuals from Bellingham, Wash., the Harbinger Complex from San Leandro, Calif., the Final Solution from San Francisco, the Other Side from Sunny Vale, Calif., and the Countdowns from San Jose. Shad is leaving New York soon on another talent-hunting and recording trip.

Except for Carmen McRae, Shad has produced no singles personally since Time and Brent had several chart entries several years back. At that time, Shad recorded Skip and Flip, Bertha Tillman, the Bell Notes, the Chariots, Garry Lee, the Beau Marks, Eddie Quintero, Rusty Isabell, the Genies, Mina, and the Knockouts. Previously, when Shad was head of a&r at Mercury Records, he recorded Dinah Washington, Patti Page, Sarah Vaughan, the Crewcuts, the Platters, Georgia Gibbs, Cannonball Adderly, Eddie Heywood and the Blue Stars.

Premier Buys a Polka Line

NEW YORK — Premier Albums this week acquired the nation's leading polka line. The deal gives Premier exclusive world-wide manufacturing and marketing rights of the catalog of the Jay Jay and Drum Boy labels.

Jay Jay and Drum owner was Walter E. Jagiello, generally known as Li'l Wally. The Chicago-based executive is also the top recording artist in the polka field.

Premier is acquiring a Polka catalog of 200 albums which carry suggested list prices of \$3.79 and \$4.79. Jagiello will continue to produce Li'l Wally albums for Premier. Some dozen

Li'l Wally albums and several singles are planned for fall release.

Phil Landwehr, Premier president, said that no decision has been made with regard to tape, club and foreign licensing deals for the newly acquired lines. He added that these areas are being explored.

According to Landwehr, the polka business grosses about \$10 million annually, and is growing at the rate of 30 per cent a year.

Li'l Wally will continue his Sunday three-hour broadcasts on Chicago stations WSBC and WTAQ.

DUTCH CONCERT TO WOO TOP GLOBAL ARTISTS

AMSTERDAM—A host of world stars are now set for the Dutch record industry's big annual concert—the Grand Gala du Disque Populaire. It will be held at the RAI-Congress Building here Oct. 1. Heading the American contingent will be Dionne Warwick, Julie London and Al Hirt. Main chart group interest comes from Britain's Georgie Fame and the Blue Flames and the Spencer Davis Group as well as the leading Dutch beat unit, Les Baroques.

Others set include Hildegard Knef, Astrud Gilberto, the Peanuts and Leo Ferre, announced Piet Beishuizen, director of CCGC, the Dutch retailer-manufacturer co-operative.

A special tribute will be paid to Austrian composer Robert Stolz who will attend as guest of honor. Others to be featured include Belgium's Francis Bay and His Orchestra, and Dutch cabaret stars Paul Van Vliet and Ramses Shaffy.

The concert will be televised by VARA and is on offer to Eurovision.

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U. K. Mfrs. Look to Govt. to Plug European Hole If Pirates Get Sunk

LONDON—The government seems determined that the pirate broadcasters shall go. But the British music industry will miss them. Even some of the record manufacturers who opposed them to protect the hard-won, long-established mechanical copyrights are conceding privately that the pirates will be missed. Manufacturers are anxiously awaiting the next government move — the alternate network—and are quietly lobbying for it.

The government's planned legislation is directed at the broadcasters and those who serve them. There would be a maximum sentence of two years

in prison for transgressors. The pirates are claiming human rights are imperiled and are calling for support from a claimed 18 to 25 million listeners.

The issue will be settled in Parliament. Premier Harold Wilson's large majority and the distance from another election virtually ensures its passage. It is unlikely there will be serious opposition — only criticism of plans for the promised alternative. There is a possibility that the intended legislation may be strengthened to include rights of search at sea, this would mean that the ships themselves would also be controlled, not

only those who operate them.

Foreign nationals could avoid the proposed law, if operating from other countries, although they could be subjected to diplomatic pressure.

Eire is likely to have similar legislation. Holland has it pending. France and Belgium are already served by commercial radio from outside and their governments are not likely to welcome more.

The off-shore stations, however, remain optimistic. "We will not break any law," says Radio London spokesman Mike Stone. "We won't ask our staff or advertisers to do so either."

(Continued on page 54)

Brown & Miss Warwick Champs

NEW YORK—James Brown of King Records was named the male vocalist of the year in Saturday night's (13) presentations of the Golden Mike Awards by the National Association of Radio Announcers (NARA). Donne Warwick, of Scepter Records, received the female vocalist of the year award.

The formal dinner was one of the highlights of the 11th annual convention of NARA. The Temptations of Tamla-Motown Records were named best r&b male group; the Supremes were voted best female r&b group.

The best r&b single of the year was Percy Sledge's "When a Man Loves a Woman" on Atlantic Records. Best r&b al-

bum was "Lou Rawls Live" on Capitol Records.

Ramsey Lewis with "In Crowd" on Cadet Records won as the best jazz single of the year; Jimmy Smith's "I Got My Mojo Working" was named the best jazz album of the year. Duke-Peacock Records' Mighty Clouds of Joy won the award for best gospel single with "Can't Nobody Turn Me Around."

Joe Tex of Dial Records was named the most promising male singer, Carla Thomas of Stax Records was named most promising female singer. The Toys of DynoVoce Records were chosen most promising female group, the Mad Lads of Stax Records were named the most

promising male vocal group in the r&b field.

NARA presented station awards to WCHB, Detroit, to Dr. Hayley Bell, one of the owners, for his distinguished service to radio. WOL, Washington, received an award honoring its growth in the market to No. 1 in less than a year with r&b programming. KGFJ, Los Angeles, was presented an award for news reporting during the recent Watts riots.

Joe Medlin of Atlantic Records received the Dave Dixon Award for distinguished service to NARA; Georgie Woods of WHAT, Philadelphia, received the Sam Cooke Award for human relations, to mark his trip recently to Vietnam to entertain American soldiers.

Monkees Swinging Pitch Set

NEW YORK—The Monkees, just signed by Colgems Records, distributed by RCA Victor Records, is set for a massive promotion campaign. The group stars in the new NBC-TV half-hour comedy series "The Monkees" which debuts Sept. 12.

First Colgems release by the group is slated for Aug. 16. Title is "Last Train to Clarksville" b-w "Take a Giant Step," according to an announcement by Don Kirshner, head of the new label, and Norman Racusin, division vice-president and operations manager for RCA Victor.

The show centers around the antics of an unknown, long-haired rock 'n' roll group named the Monkees. The artists on-screen-and-off are Davy Jones, who appeared on Broadway in "Oliver"; California folk singer Michael Nesmith, Greenwich Village folk singer Peter Tork, and Micky Dolenz, who ap-

peared in the "Circus Boy" TV series. Kirshner, also president of the Columbia Pictures-Screen Gems TV music division, will supervise the Monkees' musical activities and serve as musical consultant for the TV series. The group will introduce two new songs n each of the Monday night shows, which will be in color.

The publicity campaign to promote the group's first single was launched recently with teaser ads in the trade papers hinged on the idea that "Monkee business is big business." This same teaser ad campaign is being kicked off in teen magazines at the time of the single release. A teaser ad campaign has also been initiated to the press and deejays. Ad mats, point-of-sale materials, four-color counterpiece display and streams are ready for use at retail level.

'Language of Music' Top Reference Work

NEW YORK — Stig Anderson, president of Sweden Music A.B. and Polar Music Records, has granted U. S. sub-publishing rights for the controversial film, "Dear John," to Overseas Songs and Davon Music. Soundtrack rights went to Dunhill Records. The ABC affiliate is rushing release on the original soundtrack album and single. Both are instrumentals. The

singles will be the movie's theme song.

Anderson completed the agreements with Dunhill on a recent visit to the United States. He is currently trying to obtain vocal renditions of the theme. Also, Anderson has given record rights, through Polar Music Records, to United Artists for U. S. release of the well-known Scandinavian folk artists, Hootenanny Singers.

Music City Is Low on 'LSD'

LOS ANGELES—"LSD," a documentary report on the current psychedelic drug controversy, has run into resistance on the retail level from the prestigious Music City Chain. The Capitol LP is not being displayed by the chain and its salespeople are not talking up the package. The LP is, in fact, kept out of public sight.

When contacted for an answer as to why the store was taking such a drastic approach, Ethan Caston, vice-president in the Hollywood store, stated: "I don't think it's in good taste. I think of the LP in terms of how it can affect my kids."

When told about the store's policy, Capitol's President Alan Livingston sounded surprised and noted that this was an exceptional reaction. "We have had totally favorable reaction," he said. The narcotics bureau of the Los Angeles Police Department had requested 30 copies and had told Livingston the LP was the "best thing ever done on the subject."

Columbia Releases 4th Murrow Set

NEW YORK—A fourth set of Edward R. Murrow's commentaries has been released by Columbia Records. The two-LP set, "Edward R. Murrow — A Reporter Remembers Volume One: The War Years," covers the period from August 1939 to February 1946. The selections were assembled from thousands of CBS and British Broadcasting Corp. transcriptions. The other Murrow releases were three volumes entitled "I Can Hear It Now."

EXECUTIVE TURNTABLE

Al Gorgoni has been signed exclusively as a writer with Blackwood Music, Inc., part of the April-Blackwood publishing companies. Gorgoni also records with Chip Taylor for Kapp Records as the Just Us singing duo.

Mel Turoff has been appointed to the newly created position of national promotion director of United Artists Corp. In addition to supervising album and singles promotion, he will spearhead UA's search for new masters. Turoff was formerly with London Records and Roulette.

Billy Sherrill has been promoted to executive producer of Epic-Ok Records. Sherrill will continue to be responsible to Bob Morgan, Epic a&r director, for producing all of Epic's country and western albums and singles, and for a large portion of the Okeh rhythm and blues releases.

Joan Hull named promotion manager for Newton-Amato-Newton Enterprises, firm headed by Wayne Newton. She comes to the U. S. from EMI in London.

John E. Borg named Greentree Electronic's sales-marketing director. He moves over from Reeves Soundcraft where he was a marketing specialist.

Terry Powell joins Viva Records as Southern California promotion man.

Scott Music Opens Unit; Bows Labels

NEW YORK—Steven Scott Music, booking agency, has opened a pop music and record division and will bow two new labels, Patty and Carol. Al Harvey will be creative director, and Hat Etkin, general manager of the division.

The new division will include Entertaining Artists of America, a BMI publishing firm which has sub-publishing agreements with April-Blackwood Music for England and South Africa.

It will also include Harvey Talent, an independent production firm which has a contract to produce records for Date Records, a Columbia subsidiary. First release under this arrangement is "Tell It to the Preacher," with London and the Bridges.

Harvey Talent will produce for Patty and Carol. First Patty release, distributed by Old Town, is "No One," with the Sunrisers. Carol has signed Nat Brooks, former NBC musical director. His first release is "Tsena Tsena."

The Steven Scott operation, which is expected to gross \$1,500,000 this year, was founded in 1956 by Marv Kurz. Sy Menchin and Abbe Patner.

In addition to being creative director of the pop music and record division, Harvey is also Steven Scott's teen director, with responsibility for teen promotions and bookings.

Steven Scott Music makes its headquarters in Great Neck, N. Y., but it is seeking offices in New York.

Decca Distrib Adds

CINCINNATI — The Decca Distributing Corp. here, which represents the London label in Kentucky and Southern Ohio, will handle all London group product as well.

Harold Lewis, sales manager and co-owner of Stanley-Lewis Distributors for 14 years, is no longer with the firm. Harry Lew, the other partner, has purchased his interests.

Bryan Sennett has joined Fredona Management Corp. in an executive capacity. Formerly leader of the Serendipity Singers, Sennett will continue to handle that group's affairs. He formed the Serendipity Singers while at the University of Colorado.

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(for 3 rocking singles).



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"I Don't Want to Be the One" c/w
"Hard Loving Loser" 4-43745



The James Boys

"Keep the Fire Burning"
c/w "That Misty Look" 4-43717



The Magicians

"I'd Like to Know" c/w
"And I'll Tell the World
(About You)" 4-43725

This One



AJ53-EJX-4U4K

Where the action is. On **COLUMBIA RECORDS**

Stewart: Memphis Soundmaker

MEMPHIS—Not since the great days of Sun Records and such Sun artists as Elvis Presley, Johnny Cash and Charlie Rich has the Memphis sound been as important in the world of pop music as it is today. Today's Memphis sound is largely the product of Memphis-based Stax-Volt Records and its president Jim Stewart. Label artists Otis Redding, Sam & Dave, the Mad Lads, the Mar-Keys, Carla Thomas, Rufus Thomas, William Bell, Booker T. & the MG's have many of the best-selling r&b disks on the market today, disks which in many cases also gather powerful pop sales.

Jerry Wexler, Atlantic Records executive (Atlantic distributes Stax-Volt Records), calls Stewart "the greatest independent producer in the record business today." Stewart's and Stax Records' rise took only five years. Stewart issued his first r&b record on what has become the Stax label in 1960. That record featured Rufus Thomas singing "Cause I Love You." It turned out to be a hit and brought Stax product to Wexler's attention.

Stewart entered the disk business as a sideline in 1957 while he was an employee of the First National Bank of Memphis. A former country musician, Stewart decided to issue country-pop records in a company he formed with his sister, Mrs. Estelle Axton. But a few years of flop recordings convinced Stewart that the country market was not for him.

In 1960, Stewart moved to a



JIM STEWART, left, president of Stax-Volt Records, with Mrs. Stewart and Max Silverman of Quality Record Shop of Memphis at a reception.

new location in Memphis and started a record shop. The shop was located in an old broken-down theater which he literally had to rebuild with his own hands. The record shop, in which his sister is also a partner, quickly became successful. Many of his customers were singers or prospective singers and they kept bringing him masters. A recording brought to him by local deejay Rufus Thomas called "Cause I Love You," made him flip. He released it, and had his first Stax hit.

Atlantic Records was already distributing Stax when Stewart signed Thomas' daughter, Carla. Her first record, "Gee Whiz," turned out to be a smash and Stax and the Memphis sound were on the map. From there Stewart's success kept growing. In quick order the label came through with such hits as the Mar-Keys' million seller "Last Night"; "Walkin' the Dog" and "Jump Back" with Rufus Thomas; "Green Onions" with Booker T. & the MG's, and many more.

In 1962, a young blues singer, Otis Redding, joined the label. Since then he has had a dozen hits in a row, including such giant sellers as "Respect," "Satisfaction," "I've Been Loving You Too Long," "Mr. Pityful" and "A Lover's Prayer." He has been hailed as one of the great blues singers of this generation. His recordings are as well known in England and France as they are in this country.

Today the Stax-Volt artist line-up includes a flock of strong names and both album and single releases. Among the new hitmakers on Stax-Volt are Sam & Dave, The Mad Lads, Eddie Floyd and Johnnie Taylor.

Until nearly a year ago all Stax-Volt records were produced on a single-track Ampex machine, a machine that even the smallest independent would consider old-fashioned today. In the past year, however, Stax-Volt recording studios, which are located in the old theater back of the record shop, have been remodeled and now have modern facilities with four-track consoles.

Stewart has produced most of the Stax-Volt dates and has engineered 90 per cent of the records made in the studios. He is assisted on every session by guitarist and music director Steve Cropper, who plays on practically all the records made at Stax. Stewart and Cropper, however, are reluctant to claim

a&r credit for the recording dates and prefer to call them "staff-produced." Practically all the dates at the Stax-Volt studios are made without written arrangements, or as "head" arrangements, thus many do participate in helping produce the disks.

Stewart's sister, Mrs. Axton, helps run the label and handles much of the firm's business affairs. Al Bell, former Washington deejay, is in charge of promotion.

The money earned by the record shop helped pay the cost of the first recording issued on Stax. But the record shop did more than that. It helped serve as a testing ground for the label's releases. If the customers bought a new Stax release, Stewart would know he had a seller. Stewart still uses the shop's sales as a guide today, and tests many records in the Memphis area before releasing them nationally.

Meanwhile, some of Atlantic's top artists have made successful records there. Tow of Wilson Pickett's biggest hits, "In the Midnight Hour" and "634-5789," were cut at Stax-Volt.

Merc. Sued By Platters

LOS ANGELES—Based on a reported independent audit of Mercury Records last October, the Platters have slapped their former label with a \$269,662.21 Superior Court suit, charging fraud and asking for a royalty accounting.

The complaint, filed by attorney Leo Branton Jr., asks for an accounting dating back to March 2, 1955, the quintet's initial pact with Mercury. The suit alleges that as a result of the independent audit (by New York CPA firm of Stephen Tenenbaum), Mercury owes the plaintiffs royalties for \$269,662.21 plus interest. The singers further charge that as a result of their audit, they believe Mercury owes them additional royalties exceeding \$500,000.

The complaint alleges the singers had not previously questioned Mercury's accountings but now are suspicious of the label's procedures which it alleges "have had the effect of cheating and defrauding plaintiffs of their true royalties earned."

The singers contend Mercury has refused to allow them to inspect all books pursuant to the contracts.

Merrimac Bids for 'Competition' Probe

LOS ANGELES — Having chided the Federal Communications Commission to investigate their charge of bootlegged music being used by broadcasters in their side background operations, Merrimac Music Industries has asked the Federal Trade Commission to check into unfair competition conditions against legitimate operators by spurious companies.

Merrimac's sales manager Neal Ames, who has suddenly emerged as a granite force in driving for industry house-cleaning in the background field, met with FTC attorney John Gabriel last Tuesday (9) in the new background firm's Beverly Hills offices to discuss Merrimac's charges of unfair competition.

Ames said that during the hour-and-a-half conference, he gave Gabriel "evidence" that bootlegging exists and comments by record companies that unauthorized duplication of their products infringes on the rights of their artists.

"Our complaint is that the bootleggers compete unfairly against the honest background firms by not incurring the cost of the acquired music in their operating overheads. They have the unfair advantage of selling something for which they don't have any rights," Ames commented after the meeting.

The "evidence" provided Gabriel consisted of advertise-

ments from several background companies in which they boasted of offering performances by such major artists as: Lawrence Welk, Billy Vaughn, Mantovani, Herb Alpert and the Tijuana Brass, Henry Mancini, Bert Kaempfert, Frank Sinatra, Nancy Wilson, Sammy Davis Jr., Al Hirt, Clebanoff, Ferrante and Teicher, Maria Callas, David Rose, Ray Conniff, Ella Fitzgerald, King Curtis, Ray Anthony, Ted Heath, Glenn Miller, Jimmy Dorsey, Jerry Gray and scores of others.

The letters provided Gabriel consisted of correspondence accumulated over the past month during Merrimac's drive to force an awareness on the record manufacturer's part of bootlegging by duplicating without permission performances by Bert Kaempfert off a Decca tape. These letters from record company counsel around the country flatly stated that Merrimac could not surreptitiously duplicate their products, which was the threat Ames made in alleging that their silence portended approval for bootleggers to reproduce their properties.

Gabriel is supposed to submit Ames' material to Washington for study and determination if any cause of action is required. The FTC can cause a company to cease competing unfairly but the process is lengthy.

(Continued on page 10)

Breaking Into R&B Market Is Slow Process for Capitol

HOLLYWOOD — Breaking into the r&b market is a slow process and according to Capitol's national sales manager Bill Tallant, the company is "still in the neophyte stage" but is "learning a lot."

First results of the drive begun last January are now beginning to surface. Several retail outlets have been opened in the South for r&b product as a result of r&b specialist Ronnie Granger's efforts.

Capitol's staff of r&b promotion men are referred to by Tallant as specialists. These r&b specialists include Granger, Bill Jamison in the East, Claude Sterrett in the Midwest and Joyce Miller on the Coast. Granger is the lone member of an original group of three promotion men hired to launch the label into the ethnic market place.

Although Capitol's regular pop music salesmen cover any regions opened by the r&b specialists, the company does not have any Negro salesmen.

The company is slowly building an artist roster and Tallant points to an extracurricular activity in the East as helping introduce new acts. The activity is a touring show packaged as the Capitol Records Soul Caravan which plays dances and record hops and spotlights the Magnificent Men (seven-man group), the Trills (new female quartet), Reuben Wright and Miss Verdelle Smith. Other acts competing for Capitol are Billy Preston, Patrice Holloway, Alexander Patton and Bobby Sheen.

The most rewarding success the label has had with r&b-oriented material has been with the "Lou Rawls Live" LP.

Jack Jones A Co. Man

NEW YORK — Jack Jones, Kapp recording artist, has formed two companies, Carillon Productions and Caber Corp., and is in the process of forming a third. Carillon packages variety presentations, such as Jones' recent stint at the Flamingo Hotel in Las Vegas. Caber will produce shows especially for TV. Being set up is a personal management firm.

Nick Sevano, Jones' personal manager, is president of Carillon and Caber; Walter Prince, Jones' business manager, vice-president, and attorney George Wasson, legal adviser.

Monument Gets 3 Aznavour LP's

LOS ANGELES—Monument has acquired three LP's by Charles Aznavour from Pathe-Marconi, with all but two of the 36 songs newly recorded. Unusual peg is that the French singer's American outlet is Reprise.

Acquisition of the Aznavour disks—a fourth has been optioned—is part of the label's global expansion plans, with president Fred Foster co-ordinating efforts with international director Bobby Weiss, currently overseas acquiring additional U. S. release rights. The first Aznavour LP on Monument will be issued later this month.

In another foreign deal Monument bought the Australian master "Hitch Hiker" by Bobby and Laurie from Parlophone. The U. S. company has secured an option on their future disks for release on the subsidiary, LTD International.

Bailey Opens Rep Firm

LOS ANGELES—International sales executive Jim Bailey has opened his own company to mutually represent foreign and domestic disk interests. He currently represents six overseas record operations in the U. S. and plans affiliating with American labels and independent producers for representation internationally.

Formerly Dot's international director and Pye's international chief (for almost one year), Bailey now represents Pye in England, Vogue in France and Germany, Durium in Italy, Teal in South Africa, Negram in Holland and Cosdel in Japan-Hong Kong-the Philippines.

The new company, Jim Bailey International, works on a re-

tainer basis to acquire domestic products for overseas outlets. He returned to California last May after 10 months in London and began formulating plans for the operation, which Bailey claims is the only one in the country designed to represent small U. S. labels and freelance a&r men overseas.

Bailey plans offering independent producers and small record companies strong overseas representation at no cost to them. The idea is that since he already represents foreign labels, he can offer the U. S. people a high royalty rate without going through a middleman. Bailey talks of from 8 to 10 per cent royalty deals with overseas companies per direct foreign contracts for their hot masters.

I CAN MAKE IT WITH YOU

JACKIE DE SHANNON

I CAN MAKE IT WITH YOU

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IMPERIAL RECORDS #66202

Cap's 'LSD' Fighting Bad Reaction

LOS ANGELES — Negative dealer reaction to Capitol's social documentary album "LSD" has been reported in some parts of the country, while radio exposure has been forthcoming.

"It's not been a bed of roses," said Rocky Catena, national popular album sales manager. "We didn't expect it to be an easy sale."

Such major cities as New York and Detroit have thrown a blackout blanket over the product, according to sales reports filed with the label's home office. "Accounts in general are afraid of the album," wrote the Detroit district sales manager.

Negative reaction was reported in New York where such mass merchandise movers as Korvettes, Kleins, Mays, and Alexanders have refused to accept the album which probes the "acid" world of psychedelic drugs and the unsupervised use of LSD.

According to Catena, the record buyer for Sears in Chicago doubted whether he would be

allowed to order the album because of its controversial nature and because of Sears' image as a "family store."

Capitol reported early sales in such college towns as New Haven, home of Yale and Columbus, Ohio, repository for Ohio State. Since being shipped July 29, the LP's biggest sales have been in the San Francisco district. Included in this area are the Berkeley campus of the University of California, Stanford and San Francisco University.

Paradoxically, radio stations in the Bay Area have refused to play the album. But airplay has been obtained on such major market stations as WTOP, Washington, D. C.; WSBM, New Orleans; KLAC, Los Angeles, and WBZ, Boston. WIND, Chicago, planned to air the LP, as did others, field reports indicated.

"Airplay has been no problem in most parts of the country," Catena said. "We didn't think it would be the biggest

problem. Getting the album exposed on the dealer level would be our toughest problem we felt."

Retailers were reported hesitant to stock the documentary because they felt the LP was exploiting the use of LSD. "A lot of dealers are adamantly opposed to stocking and displaying the album," Catena noted.

Asked how the company was countering this negativism, Catena said reprints of an ad which appeared in The New York Times explaining the company's position were being mailed to all accounts and salesmen were being instructed to treat the product delicately and offer samples to store owners for auditioning. This way the label hopes dealers would discover the straight news actuality fact taken.

While Capitol's salesmen were obviously unaccustomed to handling a nonconventional entertainment product, it was felt the experience gained in counteracting stumbling blocks, would be used to advantage on future projects in the series.

Capitol's president, Alan Livingston, who co-produced the study, reiterated that the LP was designed as an educational study and was expressly designed to be unsensational. He felt the refusal by dealers to expose the record was a disservice, pointing out that education was vital in explaining the growing menace of LSD.

LSD users are affected by just one dosage, Livingston said and they develop a religious attitude toward the drug. "They want to turn the world on," the president said with emphasis.

CAPITOL SALES HIT NEW MARK

HOLLYWOOD — For the third consecutive year, Capitol Records, Inc., has achieved record fiscal year gross sales. From July 1, 1965, to June 30, 1966, sales were the highest in the company's history. Factors contributing to the mark include: the success of such teen acts as the Beach Boys, Beatles and Outsiders on the Capitol logo and the Standells and Sun Rays on the Tower subsidiary; such way out albums as "Mrs. Miller's Greatest Hits" and "Welcome to the LBJ Ranch," the r&b-oriented "Lou Rawls Live," the Good Time Classics series, and pop vocalists like Al Martino, Nancy Wilson and Wayne Newton.

Ifield's New Album Is Set

NASHVILLE—Frank Ifield's "No One Will Ever Know" single is already getting such heavy airplay on both country music and Easy Listening radio stations that Hickory Records is coming out with another album immediately by the British artist.

The album, which follows on the heels of his recently released "The Best of Frank Ifield," will pinpoint the international popularity of the artist, featuring six tunes recorded in Nashville produced by Wesley Rose and six recorded in London produced by Norrie Paramor, general manager of EMI's pop repertoire. When Ifield performed recently on "Grand Ole Opry" in Nashville, a unique event for a good music artist, he had to encore twice, both times on stage. But then, among Ifield's previous hits were such country flavored tunes as "Lovesick Blues" and "I Remember You." "No One Will Ever Know" is also a country standard.

Hickory's latest album releases include artists B. J. Thomas featuring his hit "Billy and Sue," Donovan and Roy Acuff.

Musicor Will Handle Cheetah

NEW YORK—Musicor Records has acquired national distribution rights for Cheetah Records, owned by Luther Dixon. Product will be released under the Musicor label with a special Cheetah logo. First release under the arrangement is by Inez and Charlie Fox, and a new group, the Pigeons, have also cut a single.

Dixon, who has produced for Scepter, is planning a recording session for Eartha Kitt, who recently signed with Musicor.

Joseph Gilbert Dies

LOS ANGELES — Joseph Gilbert of Joe and Eddie, GNP Crescendo jazz and gospel artists, was killed on Saturday (6) when his sports car overturned. He was 23. Gilbert was returning home from the Cosmos Club in Seal Beach, Calif., where he and Eddie Brown were appearing. The accident occurred on an access road between the Long Beach and Santa Monica freeways. Joe and Eddie's biggest hit was "There's a Meetin' Here Tonight."

London Ties Program to Aldrich Visit

NEW YORK — London Records' fall program of 26 new albums will be co-ordinated with the September visit of British pianist Ronnie Aldrich and the seven current Aldrich records in the London Phase 4 Series.

The plan was explained to sales personnel during four recent regional sales meetings.

Merchandising includes stereo demo LP's for in-store auditions of new releases and promotional albums for mono and stereo stations. A heavy trade and consumer campaign is planned.

Discounts, delayed payment plans and a 100 per cent exchange arrangement of Phase 4 and the Mantovani catalog will be in effect for the rest of 1966.

Dot Producers

HOLLYWOOD—Singer Jimmie Rodgers, an a&r man for Dot Records, and Dick Parker, bass player with the Shenandoah Trio, have formed a partnership to produce disks for Dot. Their first venture is "What's Your Game," a rock single recorded by Craig Carr, a newcomer. Parker wrote the number, which is being released this week.

Donovan 'Superman' Is Flying High

NEW YORK — Donovan's "Sunshine Superman," his debut Epic disk, passed the half-million mark in sales last week, according to Len Levy, Epic vice-president. Donovan also composed the song. The single which was independently produced by Mickie Most, jumped to No. 10 on the "Hot 100" chart this week. Epic recently launched a comprehensive merchandising promotion campaign on the folk singer. He has appeared before packed audiences at Carnegie Hall in New York City, Cornell University, the Hollywood Bowl and the Trip, a Los Angeles Club.

Kennyvonne Suit Vs. CBS to Trial

NEW YORK—Federal District Judge Edmund L. Palmieri ordered to trial a suit by Kennyvonne Music, Inc., against CBS for infringement of copyright in the recording of "My Carousel," by Andy Williams on Columbia Records. In denying a motion for summary judgment by Kennyvonne Music and a cross-motion by CBS for a judgment without trial, Palmieri ruled, "Nothing short of a trial of facts can resolve the issues presented."

According to the suit, Kenny Rankin, who composed the song with his wife, signed an exclusive contract with Noma Music assigning them rights to all the musical pieces he owned and controlled. The suit continued that Rankin last year negotiated with Robert Mersey of CBS for the recording by Williams and the assignment of the song to Noelle, Williams' firm. Kennyvonne contends the agreement violated the previous contract with Noma.

when answering ads . . .

Say You Saw It in Billboard

AUGUST 20, 1966, BILLBOARD

THE JAZZ BEAT

By ELIOT TIEGEL

On a recent opening night in Los Angeles:

John Handy's music rankled the nerves, and Gerald Wilson's offered its own driving force, but by no means was as "controversial" as that alto saxophonist's. Handy and his avant-garde quintet were ensconced in the Manne Hole on Cahuenga Boulevard in an austere section of Hollywood. Wilson's 19-piece band was playing for dinner chompers and listening scrutinizers at the Playboy Club along the Strip area where kooks and barefoot teens mill around the rock 'n' roll emporiums.

Handy's appearance with his quintet was his debut at the fabled jazz joint, and for Wilson, who opened the next night at the bunny den, the club's Penthouse room was his first exposure before key club aficionados.

Handy's group has been riding a steady up curve in popularity since wailing the walls down at last year's Monterey Jazz Festival. The group is a "sit down" jazz ensemble, with the leader rubbing shoulders with Michael White, an exciting violinist who is carving a niche for himself in the modern jazz world. Most saxophonists prefer to stand while playing. Handy sits.

On the night reviewed, Handy's happy family offered a lengthy "Spanish Lady" in which the intensity of the musicians, the building emotion of their playing and the fusion of all their instruments produced a nerve-splitting attack which drew heavy applause from a young audience which sat intently, hardly muttering a sound.

Handy's style is total concentration, but it also rankles the

nerves and could be compared to a room full of tortured souls screaming for release. While his saxophone is the only horn in the group, Handy's confers—White on violin, Jerry Hahn on guitar, Ron Thompson, bass, and Terry Clark, drums — are thoroughly percussive in their attack. The group plays in unison and as it builds to a high peak, there is frantic plucking and bowing.

There is also magnificent beauty in White's playing, full and organized when he solos and basic and supplementary when he backs Handy's flights. The group is prone to ripples or waves of sound. They repeat the same phrases and there is almost a gypsy flavor in some of Handy's lines.

Drummer Terry Clark's playing picks up the intensity of the soloists. His attack is affected by the exploding power. Guitarist Jerry Hahn's own approach runs from gentle chordal strumming to emotional runs.

The Gerald Wilson band's own attack ran the gamut from pianissimo to fortissimo ensemble playing and the Playboy Club was none the worse for it. Wilson's band was the second in the organization's summer big band series, following Terry Gibbs. Although there were no representatives of World Pacific, a Liberty subsidiary, at the opening dinner show, the house was filled with big band enthusiasts. Wilson went out of his way to explain that his opener, a medium tempo blues, had been used by Count Basie at a 1948 concert and that the band would offer triple pianissimo and fortissimo selections.

The Wilson band, which has become a mainstay in California, is comprised of a hard core of studio players who have been associated with the leader, know his charts and enjoy his system for controlled dynamics.

Wilson's bullfight salute, "Viva Tirado," was the high point of his presentation, with solos rendered by trumpeter Teddy Hill, saxman Teddy Edwards and pianist Frank Strazber.

The composer called "Watermelon Man" a blending of jazz and rock 'n' roll and that was the finale after four titles. Wilson's pen authors warm textured works. His arrangements showcase the sonorities of the saxes, the brilliance of the trumpets and trombones and even creates air space for Jimmy Green's flute to flutter.

Having had in-depth exposure via his recordings, Wilson's style has been carefully laid bare. Thus there are no new surprises—no discovery or new combinations of instruments working in harmony during a live listen-to. Wilson's band is a hard-hitting modern aggregation, ingratiatingly enjoyable

CLASSICAL NOTES

Peter Gravina of New York has been appointed national publicity and public relations officer of the Cincinnati Symphony. . . . Russel Smith, young American composer, will be composer-in-residence with the Cleveland Orchestra for the 1966-1967 season. . . . The Metropolitan Opera will not seat patrons during performances at the new opera house in Lincoln Center, which will open next month. Two television sets with closed-circuit coverage of the performances will be available for latecomers. . . . A salute to Leonard Bernstein as pianist, conductor and composer is scheduled for 23 "Symphony Hall" programs, sponsored by General Telephone & Electronics on New York radio station WQXR this month.

George H. De Mendelssohn-Bartholdy, Vox Records president, returns this week from a one-month European tour in which he checked recording projects and contacted Vox licensees. . . . Soprano Martina Arroyo received 47 curtain calls in a recent performance as "Aida" in Mannheim, West Germany. . . . Jan Peerce has been made an honorary citizen of Miami Beach by Mayor Elliott Roosevelt. . . . Soprano Jane Marsh, Tchaikovsky award winner, returns to her native San Francisco on Tuesday (16).

'Pawn' to Chappell

NEW YORK — Chappell & Co. will publish the score for the film, "The Pawn," which is set for early 1967 release. The score will be written by Mario Nasciembene, who wrote the score for "The Barefoot Contessa," also published by Chappell.

but with the potential to open new vistas. As yet this hasn't happened.

L. A. 10% LEVY BID REJECTED

LOS ANGELES—A proposed 10 per cent live performance amusement tax was squashed last Monday (8) by the L. A. city council, 12-2, after show business interests moved quickly to voice their opposition. Purpose of the tax was to make up \$2 million of a \$5 million budget deficit.

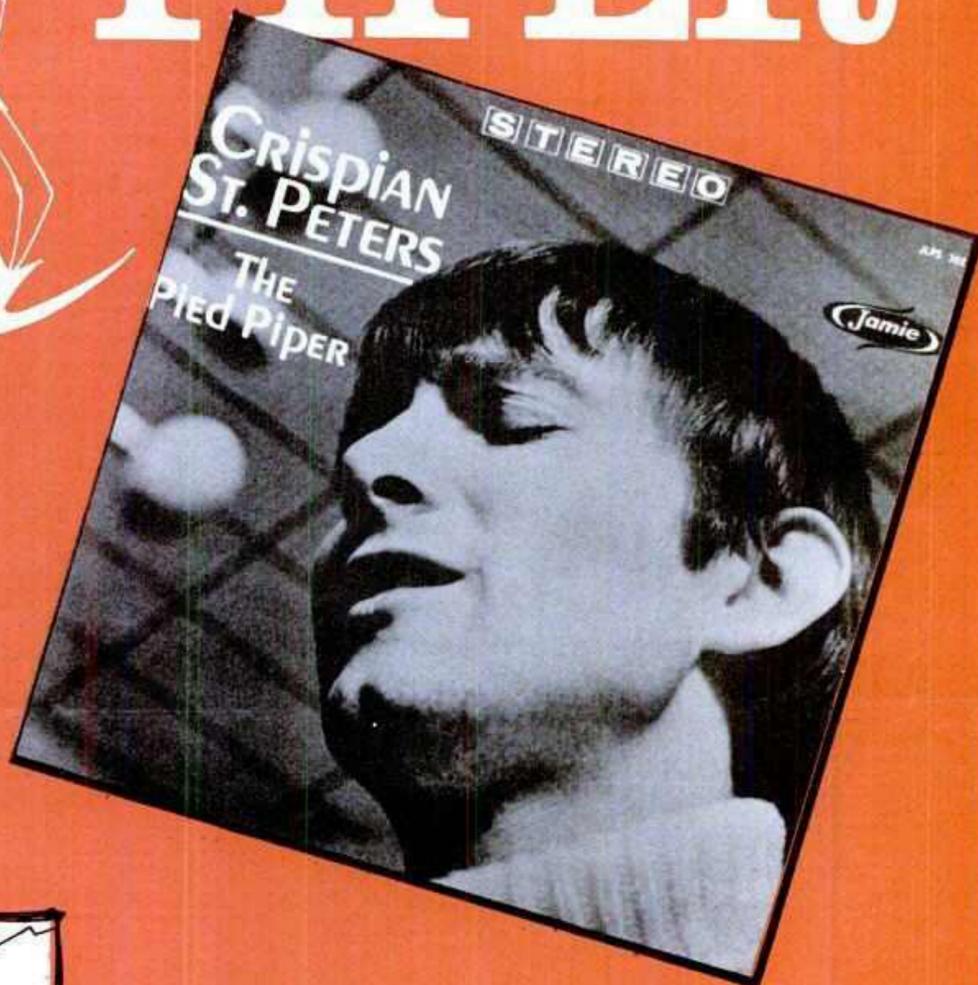
Musicians' local president John Tranchitella, among those unions testifying at open hearings, indicated the tax would force rooms employing live music to increase their prices and even eliminate live entertainment. Tranchitella suggested taxing jukeboxes instead.

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NARA Taking Freedom Road

• Continued from page 1

There will be amendments to the NARA constitution bylaws, Shields said. Sam Pierce, former associate Supreme Court Justice of New York, also addressed a closed-session meeting of the executive board. He elaborated on the need to amend NARA's bylaws to enable it to meet the challenge of the future, Shields said.

The organization is also establishing a permanent office with a paid staff.

Talks on Chapters

During the closed sessions, talks were held regarding policies toward local chapters of the organization. It was decided that inasmuch as NARA is a national organization, the feasibility of maintaining local chapters doesn't seem appropriate. It was decided that the emphasis should be to encourage

local organizations who would be affiliated with the national NARA. But NARA will set up regional conferences during the year to communicate with deejays who are unable to attend the national parley.

A national sales and merchandising convention for consumer manufacturers will also be held.

NARA will also explore the possibility of setting up a skills-training program for deejays. These clinics will concern programming, engineering, sales and management.

Among the firms with exhibits at the convention were Ramot Enterprises, Liberty Records, United Artists Records, Pepsi, Capitol Records, Diners Club, Tangerine, Epic-Okeh Records, Mercury Records and affiliated labels, Shaw Artists Corp., Columbia Records and MGM-Verve Records. Many other labels and music industry busi-

nesses had entertainment suites.

RCA Victor Records unveiled a new act Thursday night at a fashion show highlighted by dancers and r&b music—Benny Gordon and the Soul Brothers. At a luncheon Friday, Atlantic Records vice-president Jerry Wexler introduced his staff and paid special tribute to such independent producers as Quinn Ivy, Jim Stewart and Rick Hall. Duke-Peacock Records sponsored a Thursday luncheon. James Brown of King Records was to perform Friday night and Pepsi was to sponsor a dinner. Tamla-Motown Records sponsored a golf tournament Friday. MGM Records was slated to sponsor a luncheon Saturday, Columbia Sunday, Mercury a reception Sunday afternoon.

Sen. Robert F. Kennedy, (D., N.Y.), slated to appear Friday, was unable to attend.



GENE PITNEY, Musicor artist, completed his first solo country album in Nashville last week. Pitney, in T-shirt, rounds out final session at the Columbia Studios flanked by the Jordanaires and Pappy Daily, extreme right, Musicor's country director. Pitney recently made country albums with both George Jones and Melba Montgomery.

UA Labels Shifting to Cap. Club

• Continued from page 1

"about our growth during the last two years. Our artist earn-

ing statements and our advertising have shown the competition our growth pattern."

There are 36 outside labels

represented in the Capitol Club on an exclusive basis. The most successful non-exclusive label is A&M. Nash, who has been with the company two years, says the club offers 30 different labels at any given time. The first outside account acquired was ABC Paramount, followed by MGM. Other labels represented are Everest, Crescendo, Hickory, Jamie, Laurie, Mainstream, Philes, Starday, Time and 20th Century-Fox.

Club Grows

During the past two years the Capitol Club's organization has grown to where it now totals 100 persons in L.A. Livingston compliments the organization for making phenomenal strides in growth and profitability."

Livingston says the reason the club business is so competitive is that while there are three major clubs competing (Columbia, Capitol and RCA), there is really only room for two. "If our growth continues at its present rate, we expect to be number one in 1968," interjected Nash.

As part of its current drive for members, the club is breaking an eight-page color supplement through November in 50 newspapers with an estimated potential readership of 50 million persons. The introductory offer as of last week was seven stereo or mono LP's for \$1, but Nash points out that the club business is extremely fluid and there is more than one enticement deal being offered throughout the industry by participants.

Competition

All deals with outside labels are for manufacturing licenses. Because of the fierce competition for labels, the clubs offer different deals to each company. Some involve royalties, some tack on guarantees. Speculation is that U.A. was ensured a healthy guarantee to leave Columbia and bring its soundtrack contacts across country.

As part of its organizational growth, the Capitol Club has set up three mailing centers to expedite the flow of product. These distribution points are in Des Plaines, Ill.; Los Angeles, and Bethlehem, Pa. The club uses an IBM 360 computer for account information, has developed a slick regulation-size magazine called "Keynotes" for new release information and general readership articles, and offers additional free albums for certified members in its "6 for 6" and "good neighbor" bonus plans.

Merrimac Bids for 'Competition' Probe

• Continued from page 6

As a result of the publicity centering on Ames duplicating the Kaempfert tape (on July 20) onto a background cartridge for possible sale to clients, Merrimac received a phone call from a New York tape CARtridge distributor who asked in all seriousness if he could buy the duplicated material for sale to the public.

"We told him the material wasn't for sale and that it had been duplicated only for background purposes," Ames said.

The inference was that the distributor thought he could get the Decca merchandise cheaper from Merrimac than by buying it from the area distributor.

Relevant to Merrimac's dubbing of the Kaempfert tape, Ames met with a Decca attorney Victor Netterville, Friday (5) at which time he gave the lawyer

the names of five major bootleggers and a copy of his letter to FCC Chairman Rosel Hyde (Billboard, August 13) pointing out that radio operators use their FM subcarrier bands as background music systems and play works they reputedly have no right to air.

If Decca takes a strong stand against the five companies or against his own calculated dubbing effort, Ames would destroy the Kaempfert tape, he said. If no action were taken, Merrimac would pursue the situation to the courts.

"It's apparently hard for these legal people to believe someone would provoke litigation," Ames remarked, "because it usually involves a great defensive effort. But we wouldn't make any defense. If we're guilty of bootlegging, Decca will also have to go after the others."

Standards Are Pressed On Cartridge Duplication

• Continued from page 1

The establishment of mastering, duplicating and loading standards would protect the artists, the record companies' investment in their recordings and would assure the consumer getting uniform quality in cartridge reproduction, Finley said.

According to Finley, methods and standards followed in cartridge duplication today vary from one duplicator to another. Some, he said, duplicate the tape prior to its being loaded in the cartridge. Others load the cartridge with blank tape and then duplicate within the cartridge. There are other differences in standards of mastering and duplicating which effect the quality of the final products.

Finley said that the recording engineers of the top labels should tackle the problem and establish a set of standards to govern duplicators. Cartridges adhering to these standards would then be permitted to

carry the RIAA seal or some other indication that the product was manufactured according to industry specifications.

"If this isn't done," Finley said, "the industry will kill the goose before it had a chance to lay the golden egg."

Capitol Preems

• Continued from page 3

have been packages for \$1.25 and \$2.

Mynatt is currently awaiting a contract approval to produce a Christmas album for a Midwest grocery chain, which will be his first account. He has projects in the planning stages with an ice cream company, a candy manufacturer and a trading stamp firm.

While with "Queen for a Day" in both radio and TV versions as a v.p., Mynatt noted the daytime program gave away almost \$22 million in merchandise—all freely promoted.

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MGM Division Donates Albums To N. Y. Library

NEW YORK—More than 25 albums have been presented by the Deutsche Grammophon-Archive division of MGM to the New York Public Library's Rogers & Hammerstein Archives at Lincoln Center. The LP's include several items not available in the Deutsche Grammophon catalog, including working rehearsals by conductors Karl Boehm, Rafael Kubelik and Wilhelm Furtwangler. Another pressing contains an interview with Herbert von Karajan.

The rehearsals are Boehm with the Berlin Philharmonic in Schubert's "9th Symphony," Kubelik with the Bavarian Radio Symphony in Mendelssohn's "Midsummer Night's Dream Overture" and Furtwangler with the Berlin Philharmonic in selections of Beethoven, Bruckner, Schubert, Haydn, and Schumann. The finished performances are available on the Deutsche Grammophon label.

Sets presented from the regular Archive catalog were several of Helmut Walcha playing Bach organ works, a pressing of Pergolesi's "La Serva Padronna" and one of Machaut's "La Messe de Notre Dame."

Basart Expands Into Belgium

BRUSSELS — A leading Dutch publisher, Editions Basart, has launched its own Belgian company. Headquartered at Boulevard Lemonnier, it is managed by Alain Lelievre.

It started operations with a major continental copyright, "Beiss Nicht Gleich In Jeden Apfel," winner of the Baden-Baden Festival, acquired from Rudi von der Dovenmohle of Cologne.

Basart's chief executive, Guus Jansen, sees the move into Belgium as strengthening its interests in the Benelux markets. In Holland, Basart, as well as a strong standards catalog, has almost half of the current singles chart copyrights in its representation.

'Christmas' Track

NEW YORK—Camden is recording the soundtrack of "The Christmas That Almost Wasn't," a feature-length musical fantasy of Childhood Productions. The album, including Glenn Yarbrough singing the title song, will be released to coincide with the film's fall national release. The songs were written by TV performer and lyricist Paul Tripp and composer Ray Carter, and scored by Bruno Nicolai.



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Union Is Out of Tune, Philly Association Asserts

PHILADELPHIA — C. Wanton Balis, president of the Philadelphia Orchestra Association, said the orchestra's union contract proposals "are utterly beyond any reasonable hope of fulfillment." Meeting the demands, he said, could bankrupt the orchestra, impair its work and reduce it to the status of a provincial group.

One of the demands, Balis noted, is elimination of travel.

"If we aren't able to agree on a contract before Sept. 15," he said, "the orchestra will not play."

The present three-year contract expires on that date.

"Musicians are not practical people," Balis said. "Their demands have a kind of Alice in Wonderland quality about them."

He said the association has been negotiating with the members, represented by Local 77, AFM, for three months, and no progress has been made. Union proposals, he continued, would

raise the orchestra's cost of operation by \$1,137,000 a year while cutting revenues. Orchestra members want a 37½ per cent increase in salary and eight weeks of vacation instead of the present four, he said.

The present minimum salary is \$12,400. Balis said the orchestra has a deficit of \$250,000, which has to be made up by "begging" at annual fund drives. In addition to requesting a ban on travel, the musicians want fewer rehearsals, Balis said.

"Failure of the orchestra to travel abroad and to other American cities would reduce it to a 'provincial group,'" he insisted.

In a letter to Lee Herman, president of Local 77, Balis urged the union to negotiate "in a responsible and realistic manner." Bernard N. Katz, attorney for the union, said he had not seen Balis' letter and would not comment on it or on the contract negotiations before reading the letter.

Lieder, 'Romantic' Music In Bag of DGG Releases

HAMBURG — Deutsche Grammophon has scheduled for early release works of the early romantic era (Schubert), the high romantic era (Bruckner and Wagner), works of contemporary music by composers of various nationalities (de Falla, Martinu, Werner Egk), and lieder of Max Reger.

Eugen Jochum and the Berlin Philharmonic continue their complete recording of Bruckner's nine symphonies with a new recording of the Symphony No. 1 in C minor (Linz version).

Werner Egk is represented by

Free Concerts in Park Are Offered

NEW YORK—The Recording Industries Performance Trust Funds are joining with the Washington Square Association in co-sponsoring free chamber concerts in Washington Square Park. The concert on Monday (15) was the first of three presented in co-operation with Local 802, American Federation of Musicians. Henry Schuman directed the Chamber Wind Ensemble, which consisted of musicians affiliated with leading local orchestras.

Cordell Produces For British Decca

LONDON — Denny Cordell will produce for British Decca under terms of a one-year contract signed by Decca and New Breed Productions here. Cordell, in partnership with David Platz, owns New Breed. Platz is managing director of the Essex Music group here and vice-president and director of international operations for the American-based Richmond Organization.

Whitcup Spanish

NEW YORK—Leonard Whitcup, managing director of MusicMusicMusic, Inc., will head the firm's new Spanish Music Division. He will be responsible for the development of Spanish copyrights. The new division recently acquired material by songwriter Mike Basquez, whose "La Peregrina" has been recorded by Miguelito Valdez on Valmont Records.

three works in the new DGG release: "Violin Music with Orchestra"; "The Temptation of St. Anthony" and music from the ballet "The Chinese Nightingale."

Rafael Kubelik and Swiss pianist Margrit Weber present two significant works of the 20th Century: de Falla's "Nights in the Gardens of Spain" and the Fantasia concertante of Bohuslav Martinu.

Franz Schubert's Octet, a new recording by the Berlin Philharmonic Octet, which was first issued in last year's subscription album "Chamber Music of Franz Schubert," is now available separately.

Grammophon's new release of Reger's music includes 21 lieder. Joerg Demus, Viennese pianist noted for his highly poetical Schubert readings, plays the "Dances for the Piano" by Schubert on a new Grammophon LP.

Finally, under the direction of Hans Knappertsbusch, the Berlin Philharmonic plays preludes and orchestral interludes from Wagner's music dramas. The new Grammophon release unites Knappertsbusch's historical recordings.

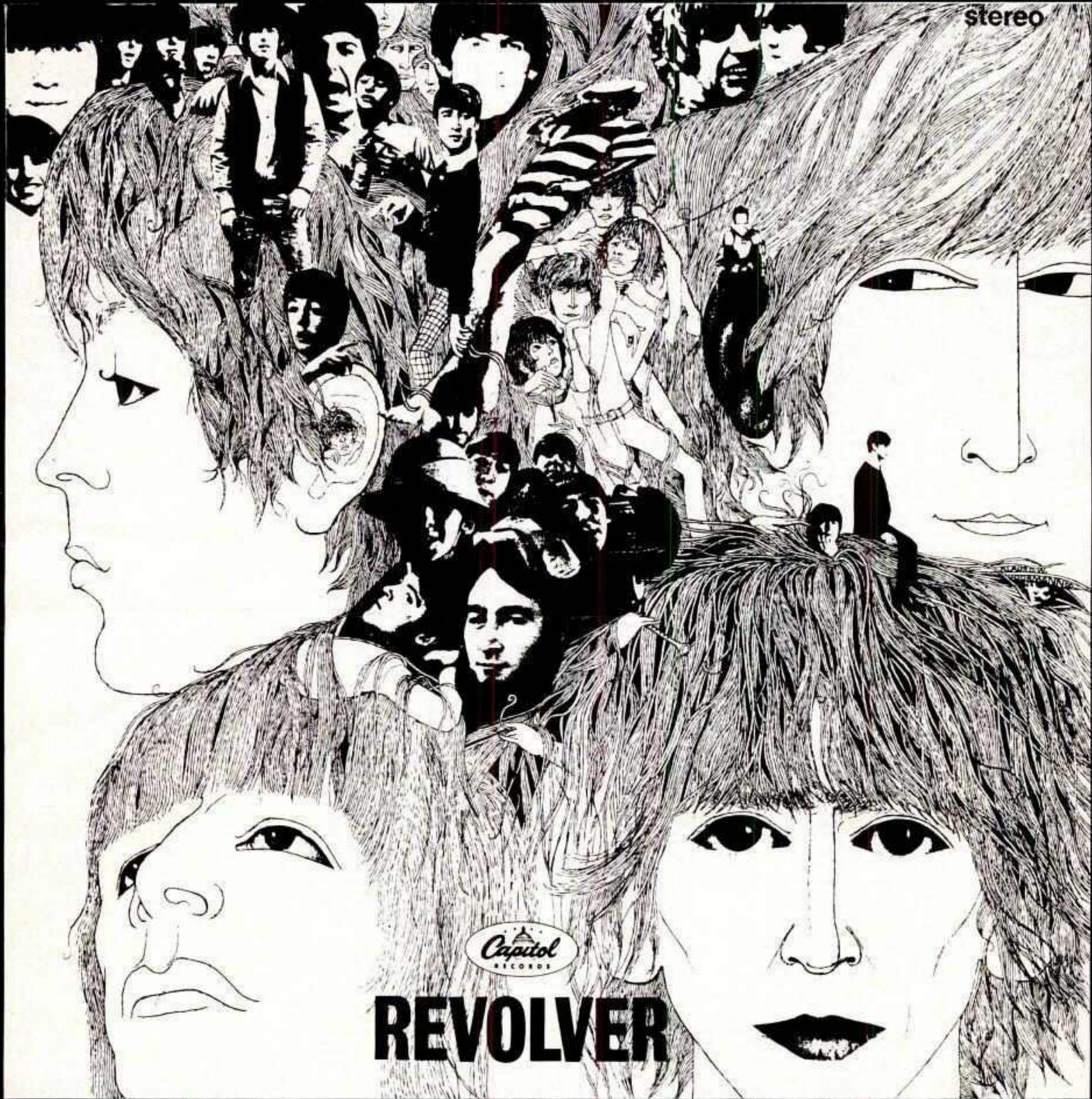
New Subsidy Bill Goes to Parliament

ROME—A new subsidy bill, which provides an emergency addition of \$9,600,000 to the 10 top opera companies and symphony societies, has been presented to the Italian Parliament by Minister of Entertainment Achille Corona. It is expected that an amendment of the 1946 law, which has been in effect up to now, will increase over-all subsidy payments to nearly \$20 million per year.

16 in Italy Finals

CAVA DE TIRRENI, Italy—Four Canadian and one English work are among the 16 played in the finals by a symphony orchestra conducted by Gika Zdravkovic, Belgrade; Ernesto Barbini, Toronto; Nello Segurini, Montreal, and Franco Gallini, Naples, in the Fifth Rhythmic-Symphonic Competition here, July 29-31. Other countries represented were Italy, France, Germany and Yugoslavia. Entries totaled 78.

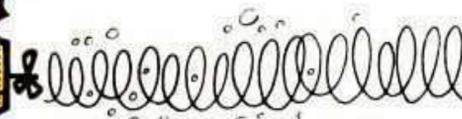
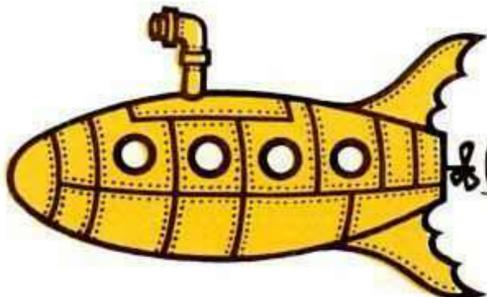
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Gaye Makes It Big in Major Bistro Debut

NEW YORK — Marking his major nightclub debut, Tamla recording star Marvin Gaye made it clear that he is well on his way to becoming a top club attraction with an auspicious and dynamic showing at New York's Copacabana Thursday (4).

With an elaborate introduction by four females, Gaye opened with a fast-paced "I Concentrate on You," followed by a swinging version of "Just in Time." The well-planned, polished act contained a minimum of talk and a great deal of music. Along with stage presence, Gaye displayed many of the fine performing qualities reminiscent of the late Nat King Cole. He was equally at home both with standard material and his own record hits, which were enthusiastically welcomed by the adult audience who joined in, sing-along fashion. Gaye's uptempo interpretation of "Georgia Rose" and his reading of "Who Can I Turn To" were standouts. Gracious patter, dry humor, and smooth dance routines rounded out the diversified program

which concluded with a rousing "Hitchhiker" that drew the audience to its feet. More conversational rapport with the audience and a few strings for the ballad portion of the show would enhance the act. The Copa orchestra was in strong support, led by Gaye's conductor, Maurice King.

Scoring heavily with the audience was comedian Fred Barber who offered hilarious monologs and brilliant musical instrument impressions.

DON OVENS

Mama's & Papa's OK, But Teens KO Show

NEW YORK—The Mama's and the Papa's cut short their act at the Forest Hills Saturday (6) as some 20 teen-agers spoiled a top-notch show for an SRO crowd of 14,000.

In the midst of "Monday, Monday," several teen-agers charged across the grass and attempted to leap on stage. They were deterred by a heavy detail of New York police. But, on the last note of the song, the Mama's and the Papa's ran off the stage and did not return when WMCA deejay and emcee Dan Daniels called them back for a possible encore.

Along with music talent and stage presentation, the group revealed an adeptness in returning the volley of heckling hurled by a number of the unruly audience.

Sharing the stage with the Mama's & Papa's were Simon and Garfunkel. Both of the

Cochran A 'Newsman'

MIAMI BEACH — Wayne Cochran, who records for Mercury Records, has launched a fan-type newspaper—a tabloid four-pager devoted to news about not only himself and the Barn where he has been playing steadily the past few months, but other artists. First issue featured Cochran on the front page with James Brown, Dutch Holland, music director of WFUN in Miami; Chubby Checker, the Supremes, Jackie Gleason, Connie Francis and Otis Redding. Newspaper is published by Walter Daisy, who operates the Barn and writes a column for the monthly paper.

Man: Chicago Having Talent Renaissance

By RAY BRACK

CHICAGO—This city is experiencing a talent revival, believes Jerry Man, head of International Record Co. which he started six years ago. Three years ago he started a talent coaching program that has produced some 60 local acts. Three, the Don Caron Quintet, the Phantoms and the Little Boy Blues, have had relative success. "On the basis of what local teen acts such as the Shadows of Knight, New Colony Six and our Little Boy Blues," he said, "I believe Chicago is experiencing a talent renaissance. This has led to the opening of an increasing number of teen clubs. And with the clubs comes increasing teen sophistication. All of which means Chicago is now

a significant breakout market."

Man's coaching program, accommodating about two acts at a time, is under the direction of writer-musician Perry Johnson. Acts are given pointers in dress, stage presence, mike technique, choice of material, choreography, arrangements, recording techniques and business management.

The coaching program, Man reports, is running smoothly. The Little Boy Blues recently filmed a Dick Clark "Where the Action Is" segment in the Cleveland Museum of Modern Art, and, says Man, "A lot of new groups are being formed in Chicago."

He has found only one big problem in the coaching business. "What do you do with someone who really has talent?"

Disk Acts on Parade On Mexican TV'er

MEXICO CITY — Annual subscription raffle by Universal Newspaper Saturday (6) was beamed on TV Channel 2 coast-to-coast live during two and a half hours. It's a showcase for recording stars, attracts up to a thousand in the live studio audience, pulls top ratings every time.

Singers paraded before the cameras included Noelia Noel (Orfeon), Sonia (RCA Victor) and Claudio Estrada (RCA Victor), who were featured along with tropical music group Sonora Santanera (CBS), Hermanas Ezqueda (Discos Universales) and Los Jaibos (Peerless). Switching the tempo to rock (a beat still "in" here but waning) were Los Crazy Birds (Or-

feon), Los Ovnis (Peerless), Elvia Mendoza (Musart), Tono Quirasco y sus Hawaianos (Orfeon) who brought out the first Jamaica-rhythm record here, Marta Dualt (CBS) who's also appearing at a club in town. Los Tarahuas (Orfeon) brought along their Chicas au Go-Go (Girls au-go-go).

Mexican folklore music was presented by Amalia Mendoza (RCA Victor), Pancho Avitia (Orfeon), Amalia Macias (RCA Victor), Cuco Sanchez (RCA Victor) one of the country's most prolific and popular composers, Los Hermanos Michel (CBS), Las Hermanas Huerta (Peerless), Los Dinamicos (CBS) and Valentin Robles (Orfeon).



Connie Smith, like all the great country artists, knows her way around a sacred song. Her newest RCA Victor album "Connie Smith Sings Great Sacred Songs" (RCA Victor LPM 3589) is beautiful proof. The spirit is with her when she does these sides, some of which have Jake Hess and the Imperials, big sellers in the religious field. Included are "Satisfied," "In the Garden" and "Just a Closer Walk With Thee." Connie Smith plays a Gibson Dove flattop guitar and considers the instrument as much a part of her personality as her long blond tresses. Gibson—choice of professional artists and acknowledged world leader in fine guitars.

(Advertisement)

Burrell Makes the Guitar Sing in East Side Nitery

NEW YORK — The electric guitar work of Kenny Burrell was fantastic last Tuesday (9), at the opening of the Kenny Burrell Quartet at Slugs' on the Lower East Side. Burrell, who recently signed with Verve Records, was in top form with his jazz combo.

While the other three members of the group were strong, the intense, expert Burrell clearly was the dominant figure. His guitar technique is one of the best in the business. The combo will be heard soon on a Cadet LP, "Tender Gender," which was cut before the Verve contract.

Bill English (drums) was a standout, although he's only sitting in with the group while its regular stickman, Oliver Jackson, is on tour with Earl Hines in Russia. English has worked with Burrell before. In "Oh, Henry," the last number of the first set, the foursome has a chance for solo display, with bassist Martin Rivera and piano player Richard Wyands flashing expert style.

The modern jazz group presented a slick, soft medley of "No More" and "Easy Livin'" in the middle of the second set, which prepared their enthusiastic audience for "Wouldn't You?," a display piece. The

groups scored strongly. Leading off with "I Need Someone to Please Me," the Mama's and Papa's displayed a keen sense of harmony, a factor which propelled the Dunhill recording artists to the top. Their songs have a folkish flavor, but they're strictly pop. Harmony pervades each arrangement, from the slow-paced "Got a Feeling" and "Spanish Harlem" to the solid rocker "Dancing in the Streets."

Simon and Garfunkel kicked off the evening in high style and garnered accolade upon accolade with every number. Standout songs were "I Am a Rock" and their first Columbia smash, "Sounds of Silence." Most of their fans knew they wrote their own material, but their rendition of the popular "Red Rubber Ball," which they wrote for the Cyrkle, won enthusiastic applause.

HANK FOX

medley followed "Sputnick With Hamhocks," which featured English getting full mileage out of the cymbals.

The only familiar melody of the initial two sets was "They Can't Take That Away From Me," the middle piece of the first group. Here Burrell began with the melodic line and came back to it at the end. The rest was virtuoso jazz work, including a nice bit by Wyands.

FRED KIRBY

Scooby Sues on Pandoras Name

NEW YORK — Scooby Productions has filed suit in Federal District Court to prevent the Pandoras, Oliver Records' artists, from continuing to use the name and is also seeking recall of all disks and destruction of all masters bearing the Pandoras' name.

Scooby claimed it has used the name since 1964 for a group known as "Pandoras," "The Pandoras" and "The New Pandoras" and therefore had prior rights to the name and the use by the Oliver group competed unfairly named as defendants were Wista Moyer, Gloria Walsh,

MUSIC ON CAMPUS

By ROGER LIFESET

Parsons College, Fairfield, Ia., presented Buffy Sainte-Marie in concert July 27, reports Billboard's campus representative, Gary H. Green. The show attracted some 1,500 students and incorporated a wide variety of international folk tunes. The house received Sainte-Marie's "Cripple Creek" and "Cordine" with great appreciation her rendition of "Universal Soldier" invoked a standing ovation and an encore. . . . Newark State College, Union, N. J., will present a concert Nov. 5, with the 4 Seasons headlining the bill. . . . The Union Activities Board at the University of Oklahoma is again presenting its "Popular Series" of professional entertainment. Among those already booked for the fall are John Bary, Hank Thompson, and Peter, Paul and Mary.

Southern Methodist University, Dallas, will unfold a series of seven concerts with the co-operation of the Neiman-Marcus department stores. "It is the first time in the history of retailing that a specialty store has been associated in the presentation of a concert

Vicki Thompson and Mrs. K. Thompson, the Pandoras; Oliver Records, Inc.; Randell-Linzer Productions, Inc.; Denny Randell, and Sandy Linzer.

series," said Stanley Marcus, stores' president. The entertainment series will include Jonathan Winters, Ramsey Lewis Trio, Bill Cosby, Johnny Mathis, Ferrante and Teicher, Hal Holbrook, and Jose Greco and Company. . . . Billboard's College Bureau announces the addition of four new college representatives this week. They are Donald M. Davis, M.I.T.; Arthur Fein, University of Colorado; Brian James, Oregon State University, and David S. Chaffin, Seton Hall University.

Summer Campus Profiles University of Montana, Missoula, reports a summer enrollment drop of 65 from last summer's figure. The Wenger Orchestra Shell is available for professional entertainment and is being vastly improved with the purchase of more sound equipment. KUFM, the 28½-watt FM station on campus, reports both RCA and Columbia records have been most helpful in servicing promotion disks. University of Nevada, Reno, has a 3 per cent increase over last year's summer session. KUNK-FM, the campus station, features a format of both classical and easy-listening music with educational programs from both the United States and foreign countries.

Just a reminder to keep the news coming during the summer. If your college isn't represented by Billboard's College Bureau, write Billboard College Bureau, care Roger Lifeset, Box H, 165 W. 46 Street, New York, N. Y. 10036.

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His last album, “Lenny Bruce Is Out Again,” was to be the first of many we had planned. It will, without question, tell you exactly where Lenny was at before his untimely death. After listening, you too will realize that America's foremost, and certainly most truthful philosopher is gone.

As it is so very apparent in his last album, Lenny's genius and artistry will live on forever. No, it is not necessary to purchase the album, for that is not my objective. But from one who understood, loved, and will miss Lenny Bruce, I implore you to listen to it.

Thank you,
Phil Spector

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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 170—Last Week, 278

*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

RAY CHARLES — I CHOSE TO SING THE BLUES (Writers: Holliday-Charles) (Metric, BMI) — Wild blues rocker full of the wailing Charles soul feel. From the pen of Jimmy Holliday and Charles this one is headed right for the top of both the r&b and pop charts. Flip: "Hopelessly" (Tangerine, BMI). **ABC 10840**

JAN & DEAN—FIDDLE AROUND (Prod. Jan Berry) (Writers: Kusik-Ballard) (Bourne, ASCAP) — Rhythm novelty with clever teen lyric. Left fielder should prove one of their biggest sales entries. Flip: "A Surfer's Dream" (Screen Gems-Columbia, BMI). **Liberty 5905**

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

CAPITOLS—I GOT TO HANDLE IT (Prod. McLaughlin) (Writer: Browner) (McLaughlin-Gomba, BMI)—Hot follow-up to "Cool Jerk" is this raucous swinger that jumps from start to finish. Another discotheque winner. Flip: "Zig-Zagging" (McLaughlin, BMI). **Karen 1525**

LOUIS PRIMA—JUG BAND MUSIC (Prod. Ripp-Strinberg) (Writer: Sebastian) (Faithful Virtue, BMI)—Clever novelty composition from the Lovin' Spoonful's album is right in the blues bag of Prima and should establish him as a pop rock performer. Exceptional performance and arrangement right in today's pop market. Flip: "Bald Headed Lena" (Hill & Range, BMI). **Kama Sutra 213**

ASSOCIATION — CHERISH (Prod. Boettcher) (Writer: Kirkman) (Beechwood, BMI) — Smooth folk-flavored ballad serves as a strong follow-up to their initial hit, "Along Comes Mary." Flip: "Don't Blame the Rain" (Sherman-DeVorzon, BMI). **Valiant 747**

REPARATA & THE DELRONS—MAMA'S LITTLE GIRL (Prod. World United) (Writer: Taylor) (Blackwood, BMI)—This rhythm teen number from the pen of Chip Taylor has the commercial sound to bring the group back to the charts once again. Builds into a big swinging production. Flip: "He Don't Want You" (Twin Tone, BMI). **RCA Victor 8912**

BOBBY GOLDSBORO—IT HURTS ME (Prod. Jack Gold) (Writer: Goldsboro) (Unart, BMI)—His own rocking composition, arranged by Bill Justis, has all the ingredients of a fast chart climber. Strong dance beat and chorus in support. Flip: "Pity the Fool" (Unart, BMI). **UNITED ARTISTS 50056**

PEACHES & HERB — WE'RE IN THIS THING TOGETHER (Prod. Kapralik & McCoy) (Writer: McCoy) (Blackwood, BMI) — Herb Fame and Peaches, lead singer of the Sweet Things, have a winner in this driving, bluesy Van McCoy number loaded with top chart potential. Flip: "Let's Fall in Love" (Bourne, ASCAP). **Date 1523**

SHADOWS OF KNIGHT—BAD LITTLE WOMAN (Writers: Tinsley - Cating - Demick - Armstrong-Rosbotham) (Bernice, BMI)—The "Gloria" boys are back with a raucous hot contender that will fast replace and surpass their successful "Oh Yeah." Clever, hard-driving arrangement. Flip: "Gospel Zone" (Yugoth, BMI). **Dunwich 128**

PAUL PEEK — THE SHADOW KNOWS (Prod. South) (Writer: Peek) (Lowery, BMI)—Combining several elements found in today's hits, plus the association of the forthcoming TV serial should find this novelty hitting with impact. Well-done Peek vocal and production by Joe South. Flip: "I'm Movin' Uptown" (Low-Twi, BMI). **Columbia 43771**

NEW BEATS—BIRD DOG (Prod. Wesley Rose) (Writers: Boudleaux-Bryant) (Acuff-Rose, BMI) — The Everly Brothers' former novelty hit is brought up to date in this fresh, swinging arrangement that should spiral the Newbeats back up the charts. Flip: "Evil Eva" (Acuff-Rose, BMI). **Hickory 1408**

DEL-VETTS—LAST TIME AROUND (Writer: Dahlquist) (Yugoth, BMI) — Exciting new folk-rock group could fast establish themselves as top sellers via this well-done rhythm number aimed right at the teen market. Good vocal and guitar work. Flip: "Every Time" (Yugoth, BMI). **Dunwich 125**

THEM— I CAN ONLY GIVE YOU EVERYTHING (Prod. Tommy Scott) (Writer: Morrison) (Bernice, BMI)—With much of the flavor of their former hit, "Gloria," this solid dance beat rocker has strong possibilities for a high spot on the Hot 100. Flip: "Don't Start Crying Now" (Bernice-January, BMI). **Parrot 3006**

CHART Spotlights—Predicted to reach the HOT 100 Chart

SHAWN ELLIOTT—Hello Heartache, Goodbye Love (Atrium, ASCAP). ROULETTE 4700
ALEXANDER & THE HAMILTONS—I Don't Need You (Beechwood, BMI). WARNER BROS. 5844
NEW COLONY SIX—Cadillac (Arc, BMI). SENTAR 1614
SONICS—You Got Your Head on Backwards (Burdette, BMI). JERDEN 809
CL & PICTURES—Baby Not Now (Combine, BMI). MONUMENT 958
WESTBROOKS—Take Me With You When You Go (Mirwood-Antlers, BMI). MIRA 225
PHIL ORSI & LITTLE KINGS—Sorry (I Ran All the Way Home) (Figure, BMI). U.S.A. 847
STAGEMASTERS—Baby, I'm Here Just to Love You (Slide, ASCAP). SLIDE 2101
CHARLIE DANIELS & JAGUARS—The Middle of a Heartache (Crawdadd-Charger-Counterpart-Falls City, BMI). PAULA 246
FRIENDS OF GIFFORD PINCH, BRIAN & CLARK—Ladybugs, Puddles and Things (Third Story, BMI). DECCA 32006
JUDY CLAY—You Busted My Mind (Flomar, BMI). SCEPTER 12157
DIGNO GARCIA—Guantanamo (Fall River, BMI). MONUMENT 963
THE SANDALS—Theme From Endless Summer (Har-Bock, BMI). WORLD PACIFIC 77840
NAT & TIE—Chance for Romance (Jay Boy, BMI). PRESIDENT 1000

JOE HARNEL—Meeskite (Sunbeam, BMI)—Our Concerto (Gil-A Rex, BMI). COLUMBIA 43756
AL HIRT—Green Hornet Theme (Hastings, BMI). RCA VICTOR 8925
ROBERT GOULET—Once I Had a Heart (Leeds, ASCAP)—I Hear a Different Drummer (Callee, ASCAP). COLUMBIA 43760
RAY ANTHONY—Danke Schoen (Roosevelt & GEMA, BMI). CAPITOL 5714
CANNIBAL AND HEADHUNTERS—Land of a Thousand Dances (Anatole & Tune-Kel, BMI). DATE 1325
EDWARD BINNS—The Pledge of Freedom (Commander, ASCAP). COMMANDER 1007
LEE MERRIL—Ballad of Green Hornet (Comsat & Julroy, ASCAP). BOOM 60,013
SUZI JAN HOKOM—Need All the Help I Can Get (Criterion, ASCAP). MGM 13563
PETE FOUNTAIN—Mood Indigo (Mills, ASCAP). CORAL 62496
GENE CHANDLER—Mr. Big Shot (Cachland, BMI). CONSTELLATION 1028
KING CURTIS—Dancing in the Streets (Jobete, BMI). ATCO 6429
BOBBE MORRIS—The World Is a Wheel (Pincus & Sons, ASCAP). COLUMBIA 43767
DEAN MARTIN—Baby I See You (Atlantic, BMI)—The Bottom of My Mind (Atlantic, BMI). REPRIS 0506

COUNTRY SPOTLIGHTS

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

BUCK OWENS — OPEN UP YOUR HEART (Prod. Ken Nelson) (Writer: Owens) (Blue Book, BMI)—He's done it again. Well-written rhythm ballad from the Owen's pen aimed right at the No. 1 spot on the chart. Flip: "No More Me and You" (Blue Book, BMI). **Capitol 5705**

WARNER MACK—IT TAKES A LOT OF MONEY (Writer: Bob Harris) (Four Star, BMI)—Change of pace for Mack is this exceptional rhythm number which will spiral him right back up the chart in short order. Much pop potential as well. Flip: "A Million Thoughts From My Mind" (Pageboy, SESAC). **Decca 32004**

DON BOWMAN—I GET THE FEELING WE'RE THROUGH (Prod. Atkins) (Writer: Bowman) (Parody, BMI)—Hilarious novelty material from his album, "Funny Way to Make an Album," has all the earmarks of a country and pop smash hit. Must be heard through. Flip: "The All American Boy" (Janon, ASCAP). **RCA Victor 8916**

CHART^{ELLER} Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

GEORGE HAMILTON IV—Early Morning Rain (Witmark, ASCAP). RCA VICTOR 8924
LEFTY FRIZZELL—Everything Keeps Coming Back (But You) (Golden Eye, BMI) COLUMBIA 43747
JIMMY DEAN—Once a Day (Moss-Rose, BMI). COLUMBIA 43754
DON ROBERTSON—Pianje (Robertson, ASCAP). MONUMENT 964
DONNA HARRIS—He Was Almost Persuaded (Gallico, BMI). ABC 10839
DANE STINIT—Don't Knock What You Don't Understand (Screen Gems, BMI). SUN 348

R&B SPOTLIGHTS

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

WALTER JACKSON—AFTER YOU THERE CAN BE NOTHING (Prod. Ted Cooper) (Writers: Cooper-Farrell) (Picturetone-Painted Desert, BMI) —One of the best Jackson performances to date. Exceptional blues ballad with a Bill Medley touch has equal possibilities in the pop field. Flip: "My Funny Valentine" (Chappell, ASCAP). **Okeh 7256**

BOBBY BLAND—POVERTY (Writers: Clark-Woods) (Don, BMI) — Hot on the heels of "Goodtime Charlie," Bland has a sure-fire winner in this rhythm ballad. Another fine, soulful Bland performance. Flip: "Building a Fire With Rain" (Don, BMI). **Duke 407**

BEN E. KING—I SWEAR BY THE STARS ABOVE (Writers: Bailey-Northern) (Pronto, BMI)—Bluesy ballad with meaningful lyric and powerful King performance makes this a hot contender for the top spot on the chart. Flip: "Get in a Hurry" (Pronto-Duane, BMI). **Atco 6431**

MARVIN SMITH — TIME STOPPED (Prod. Carl Davis) (Writers: Smith-Davis) (Jalynne & BRC, BMI)—One to watch closely. This exceptional ballad performance could prove a giant. Flip: "Have More Time" (Jalynne & BRC, BMI). **Brunswick 55299**

SAMMY TURNER—OUR LOVE WILL GROW AND GROW (Prod. Teddy Randazzo) (Writers: Carroll-Walquer-Randazzo) (South Mountain, BMI) — A blockbuster in material and performance. Should prove a top-of-the-chart item with equal potential in the pop field. Flip: "Pink Sugar and Purple Salt" (South Mountain, BMI). **Verve 10409**

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

DEE CLARK—I'm Goin' Home (Vonglo-Joni, BMI). CONSTELLATION 193
OCAPELLO'S—Anytime (Hill & Range, BMI). CHECKER 105
AL HASKINS—You Got Me (Don-Flicks, BMI). SURE-SHOT 5018
ART REYNOLDS SINGERS—I Won't Be Back (Savoy, BMI). CAPITOL 3456

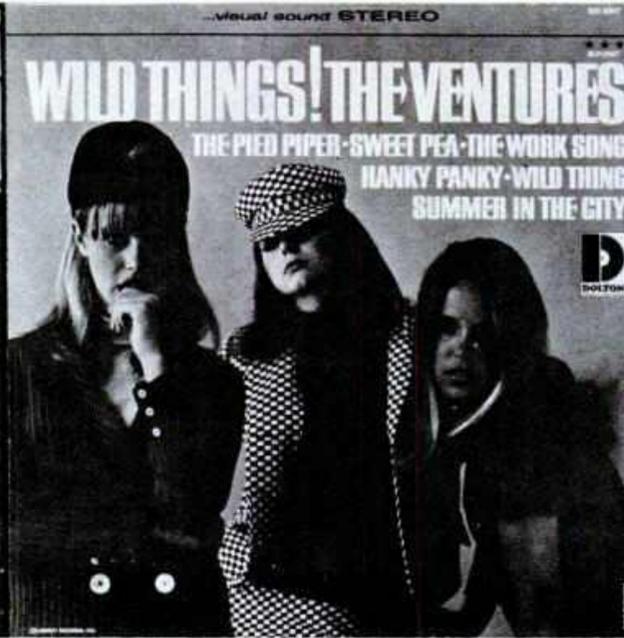
THE SOUND OF FALL 1966



THE PAIR • "IN"-CITEMENT • LRP-3461/LST-7461

THE VENTURES • WILD THINGS • DOLTON BLP-2047/BST-8047

THE SUNSET STRINGS • SOMEWHERE, MY LOVE • LRP-3469/LST-7469



FOR ENTERTAINMENT

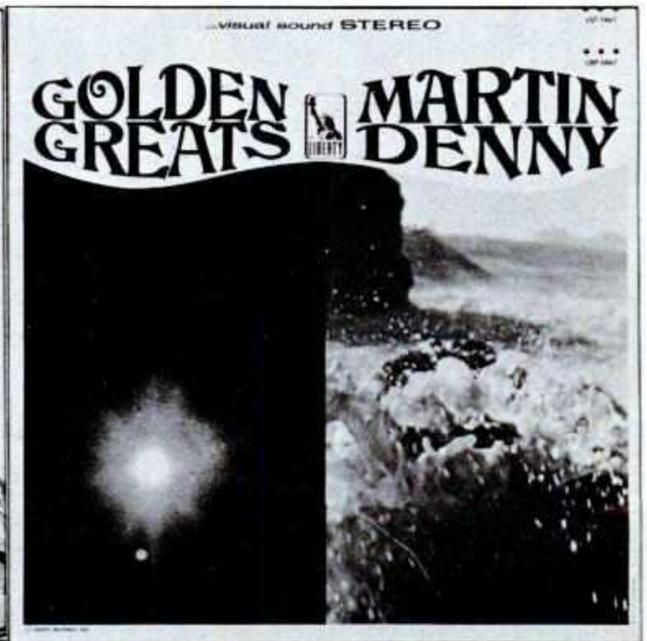
TAKE THE LIBERTY



VIC DANA • GOLDEN GREATS • DOLTON BLP-2048/BST-8048



JAN & DEAN • GOLDEN HITS - VOL. 3 • LRP-3460/LST-7460



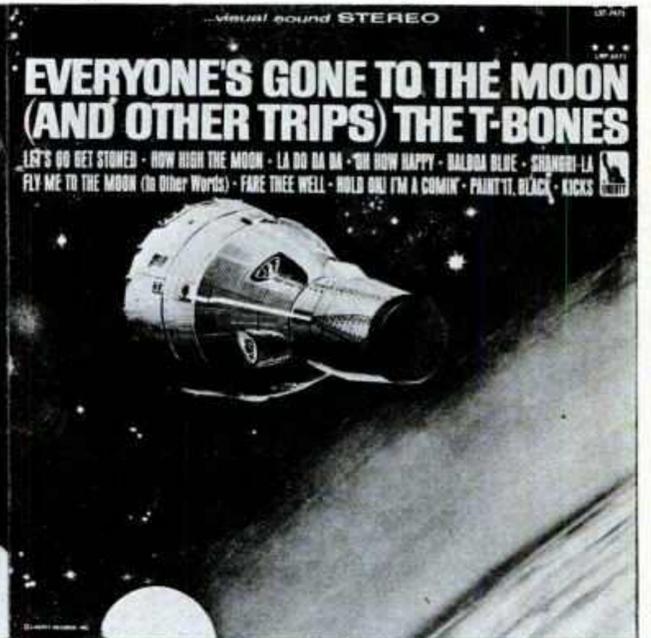
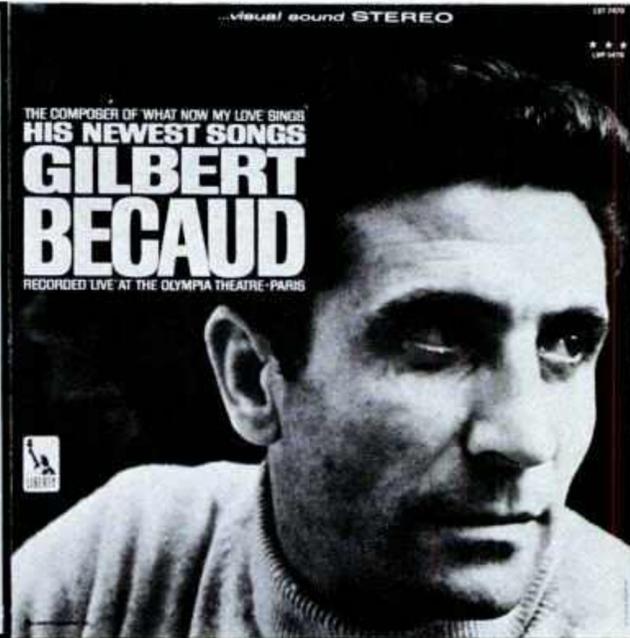
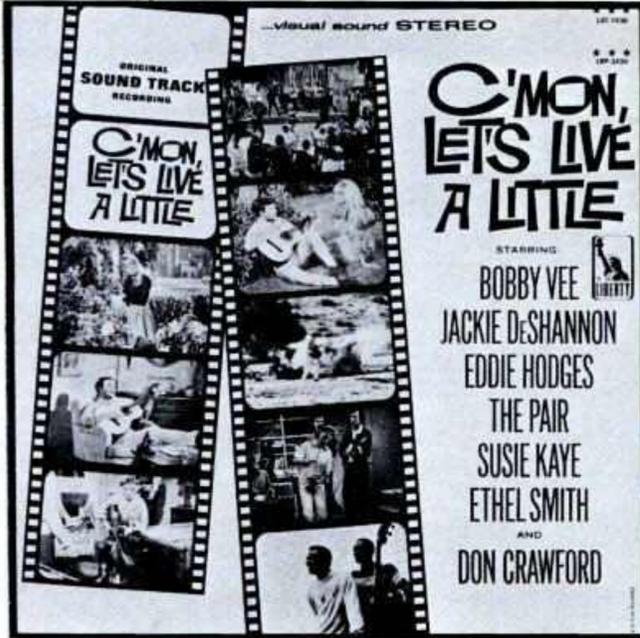
MARTIN DENNY • GOLDEN GREATS • LRP-3467/LST-7467

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C'MON LET'S LIVE A LITTLE • ORIGINAL SOUNDTRACK • LRP-3430/LST-7430

GILBERT BECAUD • HIS NEWEST SONGS • LRP-3470/LST-7470

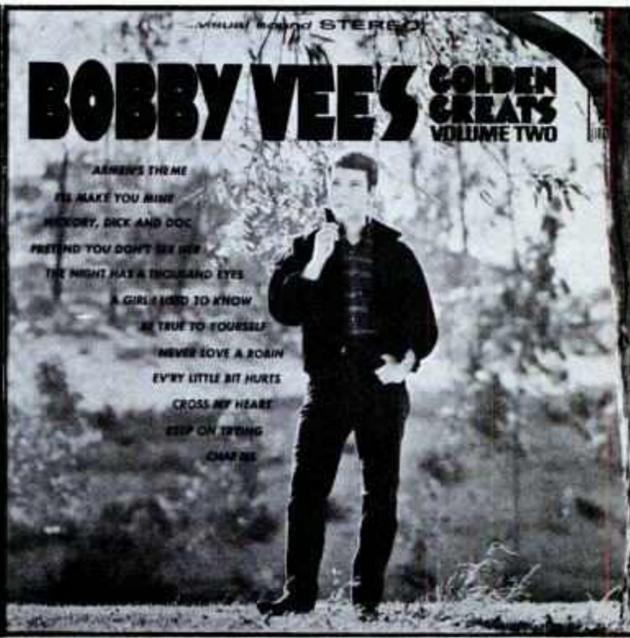
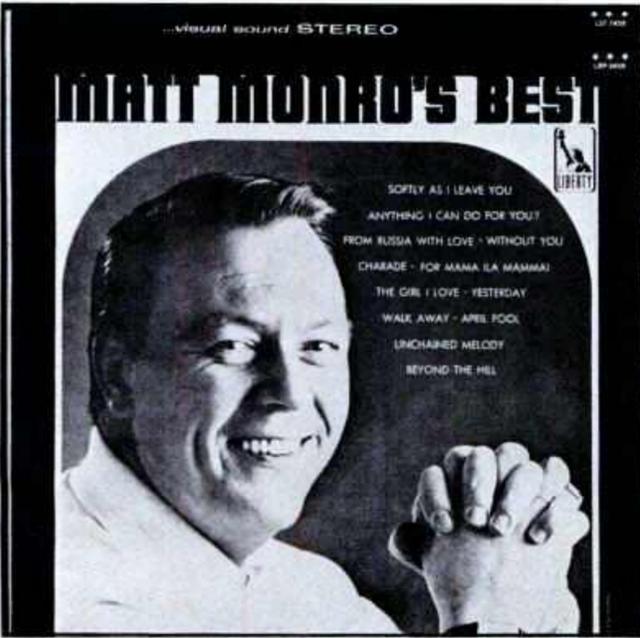
T-BONES • EVERYONE'S GONE TO THE MOON (And Other Trips) • LRP-3471/LST-7471



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THE 50 GUITARS OF TOMMY GARRETT • THE 50 GUITARS IN LOVE • LMM-13037/LSS-14037



MATT MONRO'S BEST • LRP-3459/LST-7459

BOBBY VEE'S GOLDEN GREATS—VOL. 2 • LRP-3464/LST-7464

THE BEST OF SI ZENTNER—VOL. 2 • LRP-3457/LST-7457

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LP-9320 / LP-12320



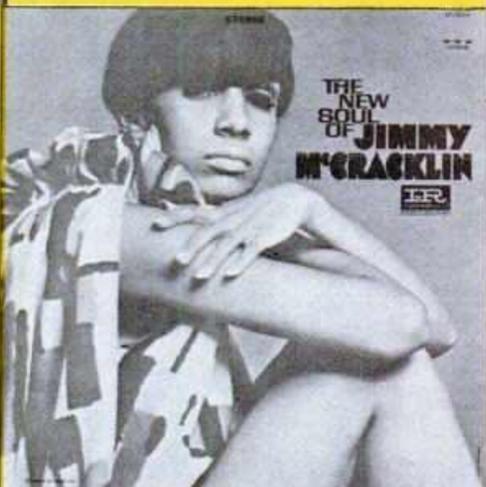
JOHNNY RIVERS' GOLDEN HITS
LP-9324 / LP-12324



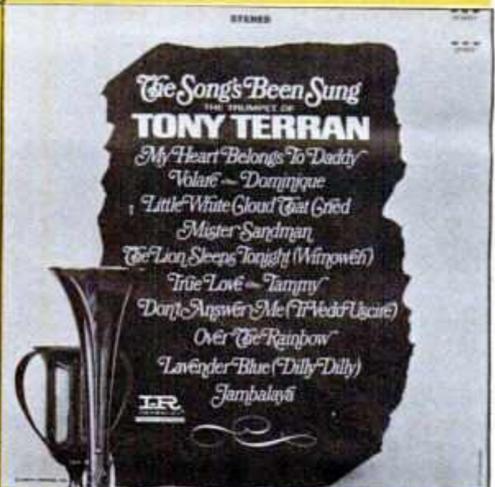
MEL CARTER • EASY LISTENING
LP-9319 / LP-12319



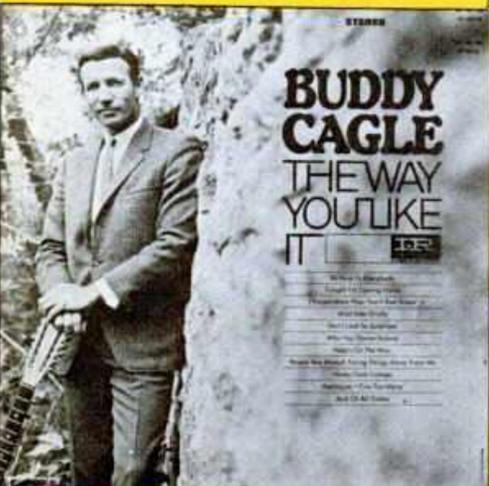
FRANCK POURCEL • SOMEWHERE, MY LOVE
LP-9326 / LP-12326



THE NEW SOUL OF JIMMY McCRACKLIN
LP-9316 / LP-12316



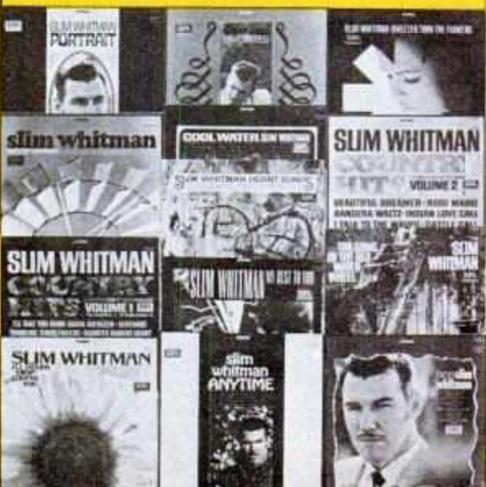
TONY TERRAN • THE SONG'S BEEN SUNG
LP-9317 / LP-12317



BUDDY CAGLE • THE WAY YOU LIKE IT
LP-9318 / LP-12318



SLIM WHITMAN • A TRAVELIN' MAN
LP-9313 / LP-12313

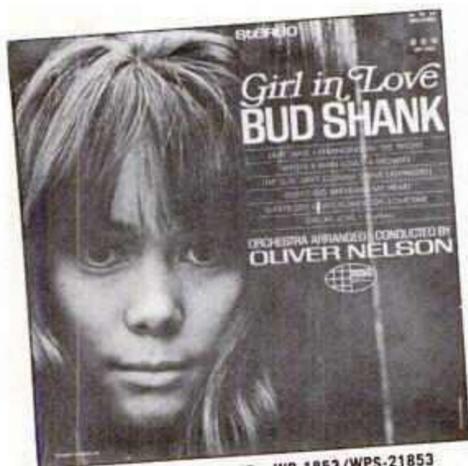


And with 13
Slim Whitman albums
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for lots of extra sales.



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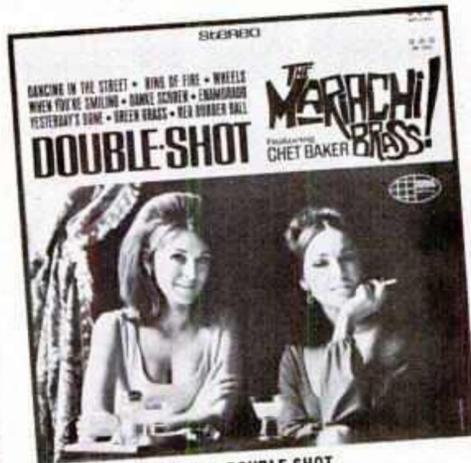
7 brand new LP's that mean out-of-this-world sales volume!



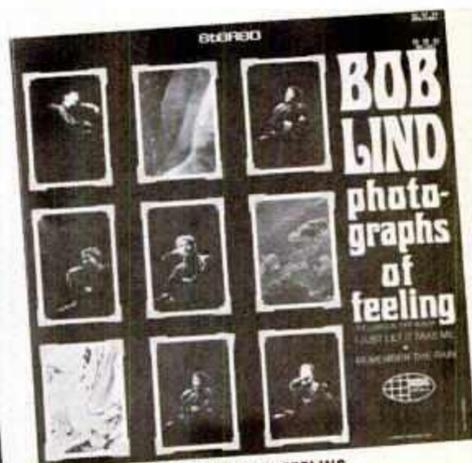
BUD SHANK • GIRL IN LOVE • WP-1853/WPS-21853



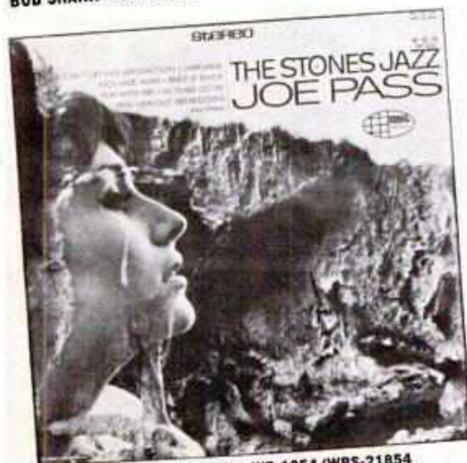
CHET BAKER & THE CARMEL STRINGS
• QUIETLY THERE • WP-1847/WPS-21847



THE MARIACHI BRASS • DOUBLE SHOT
• WP-1852/WPS-21852



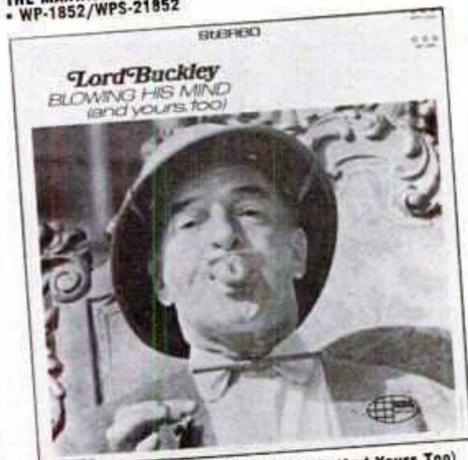
BOB LIND • PHOTOGRAPHS OF FEELING
• WP-1851/WPS-21851



JOE PASS • STONES JAZZ • WP-1854/WPS-21854



BILLY LARKIN AND THE DELEGATES • HOLD ON!
• WP-1850/WPS-21850



LORD BUCKLEY • BLOWING HIS MIND (And Yours Too)
• WP-1849

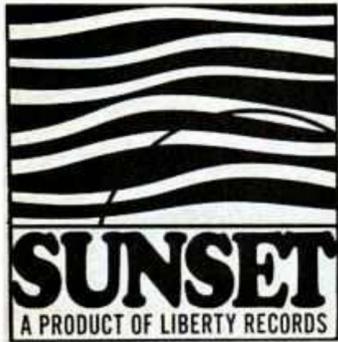
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SUNSET

THE NEW

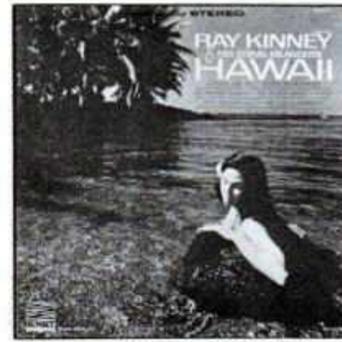
2ND BIG



ROBERT CLARY, RICHARD DAWSON, IVAN DIXON, LARRY HOVIS • HOGAN'S HEROES SING THE BEST OF WORLD WAR II
SUM-1137/SUS-5137



THE STANDELLS • LIVE AND OUT OF SIGHT!
SUM-1136/SUS-5136



RAY KINNEY • HAWAII
SUM-1135/SUS-5135



JACK COSTANZO • BONGO FEVER!
SUM-1134/SUS-5134



WILLIE NELSON • HELLO WALLS
SUM-1138/SUS-5138



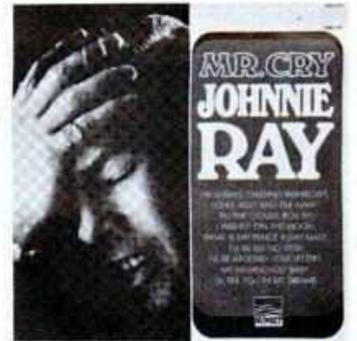
HARRY SUKMAN • SONG WITHOUT END
SUM-1128/SUS-5128



JEFF CHANDLER • SINCERELY YOURS
SUM-1127/SUS-5127



KAY STARR • PORTRAIT OF A STARR
SUM-1126/SUS-5126



JOHNNIE RAY • MR. CRY
SUM-1125/SUS-5125

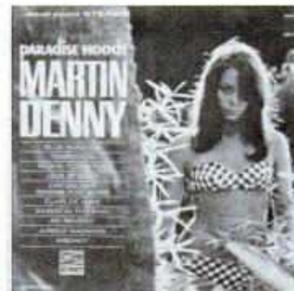
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MARTIN DENNY • PARADISE MOODS
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FATS DOMINO!
SUM-1103/SUS-5103



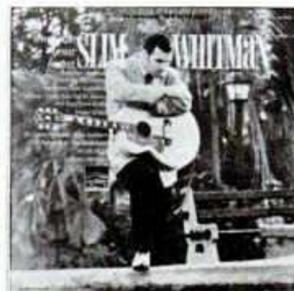
JULIE LONDON
SUM-1104/SUS-5104



SI ZENTNER • BIG BAND BRILLIANCE
SUM-1110/SUS-5110



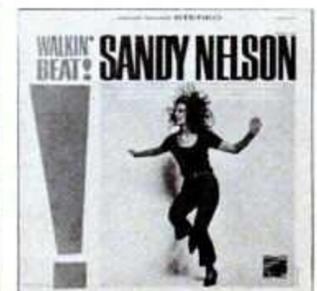
BOBBY VEE
SUM-1111/SUS-5111



SLIM WHITMAN • UNCHAIN
YOUR HEART
SUM-1112/SUS-5112



HER NIBS MISS GEORGIA GIBBS
SUM-1113/SUS-5113



SANDY NELSON • WALKIN' BEAT
SUM-1114/SUS-5114

GREAT STARS!

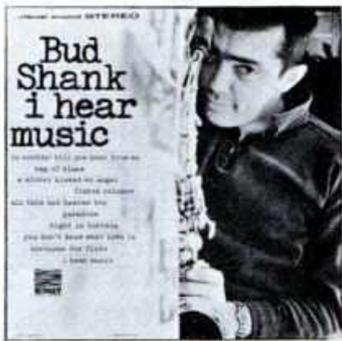
RECORDS

ECONOMY LEADER

RELEASE



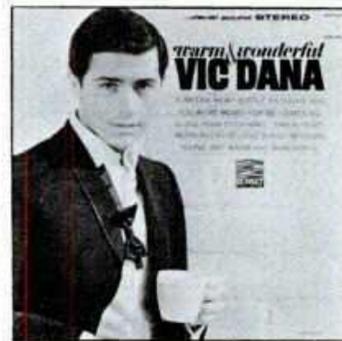
JOE LOCO • DANCE!
SUM-1133/ SUS-5133



BUD SHANK • I HEAR MUSIC
SUM-1132/ SUS-5132



THE FLEETWOODS • IN A MELLOW MOOD
SUM-1131/ SUS-5131



VIC DANA • WARM AND WONDERFUL
SUM-1130/ SUS-5130



JOHN DUFFY • AUTUMN LEAVES
SUM-1129/ SUS-5129



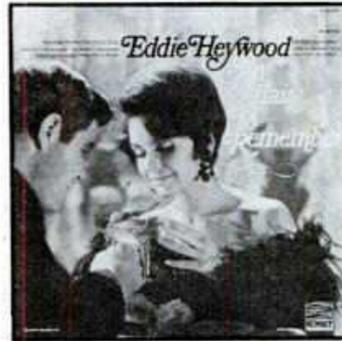
NELLIE LUTCHER • DELIGHTFULLY YOURS
SUM-1124/ SUS-5124



EDDIE COCHRAN • SUMMERTIME BLUES
SUM-1123/ SUS-5123



GENE McDANIELS • THE FACTS OF LIFE
SUM-1122/ SUS-5122

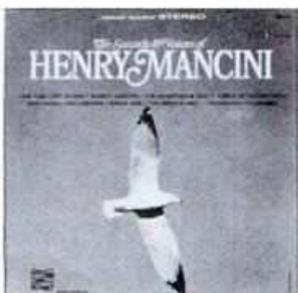


EDDIE HEYWOOD • AN AFFAIR TO REMEMBER
SUM-1121/ SUS-5121



HARRY GELLER • GYPSY MANDOLINS
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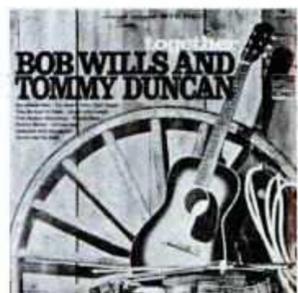
THE SOUNDS AND VOICES OF HENRY MANCINI
SUM-1105/ SUS-5105



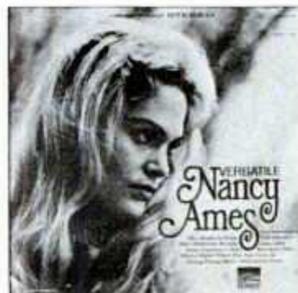
FELIX SLATKIN • LOVE STRINGS
SUM-1106/ SUS-5106



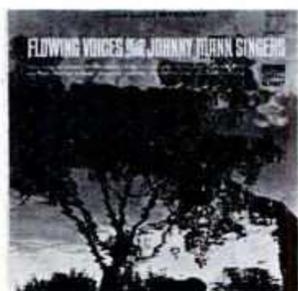
TIMI YURO
SUM-1107/ SUS-5107



BOB WILLS & TOMMY DUNCAN TOGETHER
SUM-1108/ SUS-5108



VERSATILE NANCY AMES
SUM-1109/ SUS-5109



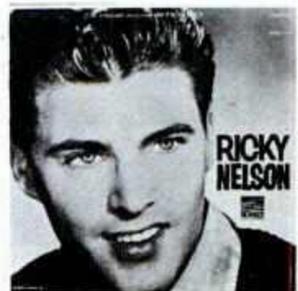
FLOWING VOICES OF THE JOHNNY MANN SINGERS
SUM-1115/ SUS-5115



THE VENTURES • RUNNIN' STRONG
SUM-1116/ SUS-5116



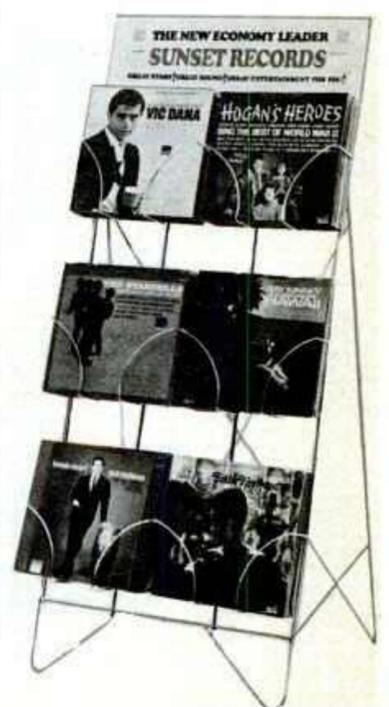
GERRY MULLIGAN • CONCERT DAYS
SUM-1117/ SUS-5117



RICKY NELSON
SUM-1118/ SUS-5118

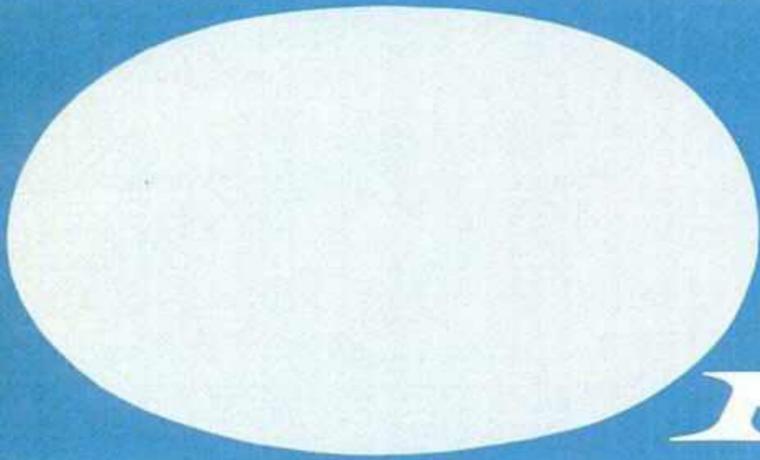


T-BONES • SHAPIN' THINGS UP
SUM-1119/ SUS-5119



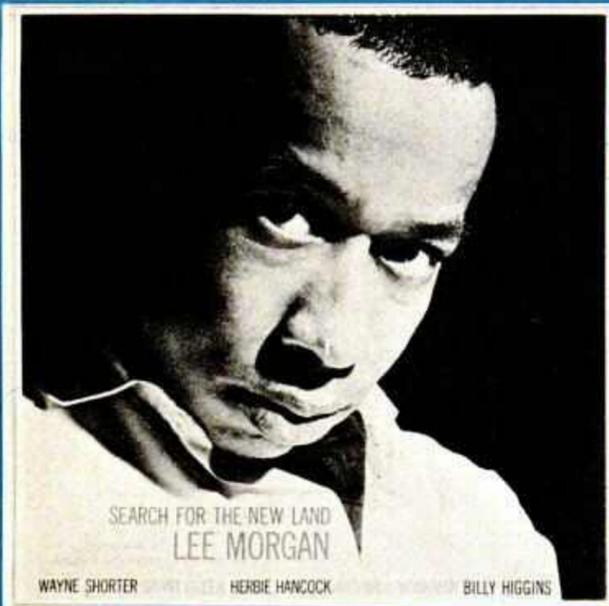
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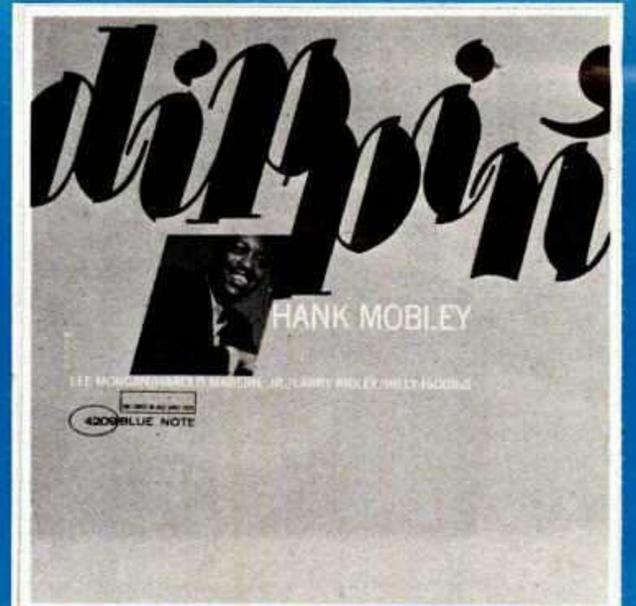
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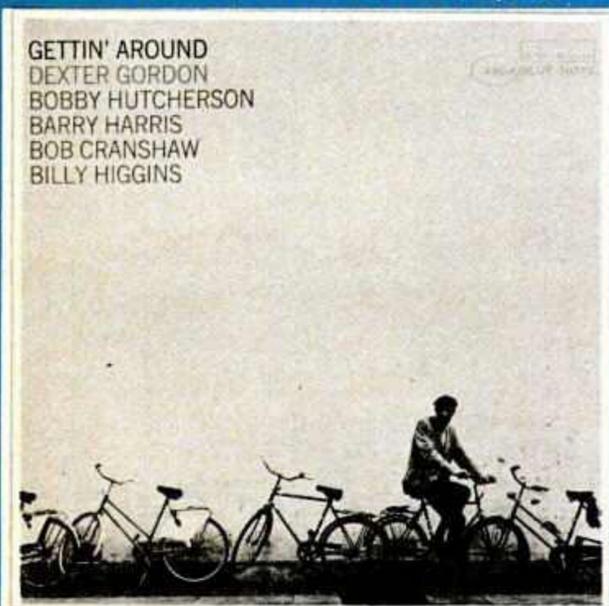
LEE MORGAN • SEARCH FOR THE NEW LAND • BLP-4169/84169



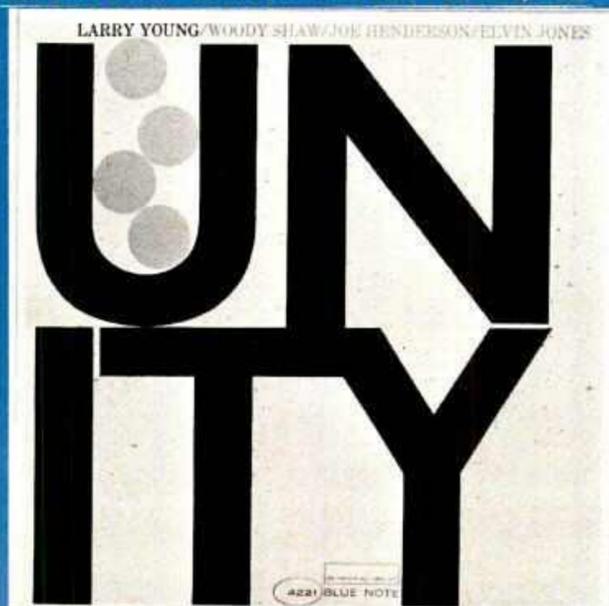
BIG JOHN PATTON • GOT A GOOD THING GOIN' • BLP-4229/84229



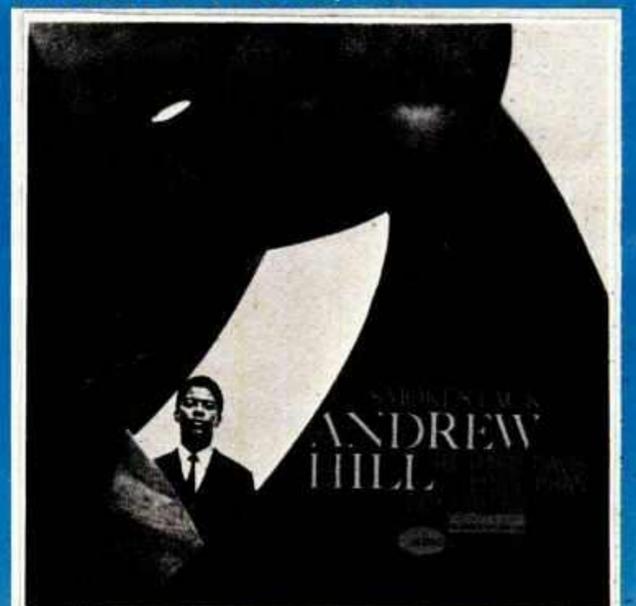
HANK MOBLEY • DIPPIN' • BLP-4209/84209



DEXTER GORDON QUINTET • GETTIN' AROUND • BLP-4204/84204



LARRY YOUNG • UNITY • BLP-4221/84221



ANDREW HILL • SMOKE STACK • BLP-4160/84160

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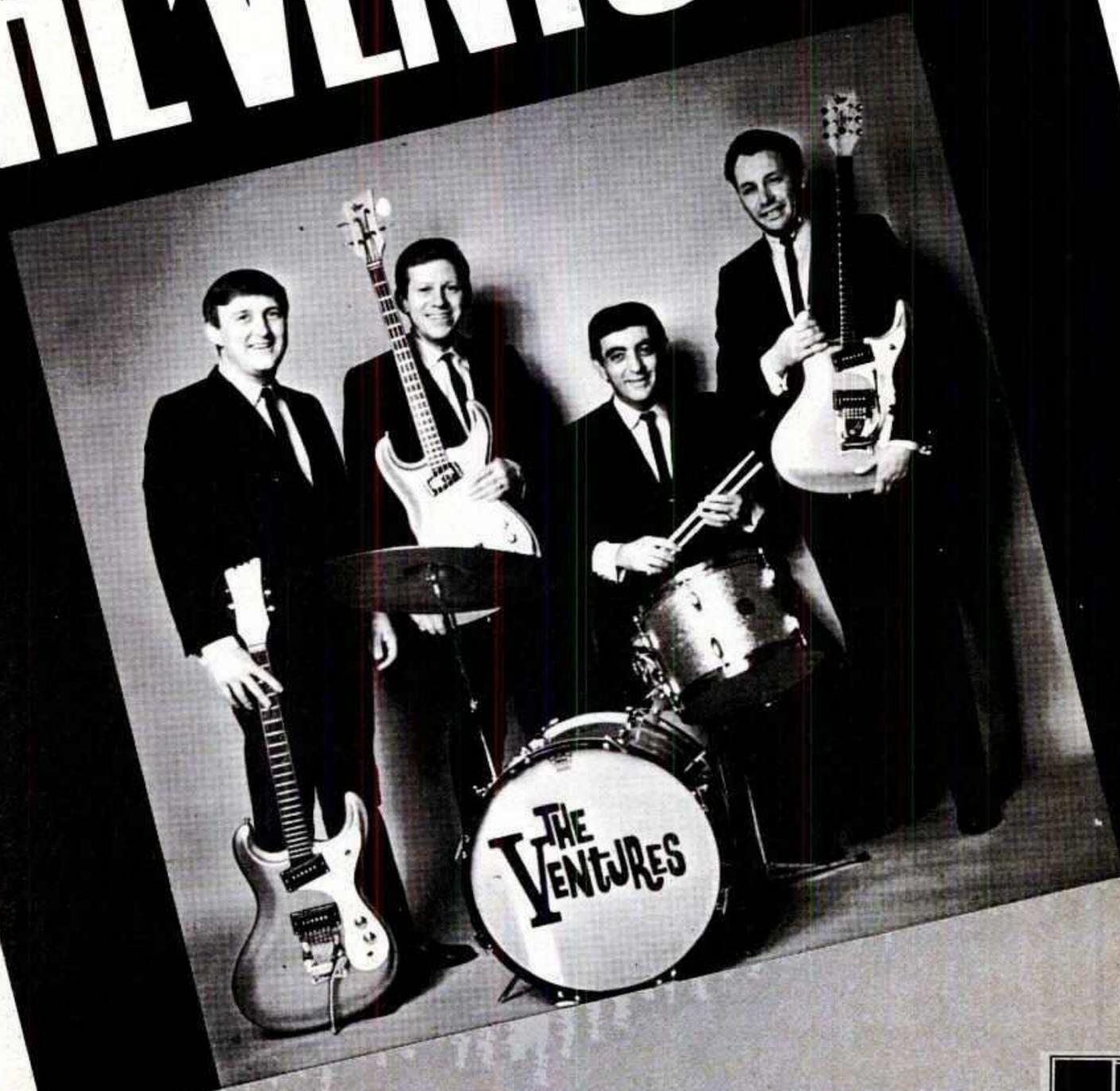
Green Hornet Theme.

Red hot single.

#323

GREEN HORNET THEME

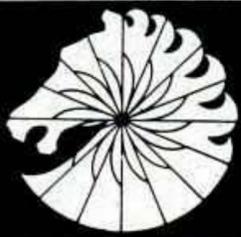
THE VENTURES



"The Green Hornet" is a Greenway Production in association with 20th Century Fox TV & Green Hornet, Inc.



Published by Hastings
Music Corporation



Little Milton

MAN LOVES TWO

CHECKER 1149

Fontella Bass

YOU'LL NEVER EVER KNOW

CHECKER 1147

Etta James and
Sugar Pie DeSanto

IN THE BASEMENT

CADET 5539

Monk Higgins

WHO-DUN-IT

ST. LAWRENCE 1013

The Vontastics

DAY TRIPPER

ST. LAWRENCE 1014

CHESS

RECORDS

Billboard TOP 40 EASY LISTENING

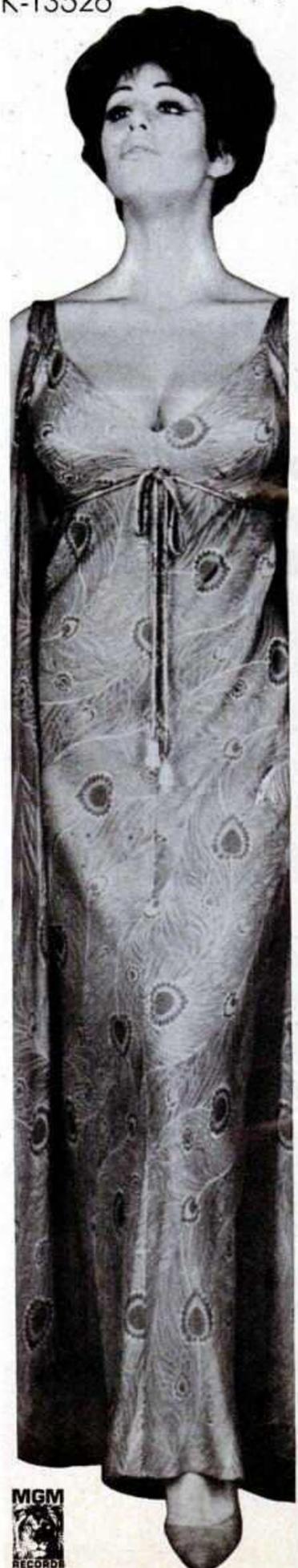
These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	1	1	SOMEWHERE MY LOVE	Ray Conniff & Singers, Columbia 43626 (Robbins, ASCAP)	10
2	2	2	3	THE WORK SONG	Herb Alpert & Tijuana Brass, A&M 805 (Upam, BMI)	9
3	4	11	30	BORN FREE	Roger Williams, Kapp 767 (Columbia, BMI)	4
4	3	3	2	THE IMPOSSIBLE DREAM	Jack Jones, Kapp 755 (Fox, ASCAP)	15
5	5	8	15	I COULDN'T LIVE WITHOUT YOUR LOVE	Petula Clark, Warner Bros. 5835 (Northern, ASCAP)	6
6	8	13	26	A MILLION AND ONE	Dean Martin, Reprise 0500 (Silver Star, BMI)	5
7	9	9	18	MISTY	Groove Holmes, Prestige 401 (Vernon, ASCAP)	9
8	6	6	10	GEORGIA ROSE	Tony Bennett, Columbia 43715 (Feist, ASCAP)	7
9	7	5	6	LARA'S THEME FROM "DR. ZHIVAGO"	Roger Williams, Kapp 738 (Robbins, ASCAP)	17
10	11	15	23	THE TIP OF MY FINGERS	Eddy Arnold, RCA Victor 8869 (Tree & Champion, BMI)	5
11	13	14	19	YOU YOU YOU	Mel Carter, Imperial 66183 (Mellin, BMI)	7
12	10	4	4	STRANGERS IN THE NIGHT	Frank Sinatra, Reprise 0470 (Roosevelt-Champion, BMI)	17
13	17	27	28	IN THE ARMS OF LOVE	Andy Williams, Columbia 43737 (Twin-Chris, ASCAP)	4
14	15	19	24	IT'LL TAKE A LITTLE TIME	Jerry Vale, Columbia 43696 (Leeds, ASCAP)	6
15	16	25	—	NON... C'EST RIEN	Barbra Streisand, Columbia 43739 (Kiki, BMI)	3
16	18	22	29	WADE IN THE WATER	Ramsey Lewis, Cadet 5541 (Ramsel, BMI)	7
17	21	26	31	JUST YESTERDAY	Al Martino, Capitol 5702 (Damian, ASCAP)	5
18	23	32	—	GUANTANAMERA	The Sandpipers, A&M 806 (Fall River, BMI)	3
19	12	10	14	UPTIGHT	Nancy Wilson, Capitol 5673 (Jobete, BMI)	8
20	28	34	—	ALFIE	Joannie Sommers, Columbia 43731 (Famous, ASCAP)	3
21	35	—	—	THERE WILL NEVER BE ANOTHER YOU	Chris Montez, A&M 810 (Morris, ASCAP)	2
22	22	20	25	YOU'VE GOT YOUR TROUBLES	Nancy Wilson, Capitol 5673 (Mills, ASCAP)	5
23	14	7	7	HAPPY SUMMER DAYS	Ronnie Dove, Diamond 205 (Picturephone, BMI)	10
24	26	29	35	A MILLION AND ONE	Vic Dana, Dolton 322 (Silver Star, BMI)	5
25	19	12	8	YOU DON'T HAVE TO SAY YOU LOVE ME	Dusty Springfield, Phillips 40371 (Robbins, ASCAP)	9
26	29	35	—	A SIGN OF THE TIMES	King Richard's Flugel Knights, MTA 107 (Dutchess, BMI)	3
27	31	33	34	KHARTOUM	Ferrante & Teicher, United Artists 50038 (Unart, BMI)	6
28	20	24	32	LET ME TELL YOU, BABE	Nat King Cole, Capitol 5683 (Comet, ASCAP)	5
29	30	36	—	MAS QUE NADA	Sergio Mendes and Brasil '66, A&M 807 (Peer Int'l, BMI)	3
30	37	—	—	SUMMER SAMBA	Walter Wanderley, Verve 10421 (Dutchess, BMI)	2
31	34	40	—	PUT YOURSELF IN MY PLACE	Buddy Greco, Reprise 0459 (Screen Gems-Columbia, BMI)	3
32	24	16	13	SUMMER LOVE	John Davidson, Columbia 43635 (Mutual, ASCAP)	10
33	36	39	—	I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME	Faron Taylor, Columbia 43630 (Mills, ASCAP)	3
34	—	—	—	CAST YOUR FATE TO THE WIND	Shelby Flint, Valiant 743 (Friendship, BMI)	1
35	40	—	—	THE WHEEL OF HURT	Margaret Whiting, London 101 (Roosevelt, BMI)	2
36	—	—	—	WACO	Lorne Green, RCA Victor 890 (Ensign & Greene, BMI)	1
37	—	—	—	MY HEART REMINDS ME	Vikki Carr, Liberty 55897 (Symphony House, ASCAP)	1
38	—	—	—	ALFIE	Carmen McRae, Mainstream 650 (Famous, ASCAP)	1
39	—	—	—	BLUE SIDE OF LONESOME	Jim Reeves, RCA Victor 8902 (Glad, BMI)	1
40	—	—	—	HAPPINESS IS	Count Basie, ABC 10830 (Mills, ASCAP)	1

On the
Air
Everywhere!

Lainie
Kazan
Can I
Trust
You b/w I Can't Remember

K-13526



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

AUGUST 20, 1966, BILLBOARD

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DON'T WAIT!

CUT-OFF FOR REGISTRATION APPLICATIONS COMING SOON! DON'T MISS THIS VITAL INTER-INDUSTRY SEMINAR.

REGISTER NOW! — SEE REGISTRATION BLANK OPPOSITE PAGE 34

PROGRAM

THE TAPE CARTRIDGE CONFERENCE

Edgewater Beach Hotel, Chicago, Illinois



August 29-30, 1966

MONDAY, AUGUST 29

9:30 A.M. to 12:00 Noon

SESSION I

MORNING SESSION

YOUR FUTURE IN THE TAPE CARTRIDGE FIELD

Chairman

Hal B. Cook,

Publisher

The Billboard Publishing Company
New York, New York

IN WHAT DIRECTIONS WILL THE TAPE CARTRIDGE
FIELD GO—ITS PITFALLS AND PROMISES

Chairman

Mort L. Nasatir,

President

MGM Records, Inc.

New York, New York

THE POTENTIAL FOR SALES—A FORECAST OF

MARKET OPPORTUNITIES

Chairman

Lee Zhito,

Editor in Chief

The Billboard Publishing Company

New York, New York

Chairman

Andrew Csida,

Managing Director of

Special Projects Division

The Billboard Publishing Company

New York, New York

12:30 P.M. to 1:30 P.M.

LUNCHEON

MONDAY

1:30 P.M. to 5:00 P.M.

CONCURRENT SESSIONS

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

SESSION II

Chairman

Harry Beckerman,

President

Car Tapes, Inc.

Chicago, Illinois

THE PROFITABILITY IN DEVELOPING AN INSTALLATION

CENTER FOR PLAYBACK EQUIPMENT IN AUTOMOBILES

Chairman

Earl Muntz,

President

Muntz Stereo-Pak, Inc.

Van Nuys, California

SESSION III

Chairman

David Nager,

Sales Manager

Consumer Products Division

Automatic Radio Sales, Inc.

Melrose, Massachusetts

THE ROLE OF THE WHOLESALER IN THE TAPE

CARTRIDGE BUSINESS

Chairman

Larry Finley,

President

International Tape Cartridge Corporation

New York, New York

SESSION IV

Chairman

Wybo Semmelink

Assistant Vice-President,

High Fidelity Products Dept.

North American Philips Company, Inc.

New York, New York

MONDAY

DISPLAYING, PROMOTING AND SELLING TAPE CARTRIDGES
AT THE RETAIL LEVEL

Chairman

Ethan Caston,

Vice-President

Record Division

Wallich's Music City, Inc.

Hollywood, California

SESSION V

Chairman

Irwin H. Steinberg,

Executive Vice-President

Mercury Records

Chicago, Illinois

POINT OF SALE—BIRTHPLACE OR GRAVEYARD?

Chairman

Stanley Gortikov,

President

Capitol Records Distributing Corporation

Hollywood, California

SESSION VI

Chairman

William B. Wilfong,

Merchandiser—Radios and Phonographs

The Goodyear Tire & Rubber Co.

Akron, Ohio

DISPLAYING, PROMOTING AND SELLING TAPE

EQUIPMENT AT THE RETAIL LEVEL

Chairman

George K. Mery,

President

Dynamic Devices, Inc.

San Antonio, Texas

SESSION VII

Chairman

Merv York,

President

Top Notch Auto Supply Co.

Hopkins, Minnesota

PURCHASING, INVENTORY AND INVESTMENT CONSIDERATIONS

IN CARTRIDGE AND EQUIPMENT RETAILING

Chairman

Amos Heilicher,

President

Heilicher Bros.

Minneapolis, Minnesota

5:00 P.M.-10:00 P.M.

EDUCATIONAL EXHIBITS

A display of the newest equipment and

accessories in tape cartridge field.

TUESDAY, AUGUST 30

9:00 A.M. to 12:00 Noon

MORNING SESSION

Chairman

Vincent R. Vecchione,

Manager, Consumer Products

Borg-Warner

Spring Division

Bellwood, Illinois

SESSION VIII

SELLING TO KEY MARKETS

OPPORTUNITIES FOR SALE OF PLAYBACK EQUIPMENT

IN THE AUTOMOBILE FIELD

Chairman

John J. Nevin,

Car Product Planning Manager

Ford Division

Ford Motor Company

Dearborn, Michigan

OPPORTUNITIES FOR SALE OF PLAYBACK EQUIPMENT

IN THE HOME

Chairman

John A. O'Hara,

Director of Tape Development

Consumer Electronics Division

Philco Corporation

Philadelphia, Pennsylvania

CONCURRENT SESSIONS

Registrants will choose either of the following two sessions.

SESSION IX

SELLING THROUGH DEALERS

Chairman

Bill Mulcahy,

President

TelePro Industries, Inc.

Cherry Hill, New Jersey

AN INSTALLER'S EXPERIENCE IN SELLING PLAYBACK
EQUIPMENT AND TAPE CARTRIDGES

Chairman

Jack Frankford,

President

Retail and Wholesale Divisions

Michigan Mobile Radio, Inc.

Detroit, Michigan

A RECORD DEALER'S EXPERIENCE IN SELLING PLAYBACK
EQUIPMENT AND TAPE CARTRIDGES

Chairman

Arthur C. Grobart,

President

Discount Record Center Stores

Beverly Hills, California

AN AUTO ACCESSORY DEALER'S EXPERIENCE IN SELLING
PLAYBACK EQUIPMENT AND TAPE CARTRIDGES

Chairman

Arnold F. Woolf,

Treasurer

Arnco Auto Supply Co., Inc.

Boston, Massachusetts

A DEPARTMENT STORE'S EXPERIENCE IN SELLING
PLAYBACK EQUIPMENT AND TAPE CARTRIDGES

Chairman

Darse Crandall,

Product Manager, Television & Stereo

AIMCEE Wholesale Corporation

New York, New York

SESSION X

SELLING THROUGH WHOLESALERS

Chairman

Paul Stanley

Levine's Auto Supply Co.

San Francisco, California

EVALUATION OF EXPERIENCE IN SELLING TAPE

CARTRIDGES THROUGH A RACK JOBBER

Chairman

Cecil Steen,

President

Record Wagon

Woburn, Massachusetts

EVALUATION OF EXPERIENCE IN SELLING TAPE
CARTRIDGES AND EQUIPMENT THROUGH A DISTRIBUTOR

Chairman

James Shipley,

President

Main Line

Cleveland, Ohio

EVALUATION OF EXPERIENCE IN SELLING TAPE
THROUGH A ONE-STOP

Chairman

Michael J. Daniel,

President

Western Tape Distributors, Inc.

San Francisco, California

12:30 P.M. to 2:00 P.M.

LUNCHEON AND TALK

NEW HORIZONS FOR THE TAPE CARTRIDGE BUSINESS

IN PENETRATING BROADER MARKETS

Chairman

William Lear,

President

Lear Jet Company

Wichita, Kansas

2:00 P.M. to 5:00 P.M.

EDUCATIONAL EXHIBITS OPEN

HOT 100

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

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes Billboard Award and entries like SUMMER IN THE CITY, SUNNY, LIL' RED RIDING HOOD.

Table with columns: Rank, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes entries like WADE IN THE WATER, HANKY PANKY, RESPECTABLE, ALFIE, LADY JANE.

Table with columns: Rank, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes entries like I BELIEVE I'M GONNA MAKE IT, TOO SOON TO KNOW, SATISFIED WITH YOU, OUT OF THIS WORLD.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z with publisher/licensee information. Includes Ain't Nobody Home, Alfie, Almost Persuaded, etc.

Table listing songs A-Z with publisher/licensee information. Includes Lady Jane, Land of 1,000 Dances, Let's Call It a Day, etc.

Table listing songs A-Z with publisher/licensee information. Includes Sugar and Spice, Summer in the City, Sunny Afternoon, etc.

Table listing songs A-Z with publisher/licensee information. Includes Eleanor Rigby, When You Wake Up, To Show I Love You, etc.

**THE ORIGINAL
BRITISH SMASH!**
Breaking BIG here



Los Bravos

**BLACK
IS BLACK**

#60002

Prod. and dir. by Ivor Raymonde



Division of **LONDON**
RECORDS

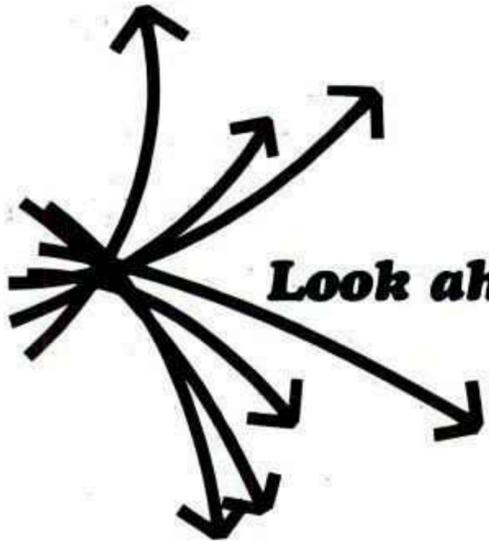
*NANCY AMES has the greatest hit
of her career... "CRY SOFTLY."*

5-10056



on  EPIC

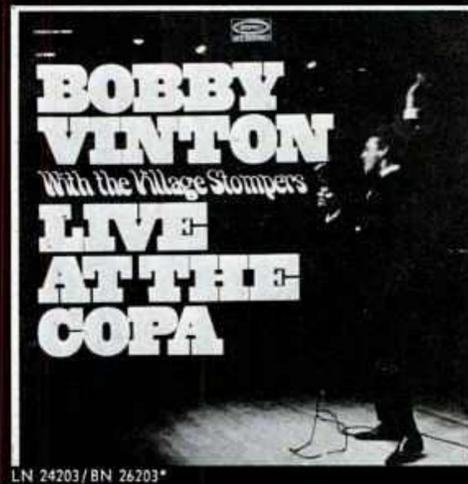
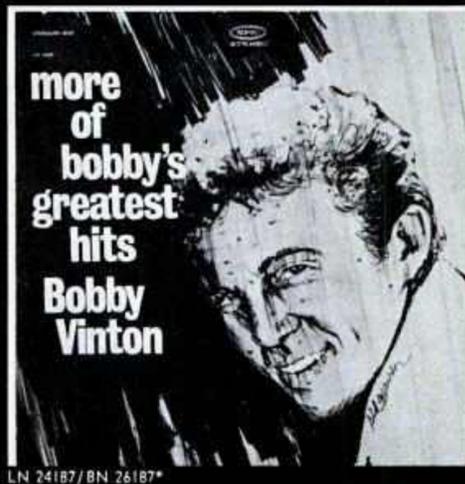
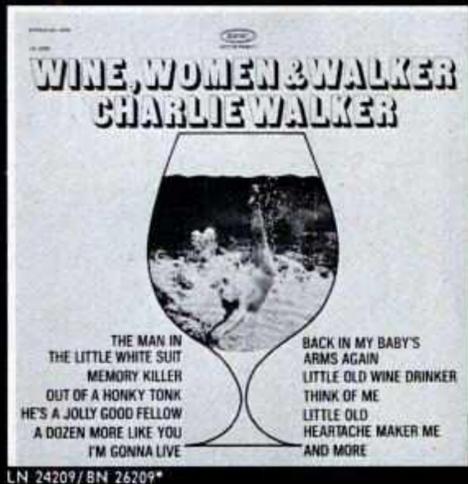
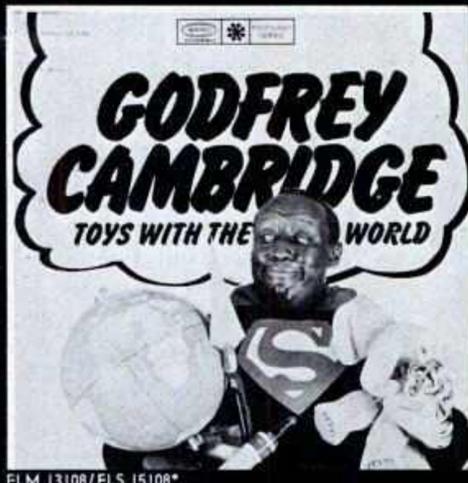
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Look ahead... That's where **EPIC** is



The most fantastic album release in Epic history!



RADIO-TV programming

Beatles Running Strong—With Powerhouse Stations' Blessings

By CLAUDE HALL

NEW YORK — The Beatles, in spite of controversy, are being played on major Hot 100 format radio stations around the nation and their latest record—"Yellow Submarine"—hit the Billboard chart this week at No. 52, an indication of not only vast radio exposure, but a deluge of sales.

Among the radio stations playing the Beatles were such market powerhouses as KIMN, Denver; KLIF, Dallas; KDWB,

Minneapolis; WFUN, Miami; WDKO, Louisville; KDKA, Pittsburgh; WCBG, Chambersburg, Pa.; WPRO, Providence, and WMCA, New York. WABC, New York, wasn't playing the new release because sales had not yet reached the level in the city to make the station's tight playlist.

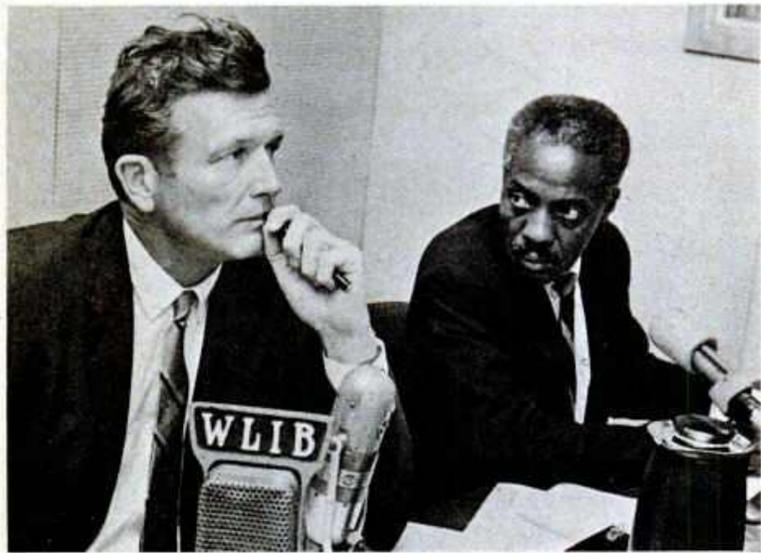
Two weeks ago, WAQY, in Birmingham, launched a ban on Beatles' records because of a statement attributed to John Lennon of the Beatles which, in effect, said that the Beatles

were more popular than Jesus. Maureen Cleave, author of the controversial article, has since stated that "Americans have got the thing completely wrong." She was interviewed by Clark Race of KDKA in Pittsburgh via a trans-Atlantic telephone call aired by the station. She charged that Lennon's remarks had been taken out of context and "it's very unfair." Miss Cleave said that Lennon "observed that the power of Christianity is slightly on the decline in the modern world. In the end, he said that things had reached such a ridiculous state of affairs that human beings

(Continued on page 39)



RECEIVING A RECORDING CONTRACT from Marty Thau, Cameo/Parkway regional promotion manager, is Mike Gunnells, winner of a talent contest sponsored by WVOK, Birmingham. From left, WVOK personality Hal Hodges; WVOK station manager Dan Brennan; Gunnells, Thau, WVOK personality Joe Rumore and WVOK personality Johnny Davis. Gunnells also received \$500 and a chance to appear on the "Where the Action Is" Dick Clark TV series.



LEON LEWIS, PROGRAM director of WLIB, New York, has New York Mayor John Lindsay answering phone calls on the r&b station's "Community Opinions" show.

For WCBM, Promotion's the Key

BALTIMORE — The key to success of radio station WCBM, which features an Easy Listening format, is a heavy slate of both on-the-air and off-the-air promotions. The off-the-air promotions hinge around personal appearances of the personalities.

So effective have these promotions been—with the empha-

sis on teamwork—that the station this year leads the market in influencing sales of albums.

Billboard's latest Radio Response Rating survey of the market showed the radio station with the majority of votes—41 per cent—of the men whose business depend on record sales. Last year, the station was sec-

ond in the market behind WFBR, which this year had 39 per cent of the votes.

Among the off-the-air promotion chores WCBM's personalities have been involved in are introducing name recording stars and personal appearances, and introducing acts at the Club Venus. Among the personal appearances where deejays were exposed to the public were shows performed by Steve Lawrence and Eydie Gorme, Ramsey Lewis Trio, Johnny Mathis, Peter Nero and the New Christy Minstrels.

Ted Bair, program director, said that WCBM's air personalities were responsible for building the station into its present prestige position. "You don't just build a station overnight. But the fact is that things have meshed this year . . . and they're going to mesh again next year. We have real professionals on the air here. They enjoy what they're doing." Bair was fourth deejay in the market last year in influencing album sales; he has since cut himself off the air to devote more time to programming.

The station is playing records by artists like Nancy Sinatra, Eddy Arnold, Dean Martin, Chris Montez, Al Martino, Ronnie Dove, Frank Sinatra, Mat Monro. Sometimes, Bair said that he might go even further toward teen-appeal records. "I lis-

(Continued on page 39)

Pop, R&B Stations Sound-Alikes: Chess

By RAY BRACK

CHICAGO — Leonard Chess brought "soul 50" radio to Chicago 3½ years ago but today doesn't think his station sounds a lot differently from the town's other pop stations.

"There is really no difference today between pop and r&b radio," he said. "In a typical week, our station (WVON) will play 10 of the same records that are on the lists of WLS and WCFL (local Hot 100 stations).

"Frankly, I hope this trend continues."

Chess, who with brother Phil founded Chess Producing Corp. here 20 years ago (they still head the company), got into radio with the acquisition of WTAC in Flint, Mich., 8 years ago. They subsequently bought WHFC in Chicago, which was a foreign language station, molding it into the "voice of the Negro." Chess now has eyes on a New Jersey station and is waiting for FCC clearance.

"From the beginning at WVON," Chess said, "we followed a frequency rather than a personality policy. We wanted to take Negro radio and elevate it to a higher class. We brought in disk jockeys without marked dialect and created a modern radio sound. Now it's been duplicated all over the country."

The frequency, Chess said, is about 13 to 14 records per hour. The play list is 50.

The WVON programming philosophy, as articulated by Chess and implemented by program director Lucky Cordell, is closely allied with its community service policy.

"We get down with the people," Chess explained. "We report on the neighborhood church's annual picnic, and we're just as close to the community's musical tastes. We survey out-

lets constantly but never identify ourselves."

WVON's survey findings are published as the "Soul 50 Survey" in the major Chicago daily, The Sun-Times—not in the Negro community paper, the Defender.

Chess decried what he called "lack of gambling spirit" in pop radio today. "We'll play an unknown," he insisted. "We have complete faith in the ear of Cordell."

As both a radio and record company executive, Chess pointed out a dilemma in the business: "The commercially successful pop station cannot expand its play list. This limits greatly the opportunity for new artist exposure, which I as a record producer see as vital."

As a radio man, however, he sees no play list expansion trend happening soon.

12,000 See Show by Owens-Owned KUZZ

BAKERSFIELD, Calif. — KUZZ, the country music station owned by country artist Buck Owens, held a free show Sunday (7) for fans, and an estimated 12,000 turned out for the event in Hart Park.

The owner headlined the "Fun in the Sun" picnic. Among the artists donating their talents were Merle Haggard, Bonnie Owens, Joe and Rose Maphis, Bobby Durham, Jeannie O'Neal, Bobby Austin, Freddie Hart, Louise Lovett, Buddy Allan, Fred Maddox, local TV personalities Wes Sanders, Dave Stogner and their bands and Larry Daniels' Buckshots. Emcees were KUZZ deejays Larry Scott, Bill Zawila and Eddie Briggs. Roger Miller was a surprise

guest and did a couple of songs.

According to Briggs, the show lasted five and a half hours and "the fans stayed to the end." This was the second annual event and it will be repeated next year. Only the soft drinks cost the fans money, but KUZZ is donating this to a charity.

The country music station was sold out in advertising for the first time in its eight-year history July 20, according to Buck Owens, and is still sold out. Owens, who purchased the station recently, said he'd decided 15 years ago, "I wanted to have a radio station. I got my first start in this business

(Continued on page 39)

CHIC Goes For 'Chicks'

TORONTO — Radio Station CHIC in Brampton, near Toronto, believes it is the first all-femme AM station in Canada, with its switch Aug. 1 to an all-girl on-air staff. The 1,000-watt, now billed as "Where the Girls Are," auditioned nearly 200 girls before choosing Pat Moffat, familiar voice of many TV commercials; actress Pamela Day, singer Penny Machtel, former continuity writer Wendy Howard, and model Kristi Secord. Reaction to the first week of the all-girl policy was enthusiastic, reports commercial manager Harry Allen. The station's music policy is upbeat middle-of-the-road.

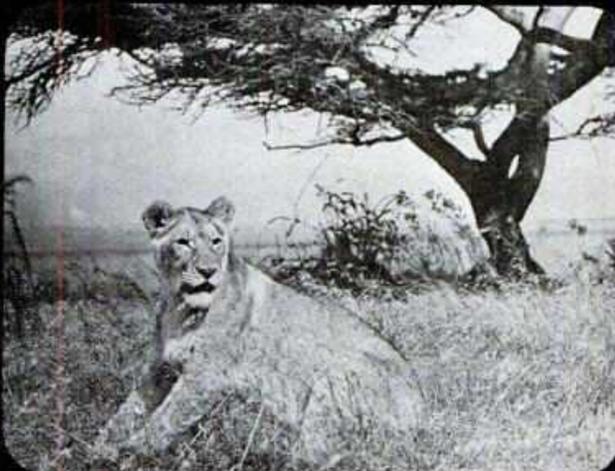
CLIENTS PUT TO WORK AT WROZ

EVANSVILLE, Ind.—Clients had their day in the sun recently on WROZ here. The station invited clients to do some of the work. Every half hour from 8 a.m. to 5 p.m. throughout the day, a different client worked on the mike with the air personalities giving time, temperature, weather forecasts, reading live spots. "It worked out extremely well," said program director Jim (Jimby) Embry. "Each deejay kept the pace moving fast and the shows were exciting and different for the listeners."



JIM SCOTT, host of a daily "Hopalong" bandstand type show on KLPR-TV, Oklahoma City, leans on a banjo while the Continentals, a staff band, wait for the action to start. The show features rock 'n' roll bands from the area and dancers.

The original – and still the best!



MATT MONRO "BORN FREE"

As sung by Matt on the soundtrack of the Columbia motion-picture!

**710,000 Hawaiians can't be wrong!
Already #1 in the Islands –
now coming to the Mainland!**

5623



Stations Plug FM Radios in Car

NEW YORK — Nearly 700 radio stations have launched strong on-the-air campaigns to get more FM radios in cars. Lynn Christian, director of the campaign for the National Association of FM Broadcasters, sent a special mailing to divisional heads of the big four in auto manufacturing — American Motors, Chrysler, Ford and General Motors—plus their respective ad agencies listing all of the stations in the campaign.

Christian, station manager of WPIX-FM Stereo here, said that all of the stations had pledged to air four "Drive with FM" spots daily, seven days a week, through the end of the year. Copy theme for these announcements is aimed at per-

suading purchasers of new cars to insist on radio capable of receiving FM broadcasts in the cars they buy.

By Monday (15), the NAFMB hoped to have nearly 1,000 station drive that could not economically be mounted by any but an institutional broadcast group. In both New York and Los Angeles, as many as eight stations per city are broadcasting the spots, which are provided by the NAFMB. Chicago and Philadelphia have seven stations each in the campaign, as does Detroit.

Forty of the stations now in the campaign asked for two copies of the spots in order to air them on sister AM facilities.

Christian estimates that by the time new cars arrive in the market next month nearly 22,000 spots per week will be on the air urging car buyers to insist on FM set installation.

WITH Will Go Without Rock

BALTIMORE — WITH, the No. 2 Hot 100 station here, is giving up the rock 'n' roll battle Aug. 29 and switching formats to conservative background music programming similar to WPAT in New York. This leaves Baltimore with only one exposure medium for pop singles records — WACO. Les Corum, director of operations, said the

VOX JOX

Mark West has joined WTRY, Albany-Troy-Schenectady, N. Y., to handle a morning show; he was formerly with KLIF, Dallas. . . . W. E. (Mac) McClenahan has been shifted from Triangle Program Sales to the new post of assistant station manager of Triangle's WFIL, Philadelphia. . . . How's this for word getting around: Elmer Fox at KHOW in Denver received a thank you note from Rolf Harris for spinning his "Big Dog" single. Now Harris is sending Fox "some taped bits of chatter and various dog noises."

FM, which has been background music, will remain the same.

KMAC, San Antonio, has moved to new studios and offices in the suburban Aurora Apartments; prior to moving owner Howard Davis gave some 40,000 records to Good Will Industries. . . . KYA deejay Johnny Holliday in San Francisco will emcee the "Class of '67" NBC-TV hour special to be shown nationally Sept. 10; show stars Nancy Sinatra, Don Adams, Burns and Schreiber, Peter Nero.

James Calwell, station manager of WAVE, Louisville, Ky., has been made a vice-president of the firm. . . . Daniel Deschinny, host of a country music show on KCLS, Flagstaff, Ariz., needs country music and bluegrass records. Daniel says he believes he's the only full-blooded Indian on the air and claims he can talk as fast in English as in Navajo. Chief Crooked Feather would appreciate station ID's from country music artists.

WVKE, Ocala, Fla., just celebrated its first birthday and program director Jack Shaw says, "We are the first in this market to succeed with a modern Hot 100 format against tough middle-of-the-road and country music competition." Mike Dennis and Larry Seay are announcers there.

Buddy McGregor is rejoining KNUZ in Houston to handle a 3-6 p.m. time slot. He'll be replacing, as of Sept. 5, Ken Grant, as operations manager. Grant, who's had the job since 1952, is moving into sales for the station.

Jim (Jimbr) Embry has been promoted to program director of WROZ, Evansville, Ind.; Andy Hopkins has also joined the station's air staff as morning man. WROZ's line-up now also includes Johnny Karr, Steve Walling, Maury Green, Phil Becker, Bryan Hayden, and P. J. Martin. Jimbr recently boosted the popularity of the station's printed playlist—when "Where the Action Is" package show was in town, he secured autographs of the acts: Young Rascals, B. J. Thomas, Critters, Shades of Blue, and the Knickerbockers. These, Jimbr superimposed over the survey for distribution. They disappeared quickly.

Rex Miller has joined the air roster at WNOX, Knoxville, Tenn., to handle an early show; he was formerly with WUBE, Cincinnati.

Roger Gimbel, president of Gimbel Development Corp. and Corp. 3, producers of "Continental Showcase" seen this summer on CBS-TV, is forming a Zurich, Switzerland, office for development, production, and screening of European properties.

Ira Devore is the new operations manager of WKLM, Wilmington, N. C.; he was formerly with WTIK, Durham, N. C., and the T. Tommy Cutrer station WJQS, Jackson, Miss. "All are country music, and that's my dish." He said he hoped his many friends in the business continued to give him record support. The 5,000-watt WKLM is all country and the only country music outlet for the North Carolina and Myrtle Beach, S. C., areas, said Devore.

Ralph Atlas, area vice-president for Westinghouse Broadcasting, has announced plans to retire; he was responsible for WIND, Chicago; WOWO, Fort Wayne, Ind. Atlas became general manager of WBBM, Chicago, in 1923 at 20 years of age, the first of many executive positions in radio.

Bob Gordon has returned to Miami and WFUM to host a 6-9 a.m. show. Gordon was one of the deejays ousted by WITH change to conservative (without deejays) programming in Baltimore. He had worked on both WFUN and WQAM previous to 1963. . . . Al Bishop joins WNOR, Norfolk, Va., this week to handle air chores; he was with WLEE, Richmond, Va.

RADIO RESPONSE RATING

BALTIMORE, MD. . . . 4th Cycle
AUG. 20, 1966

TOP STATIONS

Call Rank	Letters	% of Total Points
★ POP Singles		
1.	WCAO	100%
★ POP LP's		
1.	WCBM	41%
2.	WFBR	39%
3.	WBAL	20%
★ R&B		
1.	WWIN	65%
2.	WBBB	31%
3.	WISD-AM & FM	4%
★ JAZZ		
1.	WFBR (Mike James)	33%
2.	WWIN ("Johnny O' Compton")	22%
3.	WMAL (Felix Grant)	18%
Others (WBAL (Harley), WMAL (Bill Mayhugh), WOOK (Al Clark))		
★ COUNTRY		
1.	WBMD	54%
2.	WISZ-AM & FM	32%
3.	WDON (Wash., D.C.)	14%
★ CONSERVATIVE		
1.	WAYE	72%
2.	WAQE-FM	21%
3.	WFMM-FM	7%
★ COMEDY		
Note: Survey unable to determine effectiveness in this category. The following stations (listed alphabetically) did receive votes, however.		
WBAL		
WCBM		
WFBR		
★ FOLK		
Note: No Folk show in Baltimore area.		
★ CLASSICAL		
1.	WBAL-FM	56%
2.	WFBR	44%

SPECIAL NOTE: In the Newark survey of 8-6-66, in the category for R&B Disc Jockeys, Frankie Crocker (WWRL) with 11% was accidentally left out of the number 3 position.

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 Jockeys	Call Letters	% of Total Points
★ POP Singles			
1.	Johnny Dark	WCAO	47%
2.	Jack Edwards	WCAO	24%
3.	Gene Creasy	WCAO	18%
4.	Les Alexander	WCAO	11%
★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN			
(Most co-operative in exposing new records)			
(Listed Alphabetically)			
Gene B. Creasy Program Director, WCAO			
Frances Jordan Music Librarian, WCAO			
★ TOP JOCKEYS (Pop Singles) BY TIME SLOT			
Morning Les Alexander, WCAO			
Mid-Morning Gene Creasy, WCAO			
Early Afternoon Alan Field, WCAO			
Traffic Man Paul Rodgers, WCAO			
Early Evening Johnny Dark, WCAO			
Late Evening Johnny Dark, WCAO			
All Night Jack Edwards, WCAO			
★ TOP TV BANDSTAND SHOW			
Teen-O-Rama Dance Party (Bob King) WOOK-TV (Washington, D.C.) M-Sat. 5-6:30 p.m.			
Wing Ding (Kerby Scott) WDCA-TV (Washington, D.C.) M-Sat. 4-5 p.m.			
★ POP LP's			
1.	Mike James	WFBR	35%
2.	Mike March	WCBM	20%
3.	Joe Knight	WFBR	15%
Others (Bob Callahan, WBAL, Lee Case, WCBM, Johnny Contino, WCBM, Bill Jaeger, WFBR)			
★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN			
(Most co-operative in exposing new LP's)			
(Listed Alphabetically)			
Ted Bair Program Director, WCBM			
Harvey Mednick Production Director, WFBR			
Ralph Phillips Program Director, WBAL			
★ R&B			
1.	Paul "Fat Daddy" Johnson	WWIN	31%
2.	Larry Dean	WWIN	22%
3.	Al Jefferson	WWIN	21%
Others ("Johnny O' Compton, WWIN, Kelson Fisher, WWIN, Maurice "Hot Rod" Hulbert, WWIN, Eddie Morrison, WSID, Rockin Robin, WEBB)			
★ COUNTRY			
1.	Clark West	WBMD	35%
2.	Ray Davis	WBMD	19%
Others (Norm Cannon, WISZ, Wally Horton, WISZ, Tom "Tomcat" Reeder, WDON, "Happy" Jack Rodgers, WDON, Woody Wooden, WISZ, Chuck Wright, WDON)			

STATIONS BY FORMAT

AM RADIO FREQUENCIES			
WCAO	600	WISD	1010
WCBM	680	WBAL	1090
WBMD	750	WTH	1230
WAYE	860	WFBR	1300
WEBB	1360	WWIN	1400
WAGE	1570	WISZ	1590

FM RADIO FREQUENCIES			
WISD-FM	92.3	WISZ-FM	95.9
WFMM-FM	93.1	(5) WBAL-FM	97.9
WRBS-FM	95.1	(5) WAQE-FM	101.9
WCAO-FM	102.7	(5) WTH-FM	104.3
WCBM-FM	106.5		

BALTIMORE, MARYLAND, Country's 13th Radio Market (12 AM; 9 FM)

WAQE: 5,000 watts. Independent. Daytimer Music format: Pop Standard (100%). Editorializes occasionally. Special programming: Flat races from Md. tracks. "Viewpoint," with Paul Berman, audience call-in 9:05-10 a.m., M-F. "Amateur Side of Sports," with Bill McElroy, audience call-in, sports talk, 10-11 a.m., Sat. Karl Pfrommer is director of 3-man news dept. Special equipment: walkie-talkie, 5-min. news on the hr., headlines at 40 past the hr., extended news at 8 a.m., noon, 11 p.m., Comedy LP's featured on "Variety Bill Show," with Bill Witt, 8-9 p.m., Sun. New records selected for air-play by committee of station personnel. Approximately 25 new singles and 10 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., John S. Booth. Prog. dir., Paul Berman. Send 2 copies of 45's and 2 copies of stereo LP's to Mr. Berman, 1570 Hort Rd., Baltimore, Md. 21204. Phone (301) 823-1570.

WAQE-FM: ERP 20,000 watts stereo. Music format: Standard (50%)-Pop Standard (30%) Conservative (20%). Address and all other information same as WAQE.

WAYE: 1,000 watts. CBS affiliate. Daytimer. Music format: Standard (80%)-Conservative (20%). Editorializes occasionally. Sid McLain is director of 3-man news dept. 5-min. news on the hr., extended news at 7 & 8 a.m., noon, 5 & 6 p.m. New records selected for air-play by committee of station personnel. Approximately 12 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Guy S. Erway. Prog. dir., Don Anthony. Send 2 copies of LP's to Mr. Erway, 1111 Park Ave., Baltimore, Md. 21201. Phone (301) 837-7570.

WBAL: 50,000 watts. Owned by Hearst Corp. NBC affiliate. On the air 24 hrs. a day. Music format: Pop Standard (100%). Special programming: Baltimore Orioles Baseball. Navy and some college football. Clippers Hockey. "Tell Bal," open line feature at various time slots. "Molly Martin Show," women's features, 10-11 a.m., M-F. "Personality Profile," with Perry Andrews, interviews, 7:30-10 a.m., Sat. TV outlet is WBAL, channel 11. Galen Fromme is director of 12-man news dept. Special equipment: 3 mobile news wagons. 10-min. news on the hr., extended news 5 times daily. Comedy LP's included in regular programming. Jazz featured on "Harley Show," 11:15-1:30 a.m. New records selected for air-play by Prog. dir. 10-12 new singles and 10-15 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Alfred E. Burk. Prog. dir., Ralph Phillips. Send 3 copies of 45's and 2 copies of stereo LP's to Mr. Phillips, 3800 Hooper Ave., Baltimore, Md. 21211. Phone: (301) 467-3000.

WBAL-FM: ERP 50,000 watts stereo. Music format: Classical (100%). FM supervisor, Bob Benson. Send 2 copies of stereo LP's to Mr. Benson. Address and other information same as WBAL.

WBMD: 1,000 watts. Independent. Daytimer Music format: Country (100%). Editorializes occasionally. Special programming: "Backstage," with Clark

West and Helpful Harriett, music and interview, 1:30-2:30 p.m., M-F. Religion programmed daily between 8:45 a.m. and 1:00 p.m. Clark West is director of 3-man news dept. Special equipment: mobile truck and station wagon. 3-min. news on the hr., except during religious programs. Folk Music feature 5:45 p.m., Sun. New records selected for air-play by Prog. dir. Approximately 12 news singles and 3 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Carl G. Brenner. Prog. dir., Clark West. Send 3 copies of 45's and 3 copies of LP's to Mr. West 21 West Chase St., Baltimore, Md. 21201. Phone (301) MU 5-7095.

WCAO: 5,000 watts. Owned by Plough, Inc. On the air 24 hrs. Music format: Contemporary (100%). Frank Luber is director of 4-man news dept. Special equipment: 4 mobile units with telephones. 5-min. news at 55 past the hr., headlines at 25 past the hr. Comedy LP's and Folk Music included in regular programming. New records selected for air-play by committee of station personnel. 15-20 new singles and 3-5 new LP's programmed weekly. Gen'l mgr., Byron Millenson. Prog. dir., Gene B. Creasy. Send 3 copies of 45's and 3 copies of stereo LP's to Mr. Creasy, 40 W. Chase St., Baltimore, Md. 21201. Phone (301) MU 5-0600 & 484-2300.

WCAO-FM: ERP 20,000 watts. Music format: Conservative (75%)-Standard (20%)-Jazz (5%). Simulcast with WCAO 12-7 a.m., Sun. Assistant mgr., Charles Purcell. Send 2 copies of 45's and 2 copies of LP's to Mr. Purcell. Address and all other information same as WCAO.

WCBC-FM: ERP 2,800 watts. Owned by Christian Broadcasting Co. Gen'l mgr., Marvin Brinsfield. Prog. dir., Ray E. Robinson, 6426 Baltimore National Pike, Baltimore, Md. 21228. Phone: (301) 242-0800.

WCBM: 10,000 watts. Owned by Metro-media, Inc. On the air 24 hrs. Music format: Pop Standard (100%). Special programming: Baltimore Colts Football. "John Sterling Program," audience call-in, 9 p.m.-midnight, M-F. "Performing Arts," with Elane Stein, interview, 7:05-8 p.m., Sun. "Insight," with Eddie Fenton, interview 8:10-9 p.m., Sun. Fred Neil is director of 8-man news dept. Special equipment: 3 mobile units, 2 walkie-talkies. 5-min. news on the hr., headlines on th half-hr. extended news 4 times daily. New records selected for air-play by prog dir. Play list published weekly. Approximately 9 new singles and 6 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Donald J. Kelly. Prog. dir., Ted Bair. Send 2 copies of 45's and 2 copies of LP's to Mr. Bair, 2610 N. Charles, Baltimore, Md. 21218. Phone: (301) 235-8400.

WCBM-FM: ERP 20,000 watts. Simulcast with WCBM 6-10 a.m. and 3-7 p.m. Address and all other information same as WCBM.

WDON: Format to be included on Washington, D. C., survey of 8-27-66.

WEBB: 5,000 watts. Owned by 1360 Broadcasting Co., Inc. Daytimer. Music format: Rhythm & Blues (100%). Ed-

(Continued on page 39)

(Continued on page 40)

Two Stereo FM Stations To Make Debut in Mexico

By KEVIN KELLEGHAN

MEXICO CITY — The first FM stereo station in Mexico will be launched with Capitol Records "Studio Stereo" albums. Still on an experimental basis, XEXM-FM will use Gates Radio equipment and Ampex tape playback when it begins operations about Aug. 15 with 20,000 watts. Station is in the market for stereo tapes, according to a company executive.

Stereo receivers are not yet

on the market here, but should be within a few days, carrying labels of manufacturers such as Telefunken, Philips, Blau Punkt and Philco. Station is a Radio Programas de Mexico outlet.

Another stereo FM station will also start this month. It'll belong to the Radio Mil group, and will beam on the 100.9 FM band. XEOY - FM and XEXM-FM have a common sales promotion company, RAPROMIP — although they compete. However, XEXM President Clemente Serna Jr., commenting on the sales arrangement, said, "There are several business in which we both have an interest."

Say You Saw It in Billboard

RADIO-TV MART

RATES

REGULAR CLASSIFIED: 25¢ a word. Minimum: \$5. First line set all caps. DISPLAY CLASSIFIED: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around ad. FREQUENCY DISCOUNTS: 3 consecutive insertions, 5%; 6 consecutive insertions, 10%; 13 or more consecutive insertions, 15%. BOX NUMBER: 50¢ service charge per insertion. Also allow 10 words (at 25¢ each) for number and address. CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue. PAYMENT MUST ACCOMPANY ALL ORDERS.

Send order and payment to:
RADIO-TV MART, Billboard
188 W. Randolph St., Chicago, Ill. 60601

HELP WANTED

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

ANNOUNCER — MORNING MAN needed for top 40 format station in metropolitan market. Good salary for right man plus extra income from upcoming TV operation. Send tape and resume to Box 267, Billboard, 188 W. Randolph, Chicago, Ill. 60601.

COPYWRITER—EXPERIENCED IN Direct Mail and Advertising Promotion. For major international publication. Someone hip to the ways and mores of the music entertainment world preferred. Send resume and salary requirements to Box 340, Billboard, 165 W. 46th St., N. Y., N. Y. 10036.

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

3101 West 5th St., Santa Ana, Calif.
Phone (714) 839-4220

FEMALE JOCKS — ARE YOU TALENTED? Do you know music? Do you have a bright, sincere, different approach? Do you want to live and work in Southern California? Send tape and resume to Larry Grannis, KWIZ, 3101 W. 5th St., Santa Ana, Calif. 92703.

SITUATION WANTED

ONE OF AMERICA'S BEST-KNOWN DJ's & PD's seeks permanent association with "good people." Also experienced as Manager. Call: (213) 876-6248.

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.

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.

TOP 40 JOCK, NOW WORKING IN major market, traffic hours. Married. Would like another major market. 5 years' experience. Will send tape and picture. Call (801) 277-1451.

See Handy Order Form on Page 72

AUGUST 20, 1966, BILLBOARD

WCBM's Key

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ten to the records that come in and judge each on its own merits. There's not any one special thing that makes me pick or reject a record. "Misty," by Groove Holmes, for instance, we were playing the first day it came in. It's commercial. It doesn't have a jazz chorus and, if it had, I probably wouldn't be playing it. But we want to give listeners what they like."

Bair said he felt that Easy Listening stations were becoming stronger in their respective markets. "Slowly, but surely, the stations are coming together in their music policies. There's an overlapping now and many of the same records are played on Easy Listening and Hot 100

2 DJ's Under 'Restrictive Covenant' for 18 Months

SAN ANTONIO—Two deejays, Woody Roberts and Lee Simms, who formerly worked for KONO here, have been barred from working for any other station in the market until a "restrictive covenant" of their contracts expires.

format radio stations. However, to offset this, stations are programming a wider variety of material." He said that many types of music, he felt, had matured — rock 'n' roll, folk, r&b, jazz—so that a radio station can build them into a show with the proper programming.

The restrictive covenants forbid the two personalities from working for any station within 50 miles of KONO for 18 months after leaving the station. Roberts and Simms left the station last April and went to work for KTSA, same city. KONO sought to stop them and obtained a temporary injunction against the two May 30. On Aug. 3, 37th District Judge Walter Loughridge made the injunction permanent. He ruled that the contracts are necessary for the protection of the station and are reasonable.

Both deejays have given notice of appeal to the Texas Fourth Court of Civil Appeals.

STATIONS BY FORMAT

• Continued from page 38

Editorializes weekly. Special programming: "Call Me," with Bob Baker, Ernie Boston, audience call-in, 7:30-8 p.m., Tues. "Susie Strother Show," women's show, 10-10:15 a.m., M-F. Ernie Boston is director of 2-man news dept. Special equipment: mobile unit, 5-min. news on the hr., headlines on the half-hr. New records selected for air-play by committee of station personnel. Play list published weekly. 10-15 new singles and approximately 2 new LP's programmed weekly. Record promotion people are seen Tues. & Thurs. Gen'l mgr., Samuel E. Feldman. Prog. dir., Bob White. Send 3 copies of 45's and 2 copies of stereo LP's to Mr. White, Clifton Ave. & Denison St., Baltimore, Md. 21216. Phone: (301) 947-1245.

WFBR: 5,000 watts. Independent. On the air 18 hrs. Music format: Pop Standard (82%) - Jazz (8%) - Classical (7%) - Contemporary (2%). Editorializes occasionally. Special programming: Baltimore Bullets Basketball, Univ. of Maryland Football. "Conference Call," panel discussion on current events, 12-12:30 p.m., M-F, rebroadcasts 10:30 p.m. "Sports Line," with Jim Karvellas, audience call-in sports discussion, 7:05-8 p.m., M-F. "Birdwatcher's Society," with Joe Knight, telephone chatter about birds, birdwatching, feeding, etc., 9:35-10 a.m., M-F. Lou Corbin is director of 8-man news dept. Special equipment: Helicopter for traffic reports, mobile truck, walkie-talkie, 2 auto-radio units. 5-min. news on the half hr., also on the hr. during traffic hrs., extended news 3 times daily. Jazz featured on "Modern Jazz Show," with Mike James, midnight-1 a.m., M-Sat. Comedy LP's and Folk Music included in regular programming. New records selected for air-play by music dir. 5-10 new singles and 3-4 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Robert B. Jones Jr. Prog. dir., Harry Shriver. Production dir., Harvey Mednick. Send 2 copies of 45's and 2 copies of LP's to Mr. Mednick, 13 E. 20th St., Baltimore, Md. 21218. Phone: (301) MU 5-1300.

WFMM-FM: ERP 20,000 watts, stereo. Independent. On the air 19 hrs. Music format: Standard (90%) - Conservative (10%). Al Stevens is director of news dept. 5-min. news on the hr. New records selected for air-play by prog. dir. 3-8 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Fred Himes. Send 1 copy of stereo LP's to Mr. Himes, 44 W. Biddle St., Baltimore, Md. 21201. Phone: (301) VE 7-2227.

WISZ: 500 watts. Independent. On the air 24 hrs. Music format: Country (100%). Editorializes daily. Special programming: "Food and Fashion for Folks," with Doris Marsh, 1:30-2:30 p.m., M-F. "Country Music Reports," country music news from Nashville, 6:45, 8:45, 10:45 a.m., 1:45, 3:45, 6:45 p.m. "Accent," information, 10:30, 11:30 a.m., 12:30, 1:30, 2:30, 7:30, 8:30, 9:30 p.m. "Telephone Request Show," call-in requests are recorded via beeper, then re-broadcast, 8-10 p.m., M-Sat. Norm Cannon is director of 2-man news dept. Special equipment: Beeper phones. Comedy LP's featured on "Woody Wooden Show," and included in regular programming. Folk Music included in all shows. New records selected for air-play by committee of station person-

nel. Play list published weekly. Approximately 10 new singles programmed weekly. Record promotion people are seen M-F, 10 a.m.-4 p.m. Gen'l mgr., Charlie Doll. Prog. dir., Norm Cannon. Send 2 copies of 45's and 2 copies of LP's to Mr. Doll, P.O. Box 159, Glen Burnie, Md. 21061. Phone: (301) 761-1590.

WISZ-FM: ERP 1,000 watts. Simulcast with WISZ.

WITH: 1,000 watts. Mutual (news) affiliate. On the air 24 hrs. Music format: Conservative (100%) (As of 9-1-66). Ted Jaffe is director of 3-man news dept. 5-min. news on the half-hr. headlines on the hr. New records selected for air-play by music dir. Approximately 15 new singles programmed weekly. Record promotion people are seen Wed. & Thurs. Gen'l mgr., John Barrett. Operation mgr., Les Corum. Music dir., Jack Sorbi. Send new releases to Mr. Sorbi, 7 E. Lexington St., Baltimore, Md. Phone (301) LE 9-7808.

WITH-FM: ERP 20,000 watts. (Stereo 9-1-66) Simulcast with WITH 8-12 p.m., Sun. FM prog. dir., Sam Makee. Address and other information same as WITH.

WRBS-FM: ERP 20,000 watts. Owned by Peter & John Radio Fellowship, Inc. On the air 6 a.m.-midnight. Music format: Religious (100%). Special programming: "Request Time," with Don La Rose, favorite hymns and gospel songs, 7:30-10 p.m., M-Sat. "Especially for Ladies," with Carolyn Gross, women's show, 11:30-11:45 a.m., M-F. J. Thomas Bisset is director of news dept. 5-min. news on the hr. every other hr. extended news 4 times daily. New records selected for air-play by committee of station personnel. Approximately 2 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., V. Rodgers Groff. Send 1 copy of LP's to prog. dir. 1130 E. Cold Spring Lane, Baltimore, Md. 21212. Phone: (301) 433-6800.

WSID: 1,000 watts. Independent. Day-timer. Music format: Rhythm & Blues (50%) - Religious (50%). 5-min. news at 15 and 45 past the hr. New records selected for air-play by prog. dir. Approximately 20 new singles programmed weekly. Record promotion people are seen M-F. Gen'l mgr., J. Herman Strick. Prog. dir., Eddie Morrison. Send 3 copies of 45's and 2 copies of LP's to Mr. Morrison, 4340 Park Hts. Ave., Baltimore, Md. 21215. Phone (301) 542-1021.

WSID-FM: ERP 5,120 watts. Music format: Rhythm & Blues (100%). Simulcast with WSID non-6 p.m. Address and all other information same as WSID.

WWIN: 1,000 watts. Owned by Belvedere Broadcasting Co. ABC affiliate. Music format: Rhythm & Blues (100%). Special programming: "WIN Featurette," with Kitty Broady, live guests, public service talk show. "WIN Bulletin Board," with Kitty Broady, live public service announcements. "Joe Parker Show," live 2-hr. remote from Rally Club. Al Jefferson is director of 5-man news dept. Network news at 55 past the hr., followed by local news items. Headlines on the half hr. Jazz featured on "Johnny O Show," with Johnny Compton, 2-4 a.m., nightly, also included in regular programming. New records selected for air-play by committee of station personnel. Play list published weekly. Approximately 10 new singles and 1 new LP programmed weekly. Record promotion people are seen Mon., Wed., Fri. Gen'l mgr., Shelton T. Earp. Prog. dir., Larry Dean. Asst. prog. dir., Al Jefferson. Send 8 copies of 45's and 8 copies of LP's to Mr. Dean, 101 Light St., Baltimore, Md. 21201. Phone: (301) SA 7-1400.

Beatles Still Running Strong

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could be worshipped in this extraordinary way. This is the sort of thing he appalled."

Atkins: Ban Out

Ted Atkins, program director of KIMN, Denver, said he had never considered taking the new single off the air. "For a program director to say 'I'm not going to play the Beatles' is tantamount to committing ratings suicide." He said he felt the so-called Beatles ban was an effort by smaller stations to capitalize on the publicity but felt they'll be hurt because the people want to hear the Beatles.

"When the story first broke in the newspapers, we conducted a two-hour poll during a radio show and found 900 listeners were for the Beatles, while only 200 were against playing the record. We had a couple of heated comments, but nothing serious. To illustrate how humorous the whole situation is, we're flying 85 kids to St. Louis Aug. 21 to see the Beatles concert. Four of the chaperons are ministers. I was talking with one of them the other day and he just laughed about the Beatles' caper."

KLIF for Group

KLIF, Dallas, felt the Beatles were misquoted and was playing their records.

WFUN in Miami released a joint statement by general manager and vice-president Arnold C. Kaufman and program director Dick Starr: "WFUN will continue to play records recorded by the popular music group, the Beatles, and this decision is based solely on this group's proved music talent. Radio station WFUN is interested in providing its listeners with the most popular music, and if this music is provided or any other musical talent, it will be played by WFUN, provided it is in good taste and in our opinion worthy of airplay. The personal and private views of recording artists have no bearing on the potency of their individual talents. This is applicable to all entertainers in every phase of show business."

While WAQY in Birmingham was banning the Beatles, the major Hot 100 format radio station there—WSGN—was continuing to play their records. WSGN scored No. 1 and received 47 per cent of the votes in Billboard's last Radio Response Rating survey of the market for influencing the sale of pop single records. In comparison, WAQY was fourth with only 8 per cent of the votes of record dealers, distributors, one-

stop operators and local and national record company executives for influencing singles sales.

WCBG, Chambersburg, Pa., aired an editorial supporting the group.

Southern stations that are, according to Capitol Records, playing the Beatles, include WMPS, Memphis; WAPE, Jacksonville, Fla.; WVOK, Birmingham; WBAM, Montgomery, and WFLI, Chattanooga.

'Out of Context'

Brian Epstein, discoverer and manager of the British rock 'n' roll group, said last week that "The quote which John Lennon made to a London columnist more than three months ago has been quoted and represented entirely out of context. Lennon is deeply interested in religion . . . he did not mean to boast about the Beatles' fame, he meant to point out that the Beatles' effect appeared to be a more immediate one upon, certainly, the younger generation. In the circumstances, John is deeply concerned and regrets that people with certain religious beliefs should have been offended in any way."

Roy Batachio, Eastern artist promotion manager for Capitol Records, said, "All in all, the situation is not as drastic as one would be led to believe from reading various newspaper articles. I believe that, between Miss Cleave's statement and Mr. Epstein's statement, there should be no reason for any radio station to continue to ban any Beatles product. This, of course, is a decision they will have to make themselves."

12,000 See Show

• Continued from page 34

as a deejay, like so many country music performers.

"There's not going to be any great money made in radio here in Bakersfield. But radio is a lot of fun—serious fun, but fun. I felt the radio station was one way of giving something back to the people. And that's not managerial talk, that's old Buck."

the FUTURE with a promise



TOP SELLING R & B SINGLES

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

Billboard Award	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)	13	25	31	THE RIGHT TRACK Billy Butler, Okeh 7245 (Jalynne, BMI)	6
	2	3	BLOWIN' IN THE WIND Stevie Wonder, Tamla 54136 (Witmark, ASCAP)	4	26	17	HOLD ON! I'M COMIN' Sam & Dave, Stax 189 (East-Pronto, BMI)	20
	3	4	SUNNY Bobby Hebb, Philips 40365 (Portable, BMI)	9	27	29	BABY I LOVE YOU Jimmy Holiday, Minit 32002 (Metric, BMI)	4
	4	2	OPEN THE DOOR TO YOUR HEART Darrell Banks, Revilot 201 (Myto, BMI)	6	28	42	WORLD OF FANTASY Five Star-Steps, Windy C 602 (Camad, BMI)	3
5	9		WARM AND TENDER LOVE Percy Sledge, Atlantic 2342 (Pronto-Bob-Dan-Quinvy, BMI)	4	29	19	BAREFOOTIN' Robert Parker, Nola 721 (Bonatemp, BMI)	17
	6	6	YOUR GOOD THING (Is About to End) Mabel John, Stax 192 (East, BMI)	6	30	30	HE'LL BE BACK Players, Minit 32001 (Stanc, BMI)	3
	7	7	THAT'S ENOUGH Roscoe Robinson, Wand 1125 (Kapa, BMI)	8	31	32	CAN I Manhattans, Carnival 517 (Samayan, BMI)	3
8	10		WADE IN THE WATER Ramsey Lewis, Cadet 5541 (Ramsel, BMI)	4	32	35	I GOT TO LOVE SOMEBODY'S BABY Johnnie Taylor, Stax 193 (East, BMI)	3
	9	8	I LOVE YOU 1,000 TIMES Platters, Musicor 1166 (Ludix, BMI)	15	33	15	LET ME BE GOOD TO YOU Carla Thomas, Stax 188 (East, BMI)	16
10	16		I BELIEVE I'M GONNA MAKE IT Joe Tex, Dial 4033 (Tree, BMI)	3	34	—	AIN'T NOBODY HOME Howard Tate, Verve 10420 (Rittenhouse, BMI)	1
11	22		SUMMERTIME Billy Stewart, Chess 1966 (Gershwin, ASCAP)	3	35	24	COOL JERK Capitols, Karen 1524 (McLaughlin, BMI)	20
12	33		LAND OF 1000 DANCES Wilson Pickett, Atlantic 2348 (Tune-Kel-Anatole, BMI)	3	36	41	WHO-DUN-IT? Monk Higgins, St. Lawrence 1013 (Special Agent & Cragvee, BMI)	2
	13	13	PHILLY FREEZE Alvin Cash & the Registers, Mar-V-Lus 6012 (Vapac, BMI)	5	37	47	LOVE (Oh, How Sweet It Is) Jerry Butler, Mercury 72592 (Overcome, BMI)	3
14	48		HOW SWEET IT IS (To Be Loved by You) Jr. Walker & The All Stars, Soul 35024 (Jobete, BMI)	2	38	28	I'VE GOT TO GO ON WITHOUT YOU Van Dykes, Mala 530 (Aim, BMI)	6
	15	5	LET'S GO GET STONED Ray Charles, ABC Records 10808 (Baby Monica, BMI)	12	39	40	I WANT TO BE WITH YOU Dee Dee Warwick, Mercury 72584 (Morley, ASCAP)	3
	16	18	I WANT A GIRL Mad Lads, Volt 137 (East, BMI)	4	40	—	NOTHING IN THE WORLD CAN HURT ME (Except You) Buddy Ace, Duke 397 (Emphasis, BMI)	1
17	46		WORKING IN THE COAL MINE Lee Dorsey, Amy 958 (Marsaint, BMI)	3	41	38	LONELY SOLDIER Mike Williams, Atlantic 2339 (Pronto-Chevis, BMI)	4
	18	12	MISTY Groove Holmes, Prestige 401 (Vernon, ASCAP)	6	42	27	SHARE WHAT YOU GOT (But Keep What You Need) William Bell, Stax 191 (East, BMI)	7
	19	14	(We'll Be) UNITED Intruders, Gamble 201 (Shappe, BMI)	7	43	44	I GUESS I'LL ALWAYS LOVE YOU Isley Brothers, Tamla 54135 (Jobete, BMI)	3
	20	20	WHEN YOU WAKE UP Cash McCall, Thomas 8830 (Cragvee & Special Agent, BMI)	7	44	45	EL PITO Joe Cuba, Tico 47470 (Hall of Fame, BMI)	3
21	34		MONEY WON'T CHANGE YOU James Brown & the Famous Flames, King 6048 (Dynatone, BMI)	3	45	43	MY BACK SCRATCHER Frank Frost, Jewel 765 (Su-Ma, BMI)	3
22	25		LOVE ATTACK James Carr, Goldwax 309 (Rise/Aim, BMI)	4	46	—	YOU CAN'T HURRY LOVE Supremes, Motown 1097 (Jobete, BMI)	1
	23	11	TEENAGER'S PRAYER Joe Simon, Sound Stage 7 2564 (Frederick, BMI)	11	47	—	MAKE ME BELONG TO YOU Barbara Lewis, Atlantic 2346 (Blackwood, BMI)	1
24	36		WHAT BECOMES OF THE BROKEN-HEARTED Jimmy Ruffin, Soul 35022 (Jobete, BMI)	3	48	50	IN THE BASEMENT Etta James & Sugar Pie DeSanto, Cadet 5539 (Chevis, BMI)	2
					49	49	TRAINS AND BOATS AND PLANES Dionne Warwick, Scepter 12153 (U. S. Songs, ASCAP)	2
					50	—	I'M YOUR HOOCHIE COOCHE MAN Jimmy Smith, Verve 10426 (Arc, BMI)	1

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 August 21, 1961

1. Tossin' and Turnin', Bobby Lewis, Beltone
2. Wooden Heart (Muss i denn . . .), Joe Dowell, Smash
3. Michael, Highwaymen, United Artists
4. Last Night, Mar-Keys, Satellite
5. I Like It Like That, Chris Kenner, Instant
6. You Don't Know What You've Got (Until You Lose It), Ral Donner, Gone
7. Pretty Little Angel Eyes, Curtis Lee, Dunes
8. Dum Dum, Brenda Lee, Decca
9. Let's Twist Again, Chubby Checker, Parkway
10. School Is Out, Gary (U. S.) Bonds, LeGrand

POP SINGLES—10 Years Ago August 18, 1956

1. My Prayer, Platters, Mercury
2. Allegheny Moon, Patti Page, Mercury
3. Whatever Will Be, Will Be, Doris Day, Columbia
4. I Almost Lost My Mind, Pat Boone, Dot
5. The Wayward Wind, Gogi Grant, Era
6. Hound Dog, Elvis Presley, RCA Victor
7. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
8. Born to Be With You, Chordettes, Cadence
9. A Sweet Old-Fashioned Girl, Teresa Brewer, Coral
10. More, Perry Como, RCA Victor

R & B SINGLES—5 Years Ago August 21, 1961

1. Tossin' and Turnin', Bobby Lewis, Beltone
2. Last Night, Mar-Keys, Satellite
3. Don't Cry No More, Bobby (Blue) Bland, Duke
4. I Like It Like That, Chris Kenner, Instant
5. My True Story, Jive Five, Beltone
6. The Switch-A-Roo, Hank Ballard & The Midnighters, King
7. San-Ho-Zay, Freddy Kind, Federal
8. Let the Four Winds Blow, Fats Domino, Imperial
9. It's Gonna Work Out Fine, Ike & Tina Turner, Sue
10. I'm A-Telling You, Jerry Butler, Vee Jay

POP LP's—5 Years Ago August 21, 1961

1. Something for Everybody, Elvis Presley, RCA Victor
2. Stars for a Summer Night, Various Artists, Columbia
3. Exodus to Jazz, Eddie Harris, Vee Jay
4. Never on Sunday, Soundtrack, United Artists
5. Goin' Places, Kingston Trio, Capitol
6. Camelot, Original Cast, Columbia
7. TV Sing Along With Mitch, Mitch Miller, Columbia
8. Rick Is 21, Ricky Nelson, Imperial
9. Knockers Up, Rusty Warren, Jubilee
10. Exodus, Soundtrack, RCA Victor

VOX JOX

• Continued from page 38

Art Brock, a four-time Emmy Awards winner as most outstanding male personality, is leaving KTVI, St. Louis, to work as a personality for both KOOL and KOOL-TV, Phoenix. . . . Phil

Durkin, a former WMLO, Beverly, Mass., personality, is now holding down the afternoon show on WEIM, Feitchburg, Mass., which features a Hot 100 format. . . . Dennis Richards has been named program director of WDEW, Westfield, Mass.; he was with WACE, Springfield/Chicopee, Mass.

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TOP SELLING R & B LP's

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

Billboard Award	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
	6		HOLD ON! I'M COMIN' Sam & Dave, Stax 708 (M); 708 (S)	4	14	14	GOIN' OUT OF MY HEAD Wes Montgomery, Verve V 8642 (M); V6-8642 (S)	22
	2	1	GETTIN' READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	7	15	15	WILDEST ORGAN IN TOWN Billy Preston, Capitol T 2532 (M); ST 2532 (S)	8
	3	3	SOUL MESSAGE Richard (Groove) Holmes, Prestige PR 7435 (M); PRS 7435 (S)	16	16	8	MOODS OF MARVIN GAYE Tamla TLP 266 (M); SLP 266 (S)	9
	4	2	UP-TIGHT Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	13	17	18	TELL IT LIKE IT IS Richard (Groove) Holmes, Pacific Jazz PJ 10105 (M); ST 20105 (S)	3
	5	5	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	17	18	—	A CHANGE IS GONNA COME Brother Jack McDuff, Atlantic 1463 (M); SD 1463 (S)	1
	6	4	A TOUCH OF TODAY Nancy Wilson, Capitol T 2495 (M); ST 2495 (S)	13	19	17	I LOVE YOU 1,000 TIMES Platters, Musicor MM 2091 (M); MS 3091	9
	7	7	SOUL ALBUM Otis Redding, Volt 413 (M); S 413 (S)	16	20	19	MAD LADS IN ACTION Volt 414 (M); S 414 (S)	5
8	11		GOTTA TRAVEL ON Ray Bryant Trio, Cadet LP 767 (M); LPS 767 (S)	10	21	21	A TRIBUTE TO RHYTHM AND BLUES Chuck Jackson, Wand WDM 673 (M); WDS 673 (S)	3
9	16		SOUL SISTER Aretha Franklin, Columbia CL 2521 (M); CS 9321 (S)	4	22	22	BAREFOOTIN' Robert Parker, Nola LP 1001 (M); (No Stereo)	2
	10	9	WHEN A MAN LOVES A WOMAN Percy Sledge, Atlantic 8125 (M); SD 8125 (S)	12	23	20	THIS OLD HEART OF MINE Isley Brothers, Tamla TLP 269 (M); SLP 269 (S)	6
	11	12	DANCE THE COOL JERK WITH THE CAPITOLS Karen, Atco 190 (M); SD 190 (S)	4	24	23	INTRODUCING THE AFRO BLUES QUINTET PLUS ONE Mirwood LP 3002 (M); LPS 3002 (S)	3
	12	10	CRYING TIME Ray Charles, ABC 544 (M); ABCS 544 (S)	26	25	—	GOT MY MOJO WORKING Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	21
	13	13	MARTHA & THE VANDELLAS GREATEST HITS Gordy G 917 (M); GS 917 (S)	11				

Wilson Pickett's

smash single

LAND OF 1000 DANCES #2348

is featured in his
great new album

THE
EXCITING
WILSON
PICKETT



LAND OF 1000 DANCES
SOMETHING YOU GOT
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BAREFOOTIN'
MERCY, MERCY
YOU'RE SO FINE
IN THE MIDNIGHT HOUR
NINETY-NINE AND A HALF
(WON'T DO)
DANGER ZONE
I'M DRIFTING
IT'S ALL OVER
SHE'S SO GOOD TO ME

MONO 8129

ATLANTIC 8129/SD 8129
(Available in Mono and Stereo)



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The most internationally known and referred to directory in the Billboard Library — complete name, address, phone, products, affiliates and branch office listings for everyone providing a product, service or facility available to the music-record industry (domestic and foreign).

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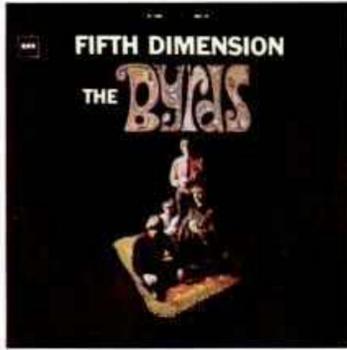
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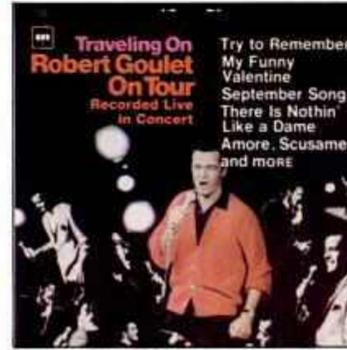
CL 2549/CS 9349*



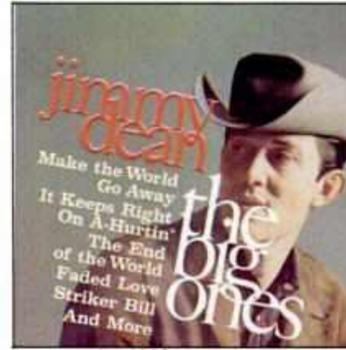
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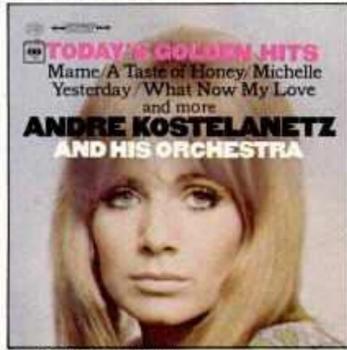
CL 2544/CS 9344*



CL 2541/CS 9341*



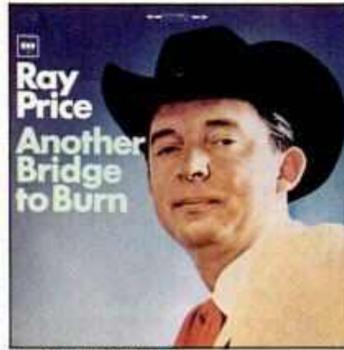
CL 2538/CS 9338*



CL 2534/CS 9334*



CL 2529/CS 9329*



CL 2528/CS 9328*



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CL 2525/CS 9325*



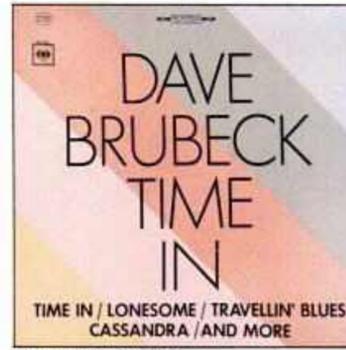
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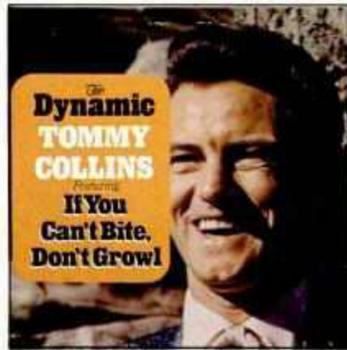
CL 2520/CS 9320*



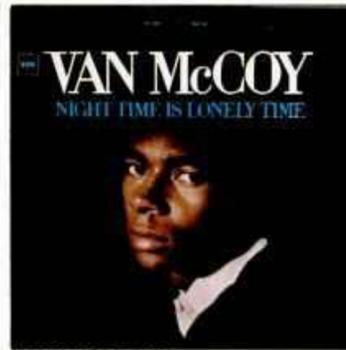
CL 2514/CS 9314*



CL 2512/CS 9312*

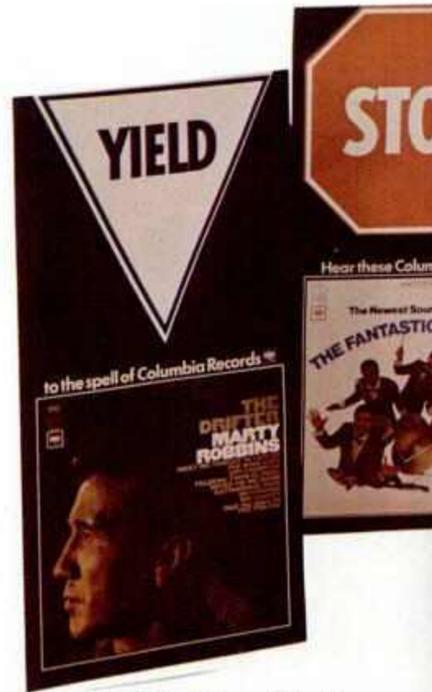


CL 2510/CS 9310*



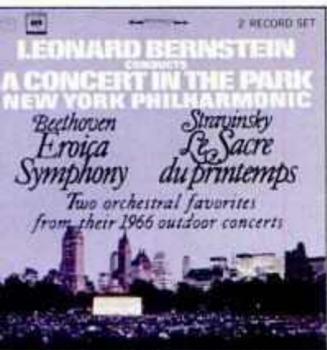
CL 2497/CS 9297*

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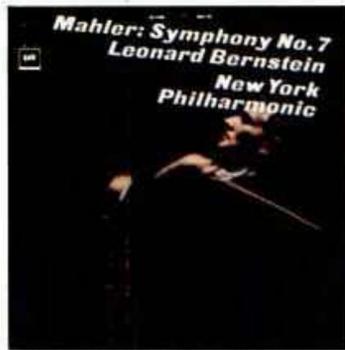
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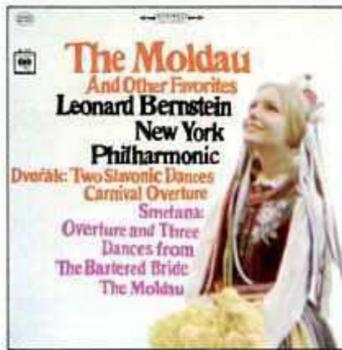
ML 349/D2S 749* (A 2-Record Set)



D7L 345/D7S 745* (A 7-Record Set)



M2L 339/M2S 739* (A 2-Record Set)



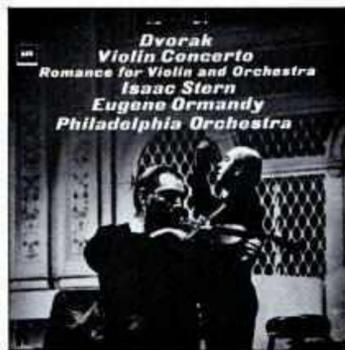
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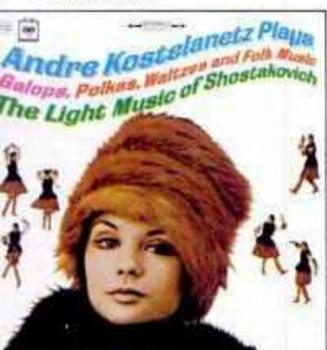
ML 6278/MS 6878*



ML 6277/MS 6877*



ML 6276/MS 6876*

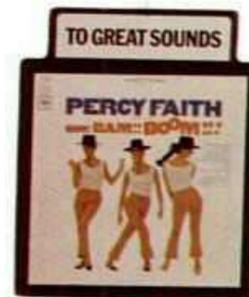


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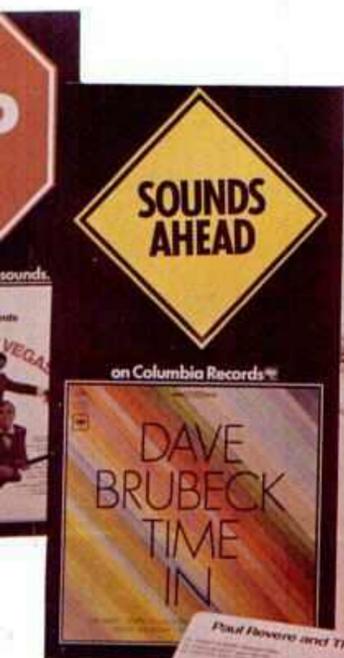


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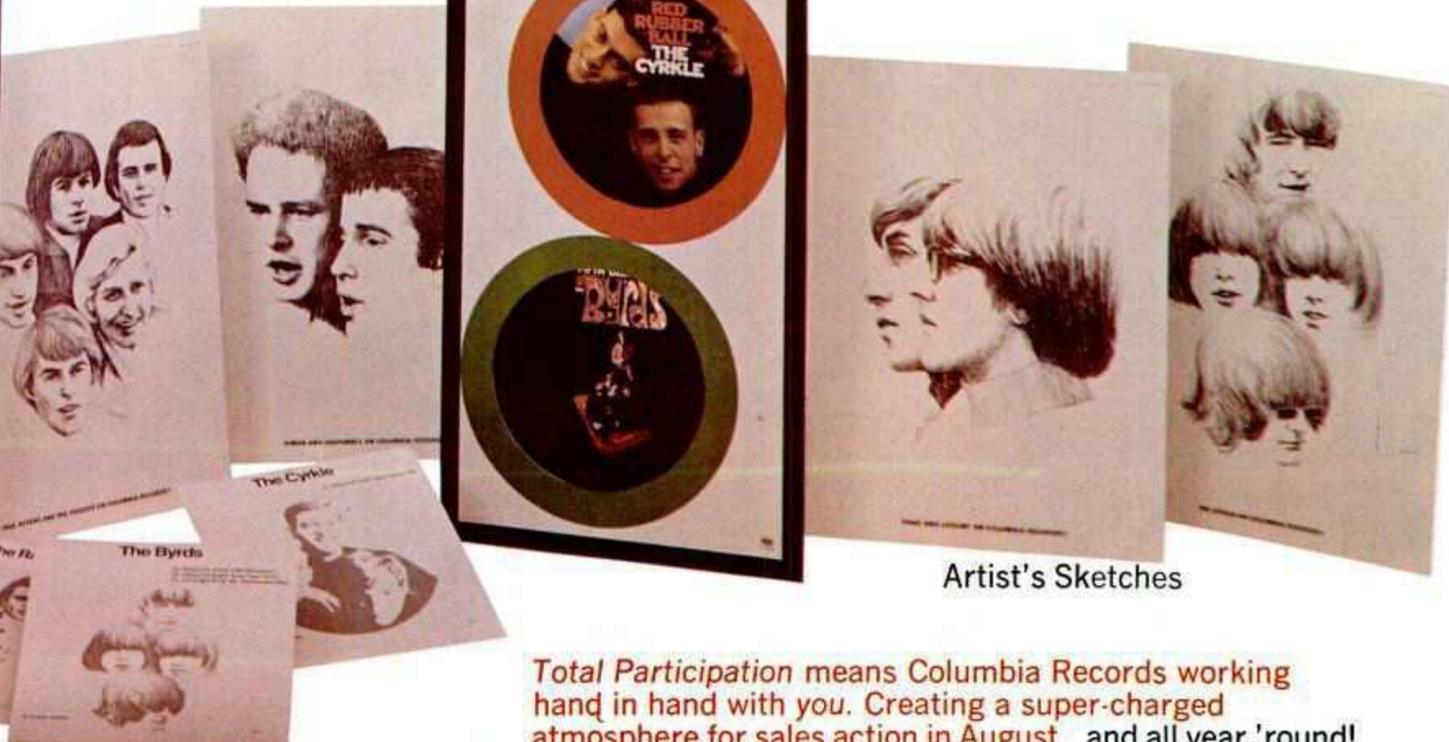
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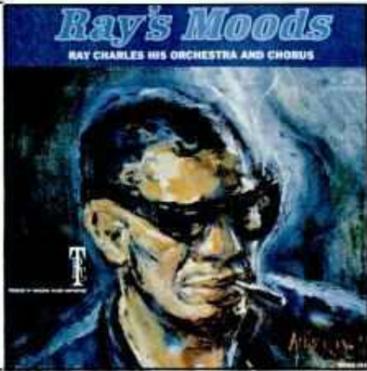
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RAY'S MOODS
ABC-550

Here's what the customer wants! From the uptempo beat to the downtempo blues, Ray's put it all in one package, adding The Raelets and The Jack Halloran Singers. He plays a lot of piano and a lot of organ, with big helpings of soul and genius. "Sentimental Journey", "By the Light of the Silvery Moon", 10 others.



OLE DIXIE
ABC-567

Yank is back with his great Dixie-land horn, playing up a storm with his Yankee Clippers ("Cutty" Cutshall, "Pee Wee" Russell, Dave McKenna, Bob Haggart), and the popular modern drummer Chico Hamilton to add Latin American percussion for exciting listening. "Daydream", "What's New", "Fidgety Feet", 8 others.



JAMIE AND THE J. SILVIA SINGERS
ABC-562

Taste and talent make this a listenable, danceable LP. Featuring Jamie's voice with three male background voices and the arranging and conducting of Don Costa, the selection of songs is unbeatable. "This is All I Ask", "A Taste of Honey", "Days of Wine and Roses", "Shadow of Your Smile", "It's Not Unusual", 7 others.



LOVE IS A GUITAR
ABC-568

Featuring 8 different string instruments and full orchestra with chorus, arranger-conductor Peter DeAngelis, joined by guitarists Don Arnone, Al Casamenti, Vincent Bell and Ralph Casale, highlights the versatility of the guitar. "Shadow of Your Smile", "Twilight Time", 9 others.



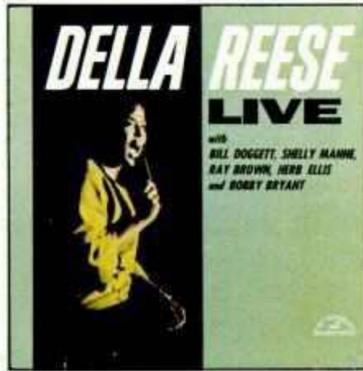
THE NEW OLD SWEET SONGS
ABC-563

A fascinating instrumental collection of mood, melody and nostalgia. 26 standard favorite songs (the youngest is 16 years old). You'll know the lyrics to many, the melodies of all. Music by Frank DeVol is guaranteed listening pleasure. Big orchestra arrangements with strings.



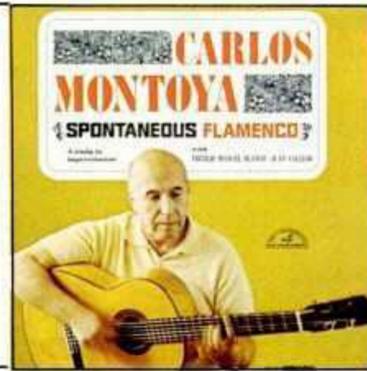
DELLA REESE LIVE
ABC-569

Della and friends at a Hollywood party with a microphone listening in. The informality of the album, combined with Della's personal magnetism make this a must! Great sidemen include Bill Doggett, Shelly Manne, Ray Brown, Herb Ellis and Bobby Bryant. "Who Can I Turn To", "There Will Never Be Another You", 8 others.



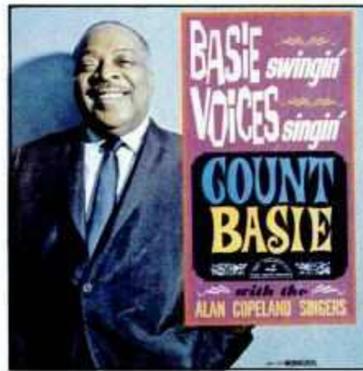
SPONTANEOUS FLAMENCO
ABC-564

Montoya claims this is his best LP to date. He has developed a more individual style - less perfect, less mechanical. The entire album was actually created at the recording session without previous programming or rehearsal. A rare LP for flamenco enthusiasts!



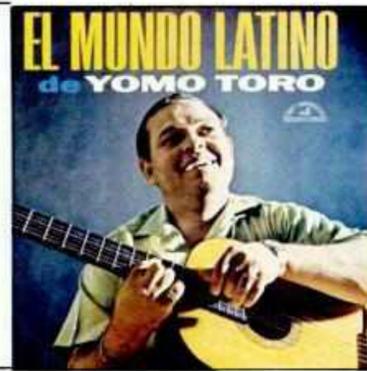
BASIE SWINGIN', VOICES SINGIN'
ABC-570

An exciting "first"! Count Basie with voices! The Alan Copeland Singers add a new dimension to Basie's swingin' band. Unlike any other Basie album on the market today. "Happiness Is", "Oh, Lady Be Good", "Candy", "Call Me", "I Surrender, Dear", "You Are My Sunshine", "Down by the Old Mill Stream", 4 others.



EL MUNDO LATINO DE YOMO TORO
ABC-565

Puerto Rico's best known guitarist is also the most sought-after musician in the field of Spanish music in the East. A New York City resident, he's recorded six LP's with Los Panchos Trio (three with Eydie Gorme) and is now starred on his own. Spanish songs with four vocals.



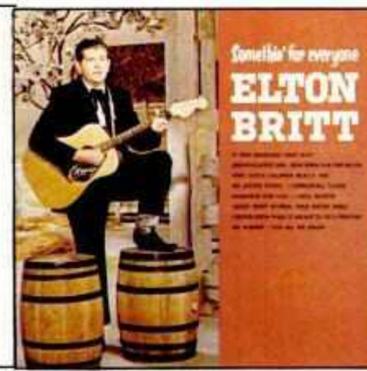
SWEET PEA
ABC-575

Tommy's new LP is named for his current smash hit. Also includes other past hits like "Sheila" and "Everybody". This tremendously popular teen star will hit the LP chart soon with this one. Produced on the West Coast, it has the sound of today!



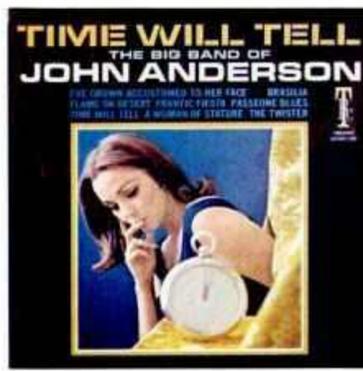
SOMETHIN' FOR EVERYONE
ABC-566

Elton is one of the most respected and talented artists in the C&W field. His reputation has constantly grown through every communications medium. He's one of the world's best yodelers and his relaxed stylings have created fans throughout the world. "It Just Happened That Way", "No Letter Today", 10 others.



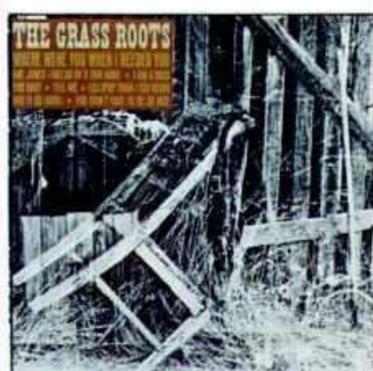
TIME WILL TELL
TRC-1506

A great instrumental album from Ray Charles' label featuring many of the jazz greats, highlighting the tremendous talent of arranger-composer-leader-musician John Anderson. You'll hear Bobby Bryant, John Audino, Anthony Terran, Melvin Moore, Harry "Sweets" Edison, Buddy Collette, Lou Blackburn, Pete Myers and others with the trumpet and fluegelhorn of Anderson himself.



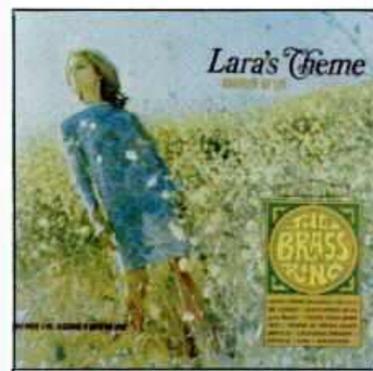
CRASHON SCREAMON
ALL FALL DOWN
D-50010

With two million-selling singles plus a million-selling LP to their credit this year, this fantastic group has another winner in this eagerly awaited, pre-sold smash! Watch it hit the charts!



WHERE WERE YOU WHEN I NEEDED YOU
D-50011

Named for their current chart hit, this LP stars The Grass Roots in a collection of current hits by other artists and great new songs such as "Lollipop Train" and "This Is What I was Made For". The "happening" group sings: "I Am a Rock", "You Baby", "Tell Me" and others.



LARA'S THEME
D-50012

The Brass Ring has captured widespread attention with its up-to-the-minute sound of good music critically hailed as tasteful, tuneful, romantic, lively and danceable. This instrumental collection is a tremendous follow-up to the favorite "Flight of the Phoenix". "Theme from Virginia Woolf", "Born Free", "Dear John", "Black Orpheus" and others.



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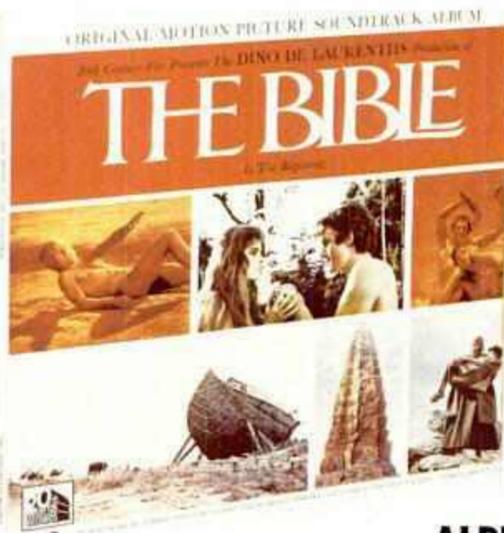
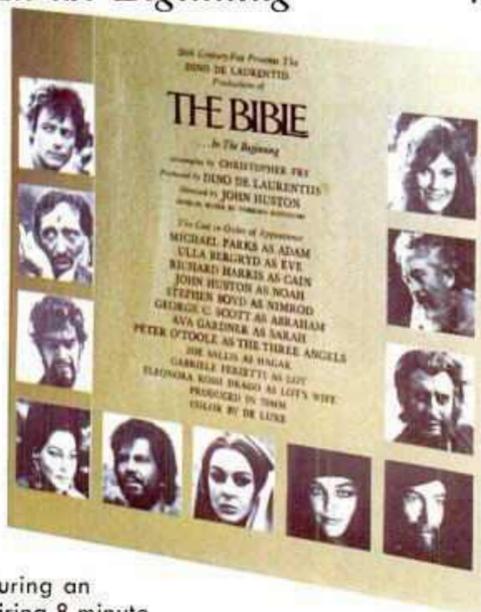
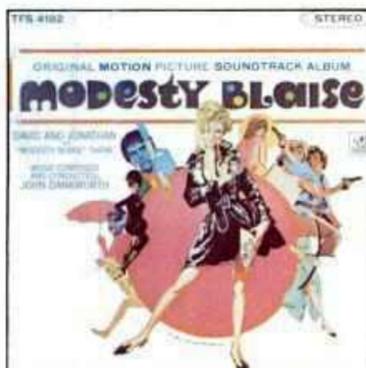
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...In the Beginning



MODESTY BLAISE
4182

A soundtrack LP featuring a collection of mood and action themes matching the charm, cunning, sex and glamor of Monica Vitti's portrayal of a female James Bond-type in the motion picture. Includes two vocals: one by David and Jonathan; one by Monica Vitti and Terence Stamp.

HOW TO STEAL A MILLION
4182

The sophisticated soundtrack music from Radio City's biggest box office attraction in years starring Audrey Hepburn and Peter O'Toole. With music by Johnny Williams, the LP is cosmopolitan and chic with touches of adventure and action.

featuring an inspiring 8 minute narration of THE CREATION by John Houston

ALBUM AVAILABLE NOW!
A MUST FOR EVERY HOME



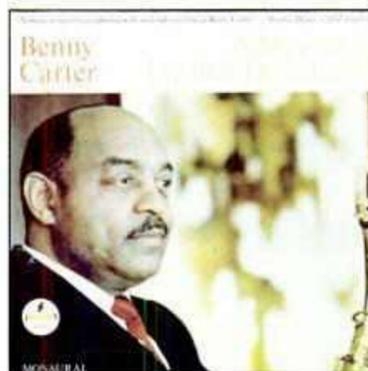
MEDITATIONS
A-9110

1965's "Jazzman of the Year" presents another major work in the same vein of serious exploration begun in the award-winning "A Love Supreme". This LP marks the introduction of Coltrane's new group, highlighting McCoy Tyner and Elvin Jones, with new personnel Rashied Ali on drums; Pharoah Sanders, tenor sax; Jimmy Garrison, bass.



GARY McFARLAND: PROFILES
A-9112

Recorded live in New York City at Lincoln Center's Philharmonic Hall. Contains McFarland's music written specifically for the concert and for soloists who rarely have an opportunity to play in an authentic jazz concert. Hailed by the N. Y. Times, New Yorker and Down Beat, among others, the event is captured here.



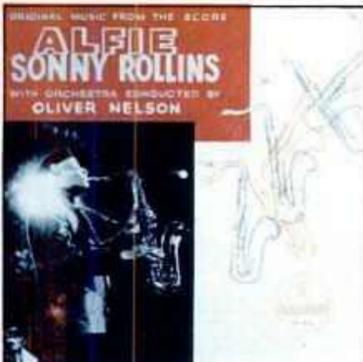
ADDITIONS TO FURTHER DEFINITIONS
A-9116

"No one writes for saxophones with such skill and flair as Benny Carter." So said Stanley Dance in Jazz magazine. Brilliantly arranged for saxes and rhythm, Carter's second Impulse Album follows in the great tradition of "Further Definitions", featuring with Carter, Bud Shank, Bill Hood, Buddy Collette, Barney Kessel and others.



ROLL 'EM
A-9119

With arrangements by Oliver Nelson, Shirley salutes the big bands, backed by an 18-piece orchestra. Ten fond remembrances, with familiar themes. Shirley bows to: Goodman, Lunceford, Miller, Hampton, Waller, Hudson-Delange, Henderson, Webb, Ellington and Hawkins.



ALFIE
A-9111

Sonny Rollins' first score for a motion picture, and Oliver Nelson's arrangements closely follow the original soundtrack scoring. The film is England's entry in the Cannes Film Festival, and Rollins' music contributes greatly to its artistic merit.



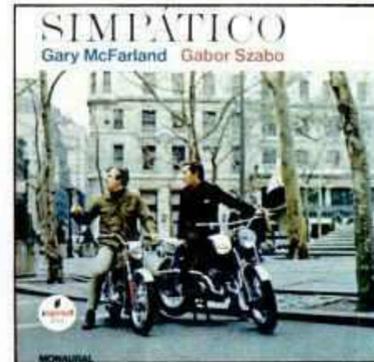
THE FURTHER ADVENTURES OF EL CHICO
A-9114

In the Latin groove, this features Chico's basic group, with the addition of Clark Terry and Jerome Richardson. A great followup to the best-selling "El Chico" LP. Excellent lineup includes "Got My Mojo Working", "Daydream", "Monday Monday", "My Romance", 6 others.



A FLAT, G FLAT AND C
A-9117

Album title gives the clue here. Named for the fundamental notes of a blues chord, the LP features usual and unusual instruments associated with Lateef. Blues interpretations in a Middle Eastern and Far Eastern vein.



SIMPATICO
A-9122

Gary and Gabor play together for the first time in a small group. Soft jazz arrangements make this an LP of unusual appeal. Features originals, current tunes like "The Word", and standards such as "Cool Water", with unique bits of singing, humming and whistling by Gary and Gabor.

TOP 100'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.

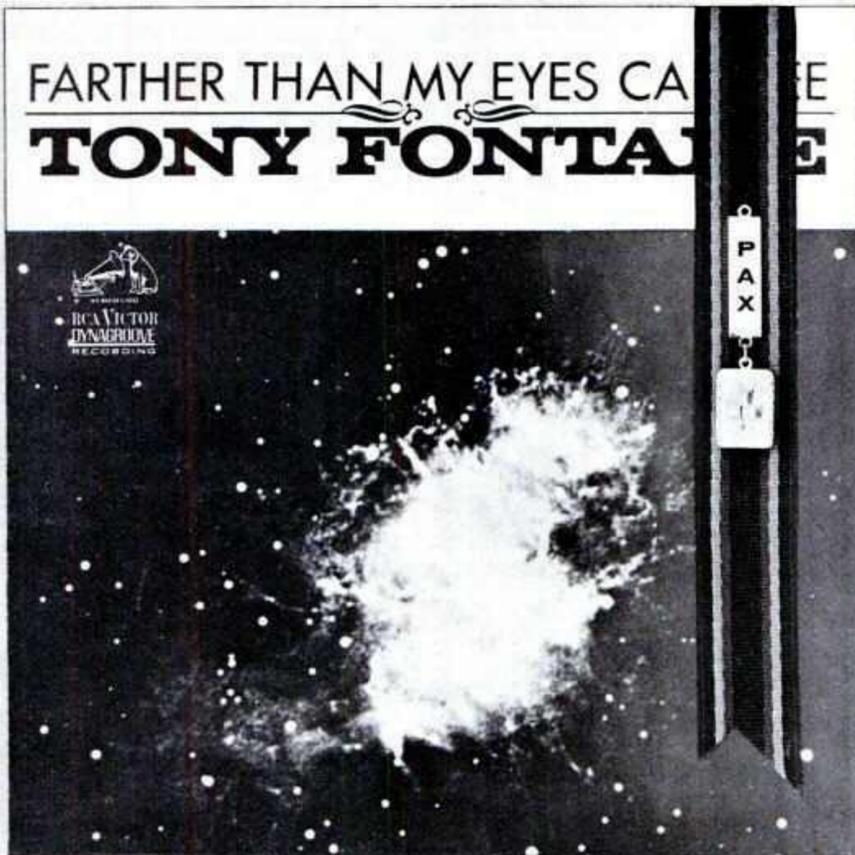
Table with columns: This Week, Last Week, TITLE-Artist, Label & No., (EDP Mono & Stereo No.), Wks. on Chart. Contains top 50 songs including 'Yesterday and Today', 'Aftermath', 'What Now My Love', etc.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., (EDP Mono & Stereo No.), Wks. on Chart. Contains songs 51-100 including 'Time Won't Let Me', 'A New Song for Young Love', 'The Impossible Dream', etc.

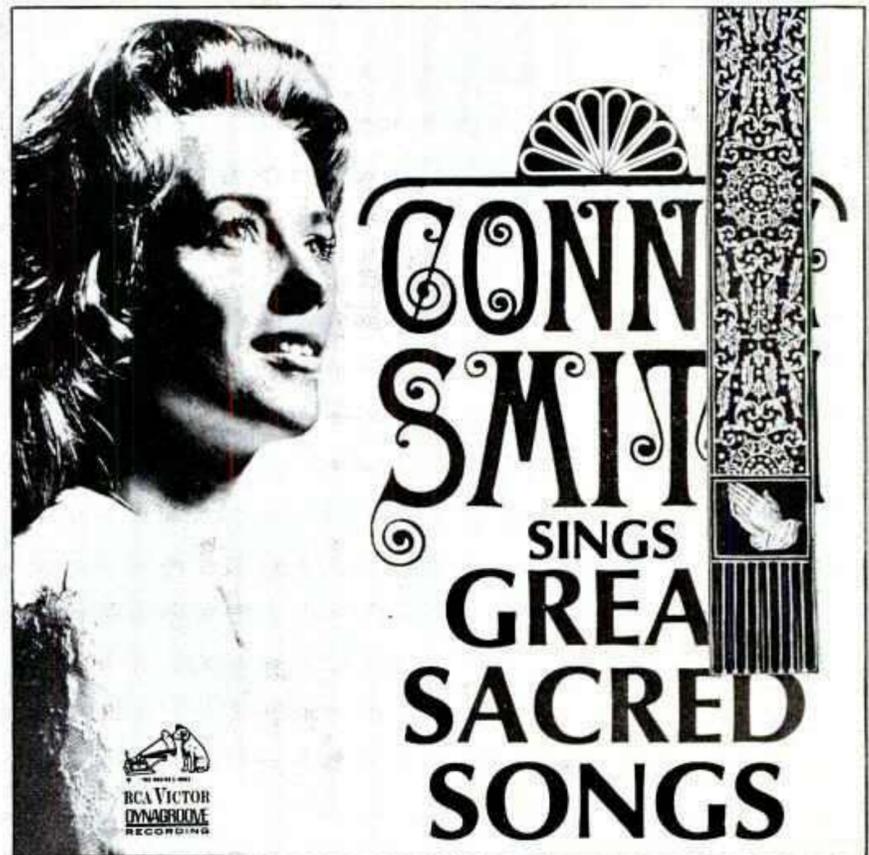
Table with columns: This Week, Last Week, TITLE-Artist, Label & No., (EDP Mono & Stereo No.), Wks. on Chart. Contains songs 101-150 including 'Man of La Mancha', 'That Was the Year That Was', 'Born Free', etc.

*EDP Mono and Stereo Numbers are supplied for the benefit of record buyers employing electronic data processing for ordering and inventory control. This coding system, in successful use for over two years, is available on request from Billboard's MPC Dept., New York office.

New albums of Sacred songs that belong in every home



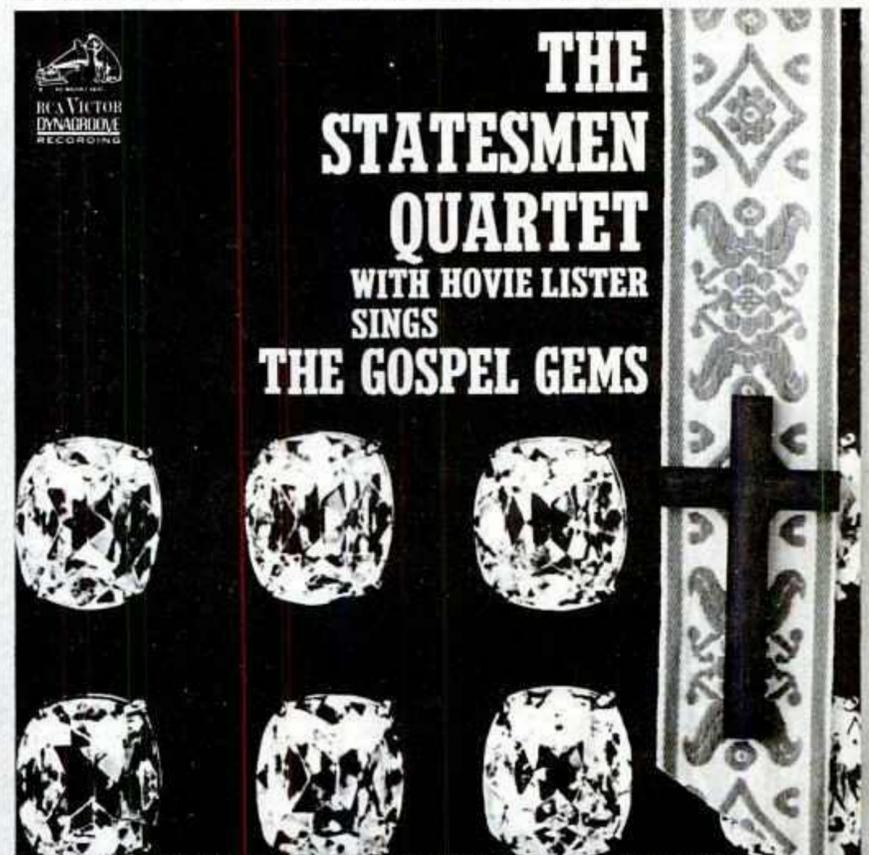
FARTHER THAN MY EYES CAN SEE/TONY FONTANE
A great singer shares with listeners inspirational favorites meaningful to him. "Sunrise," "It's A Wonderful, Wonderful Life," "I Found the Answer," "Beulah Land" and "If I Can Give" are included. LPM/LSP-3572



CONNIE SMITH SINGS GREAT SACRED SONGS
Inspirational messages sung with heart and feeling. Connie's fans will love her versions of "Satisfied," "In the Garden," "Wings of a Dove," "Just a Closer Walk with Thee" and eight other outstanding sacred songs. LPM/LSP-3589



THE GOSPEL IN SONG BY THE SINGING SPEER FAMILY
Great gospel favorites that will appeal to a wide group of record buyers. Included are "Heaven Came Down and Glory Filled My Soul," "Jesus, Hold My Hand," "Remind Me, Dear Lord" and "Just Another Mile." LPM/LSP-3592



THE STATESMEN QUARTET WITH HOVIE LISTER SINGS THE GOSPEL GEMS
12 all-time gospel favorites by a group that has led the field for nearly two decades. "You've Got to Walk That Lonesome Road," "River of Grace," "God Knows How" and "Count Your Blessings" are included. LPM/LSP-3624

RCA VICTOR
The most trusted name in sound



POP SPOTLIGHT
LAINIE KAZAN
 MGM E 4385 (M); SE 4385 (S)
 Lainie Kazan establishes her right to a place among the top pop standard artists with this album. She's explosive with "Peel Me a Grape," plaintive with "I Will Be Waiting for You" and dramatic with "I Love You Porgy." She has a powerful voice, and she knows how to use it.



POP SPOTLIGHT
THE GREAT TV THEMES
 Frank Chacksfield. London SP 44077 (S)
 A flock of the most memorable TV themes are packaged here and through stylistic techniques of Frank Chacksfield's orchestra and the sound techniques of Phase 4, the themes are made even more memorable. "Peter Gunn," "Bonanza," "Dragnet" and "U.N.C.L.E." are among the many here that will be played over and over.



POP SPOTLIGHT
HAPPINESS IS . . .
 Do-Re-Mi Children's Chorus. Kapp KL 1489 (M); KS 3489 (S)
 This delightful album is a natural to rack up strong sales in the kiddie market. Built around a theme of happiness, The Do-Re-Mi Children's Chorus performs 12 numbers in a bright, sunshine-filled manner.



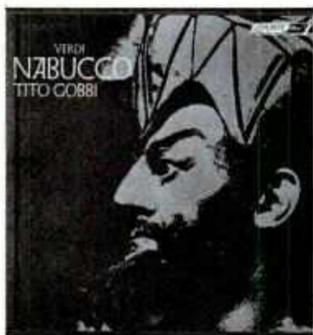
POP SPOTLIGHT
FANTASTIC FELICIANO
 Jose Feliciano. RCA Victor LPM 3581 (M); LSP 3581 (S)
 Here's a talent that has his success guaranteed by virtue of his dynamic, stirring voice. With his own accompaniment (which could be an album by itself), Feliciano has a reputation far and wide through live performances. This release is outstanding.



CLASSICAL SPOTLIGHT
VERDI SPECTACULAR
 Kingsway Symph. Orch. (Camarata). London SPC 21012 (S)
 This is Camarata's initial effort in the Phase 4 field and it's a winner. He's taken on some of Verdi's most popular melodies and with the Kingsway Symphony given them lustrous orchestral treatments. The sound is, indeed, spectacular.



CLASSICAL SPOTLIGHT
THE MOLDAU AND OTHER FAVORITES
 New York Philharmonic (Bernstein). Columbia ML 6279 (M); MS 6879 (S)
 Familiar Czech works receive spirited treatment from Leonard Bernstein and the New York Philharmonic. In addition to "The Moldau," well-known Smetana excerpts are the overture and three dances, including the "Dance of the Comedians" from "The Bartered Bride." Dvorak's "Carnival Overture" and two Slavonic dances round out the LP.



CLASSICAL SPOTLIGHT
VERDI: NABUCCO (3-Record Set)
 Various Artists, Vienna Opera Orch. (Gardelli). London A. 4382 (M); OSA 1382 (S)
 Soprano Elena Suliot gives a dynamic disk debut performance as Abigaille in this initial stereo recording of Verdi's first successful opera. Add the strong job by Tito Gobbi in the title role and the conducting of Lamberto Gardelli, one of the top operatic conductors around, and you have a highly salable package.



JAZZ SPOTLIGHT
JAZZ/LEFT BANK
 Boulou. 4 Corners of the World. FCL 4234 (M)
 Boulou is a 14-year-old French boy who plays the jazz guitar with a dexterity and imagination that would make many a pro envious. The album swings, and the backing of the Paris All Stars, a group of French jazzmen, doesn't hurt a bit. Boulou does "Moonlight in Vermont," "How High the Moon" and "Tenderly" with spirit and style.

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ 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.

WASHINGTON IS FOR THE BIRDS . . .

Various Artists, Reprise R 6212 (M); RS 6212 (S) (780-06212-3; 780-06212-5)

THE BEST OF AL HIRT . . .

RCA Victor LPM 3309 (M); LSP 3309 (S) (775-03309-3; 775-03309-5)

WHO'S AFRAID OF VIRGINIA WOOLF? . . .

Soundtrack, Warner Bros. B 1656 (M); BS 1656 (S) (925-01656-3; 925-01656-5)

THE FANTASTIC BOOTS RANDOLPH . . .

Monument MLP 8042 (M); SLP 18042 (S) (675-08042-3; 675-18042-5)

LITTLE GIRL . . .

Syndicate of Sound, Bell LP 6001 (M); SLP 6001 (S) (213-06001-3; 213-06001-5)

ON TOP . . .

Four Tops, Motown MLP 647 (M); SLP 647 (S) (678-00647-3; 678-00647-5)

WHAT'S SHAKIN' . . .

Various Artists, Elektra EKL 4002 (M); EKS 74002 (S) (455-04002-3; 455-74002-5)

I COULDN'T LIVE WITHOUT YOUR LOVE . . .

Pet Clark, Warner Bros. W 1645 (M); WS 1645 (S) (925-01645-3; 925-01645-5)

GO AHEAD AND CRY . . .

Righteous Brothers, Verve V 5004 (M); V6-5004 (S) (895-05004-3; 895-65004-5)

OVER UNDER 3 DEWAYS DOWN . . .

Yardbirds, Epic LN 24210 (M); BN 26210 (S) (465-24210-3; 465-26210-5)

THE PIPED PIPER . . .

Crispian St. Peters, Jamie JLP 3027 (M); JLP 3027 (S) (580-03027-3; 580-03027-5)

THE CRITTERS/YOUNGER GIRL . . .

Kapp KL 1485 (M); KS 3485 (S) (605-01485-3; 605-03485-5)

NANCY IN LONDON . . .

Nancy Sinatra, Reprise R 6221 (M); RS 6221 (S) (780-06221-3; 780-06221-5)

THE HIT SOUNDS OF DEAN MARTIN . . .

Reprise R 6213 (M); RS 6213 (S) (780-06213-3; 780-06213-5)



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.

SPECIAL MERIT PICK POP SPECIAL MERIT

ACADEMY AWARD WINNERS, VOL. 2

Roger Williams. Kapp KL 1483 (M); KS 3483 (S)

The Oscar-winning songs included in this package are tried and true and have been done over and over again. However, the pianistic of Roger Williams make them all delightful to hear again because of his deft interpretive techniques.

SPECIAL MERIT PICK POP SPECIAL MERIT

FAITHFULL FOREVER . . .

Marianne Faithfull. London LL 3482 (M); PS 482 (S)

Although she's a pop singer, Marianne Faithfull's background is folk and she makes this quite evident in her new album. Her clear, soft voice shines through "Tomorrow's Calling" and "Ne Me Quitte Pass" (theme from the "Umbrellas of Cherbourg").

SPECIAL MERIT PICK POP SPECIAL MERIT

TWO YANKS IN ENGLAND

Everly Brothers. Warner Bros. W 1646 (M); WS 1646 (S)

The boys, currently touring England, have taken some British tunes and given them the Everly touch. This rocking package should place them back on the charts.

SPECIAL MERIT PICK POP SPECIAL MERIT

ONE OF THOSE SONGS

Jimmy Durante. Warner Bros. W 1655 (M); WS 1655 (S)

With "One of Those Songs" as the lure, this album should draw good buying interest. It's in the true Durante spirit as is "Mame" and "Bill Bailey," among others. The high-flying Durante mood gets a good assist from his guest singer Eddie Jackson, and Ernie Freeman's arrangements.

SPECIAL MERIT PICK POP SPECIAL MERIT

BIM! BAM!! BOOM!!!

Percy Faith. Columbia CL 2529 (M); CS 9329 (S)

Percy Faith has come through with another outstanding Latin album. The material is mostly Brazilian. Two of the cuts, "Sim" and "No Balanco Do Jequiba," are based on the latest popular Brazilian dance, the Jeguiba. The orchestra also does a strong version of the samba from "Black Orpheus."

SPECIAL MERIT PICK POP SPECIAL MERIT

THE GLORIA LYNNE CALENDAR

Hi-Fi 440

Gloria Lynne's debut on Hi Fi Records is an auspicious one. She's tops when singing slow ballads, like "April in Paris," and she's also in rare form with up-tempo blues.

SPECIAL MERIT PICK POP SPECIAL MERIT

HAWAIIAN GUITAR HITS

Roy Smeck. Kapp KL 1491 (M); KS 3491 (S)

A highly delectable package of top American tunes, Hawaiian style. Roy Smeck's guitar is rich and vibrant with a touch of lightness. A recommended record for easy listening.

SPECIAL MERIT PICK COUNTRY SPECIAL MERIT

STEEL RAIL BLUES

George Hamilton IV. RCA Victor LPM 3601 (M); LSP 3601 (S)

Here's another treat for country fans. Not only is George Hamilton a fine interpreter of the genre but he's also a good picker of material. The highlights of this set are tunes by Gordon Lightfoot and John D. Loudermilk but the others are potent, too, and they come of sturdy stock.

SPECIAL MERIT PICK CLASSICAL SPECIAL MERIT

DVORAK: VIOLIN CONCERTO/ROMANCE

Isaac Stern/Philadelphia Orch. (Ormandy). Columbia ML 6276 (M); MS 6876 (S)

The all-too-rare Dvorak "Violin Concerto" is performed beautifully by Isaac Stern with Eugene Ormandy and the Philadelphia Orchestra. The fine interpretation could do much to popularize this piece. The sensitive rendition of Dvorak's lyric "Romance for Violin and Orchestra" is a special bonus.

SPECIAL MERIT PICK CLASSICAL SPECIAL MERIT

ORFF: CARMINA BURANA

Rafal Fruhbeck De Burgos. Angel 36333 (M); S 36333 (S)

This latest "Carmina Burana" recording with the New Philharmonia Orchestra is a gem and should do well in the recorded competition it faces. Frequent recorded and live performances are making the work a contemporary standard.

SPECIAL MERIT PICK CLASSICAL SPECIAL MERIT

MOZART: REQUIEM

Various Artists, Vienna Phil. Orch. (Kertesz). London A 4157 (M); OSA 1157 (S)

Popular mezzo-soprano Marilyn Horne and soprano Ely Ameling shine in this latest pressing of Mozart's "Requiem." The Vienna State Opera Chorus also stands out with the Vienna Philharmonic. Conductor Istvan Kertesz leads a tight performance.

(Continued on page 52)

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.

SEE ALBUM REVIEWS ON BACK COVER

To find out which magazine exerts the greatest influence on classical record sales, ask record dealers.

Marketing Services just did. And the answer was HIGH FIDELITY. Overwhelmingly.

A survey made in June, 1966, by Marketing Services, a division of Spencer-Claire Associates, Inc., Warwick, R.I., confirms the vitality and importance of HIGH FIDELITY in the marketing and

sales of classical records.

Almost 1,200 of America's leading dealers were surveyed. Here are the questions they were asked . . . and their answers:

1. Which one of the magazines above do you feel is most effective as a publication for advertising the classical records you sell?

	%
High Fidelity	45%
Saturday Review	20
Hifi/Stereo Review	17
Time	15
Life	6
Playboy	5
New Yorker	1
Harpers	1
Atlantic	0
Cue	0
Esquire	0
Holiday	0
Other	2
No Answer	3
Total	115%*

2. Which one of the magazines above do you feel most influences your customers, helping to pre-sell classical records and bring buyers into your store?

	%
High Fidelity	44%
Hifi/Stereo Review	21
Saturday Review	20
Time	15
Life	7
Playboy	2
Esquire	1
New Yorker	1
Atlantic	0
Cue	0
Harpers	0
Holiday	0
Other	1
No Answer	5
Total	117%*

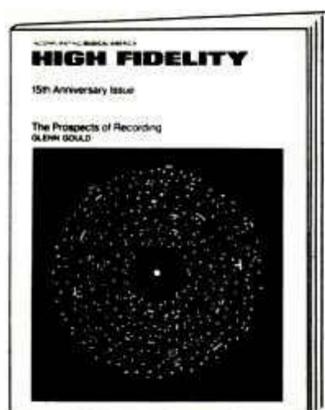
3. Which one of the magazines above do you feel influences you the most in your purchasing and inventory decisions?

	%
High Fidelity	38%
Hifi/Stereo Review	16
Saturday Review	13
Time	7
Life	5
New Yorker	2
Playboy	2
Atlantic	1
Cue	1
Esquire	1
Harpers	1
Holiday	0
Other	2
No Answer	29
Total	118%*

*Multiple responses, percentages exceed 100%

HIGH FIDELITY sets records in advertising month after month because it sells records in stores day after day. Today HIGH FIDELITY is the

one essential medium for every record advertiser. Just ask any record dealer. Or record buyer.



HIGH FIDELITY

The Publishing House
Great Barrington, Mass.
413-528-1300
Claire N. Eddings, Director of Advertising Sales

NEW YORK
165 W. 46th Street
New York, N. Y. 10036
212-757-2800

CHICAGO
Taylor/Friedman
333 N. Michigan Ave.
Chicago, Ill. 60601
312-332-7683

LOS ANGELES
9000 Sunset Blvd.
Los Angeles, Calif. 90069
213-273-1555

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

YELLOW SUBMARINE

Beatles, Capitol 5715

★ REGIONAL BREAKOUTS

Three 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.

LOVE SPECIAL DELIVERY . . .

Three Midnighters, Whittier 500 (T. M., BMI) (Los Angeles)

BORN FREE . . .

Roger Williams, Kapp 767 (Columbia, BMI)

A CHANGE ON THE WAY . . .

Terry Knight & the Pack, Lucky 11 229 (Cameo-Parkway-Ann-Arbor, BMI) (Detroit)

I'M NORMAL . . .

Emperor, Current 111 (Lightswitch, BMI) (Los Angeles)

EL PITO . . .

Joe Cuba, Tico 470 (Hall of Fame, BMI) (San Francisco)

WE CAN'T GO ON THIS WAY . . .

Teddy and the Pandas, Musicor 1190 (Metric, BMI) (Boston)

NOWADAYS CLANCY CAN'T EVEN SING . . .

Buffalo Springfield, Atco 6420 (Ten-East-Springal-Cotillion, BMI) (Los Angeles)

THAT'S THE WAY . . .

Kit Kats, Jamie 1321 (Dandelion, BMI) (Philadelphia)

THE KIDS ARE ALRIGHT . . .

The WHO, Decca 31988 (Devon, BMI) (Detroit)

I WANT TO BE WITH YOU . . .

Dee Dee Warwick, Mercury 72584 (Morley, ASCAP) (Baltimore)

WHO DO YOU THINK YOU ARE . . .

Shindogs, Viva 601 (Criterion, ASCAP) (Dallas-Fort Worth)

BABALU'S WEDDING DAY . . .

Billy & the Essentials, Smash 2045 (Manor, BMI) (Philadelphia)

HE'LL BE BACK . . .

Players, Miint 32001 (Stanc, BMI) (Washington)

ALBUM REVIEWS

Continued from page 50

JAZZ SPECIAL MERIT

IT'S UPTOWN

George Benson. Columbia CL 2525 (M); CS 9325 (S)

Beautifully supported by organ (Lennie Smith) and baritone sax (Ron Cuber) with rhythm, George Benson's guitar expertly swings through some up-tempo r'n'r and smooth, pretty jazz. He also sings with an alive and compelling style. "Summertime" and "Willow Weep for Me" are great. Both jazz and pop buyers should go for this.

R&B SPECIAL MERIT

THE MAGIC OF THE SPELLBINDERS

Columbia CL 2514 (M); CS 9314 (S)

This group of four guys and a girl has a magical, soulful sound. Their harmony will rocket them quickly to the top of the r&b charts. "We're Acting Like Lovers" is a standout.

FOLK SPECIAL MERIT

TEAR DOWN THE WALLS

Greenwood Singers. Kapp KL 1487 (M); KS 3487 (S)

Original treatment and fresh material are the calling cards of the Greenwood Singers. Strongest cuts are the title song and "Please Don't Sell My Daddy No More Wine." There's no bitter protest and no anguished cries. It's a real happy folk album.

CHILDREN'S SPECIAL MERIT

WILLIAMSON: THE HAPPY PRINCE

Various Artists. Argo ZNF 5 (S)

Oscar Wilde's tender story comes off well in operatic version by Malcolm Williamson. Female soloists and Guildhall Chamber Choir contribute good performances in this above-average children's fare.

SPOKEN WORD SPECIAL

MERIT

MILTON: PARADISE LOST, BOOKS 3 & 4

Various Artists. Argo RG 463 (M)

Argo continues its abridged "Paradise Lost" with readings from Books 3 and 4 with the same excellent cast headed by Michael Redgrave as Satan, Richard Johnson as Adam, Prunella Scales as Eve, and Tony Church as the narrator.

SPOKEN WORD SPECIAL

MERIT

CAMPION/JOHNSON/HERRICK

Various Artists. Argo RG 486 (M)

Seventeenth century English poetry is given

fine readings by Peggy Ashcroft, John Stride, Richard Johnson, Ian Holm and Peter Orr. Two of the more familiar poems are Ben Johnson's "Drink to me only with thine eyes," read by Johnson, and Orr's bright reading of Robert Herrick's "To the virgins, to make much of time."

INTERNATIONAL SPECIAL

MERIT

FAMOUS MELODIES OF JAPAN

The King Orchestra. London TW 91411 (M); SW 99411 (S)

An interesting disk of various types of Japanese music arranged for Western and tradition instruments. Could prove a novelty for easy listening stations programming albums. Among selections well suited to the Western ear are "Aki No Irokusa," "Rokudan," "Midare," and "Kozoye Uta."

INTERNATIONAL SPECIAL

MERIT

HARP MUSIC OF SPAIN

Marisa Robles. Argo ZRG 5457 (S)

Twentieth century Basque harp music is played beautifully by an artist thoroughly familiar with the pieces, several of which were written and arranged by the composers for her. Included are two Albeniz pieces and an excerpt from De Falla's.



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.

SOUNDTRACK

TORN CURTAIN

Soundtrack. Decca DL 9155 (M); DL 79155 (S)

WHAT DID YOU DO IN THE WAR, DADDY?

Henry Mancini. RCA Victor LPM 3648 (M); LSP 3648 (S)

TOKYO OLYMPIAD

Soundtrack. Monument MLP 8046 (M); SLP 18046 (S)

POPULAR

SOMEWHERE, MY LOVE

Sunset Strings. Liberty LRP 3469 (M); LST 7469 (S)

THE MOST BEAUTIFUL GIRL . . .

Freddy Martin. Kapp KL 1490 (M); KS 3490 (S)

THE ONE AND ONLY KATE SMITH

Kapp KL 1496 (M); KS 3496 (S)

SOUL BEAT BRAZIL

Menescal. Kapp KL 1495 (M); KS 3495 (S)

OUT OF SIGHT & SOUND

Harold Batters. Reprise R 6208 (M); RS 6208 (S)

MOLLY CAMP SINGS

RCA Victor LPM 3649 (M); LSP 3649 (S)

BOB RALSTON PLAYS HIS MOST REQUESTED SONGS

RCA Victor LPM 3598 (M); LSP 3598 (S)

LOW PRICE POPULAR

A LOVER'S CONCERTO

Living Jazz. RCA Camden CAL 985 (M); CAS 985 (S)

COUNTRY

COUNTRY CROSSROADS

Jimmy Newman. Dot DLP 3736 (M); DLP 25736 (S)

LOW PRICE COUNTRY

ORIGINAL GREATEST HITS OF THE GREAT COUNTRY & WESTERN STARS

Wing MGW 12325 (M); SRW 16325 (S)

HARD TIMES

Stanley Brothers. Wing MGW 12327 (M); SRW 16327 (S)

REX ALLEN SINGS AND TELLS TALES

Wing MGW 12324 (M); SRW 16324 (S)

SONGS OF THE CITIES

Roy Drusky. Wing MGW 12326 (M); SRW 16326 (S)

CLASSICAL

ELIZABETHAN SONNETEERS AND SPENSER

Various Artists. Argo RG 485 (M)

GRAND SIECLE (extracts)

Various Artists. Societe Francaise Du Son SGS 1 (S)

MENDELSSOHN: STRING SYMPHONIES NOS. 9, 10 and 12

Academy of St. Martin-In-The-Fields (Mariner). Argo ZRG 5467 (S)

BEETHOVEN: QUARTET NO. 4 IN C MINOR

MOZART: QUARTET NO. 23 IN F MAJOR

Various Artists. Westminster W 9074 (M); WS 18595 (S)

BUXTEHUDE: COMPLETE ORGAN WORKS VOLUME 7

Alf Linder. Westminster W 9340 (M); WS 18777 (S)

SCARLATTI: SONATAS FOR HARPSICHORD VOLUME 11

Fernando Valenti. Westminster W 9341 (M); WS 18094 (S)

MOZART: TWO STRING QUARTETS

Amadeus String Quartet. Westminster W 9075 (M); WS 18557 (S)

BEETHOVEN: STRING QUARTET NO. 12 IN E FLAT MAJOR, OP. 127

Vienna Konzerthaus Quartet. Westminster W 9073 (M); WS 18407 (S)

LOW PRICE CLASSICAL

TCHAIKOVSKY: ROMEO AND JULIET/FRANCESCA DA RIMINI

Boston Symphony Orchestra (Munch).

St. Louis R&B Market for Minit

LOS ANGELES—St. Louis has emerged as a strong rhythm and blues market for Minit Records, reports Rick Frio, Imperial's national sales manager, who oversees sales for the subsidiary company.

"The St. Louis market has shocked us the most," Frio commented in answer to the question what parts of the country were developing as new rhythm and blues markets?

Frio believes part of the reason for Minit's break-through in St. Louis is the placement of a r&b promotion man there, Fred Ware. The label's first single by Homer Banks received good airplay there and the current disk, "He'll Be Back" by the Players sold 9,000 copies as of last Tuesday. The Johnny Holiday single of "Baby I Love You" had passed the 10,000 sales mark and a Jimmy McCracklin version of "These Boots Are Made For Walkin'" was over the 6,000 mark in St. Louis.

The exposure on r&b outlet KATZ was spurring this sales, Frio noted. Pop Station KXOK was playing Minit product which helped broaden the sales base.

Gets RIAA Award

NEW YORK—"Little Red Riding Hood" by Sam the Sham and the Pharaohs on MGM Records has received an RIAA award as a one-million seller. Last fall, Sam's disk of "Wolly Bully" also gained a gold disk.

RCA Victrola VIC 1197 (M); VICS 1197 (S)

RAVEL: RICHARD STRAUSS Chicago Symphony Orchestra (Reiner). RCA Victrola VIC 1199 (M); VICS 1199 (S)

RHYTHM & BLUES

MUSIC IN HIS SOUL SOUL IN HIS MUSIC Roscoe Shelton. Sound Stage 7 SSM 5002 (M); SSS 15002 (S)

RELIGIOUS

RELAX AND SING ALONG Emyr W. Davies. Zondervan ZLP 696 (M)

POLKA

SIX FAT DUTCHMEN ON TOUR Dot DLP 3734 (M); DLP 25734 (S)

SPOKEN WORD

HOW SWEET IT IS Rev. O. L. Holiday. Jewel LP 0003 (M)

SEARCH FOR PARADISE/LETTER FROM GOD Rev. David Robinson. Jewel LP 0004 (M)

L. S. D. Dr. Timothy Leary Ph.D. Pixie CA 1069 (M)

INTERNATIONAL

SONGS OF ISRAEL Mirjam & Stephen. London TW 91405 (M); SW 99405 (S)



THREE-STAR ALBUMS

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

POPULAR

ENGLAND'S GARY MARSHALL—SHOW STOPPER!! RCA Victor LPM 3602 (M); LSP 3602 (S)

THE STEEL BANDITS PLAY Decca DL 4794 (M); DL 74794 (S)

BEST OF THE BANJOS Happy Harts Singing Banjo Band. Kapp KL 1482 (M); KS 3482 (S)

LOW PRICE CLASSICAL

PISTON: QUINTET FOR PIANO & STRINGS/NOVHNESS: "KHALDIS" CONCERTO Earl Wild/William Masselos. Heliodor H 25027 (M); HS 25027 (S)

INTERNATIONAL

TRAVEL THROUGH YUGOSLAVIA Vardar Quartet. Balkan BIL 2093 (M)

TOMMY JAMES & THE SHONDELLS

Roulette 4695



Rose de France a Blossoming Songfest—But Thorns Remain

PARIS—Even though one may seriously question whether the Rose de France Song Festival would stimulate as much interest if it were held, say, in Lille, instead of in Antibes-Juanles-Pins, there is no doubt that the event grows in stature each year.

Claude Tabet, director of tourism for Antibes, who organizes the Festival on behalf of its joint sponsors—the town of Antibes and the French state radio organization, the ORTF—said that the 1966 Rose de France had been a success.

"Next year," he said, "it will achieve international status because we are planning to invite foreign singers to participate—though the songs, of course, will continue to be exclusively French."

The event drew more professional interest than ever before, including representatives of the commercial radio stations Europe No. 1, Radio Luxembourg and Radio Monte Carlo.

Problems

Nevertheless, the music indus-

try here feels that a number of problems remain. There is a strong call for more professional participation in the selection of the songs.

The general consensus was that Polnareff's song, "Love Me, Please Love Me" was the most commercial property to emerge from the Festival—yet it did not even place in the finals. Only the critics' vote saved it.

The gap between professional and amateur opinion is still large, as is that between Parisian and provincial tastes. Two points are being widely discussed—whether the record-buying public was adequately represented among the 240 people on the juries and whether there should not be a bigger share of votes given to the Parisian section.

The object of the Festival is to sell songs and, thus, records, but it is felt in some quarters that there is still a tendency to vote for a singer rather than a song and to vote for a prestigious, "Festival-type" song rather than for a down-to-earth commercial proposition, such as "Love Me, Please Love Me."

Significantly, Michel Delpech's "Quand on Aime Comme on s'Aime," a romantic ballad, was voted into first place only by the Paris jury. Surprisingly, two other good songs failed to score. Yves Roze' "Plus Fort Que le Vent" did not get into the finals, and "Cette Chanson La" by Colette Chevrot, though a finalist, failed to get a single vote.

For the future success of the Rose de France, many music men feel, it is essential that the winning song becomes a big national—if not international—hit. This has not been the case in the past. French radio stations are planning a massive exploitation of this year's winning songs.

It would not do for "Love Me, Please Love Me" to make a bigger impact on the hit parade than "Ceux de Varsovie." But a number of people in the industry believe this to be likely. Polnareff's last disk, "Le Poupee Qui Fait Non," has already climbed high in the hit parade—and the latest news is that "Love Me, Please Love Me" is the only Festival song as yet to make the French charts.



TOP ITALIAN SINGER Milva signs new exclusive contract with Dischi Records. Dr. Guido Rignano, Ricordi general manager, looks on.

RCA Canada Adds a Light Touch to Sales Meetings

MONTREAL—RCA Victor's annual sales meeting was held at Mont Gabriel Lodge in the Laurentians recently. The first day's meetings were conducted as a school, the Disco-Tech, with top salesmen Bill Patterson

of the Vancouver branch and Stan Wood of the Toronto branch conducting classes on dealer and jobber calls and other sales operations, and Ontario promotion man Gord Edwards lecturing on promotion techniques. Dario Soria, division vice-president of the international liaison department, from RCA Victor in the U.S., was a special guest speaker at the meeting.

Presentation of the new fall product was done in lighter vein, with vice-president and general manager George I. Harrison dresses as a conductor to introduce the classical product and kiddie lines; national sales manager Knox Coupland dressed as a swinger in golfing attire to present new pop entries; Stan Kulin, product manager, in Western garb to introduce new country and western product; advertising co-ordinator Marlene Danies in a go-go girl costume to present teen product; and Roger Belain, French product manager, dressed as a French artiste, introduced French and international product. George Harrison gave a talk on the Lear Stereo 8 tape CARtridge product.

For the third consecutive fall, RCA Victor will present its "Record Sell Special," a consumer-oriented traffic-building program of eight previously unreleased albums introduced in the stores each Tuesday for eight weeks, starting Sept. 19, at the special price of \$1.49.

Sales representatives were issued audio-visual presentation kits with which to make individual 15-minute fall product pitches to dealers.

Finale of the annual meeting was the surprise personal appearance of folk-rock singer Marti Shannon to introduce in person her new album and single. Her appearance, and the challenge to the Victor Music-Men to make her a star, launched the largest-ever promotion campaign for a Canadian recording artist, with a coast-to-coast press-dealer promotion tour.

Miss Shannon sang numbers from her first LP, "You Were On My Mind," including her own composition, "Don't Cry for Me, Babe," and "Is He Gonna Love Me?" paired on a single released simultaneously with the album. She is on a cross-Canada promotional tour, accompanied by Stan Kulin, RCA Victor product manager; her manager, Sid Dolgay of Universal Performing Artists, and her trio, Al Riddler, Claude Sicard and Danny Nile.

The personal appearances were backed up by press kits
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East Germany Law Puts Artists In a (Cultural Certificate) Bind

By OMER ANDERSON

EAST BERLIN—Communist East Germany has placed in force a law requiring artists to submit proof of the fact.

This means not disk sales or SRO tours but a "Berufsausweis"—a certificate of profession, which is issued by the Ministry of Culture.

Dr. Horst Wendt, the official in charge, explained, "How many hysterical adolescents a person can encourage to howl and stomp their feet has nothing to do with it. We want to know that artists really are artists with a thorough cultural background and appropriate academic training.

"We are not interested in

popularity ratings, record sales, box office receipts or similar tawdry phenomena linked to mass hysteria. We will determine the competence of artists by our own cultural standards."

Wendt said it would be easier to obtain an artist's certificate than a physician's license. "We group artists in roughly the same category as an artisan. Obviously, it is more difficult to get an artist's certificate than a certificate to be a plumber or a carpenter, but the principle is the same," he explained.

Strict Code

In fact, the requirements to be filled for an artist's certificate closely parallel those prescribed for artisans. Under the East German cultural code, a Frank Sinatra or a Barbra Streisand would be impossible. All artists are required to serve a long apprenticeship.

This can be either as a band singer for a number of years or by completing a singing course stretching over several years. Wendt explained, "We have erected safeguards to prevent the profession of Schlagersaenger (hit tune artist) from being defamed by dilettantes. We think more is required of a hit tune singer than the ability to howl and shake the hips."

Wendt said East Germany was trying to develop young pop singing talent and planned to conduct regular competition to discover talent. Such talent will be pushed toward a certificate at accelerated speed.

East Germany intends to apply the new cultural code to all foreigners as well as domestic talent. This means, Wendt explained, that U. S. as well as other foreign talent will be required to satisfy East Germany's Ministry of Culture that they are bona fide artists.

"We won't require your Americans to take any kind of

Compo Convention Brings Variety of New Product

MONTREAL — The Compo Co. Ltd. held its annual convention at L'Esterelle in the Laurentians last month with about 40 distributors, sales representatives and promotion men in from across the country. Special guests in from the U. S. for the meetings included Hubert J. Stone, manager of Decca's International division; Mike Maitland, president of Warner Bros. Records; ex-Compo executive Phil Rose, director of Warner Bros. international department, and Ron Eyre, assistant to the director of overseas-international of United Artists. Sydney Goldberg, Decca's vice-president in charge of sales, was unable to attend but spoke to the meeting via telephone.

Fall product from Decca was presented by S. D. (Red) Roberts, vice-president and sales manager of Compo's Decca division; Phil Rose presented the Warner Bros.-Reprise two-hour film strip presentation; Ron Eyre presented United Artists' fall product and introduced its new solid-state line; Lee Armstrong, sales manager of Compo's Apex division, presented 28 new albums in English and French, 22 of them featuring Canadian talent.

Included in the new product from Apex are a new album of Ukrainian music by Jim Greg-rash, "The Scottish Soldier" by Johnny Forrest, and the debut album by Indian Harry Rusk, all the budget line Point label. French-Canadian product includes new albums by top pop singer Michel Louvain and the popular satirists, Les Cyniques. Armstrong announced that the success of the introduction of U. S. artists to the Point label this spring had led to further American product on the label, from such artists as organist Jackie Davis, Don Costa and Leroy Holmes.

The tape CARtridge field was an important topic of discussion at the meeting, with vice-president and general manager R. A. Chislett, Roberts and Armstrong combining to present the picture. Distribution of tape cartridges has been split, with Compo's own representatives covering record outlets and Muntz Stereo-Pak Canada handling distribution to the auto and electronics outlets. This follows the successful two-part distribution established by Compo for reel-to-reel tape product.

UK Mfrs. Look to Govt. to Plug Exposure Hole If Pirates Get Sunk

• Continued from page 1

"But we don't need to. We're sure the bill will not become law. The public won't let it. We've a great future—will be around in 30 years."

Stone is due back in his home city, Los Angeles, Aug. 20, on a vacation he will use to "spread the word, see the record companies and study West Coast broadcasting." His Radio London success story will claim an advertising billing now approaching \$3 million annually at a cost per thousand listeners of about 7 cents.

Pirates Clicking

The big pirates have clicked. Programming has been largely teen-influenced, pop format. For the music industry, it has brought promotional opportunities that were never dreamed of before.

BBC programming sticks to its own pattern, veering toward "easy listening" and making extensive use of live musicians. At most, it is possible to get six plays a week to break a pop single with BBC help. It is a good promotion man who can get all of them and only an exceptional record can break without more than six plays. Television opportunities, once prolific and powerful, are now almost nil.

So pirate programming is invaluable. The ships are also amenable to disks the BBC would not use. If they go, the music industry must have an alternate promotional outlet. Hence, the hopes that the government will introduce some form of pop network.

The BBC has gradually come around to the idea that it may have a duty to provide such a

service — that means all-day disks. Informally, it is seeking more "needle time." This is the amount of disks it may use, limited by contract with the record producers who are under musicians' union pressure.

If local broadcasting is licensed, there will still be a programming need for disks. British law allows record producers to control use of their product. Again producers would be in the hands of the musicians' union.

Wilson is not one to deny Britain broadcasting pop music. Last month, he ceremonially reopened the Cavern Club, the Liverpool discotheque where the Beatles first made it. Whether his parliamentary and government colleagues are so liberal remains to be seen.

According to a source, the government is considering a plan to license 200 commercial stations. This would involve far more controversial legislation than that directed at the pirates. It would probably split Wilson's own party, but be supported by the opposition. It would probably attempt to avoid "jukebox radio" and its practical implications will be carefully watched by the music industry—particularly the major producers and the musicians' union.

KELLEGHAN BB MAN IN MEXICO

MEXICO CITY — Kevin M. Kelleghan, press chief for Tele-sistema Mexicano, S.A., Mexico's largest national TV network and resident correspondent, is Billboard's new correspondent here. Kelleghan also represents Radio Television Daily as Latin America Bureau chief. Billboard's correspondent also writes for the Mexico City News, Mexico's English-language newspaper. Last year, he reviewed the theater in Mexico and covered the nightclub circuit for the News. This year, his Playback column reviews records and books.

Germany's DJ's Face 'Sign-Off'

BONN — The rise and prospective fall of the disk jockey is preoccupying Germany's pop platter public.

German radio networks have announced that they will trim turntable music and may eliminate it. Instead, they will accent live music from their own dance bands and symphony orchestras.

The disk jockey is an occupation phenomenon. Prior to the arrival of U. S. troops, this country basked in halcyon ignorance of the jukebox and the deejay.

Hardly had the first cases of Coke been unloaded, than the jukebox made its debut in Hitler's Reich. Soon, too, the U. S. erected its Armed Forces Network (AFN), and GI disk jockeys moved onto the airwaves.

The United States was now ready to spread culture among the Germans.

The impact of this culture would have horrified Hitler. There was almost instantaneous demand for Coke, jukeboxes, and disk jockeys. German brewers applied for Coke bottling

franchises, U. S. jukebox manufacturers established thriving German subsidiaries, and U. S. disk firms opened pressing plants.

Cpies U. S.

In this swinging atmosphere, the German copy of the American deejay experienced a virtually vertical rise to influence and affluence.

Meanwhile, Germany's performing artists have become restive over the enterprise displayed by GEMA, the German ASCAP organization, in boosting its royalty take from this country's pop music mania. Germany's composers and lyricists have never had it so good, thanks to the hard-nosed (and controversial) approach of GEMA to royalty payments.

Isn't it the interpretation that counts as much as music and text? the performing artists began to insist. Moreover, the automation of musical entertainment via disk and jukebox decimated the ranks of German music groups.

Own Union

The so-called performing artists organized their own union, the GVL (for Gesellschaft zur Verwertung on Leistungsschutz-rechten), and the GVL at once began making royalty demands on record companies, jukebox operators and the radio networks.

Under Germany's old copyright law, however, the legal position of the GVL was weak. The law merely paid lip service to the royalty rights of the interpreter.

The GVL's opportunity came with adoption of a new copyright law which took force last Jan. 1. This law expressly declares the right of performing artists to royalties. And the GVL wasted no time in serving its demands to the radio networks: a better than tenfold

'New York '66' Bringing the U. S. Pop Scene to Italians

ROME — RAI, the Italian radio-TV system, keeps its listeners very much abreast in the field of American popular music. A weekly half-hour program taped in New York presents the latest American music on Fridays on the Second Radio Network of RAI. "New York '66" is produced and taped in New York by Renzo Sacerdotti, its emcee. Sacerdotti also interviews artists and composers on the program.

Interviewed recently were composers Cy Coleman, Lee Adams and Charles Strouse, and such artists as the Supremes, Odetta, Jose Williams, Paul Anka, Gale Garnett, Brook Benton, Eddy Arnold, the Lovin' Spoonful and Chet Atkins. The show occasionally originates from New York nightclubs. Some of these live performances were Jane Morgan at the Persian Room, Caterina Valente at the Americana, Marilyn Maye at the Living Room, and the Shadows

of the Knight at the Phone Booth.

The program also touches on the promotional aspects of American pop music and its impact on the record industry. Sacerdotti recorded the opening of the Cheetah Club. Last year he examined the 1965 "Nashville Country and Western Music Festival" and its impact on recordings.

By closely following the tastes of the American record buyers, Sacerdotti last February presented Nancy Sinatra's "Boots" to the Italian public, probably paving the way for its success on the Italian charts. "New York '66" also has spurred other American disks in Italy by presenting them first. Sacerdotti, who previously was associated with MGM Pictures in Italy, has been a disk jockey, newscaster and air personality of Italian radio and TV in New York for several years. He also is a radio reporter for the Italian service of the Voice of America.

Naples Fest Up to Court

NAPLES—It is now up to the courts to decide whether there will be a Neapolitan Song Festival in September, and unless a compromise is reached there probably will not be one because the wheels of Italian justice are notably slow.

Nine songwriters, Corrado Della Gatta, Vincenzo Baselice, Pasquale Scarfo, Ernesto Mellone, Luigi Tregua, Francesco Martinelli, Michele Scutto, Armando Ferrara, and Leonardo Janni, have brought an action charging that the Naples Song Corp. has no right to exist; if it does, that three of the organizers are publishers and disk label owners who have favored their own works; that the event does not publish a financial statement although it uses public funds. Specific charges in the complaint are conspiracy to swindle, false advertising and appropriation of funds.

The three accused are Luciano Villevielle, Franco Fedele

and Vincenzo Morvillo. They have termed the charges "ridiculous," saying that the nine writers were all disappointed because their works were dropped after reaching the final 60. They say the songwriters accepted the jurisdiction of the Naples Song Corp. and the Salvatore DiGiacomo Corp., sponsor of the festival, until they were eliminated. They said their records are open to the public at their offices as well as those of the City of Naples.

Basic effect of the suit, however, is that singers will be hesitant to commit themselves for the September dates lest they lose out both on participation and on other engagements for this desirable period.

48 Singers to Belt Out at Roses Festival

ROME — Three winners will emerge from the Third Festival of the Roses, which will again take place this year in the Cavaliotti Hilton Hotel, with 48 singers presenting the songs to be selected for participation Oct. 12, 13 and 14.

Under the program prepared by Maria Luisa Pisan and Angelo Faccenna, there will be the usual grand winner chosen by a series of outside juries who will vote by telephone. On the final night an additional "Tourism" prize will be awarded by representatives of the various national tourist offices located in Rome and a third by a jury of the journalists accredited to the festival. Under the rules the winner of the grand prize cannot win any of the other awards.

The past two events have been won by Gianni Morandi, RCA, whose winning song became Italy's top seller in 1964, and by Orianna Berti, Philips, who also won the "Record for the Summer" contest in 1965. Both have been invited to compete this year again. Winners of the Cantagiro, singing tour of Italy, and of the Festival of the Unknowns, automatically are admitted to the Roses competition under a reciprocal agreement among the directors of the three events.

Two 'Firsts' to Mark Festival

VENICE—Two first performances of new operas will highlight the 29th International Festival of Contemporary Music here Sept. 4, 14. The fest will include performances by three symphony orchestras, various smaller groups and many soloists, including Sviatoslav Richter who will play a special concert of contemporary music.

Gian Francesco Malipiero and Angelo Paccagnini are the composers of the new operas. The former is presenting "The Metamorphoses of Bonaventua" and the latter "Everybody Wants Her; Everybody Undresses Her." Orchestra of the Teatro La Fenice will be employed in the first and the Chamber Orchestra of Prague in the second, under director of Ettore Gracis and Clara Baladova, respectively.

Other key participants will be the RAI Symphony of Rome, Cologne's West German Radio Symphony, flutist Severino Gazzelloni, Italian Society for Contemporary Music, Bruno Canino-Giuseppe Ballista piano duo and 10 symphonic and opera directors from Italy and other countries.

FROM THE MUSIC CAPITALS OF THE WORLD

CHICAGO

Long-time music business executive Joe Kovacs has sold his home here; he is moving to the West Coast to team with old chum Tim Gayle. Their office will be at 6376 Yucca, Hollywood. . . . MGM's Johnny Tillotson wowed them at the Fana, Ill. fair. . . .

hike in royalties for recorded music.

According to network calculations, this would increase payments from about 90 pfennigs (20 cents) at present to 9 Deutschmarks or \$2.25. The answer of the networks is to cut back drastically on deejay programming while they negotiate with the GVL.

Three years absent, George Shearing returned to the London House. Stan Getz comes to the London House Aug. 30. . . . Many in the local trade knew George A. Leaner and were saddened at his death recently. He is survived by his wife, Faith Leaner; daughter Bernice Z. Leaner, an attorney; son Ernest E. Leaner, president of United Record Distributors and George W. Leaner, president of One-Deerful Productions. . . . Partners Kent Beauchamp and Ed Yalowitz have moved both their firms—Royal Disc Distributing, Inc. and All Tapes Distributing, Inc., to 1400 S. Michigan, telephone 939-2661. . . . Mary Wells is expected to wed in Cleveland any day now. . . . License has been granted to WRST-FM at Wisconsin State University in Oshkosh. School has 8,500 students. Station manager Robert Snyder describes policy as broad music, ranging

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from late hits through classical. Program supervisor is **Frank Kilpatrick**. . . . WBBM Radio here has a new press girl, **Linda Dillman**. . . . The WCFL **VIPS** introduced the **Beatles** here Aug. 12 and, not to be outdone, the **WLS Personalities** judged the Battle of the Bands contest during the World Teen-Age Show at McCormick Place. . . . Latest thing in Chicago area shopping centers is live music by such as **Count Basie**, **Stan Getz**, **Woody Herman**, **Roger Williams**, **Dukes of Dixieland**. . . . Mrs. **Jim Stagg**, wife of the WCFL disc jockey, gave birth to **Dena** on July 9, two years to the day after the birth of **Lisa**. **RAY BRACK**

LAS VEGAS

Ike Cole, younger brother of the late **Nat King Cole**, is now in the fourth week of his debut at the Aladdin Hotel. . . . The new **Sammy Davis Jr.** album, with drum star **Buddy Rich**, released by Reprise Aug. 3. The album, titled "Sandside," was recorded live at the Sands Hotel in June. . . . Executives from RCA Victor are here to discuss another album with Flamingo Hotel comedian **Myron Cohen**. Myron's first album was "Everybody Gotta Be Someplace." **DON DIGILIO**

LONDON

British manufacturers again set a new high for their May production, according to statistics compiled by the Technology Ministry. Total output, valued at \$4,730,000, was 5 per cent higher than in May last year. Exports of \$760,000 were 20 per cent up over May 1965. Though production of singles and EP's (3.9 million units) did not reach the peaks of 1963 and 1964, album production (2.5 million) was the highest ever. An index of the swing to more expensive disk product in Britain can be obtained from manufacturers' average unit price. In 1960, this was 56 cents; in 1963 it was 62 cents; and in 1966 it was 73 cents. . . . **Frank Weintrop**, **Walt Disney** European music head, visited Germany for discussions with Disney Music's Frankfurt representative, **Horst Koblichek**. They visited Electrola, Cologne, to discuss the future of the Disney record labels in Germany. . . . **Shel Talmy** has placed his Planet label product with Cosnat for U. S. distribution. French and German Vogue are licensed for their own countries, plus Belgium, Italy and Portugal. Discussions are advanced with Festival for Australia. . . . After addressing the American Bar Association in Montreal, **Stephen Stewart**, director-general of the International Federation of the Phonographic Industry, visited New York Aug. 12. . . . In New York, **Andrew Oldham** had discussions to settle world assignments of his Immediate Music. Oldham's plan to assign his Immediate Records' British No. 1, **Chris Farlowe's** "Out of Time," to MGM outside the UK got hung up.

Manager **Harvey Kreski** set a British return for **Sney & Cher** Aug. 22, for TV and a concert. Afterward the Atlantic duo will visit Germany, Holland, Belgium, Sweden, Italy and France before returning to the U. S. . . . **Damita Jo** made her debut in London cabaret. . . . CBS has put out giant blow-up posters of the Frenchman **Edouard**, who it is trying to launch here. . . . For his Sue Records, **Chris Blackwell** obtained "So Fine" by the **Santells**. . . . **Brain Wilson** in Aug. 8 for talks with Immediate Music and EMI on projection of the **Beach Boys** in Europe. The group is due to begin its first tour Sept. 25. . . . First LP released on **Shel Talmy's** Planet label will feature **Screaming Jay Hawkins**. The album was leased to Talmy by **Don Arden's** Contemporary Records, which recorded Hawkins when he was last in Britain. . . . New York publisher **Hal Etkin** in for discussions with CBS' April Music, his British licensee. Etkin was also meeting record manufacturers to discuss distribution of **Carol Records**. . . . **Rose Cameneti**, administrative assistant to **Walt Disney** Music division president **Jimmy Johnson**, visited here as part of a European vacation.

. . . **Pye** hopes that **Petula Clark** will be able to cut a new single early next month when she is due in briefly from the continent. . . . CBS released a de luxe packaged two-LP set by **Bob Dylan**, "Blonde on Blonde," retailing at \$7. The set includes much of his material recently performed in Europe.

Phil Spector withdrew objections to British release of the **Righteous Brothers'** "Just Once in My Life," originally the follow-up to " Loving Feeling" and intended for issue 18 months ago. . . . To get promotion copies of the **McCoys'** new single "You Make Me Feel So Good," during the Philips' plant vacation, Immediate Records called in CBS. . . . CBS is planning a September campaign in the U.K. for its Irish artists. Main emphasis will be on the **Clancy Brothers** who have been introduced to the English market this year. . . . **Mike Stone**, Radio London executive, produced a cover version with **Kim Fowley** of the U. S. No. 1 "They're Coming to Take Me Away Ha-Haaa!" which CBS snapped up. The Warner Bros. original got first chart action. The Piano Manufacturers' Association has decided to drop its appeal for exemption and decided to live without price fixing. The record industry case continues. . . . **Pye** put back its delivery surcharge by a month to Sept. 1. . . . Because it found that the full price LP market for educational and children's records is too small, EMI has withdrawn some of its repertoire in these fields and is reissuing it, starting next month, at mid-range prices. **John Lennon** will appear without his **Beatle** colleagues in a **Richard Lester** film for UA, "How I Won the War." Shooting will start soon after the end of the group's current U. S. tour. Lennon's move is regarded as a first step toward wider diversification of Beatles' activities. Other members of the group are likely to solo in films. It will not affect their joint movie career. Producer **Walter Shenson** plans to have them before UA cameras again in January. A story line written by **Owen Holder** has been accepted, but not yet titled. **DON WEDGE**

LOS ANGELES

Oceanside FM station **KUDE** has increased its power from 20,000 to 50,000 watts and plans a conversion to stereo by Sept. 1. . . . **Charger Records** has obtained two masters from Peer-Southern Productions, "Lover's Roulette" and "I Can't Place This Tune," by **Eddie Deane**, writer of "The Men in My Little Girl's Life." Capitol invited 300 members of "Operated Cool Head," sponsored by local government to provide outlets for South Los Angeles youngsters, to a **Billy Preston** recording session at the Trip last Wednesday. Project was organized with **D. A. Evelle Younger's** office. Privilege Distributors now representing 49th State Records, a

RCA Canada

• Continued from page 53

and extensive dealer kits for in-store and window displays, dominated by full-size cardboard cut-outs of **Miss Shannon** with the slogan "The Six Foot Sound of **Marti Shannon**." The promotional campaign is an unprecedented vote of confidence in a Canadian recording artist. RCA will release the album next month. Negotiations are also under way for release in the U.K., with tours of both the U.S. and U.K. in the offing. The album was recorded in Nashville, produced by **RCA** a&r director **Wilf Gillmeister**, and arranged and conducted by **Ben McPeck**. **Miss Shannon** has appeared in the top folk clubs across Canada and at the **Raven's Gallery** in Detroit, and she has performed on several network TV's, including "Let's Sing Out" and "Juliette."

Hawaiian line. . . . **David Rose** composing a work for the Boston Pops Orchestra's silver anniversary show in November. . . . The **NORAD** 70-piece orchestra will play the Hollywood Bowl Sept. 11 with a free 8:30 p.m. concert. The military orchestra is working on the concert with the Los Angeles Junior Chamber of Commerce. The concert will be the organization's lone L.A. appearance this season. Concurrent with its concert, the band will cut several albums at Columbia for the Mutual Broadcasting System, which airs a weekly show starring the band.

"Stanyan Street & Other Sorrows," a book of poetry by **Rod McKuen**, has been published by Stanyan Music Co. of Hollywood. **Hanna-Barbera** is releasing a soundtrack LP from the full-length film, "The Man Called Flinstone." The company has obtained the master "Off to Dubin" by the **Abbey Tavern Singers** from Arc of Canada. Label topper **Don Bohanan** says the Irish folk song was cut live at the Abbey Tavern in Ireland and is a top seller in Canada.

The famed **Balboa Ballroom**, once a big-band mecca, was destroyed by fire last Sunday (7). Value of the property was set at \$450,000. Of late the former home for the **Stan Kenton** band was used for rock 'n' roll dances.

Jimmie Rodgers and bassist **Dick Parker** are jointly producing records for **Dot**. Their first product features **Craig Carr** with "What's Your Game."

Red Norvo opens at the **Playboy Club** Wednesday (17) through the 27th. . . . Jazzman **John Handy** performed at a concert in San Francisco Sunday (7) marked by two firsts. The gig was sponsored by the San Francisco Opera Co. and "The Bell Telephone Hour" filmed the show for a future slotting on its new TV series.

Dave Pell and **Francis Scott** have been re-elected national trustees with **NARAS** by the local chapter's board of governors. . . . **Percy Faith** signed for a one-hour color special for the Canadian Broadcasting Co. in Toronto, birthplace of the musician.

"Swingin' Country," new daytime music show on NBC-TV, has been selected by Armed Forces Radio and T VService for viewing overseas. . . . **KEZY** in Anaheim, Calif., has upped its power to 5,000 watts. . . . **Nancy Wilson** signed by the Sahara Hotel Corp. for 12 weeks at \$500,000. Bookings will be at Sahara, Tahoe, and Sahara, Las Vegas.

The **Sunrays** playing on the bill with the **Beach Boys** in Canada beginning Aug. 15. . . . The **Buffalo Springfield** signed to six shows at "Hollywood Palace." **ELIOT TIEGEL**

MEXICO

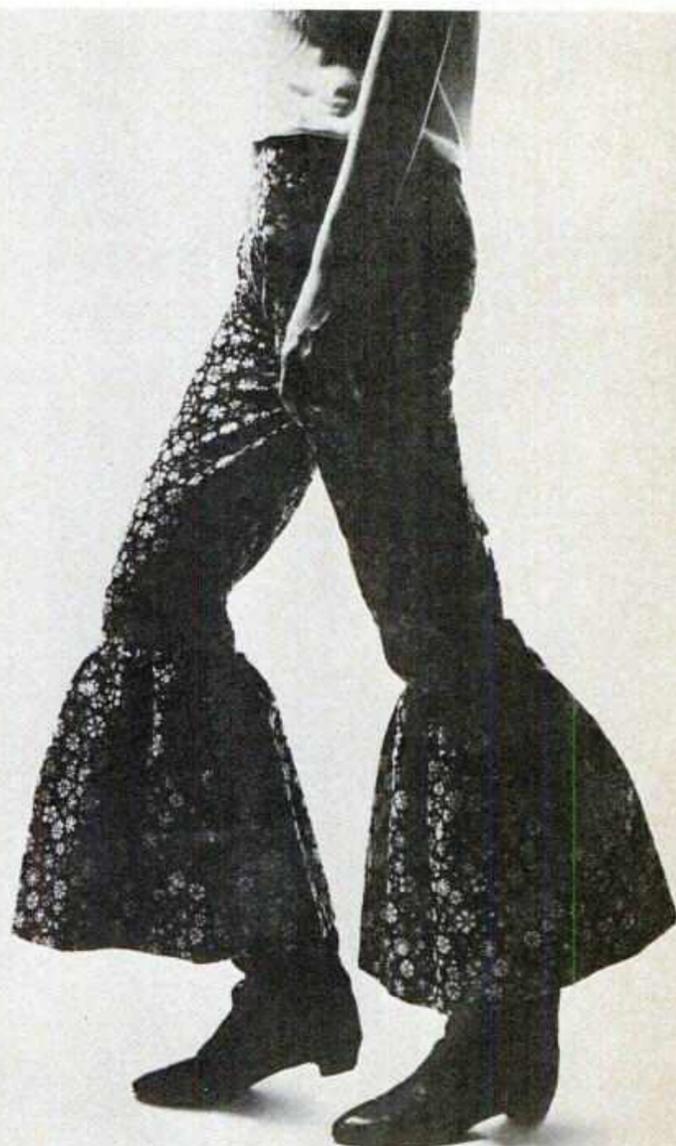
New promotion gimmick, born accidentally but which may grow to maturity, occurred when **Andrik**, a Dutch-born entertainer who has made a rock reputation in Mexico, entertained more than 50 newsmen at the Foreign Correspondents Club. Singing for his supper, **Andrik** (Capitol) may have sung his way into the world press. . . . **Timi Yuro** (formerly Liberty now Mercury) opened strong at Mexico's go-go club, The Quid. . . . Two new Capitol recording stars are back from Monterrey: **Oscar Green**, who will work in a TV series soon and **Monica** who has a theater date. . . . **Miguelito Poventud's** (RCA Victor) new record "Niegalo" (Deny It), hit the top 40 in Peru. Although it was recorded in Mexico City, it was released in South America first and connected there first—something new. . . . **Perry Salinas**, Texas' gift to Mexico, released "Strangers in the Night" on Capitol. . . . **Enrique Guzman** (CBS) was signed to appear on a five-chapter soap opera doing playbacks of former hits. The soap was canceled for three weeks. The public will have to wait until August ends for music to cry by. . . . **Los Tres con Ella** (RCA) back from a successful tour in the States, finished an LP with songs in English and in Spanish. . . . The group will appear alone for an hour Sept. 26 on **Walt Disney's**

program in the U. S. . . . **Dean Martin** series, now on the air here in English (all other series are dubbed), has had considerable impact on the singer's previously slow Reprise record sales. . . . **Alan Livingston** was feted at a cocktail party during his whirlwind visit. Press gave him headline play—Capitol's prestige is at a peak here. . . . New rock group, **Los Batman**, released a Mussart single. **KEVIN M. KELLEGHAN**

MILAN

Vincenzo Micocci, formerly **Ricordi** a&r in the Rome area, resigned from **Dischi Ricordi** to set up his own company; **Parade Records**. **Micocci's** company will initially vie for soundtracks. . . . **Johnny Dorelli**, CGD, will record the Italian version of "Strangers in the Night," climbing the charts via **Frank Sinatra's** performance. . . . **Mariana Fiorentini**, **Ariston**, will record 12 Jewish folk songs, both in the original and the Italian versions. Two albums will be issued. . . . **Claudio Villa**, **Fonit-Cetra**, participated in the TV show, "Forza Otto," and sang "Buonanotte Mamma" (Goodnight Mamie) . . . **Jaguar Records** released two frozen recordings by **Ricky Gianco**, now under contract with **Ricordi**. . . . Italian **Decca** issued five albums, under the **Brunswick** label, by **Carmen Amaya**, **Carmen Cavallo**, **Xavier Cugat**, **Sammy Davis**, **Carmen McRae** and **Brenda Lee**.

. . . Also, Italian **Decca** is concentrating its promotional efforts on **Tom Jones'** first Italian record and "Paint It, Black" by the **Rolling Stones**. The latter is already zooming up the charts. . . . Movie actor **Nino Castelnuovo** just signed with **GTA Records**. **Castelnuovo** reached popularity with "Les Parapluies De Cherbourg," awarded at the 1965 Festival of Cannes. His first record with **GTA** will be issued on early September. . . . **Renata Mauro**, **GTA**, flew to Warsaw to start a tour through Poland. . . . While **Celentano's** **San Remo** hit "Il Raggio Della Via Gluck" (The Boy From Gluck Street) is still active saleswise, **Saar** marketed a French version by **Francoise Hardy**, **Disques Vogue**, "La Maison Ou J'AI Grandi" (The House Where I Grew Up) and **Riffi** issued "La Risposta Al Ragazzo Della Via Gluck" (The Reply to the Boy of Gluck Street) by **Giorgio Gaber**. The latter song was introduced by **Gaber** at the recent Venice International Festival of the Light Music and is getting sales reaction. . . . **Adriano Celentano** will take part on the TV show "La Trottole," this month. . . . **Kansas Records** issued an album by **I Camaleonti**, as follow-up to their hit, "Sha La La." . . . **Johnny Halliday**, **French Philips-Phonogram**, will tour the Italian beaches this month. Simultaneously, **Phonogram** will issue his latest recording, "Cheveux Longs Et Idees Courtes" (Long Hairs and Ideas) (Continued on page 56)



The Monkees
is
coming

**FROM THE
MUSIC CAPITALS
OF THE WORLD**

• Continued from page 55

Short Ideas), considered his polemic reply to top long-haired French singer **Antoine**.

GERMANO RUSCITTO

NEW YORK

Jack Whittemore joined Capitol Booking Corp. as vice-president. . . . **Anthony and the Imperials** will perform in Dallas Aug. 26-27, as part of the city's birthday celebration. . . . **Jim and Jean**, MGM-Verve Folkways artists, back in town after a six-week tour of the West Coast. They began a two-week engagement at the Cafe Au Go Go Aug. 16. . . . **Jerry Fielding** commissioned to compose, arrange and conduct the music for Banner Productions' "Tarzan" series which bows on NBC-TV Sept. 8. . . . The **Pilgrims**, new group not yet signed to a record label, open at the Ondine Aug. 8. . . . **Judy Collins** appeared at the Hollywood Bowl Aug. 12. . . . The **Buffalo Springfield**, new folk-pop group on Atco, have been set for six appearances on the Hollywood Palace TV show this fall. . . . **Ray Anthony and His Bookend Revue** into the

Hotel Americana's Royal Box Aug. 15 for three weeks. . . . **Bobby Goldsboro**, United Artists Records singer, headlining the Illinois State Fair, Springfield, for 10 days.

Wes Farrell has composed the theme music for "Gammera, the Invincible," upcoming World Entertainment release. Farrell's firm, Picturetone Music, will publish the theme. . . . **Mike and Judy Callahan** signed to the management division of the Richmond Organization, headed by **Marvin Cane**. . . . **George Kirby** played one-nighter at Lido Beach Hotel, Lido Beach, N. Y., Aug. 13, then entertained the following night for the National Association of Radio Announcers in New York. . . . The **Sun Spots** held over at the Latin Quarter for an additional four weeks. . . . **Gene Krupa** and his quartet return to the Metropole Sept. 2 for nine days. . . . **Skitch Henderson** will conduct the Hollywood Bowl orchestra Saturday (20) in a special West Coast presentation of the three American prize-winning vocalists of the Tchaikovsky International Music Competition.

Jerry Vale set for the Twin Coaches, Pittsburgh, Oct. 7-15. He does a one-nighter at McCormick

Place, Chicago, Sunday (21). **Johnny Tillotson** headlines the West Virginia State Fair, Lewisburg, W. Va., Monday (22). . . . Songstress **Jill Sinclair** headlines at the Dinosaur, Paris, Sept. 1. . . . **Tom White**, director of business affairs for MGM-Verve, became the father of a girl, **Suzanne Michelle**, July 25.

Writer-arranger-director **Pat Williams** will be centering his music activities in Los Angeles for the next four weeks, where, in addition to directing TV commercials, he'll work on recording sessions with **Steve Lawrence** and **Eydie Gorme**. . . . **Neil Sedaka** headlines two weeks at the Eden Roc, Miami Beach, starting Monday (22). . . . **Diamon Wynters**, pianist-singer, held over with his trio, for an additional six weeks at Westhampton's Bath and Tennis Club. . . . **Ellen Nathan**, managing director of Editions Essex of France, leading French music firm, is in town for meetings with the Richmond Organization, of which Essex is the French affiliate. . . . **Shel Silverstein**, Richmond writer, may cut a series of sides in England.

Ronnie Aldrich, British pianist who records for London Records, will be in New York Sept. 6 for a 30-day promotional tour of the U. S. . . . **Gene Pitney** is winding up his four-week personal appearance tour of Italy.

MIKE GROSS

OSLO

Both the **Lovin' Spoonful** (Kama Sutra) and the **Mama's and the Papa's** (RCA Victor) are having a breakthrough in Norway. This month the Mama's and the Papa's hit the LP charts in fifth position with "If You Can Believe Your Eyes and Ears" while the Lovin' Spoonful made both sixth and ninth position with their LP's "You Didn't Have to Be So Nice" and "Daydream."

Both groups have a new single issued this week. . . . The soundtrack from "The Sound of Music" on RCA Victor is still leading the LP Parade, followed by the **Pussycats**' "Psst!" on Polydor and the **Rolling Stones**' "Aftermath" on Decca.

The Stockholm Jazz Festival will take place Sept. 16-18. . . . Among the visitors will be **Miles Davis**, **Horace Silver**, and the **Aladar Pegas Trio**, the last-named from Hungary. . . . The Tijuana sound is hitting Norway and **Kjell Karlsen** and the orchestra has issued a single in this style on the Nor-Disc label. "Sjomannen og stjernen" c/w "Cotton Fields." . . . The **Kinks** hit the top of the Norwegian Top 10 for the first time when "Sunny Afternoon" on Pye this week pushed the **Beatles** away. . . . **Torill Stoa** is having success with her Nor Disc record "Hva er det for vaer vi har fatt," a local rendition of "Invisible Tears." . . . **Stikkan Anderson** of Sweden Music and Polar Records left for New York. **ESPEN ERIKSEN**

PARIS

Concerts at the Paris Olympia Theater have been set for **Otis Redding** (Sept. 10), **Herb Alpert** (Sept. 27) and **Lionel Hampton** (Oct. 5). . . . Decca launched a new singles offensive on the EP-dominated French market. After the success of the **Rolling Stones**' "Paint It, Black" in the new Hit Parade series, Decca is releasing the new **Alan Price** single in a special colored sleeve. Disk retails at \$1.30 instead of the usual \$1. Decca has also released the **Stones** LP "Aftermath" in mono and stereo versions. . . . Festival reports 2,000 sales a day for **Marie Lafort's** French version of "Paint It, Black," "Marie Douceur, Marie Colere." . . . Philips star **Herve Vilard** is set to tour Canada, Germany, Spain and Japan beginning October. . . . A-Z's rising star **Michel Polnareff** visited London to record his next disk. . . . Barclay's **Hugues Aufray** will make his first disk in English when he tours the U. S. in December.

Dakota Staton replaced **Petula Clark** at the Anglo-French Gala in the Palm Beach Casino, Cannes, when the English singer had to enter a London clinic for a minor operation. . . . **Michel Delpech's** latest for Festival "Inventaire 66"

is making a big impact. . . . **Marianne Faithfull** recorded an EP of French songs for Decca. . . . The Third Paris Jazz Festival on Nov. 12 and 13 will feature the **Dave Brubeck Quartet**, **John Coltrane**, **Albert Ayler**, **Stan Getz**, **Astrud Gilberto**, **Illinois Jacquet**, **Milt Buckner** and the **Harlem Dancers**. **MIKE HENNESSEY**

RIO DE JANEIRO

Billy Blanco, **Aracy De Almeida** and **The Girls From Bahia** opened at Santa Rosa Theatre with the show "Sama with a Y." Revue is produced by **Aloysio De Oliveira**. . . . Veteran composers **Heitor Dos Prazeres** and **Dorival Caymmi** were stricken with heart attacks. They are recovering. . . . Young male singer **Taiquara** was asked to record for Odeon. . . . Rock singer **Roberto Carlos** was honored as Citizen of Sao Paulo by the local mayor. . . . Mocambo released **Jack Jones'** version of "Strangers in the Night" before Philips-Reprieve's by **Frank Sinatra**. A&R man **Jonas Silva** had a fine scoop in this one. . . . Philips' executives ordered killing records and covers already pressed of the compact recorded by **Pequenos Cantores Da Guanabara** (Guanabara Young Singers), to celebrate the conquest of World Soccer Cup by Brazil's team. New soccer champion of the world is England. . . . **Altamar Dutra** did a two-week stint in Caracas, Venezuela. Lad has a compact in this week's charts. . . . **Alfredo Lentino** is preparing an album with songs by the late **Ary Barroso**. Collection will be published by EMBI Music Co. . . . **Sebastian Bastos** took over as president of Brazilian Association of Record Manufacturers (ABPD). **SYLVIO TULLIO CARDOSO**

TEL AVIV

Gad Berkuz, president of PAX Records, licensee of Decca, has arrived via England and Switzerland. He reported on the receipt of distribution rights for Decca Records, France, and Teldec, Germany. The first Decca disks to be distributed here will be a series of four stereo disks. On Teldec, the first release will be the Christmas Oratorio by Bach. . . . The Hebrew version of the new European dance craze, **Kova Tembel**, has been released this week on the Hed Arzi label, sung by a new group called the **Seven Species**. . . . Israel's current best selling EP, is "Aline," sung by French singer **Christophe** (Vogue). . . . CBS label next week is releasing the soundtrack of the first musical film to be made here, "The Flying Matchmaker." . . . The **Cincinnati Symphony Orchestra** is due to arrive here for a series of concerts to be held in the F. Mann Auditorium in Tel Aviv, conducted by **Max Rudolph**. Soloist will be the American pianist, **Lorin Hollander**. **Eric Steinmetz**, director of International Sales, MGM, was here last week to discuss the extension of the contract between his company and Hed Arzi. . . . An agreement has been reached between Hataklit label and Buena Vista (Walt Disney) for the Israel release of some of the most popular Walt Disney film soundtracks. The first LP to be released will be "Pinocchio," with "Peter Pan" on the flip side. . . . The first popular Israeli duo, the **Dudaim**, will leave here in September for a series of recordings in Paris for Barclay. . . . Israzem publishing firm has acquired sub-publishing rights for two European hits: "Capri C'est Finie" (Edit. Barclay) and "Il Mondo" (Edit. Robert Mellin). These songs will be released shortly on Hataklit label. . . . **Yigal Kimchi**, EMI representative here, has left Israel for business talks in London and Hayes. **CHAIM KAYNAN**

TORONTO

London Records has acquired Canadian distribution rights to the new Viva label, recently formed in the U. S. by **Tommy (Snuff) Garrett** and **Leon Russell**, and rushed out its first release, "Who Do You Think You Are" by the **Shindogs**. London is also distributing two recent Hot 100 entries, "Open the Door to Your Heart" by **Darrell Banks** on Revilot and "(We'll Be

United" by the **Intruders** on Gamble. . . . A new stereo series bowed in Canada this month with Capitol's introduction of its Studio 2 Stereo line, originating with EMI in England and also established by EMI affiliate in Australia and Germany. Initial release of 10 albums included LP's by the **Mike Sammes Singers**, **Manuel**, **Pepe Jaramillo** and other artists hitherto

TAKE TIME
TO LISTEN TO
"IT'S TIME"
THE GREAT NEW ALBUM BY
"THE GUESS WHO"
including such great songs as
ONE DAY — AND SHE'S MINE — BELIEVE ME — GONNA SEARCH — GUESS I'LL FIND A PLACE — etc.
on
Quality V/SV 1788
MORE CANADIAN HITS FROM
BMI Canada Limited, Toronto

unknown here, with another five LP's set for next month and regular monthly releases to follow.

Phonodisc holds its national sales meeting for Toronto headquarters and Montreal branch staff on the 19th at the Lord Simcoe Hotel in Toronto, introducing fall product and program. The company's 10 anniversary provides the theme for the gathering. Following the meet, national sales manager **Hal Ross** makes a two-week swing through the western provinces bowing the product and program to distributors there. . . . The new four-track equipment is now installed and in operation at RCA Victor Studios in Toronto. First client to use the new facilities was the Canadian Talent Library, producing the 80th album for its library of Canadian talent recordings for radio station subscribers, with a 28-piece orchestra conducted by **Ben McPeck**. Conversion to 4-track is progressing at RCA's Montreal studios. . . . **Allan Slight**, general manager of CHUM, Toronto, leaves the station this month. He and a partner will set up a communications consultants firm in London, England, specializing in North American promotion and merchandising techniques. . . . The Toronto Sound Showcase, a 14-hour marathon of pop sounds featuring 14 top Canadian groups, will be held at Maple Leaf Gardens in Toronto Sept. 24. Sponsored by the After Four teen supplement of the Toronto Telegram and CHUM Radio, the show will rock from 10 a.m. to midnight, with two stages providing non-stop sounds.

Columbia Records has welcomed **Bill Kerns** to its Toronto sales staff and **Mrs. Corinne Burke** as sales representative in Winnipeg. . . . **Mike Reed**, popular Apex Records promotion man in Ontario for the past four years, has moved over to the sales side. . . . Apex Records' **Jenny Rock**, recently voted French-Canada's top ye-ye singer, makes her English-language debut soon with "Come a Little Closer" and "What Must I Do," recorded in New York. Compo here reports that United Artists a&r man **Jack Gold** is very impressed by **Miss Nock**, who appears at the Rainbow Club in Wildwood, N. J., the end of this month and at the Copacabana Lounge in New York City Sept. 5-12. . . . **Gordon Lightfoot's** new United Artists single, "Spin, Spin," has been released in Canada ahead of the U. S. Lightfoot appears at the Living End in Detroit Aug. 23-Sept. 4 and returns to the Cafe Au-Go-Go in New York soon. . . . Quality has rushed out the Casl "Merry Ploughboy" LP by the **Carlton Showband**, to capitalize on the success of their beer-commercial-inspired single of that name. . . . New single from the **Guess Who's** new "It's Time" album is "And She's Mine" and "All Right," with Quality watching to see which side will get the action. . . . Arc's satirists-in-song, the **Brothers-in-Law**, have been booked to appear on the syndicated TV-er, "The Pierre Berton Show." . . . **Leroy Van Dyke's** latest, "Roses for a Stranger," was released here to coincide with his appearance at the O'Keefe Centre (8-13) with **Eddy Arnold**, **Boots Randolph**, and the **Stonemans**. **KIT MORGAN**

*The Monkees are
what's happening,
baby!*



ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Music Hall) *Los Inn (CBS); *Cinty Li (Odeon)
2	3	CALIFORNIA DREAMIN'	The Mama's & The Papa's (RCA); *Barbara & Dick (RCA); Barry McGuire (LP) (RCA)—Relay
3	2	JUANITA BANANA	The Peels Microfon; Juan Montego (Mercury); *Mister Trombone (CBS); Terry Scott (Music Hall); J. R. Corvington (Odeon); Los Hills (Disc Jockey)—Fermata
4	4	SE DE UN MUNDO MEJOR/SOLO	*Palito Ortega (RCA)
5	7	MONDAY, MONDAY	The Mama's and the Papa's (RCA)—Relay
6	5	GIRL	The Beatles (Odeon); Los Vip's (Ala Nicky); *Vincent Morocco (Polydor); Johnny Hallyday (Philips); Peppino Di Capri (Odeon); *Los Inn (CBS)—Fermata
7	6	SIEMPRE TE RECORDARE	*Yaco Monty (Odeon)—Korn
8	11	ALINNE	*Juan Ramon (RCA); Franck Pourcel (Odeon); Juan Pablo (Neptuno)
9	10	EL CONDUCTOR	Enrique Lynch (Disc Jockey); Henry Nelson (CBS); *Los Molineros (DisKorn); Los Wawance (Odeon); *Los Cinco del Ritmo (Microfon)—Korn
10	9	SPANISH FLEA	Sacha Distel (Fermata); *Les Eiffel (Ala Nicky); Herb Alpert & Los Tijuana Brass (Fermata)—Fermata

AUSTRIA

This Week	Last Week	Title	Artist
1	—	PAPERBACK WRITER	The Beatles (Odeon) Schneider
2	—	LEG DEIN HERZ IN MEINE HANDE	Roy Black (Polydor) Schneider
3	5	EINE KLEINE TRAENE	Ronny (Telefunken) Wien Melodie
4	2	PAINT IT, BLACK	The Rolling Stones (Decca) Schneider
5	7	BIS MORGEN	Renate Kern (Polydor) Hanslatic
6	—	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise) Schneider
7	1	SLOOP JOHN B	Beach Boys (Capitol) FDH
8	3	HUNDERT MANN UND EIN BEFEHL	Freddy (Polydor) FDH
9	—	HONEY BEE	The Magics & Drafi (Decca) Intro
10	—	DU BIST MEIN ERSTER GEDNAKE (YOURS)	Cliff Richard (Columbia) Siegel

AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	—	SOMEWHERE MY LOVE	Ray Conniff Singers (CBS)—Alberts
2	1	LARA'S THEME	MGM Singing Strings (MGM)—Alberts
3	2	BORN FREE	Matt Monro (Parlophone)—Leeds
4	3	MAMA	B. J. Thomas (Fest. Scep.)—Alberts
5	4	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Leeds
6	5	WHEN A MAN LOVES A WOMAN	Percy Sledge (Fest. Atlan.)
7	6	WILD THING	Troggs (Parlophone)
8	8	LANA	Roy Orbison (London)—Allans
9	7	TAR AND CEMENT	Verdelle Smith (Capitol)—Alberts
10	9	PAINT IT, BLACK	The Rolling Stones (Decca)—Essex

BRITAIN

(Courtesy Record Retailer)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	WITH A GIRL LIKE YOU	*Troggs (Fontana)—Dick James
2	2	OUT OF TIME	*Chris Farlowe (Immediate)—Mirage
3	4	THE MORE I SEE YOU	Chris Montez (Pye)—Bregman
4	3	BLACK IS BLACK	*Los Bravos (Decca)—Robert Mellin
5	16	GOD ONLY KNOWS	Beach Boys (Capitol)—Immediate

This Week	Last Week	Title	Artist
6	7	MAMA	Dave Berry (Decca)—FD&H
7	6	LOVE LETTERS	Elvis Presley (RCA Victor)—Famous Music Corp.
8	—	YELLOW SUBMARINE	Eleanor Rigby; Beatles (Parlophone)—Northern Songs
9	12	SUMMER IN THE CITY	Lovin' Spoonful (Kama-Sutra)—Faithful Virtue
10	8	I COULDN'T LIVE WITHOUT YOUR LOVE	*Petula Clark (Pye)—Welbeck
11	5	GET AWAY	*Georgie Fame (Columbia)—Gunnell
12	15	VISIONS	*Cliff Richard (Columbia)—Joaneline-Belinda
13	9	SUNNY AFTERNOON	*Kings (Pye)—Belinda
14	10	GOIN' BACK	Dusty Springfield (Philips)—Screen Gems
15	17	HI-LILI HI-LO	*Alan Price Set (Decca)—Robbins
16	18	I WANT YOU	Bob Dylan (CBS)—Geldman

CANADA

This Week	Last Week	Title	Artist
1	7	SUMMER IN THE CITY	Lovin' Spoonful (Kama-Sutra)
2	4	MOTHER'S LITTLE HELPER/LADY JANE	Rolling Stones (London)
3	1	I SAW HER AGAIN	Mama's and the Papa's (RCA Victor)
4	2	SWEET PEA	Tommy Roe (Sparton)
5	8	LI'L RED RIDING HOOD	Sam the Sham & The Pharaohs (MGM)
6	10	THIS DOOR SWINGS BOTH WAYS	Herman's Hermits (MGM)
7	—	THEY'RE COMING TO TAKE ME AWAY, HAHAA!	Napoleon XIV (Warner Bros.)
8	3	WILD THING	The Troggs (Fontana)
9	5	PIED PIPER	Crispian St. Peters (London)
10	6	HANKY PANKY	Tommy James & Shondells (Roulette)

CANADIAN RECORDS

This Week	Last Week	Title	Artist
1	2	I'M A LONER	The Jaybees (RCA Victor)
2	1	BRAINWASHED	David Clayton Thomas (Roman)

EIRE

(Courtesy Dublin Evening Press)

This Week	Last Week	Title	Artist
1	1	MORE THAN YESTERDAY	Gregory (Pye)—Acuff-Rose
2	3	IT DOESN'T MATTER ANYMORE	Dixies (Pye)—Mellin
3	2	SUNNY AFTERNOON	Kings (Pye)—Belinda
4	7	THROW A LITTLE LOVIN' MY WAY	Roly Daniels (Emerald)—Screen Gems
5	4	BUS STOP	Hollies (Parlophone)—Hournew
6	9	BLACK IS BLACK	Los Bravos (Decca)—Mellin
7	5	PAPERBACK WRITER	Beatles (Parlophone)—Northern Songs Ltd.
8	6	NOBODY NEEDS YOUR LOVE	Gene Pitney (Stateside)—A. Schroeder
9	8	LANA	Roy Orbison (London)—Acuff-Rose
10	—	GET AWAY	Georgie Fame (Columbia)—Gunnell

FRANCE

This Week	Last Week	Title	Artist
1	1	TON NOM	Adamo (Voix de son Maitre)—Pathe Marconi
2	2	BANG BANG	Shelia (Philips)—Meridian
3	4	QU'ELLE EST BELLE	Mireille Mathieu (Barclay)—Legrand
4	—	AMOUREUX DU MONDE ENTIER	Claude Francois (Philips)—AMI
5	—	MON CREDO	Mireille Mathieu (Barclay)—Prosadis
6	4	LOVE ME PLEASE LOVE ME	Michel Polnareff (A.Z.)—Meridian
7	7	LA POUPEE QUI FAIT NON	Michel Polnareff (A.Z.)—Semi
8	14	PEDRO	Herve Vilard (Mercury)—Bernet Music
9	9	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Champion et Roosevelt Music
10	—	LES JOLIES COLONIES DE VACANCES	Pierre Perret (Vogue)—Vogue International

HOLLAND

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SUNNY AFTERNOON	The Kinks (Pye)—Ed. Belinda
2	5	BUS STOP	The Hollies (Parlophone)—Ed. Connelly-Basart
3	2	PAPERBACK WRITER	The Beatles (Parlophone)—Ed. Leeds/Basart
4	7	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Ed. Leeds/Basart
5	10	DANS JE DE HELE NACHT MET MIJ	*Karin Kent (Decca)—Ed. U.A. Music—Altona
6	6	RIVER DEEP, MOUNTAIN HIGH	Ike & Tina Turner (London)—Ed. Belinda
7	4	LA POUPEE QUI FAIT NON	Michel Polnareff (Palette)—Ed. Holland Music
8	—	LADY JANE	Davis Garrick (Pye)—Ed. Essex-Basart
9	3	THE LIFE I LIVE	*Q 65 (Decca)—Ed. Altona
10	8	MONDAY, MONDAY	The Mama's and the Papa's (RCA)

HONG KONG

This Week	Last Week	Title	Artist
1	1	PAPERBACK WRITER	The Beatles (Parlophone)
2	2	DO REI MEI	Julie Andrews (RCA)
3	4	HANKY PANKY	Tommy James and the Shondells (Roulette)
4	3	GREEN GRASS	Gary Lewis (Liberty)
5	9	COMING HOME BABY	The Ventures (Liberty);
6	8	DON'T BRING ME DOWN	The Animals (British Decca)
7	6	HOLD ON	Herman's Hermits (Columbia)
8	5	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)
9	—	FIVE MILES FROM HOME	Pat Boone (Dot)
10	9	MY BABY TREATED ME CRUEL	The Astronotes (Diamond)

ISRAEL

This Week	Last Week	Title	Artist
1	2	BLUE TURNS TO GREY	Cliff Richard (Columbia/IME)
2	1	PAINT IT, BLACK	The Rolling Stones (Decca/Pax)
3	3	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise/Gal Ron)
4	4	SUNNY AFTERNOON	The Kinks (Piccadilly/Hataklit)
5	5	RED RUBBER BALL	Cyrkle (CBS)
6	7	PAPERBACK WRITER	The Beatles (Parlophone/IME)
7	10	BUS STOP	The Hollies (Parlophone/IME)
8	12	ALINE	Christophe (Vogue/Hataklit)
9	16	QUI RITORERA	Rita Pavone (RCA/Eastronics)
10	18	LOVE LETTERS	Elvis Presley (RCA/Eastronics)

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TEMA	*Giganti (Ri Fi)
2	2	NOTTE DI FERRAGOSTO	Gianni Morandi (RCA)
3	4	RIDERA	*Little Tony (Durium)
4	5	IO HO IN MENTE TE	*Equipe 84 (Ricordi)
5	3	CHE COLPA ABBIAMO NOI	*Rokes (Arc)
6	14	PAPERBACK WRITER	Beatles (Parlophon)
7	8	AMO	Adamo (VdP)
8	6	PERDONO	*Caterina Caselli (CGD)
9	10	COME POTETE GIUDICAR	*Nomadi (Columbia)
10	11	LA FISARMONICA	*Gianni Morandi (RCA)
11	9	JOHN BROWN	*Marcellos Ferial (Durium)
12	7	GIRL	Beatles (Parlophon)
13	15	PAINT IT, BLACK	Rolling Stones (Decca)
14	—	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)
15	12	TE RA TA TA	*Mina (Ri Fi)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	YOGIRI NO BOJO	*Ishihara Yuujiro (Teichiku)—JASRAC
2	2	OYOMENI OIDE	*Kayama Yuuzo (Toshiba)—JASRAC

This Week	Last Week	Title	Artist
3	4	KOHKOTSU NO BLUES	*Aoe Mina (Victor)—JASRAC
4	3	YUUHI WA AKAKU	Kayama Yuuzo (Toshiba)—JASRAC
5	5	FUTARI NO SEKAI	*Ishihara Yuujiro (Teichiku)—JASRAC
6	8	AOI HITOMI	*J. Yoshikawa & Blue Comets (Columbia)—Seven Seas
7	9	GINZA BLUES	K. Matsuo & Mahina Stars (Victor)—JASRAC
8	—	HOSHI NO FLAMENCO	*Saigo Teruhiko (Crown)—JASRAC
9	6	KIMI TO ITSUMADEMO	Kayama Yuuzo (Toshiba)—JASRAC
10	9	ANATA NO INOCHI	Jyo Takuya (Toshiba)—JASRAC

MALAYSIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	PAPERBACK WRITER	Beatles (Parlophone)
2	3	PIED PIPER	Crispian St. Peters (Decca)
3	2	PAINT IT, BLACK	Rolling Stones (Decca)
4	—	OPUS 17	Four Seasons (Philips)
5	5	DO IT RIGHT	*Trailers (Cosdel)
6	—	MONDAY, MONDAY	Mama's and the Papa's—(RCA)
7	—	SUNNY AFTERNOON	Kings (Pye)
8	—	HOW DOES THAT GRAB YOU DARLING?	Nancy Sinatra (Reprise)
9	—	BUS STOP	Hollies (Parlophone)
10	8	THIS DOOR SWINGS BOTH WAYS	Herman's Hermits (Columbia)

MEXICO

(Courtesy Audiomusica)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	EL DESPERTAR	*Marco Antonio Muniz (RCA)—Emroth
2	2	SENZA FINE	The Brass Ring (RCA)—Pending
3	3	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Pending
4	5	MI RAZON	*Sonora Santanera (CBS)—Pham
5	6	RONDANDO TU ESQUINA	Julio Jaramillo (Peerless); *Sagrario Baena (RCA)—Emmi
6	4	AMIGO ORGANILLERO	*Javier Solis (CBS)—Mundo Musical
7	8	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)—Pending
8	9	UNA LIMONSA	*Javier Solis (CBS)—Brambila
9	7	MIEL AMARGA	*Irma Serrano (CBS)—Emmi
10	10	LA BANDA BORRACHA	*Mike Laure (Musart)—RCA

NEW ZEALAND

This Week	Last Week	Title	Artist
1	1	PRETTY FLAMINGO	Manfred Mann
2	3	I AM A ROCK	Simon & Garfunkel
3	2	PAPERBACK WRITER	The Beatles
4	3	THE PIED PIPER	Crispian St. Peters
5	8	PAINT IT, BLACK	The Rolling Stones
6	6	MONDAY, MONDAY	Mama's and the Papa's
7	9	WOMAN	Peter & Gordon
8	18	RAIN	The Beatles
9	7	LEANING ON THE LAMPPOST	Herman's Hermits
10	19	RED RUBBER BALL	The Cyrkle

NORWAY

(Courtesy Verdens Gang)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SUNNY AFTERNOON	Kings (Pye)—Belinda
2	3	DID YOU EVER HAVE TO MAKE UP YOUR MIND	Lovin' Spoonful (Kama-Sutra); Acuff-Rose Scandia
3	2	PAPERBACK WRITER	Beatles (Parlophone)—Edition Lyche
4	5	BUS STOP	Hollies (Parlophone)—Reg Connelly
5	7	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)
6	4	SLOOP JOHN B	Beach Boys (Capitol)—Sweden Music

This Week	Last Week	Title	Artist
7	8	MOT UKJENT STED	*Vanguards (Triola)—Bendiksen
8	6	JUST A LITTLE TEARDROP	*Pussycats (Teen Beat)
9	10	LADY JANE	*Mojo Blues (Fontana)—Essex
10	9	MONDAY, MONDAY	Mama's and the Papa's (RCA Victor)—Sweden Music

PHILIPPINES

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	BORN FREE	Matt Monro (Capitol) Marfeco, Inc.
2	4	NOW THAT YOU KNOW	*Merci Molina (Villar) Mareco, Inc.
3	5	MONDAY, MONDAY	The Mama's and the Papa's (RCA) Filipinas Record Corp.
4	2	CALIFORNIA DREAMIN'	The Mama's and the Papa's (RCA) Filipinas Record Corp.
5	3	MOMENT TO MOMENT	Henry Mancini, Orchestra and Chorus (RCA) Filipinas Record Corp.
6	8	I AM A ROCK	Simon & Garfunkel (CBS) Mareco, Inc.
7	9	A SUMMER SONG	The Lettermen (Capitol) Mareco, Inc.
8	—	RED RUBBER BALL	The Cyrkles (CBS) Mareco, Inc.
9	—	LOVE IS ME, LOVE IS YOU	Connie Francis (MGM) Mareco, Inc.
10	—	SOMEWHERE, MY LOVE	Ray Conniff (CBS) Mareco, Inc.

RIO DE JANEIRO

This Week	Last Week	Title	Artist
1	2	JUANITA BANANA	The Peels (Som/Major-Audio Fidelity); The Monks (Mocambo)

CLASSICAL MUSIC

Distribution Made Easy Classical Imports Way

By FRED KIRBY

NEW YORK—Although distribution patterns vary, classical imports are readily available to dealers throughout the country, a Billboard survey shows. Disks that can be obtained range from the esoteric to better-known works by top artists, many of them prominent in American musical circles. Dealer discounts generally are about 40 per cent, but import problems make return privilege tight and exchange privileges almost non-existent. All distributors provide catalogs regularly on request.

London imports are distributed through factory representatives, while Capitol imports are distributed through regular Angel and Capitol salesmen. Deutsche Grammophon is handled through about 20 distributors, mostly the same as those handling MGM and Verve product. The 39 Connoisseur distributors carry the MK line the firm imports from Russia. Record and Tape Sales Corp., which imports several West German and French lines, is currently reorganizing its distribution setup. Subdistributors are used by German News, Cetra and Apon distributors. Fred Talmus supplies the Polish Muza line directly.

London imports, Deutsche Grammophon and some other West German imports have bilingual texts, but most of the others only have notes in the original language. Connoisseur inserts English notes and librettos in the MK packages. London, which imports Telefunken from West Germany, Argo from England, and Oiseau-Lyre and Societe Francais du Son from France, requires a minimum order of 10 records. Capitol requires a 20-set initial order, but will ship any number of disks in subsequent orders. The other distributors will fill orders of any size.

Only German News, which

imports Eurodisc from West Germany and Elite-Austroton from Austria, carries the complete catalogs from Europe of their companies. Also handled by German News are the Plydor and Metronome, German popular lines, and the Athena German spoken word line. Also carried on a nonexclusive basis are the German Electrola, Odeon, EMI, Philips and Telefunken series. A contract enables German News to service the German-American accounts for Telefunken.

Capitol Imports

Capitol imports have Odeon disks from England, France, India, Italy, Denmark, Spain and Holland, Pathe from France and Italy, Ducretet Thomson from France, the Regal pop line from Spain, Waverly's Scottish line from England and La Voix de l'Orient, Parlophone's Lebanese series, from England. These lines, which are warehoused in New York, carry suggested lists of \$4.79 mono and \$5.79 stereo for 12-inch LP's, \$1.07 for singles, and \$1.89 for EP's.

The Mexican Capitol line, which is warehoused in New York and Los Angeles, lists for \$4.79 mono and \$5.79 stereo for 12-inch LP's, 89 cents for singles and \$1.49 for EP's. Capitol imports plans to add Odeon and Pathe disks from the Philippines. Peter International imports the Greek Odeon label, while Penco Distributors of New Bedford, Mass., imports Portuguese Odeon and Parlophone product.

Deutsche Grammophon LP's, which are imported by MGM, carry a \$5.79 list, except for specially priced KL sets. The Archive series is treated the same as the more-modern works in both price and distribution. Co-op advertising money is available to dealers on a flexible basis.

The only other importer checked who provides ad money is London, which also has a \$5.79 list for mono and stereo

LP's. London imports allows 5 per cent in accumulated advertising authorization. All shipments are prepaid and 10 per cent of purchases can be exchanged quarterly. The same price is charged dealers whether records are obtained from factory reps or specialist distributors, such as the recently appointed Prestige Distributors of Los Angeles. London is thinking of adding disks by Discofil of Sweden.

Apon Distributors of New York, whose product is imported through Superior Importers, is the exclusive distributor of Harmonia Mundi of West Germany, which lists for \$6.98 mono or stereo; Angelicum of Italy, \$6.98 mono or stereo. Catalog listings and mailings are the major method of advertising. Subdistributors are located in Chicago, Pittsburgh, Montreal, Vancouver, San Francisco and Los Angeles.

Record Sales and Service of New York, which operates Record Centre stores, imports Barrenreiter and Musica Sacra from West Germany, and Boiete a musique, Philips and Vogue, a popular line, from France. List of \$5.98 for 12-inch LP's and \$4.98 for 10-inch LP's. While the firm only stocks those titles it thinks will sell, Record Sales and Service will special order sizable dealer requests of other titles.

Fred Talmus of New York also selects items he plans to import as soon as he receives new Muza catalogs from Poland. Titles stocked are unusual works by Polish composers. Talmus reported that the major interest in came from universities and libraries. The LP's list for \$5.98.

German News LP's

German News' LP's list for \$4.98 mono and \$5.98 stereo on the East Coast and \$5.98 mono and \$6.98 stereo on the West Coast, but standard discounts bring the retail prices more closely in line. In addition, lower price popular lines of manufacturers handled also are imported. These lines, which are maintained for department store sale in Germany, often with artists in the higher price lines, but under different names.

The company originally was formed to import German, Austrian and Swiss newspapers, which were received weekly. The records are included in the same package from Hamburg, which means weekly disk shipments, also. Eurodisc not only offers many internationally known German and Austrian stars, including vocalists Eric Kunz, Hans Hotter, Anneliese Rothenberger, Rudolph Schock and Waldemar Kmentt, but Italian artists like Mirella Freni and Giulietta Simionato and Jess Thomas, American tenor who will sing at next month's Metropolitan Opera opening.

Connoisseur Records, Kearny, N. J., requires a \$25 minimum order for the MK line, which lists for \$4.98. About 75 per cent of the titles stocked are by Russian composers, with the most successful being Prokofiev's "War and Peace" with Bolshoi Theater soloists, and Glazounov's "Raymonda" with the Bolshoi Orchestra. The MK dealer price is well under the 40 per cent-off-figure. Connoisseur still has some Supraphon disks in stock, but is no longer importing the Czech line.

Cetra Distribution Rights to Everest

LOS ANGELES—After three years of negotiations, Everest Records has acquired domestic and Philippines distribution rights to the Cetra opera label.

The Italian-based company has the largest opera catalog in the world, according to Everest's president Bernie Solomon. Cetra was previously imported by a New York firm.

The catalog of some 90 operas features such vocalists as Maria Callas, Renata Tebaldi, Franco Corelli, Cesaro Siepi and Ferruccio Tagliavini.

Many of the LP's to be offered as the Cetra opera series are the only recordings available in the Schwann catalog. Disks never before pressed in the U.S. will be manufactured here.

Everest's first Cetra release is scheduled for October. It numbers 36 titles. Several of the

operas will be enhanced for stereo. Solomon's deal with Cetra, a business division of the Italian Government, is for a high five-figure advance. At the end of a three-year-four-month pact, the contract is automatically renewable if the royalties hit the advance estimate. If not, Solomon has to make up the deficit in order to secure additional options.

In signing the contract with Enrico Carrara, Cetra's first vice-president, Solomon acquired such operas as "Aida," "La Boheme," "La Gioconda," "Rigoletto," "La Traviata," "La Sonnambula" and "Cavalleria Rusticana."

Limited exposure operas include "The Daughter of the Regiment," "Il Matrimonio Segreto," "L'Amico Fritz," "L'Arlesiana" and "La Battaglia Di Legnano."

RECORD REVIEW

Philips Touches All Musical Bases With World Series Set

NEW YORK—Philips Records touches all bases from Gregorian Chant to Charles Ives in the first 24-title release of its new World Series budget label introduced Monday (15). Included are symphony, opera, solo recitals and chamber music. Among the selections are six firsts on wax and 20 firsts in the low-price field on American labels.

The records, including four two-LP packages, are only in stereo, but are designed to play equally well on mono equipment with modern lightweight pick-up. At least two of the fine initial set give promise of future releases by the same noted artists. One offers the late Eduard van Beinum conducting the Concertgebouw Orchestra of Amsterdam in Handel's "Water Music." The other is Clara Haskil in Beethoven's "Piano Sonatas Nos. 17 and 18." Plans call for more releases by these artists, including Miss Haskil's interpretation of Mozart, Schubert and Schumann.

These reissues of top performances figure to be among the pace-setters for the new line. The two-record sets also are promising, including one with the complete Ives "Sonatas for Violin and Piano" and the Bartok's "Sonata No. 2 for Violin and Piano." This disk, rechanneled for stereo, presents violin-

ist Rafael Druian and John Simms in what is billed as the first budget release of major contemporary works. The care and ability of the two soloists are a major contribution to contemporary literature.

Werner Haas, pupil of Walter Geiseking, is heard in a glowing sensitive performance of Ravel's complete piano music on two LP's. To come later is Haas's Grand Prix du Disque pressing of the complete piano music of Debussy. A virtuoso piano recording is a "Liszt Recital" by Cziffra of Hungary. Cziffra, known for his Chopin and Liszt, zips his way through the difficult repertoire in the first low-price Liszt recital.

Other virtuoso performances include Marcel Dupre, one of the leading organists of the day, in the first low-price issue of Bach's 10 Chorale Preludes, and Annie Challan in 10 "Classical Harp Concertos." This latter disk includes two firsts on wax, Petrini's "Concerto No. 4 in E Flat" and Eichner's "Concerto in C." The third concerto on the LP is the "Concerto in D" of Johann Christian Bach, 11th son of Johann Sebastian Bach. The Bach piece includes the quotation of England's national anthem in its third movement. "The Antiqua Musica" Chamber Orchestra, one of the excellent chamber groups in this series, also is featured on the disk. The Antiqua Musica Orchestra also is heard in eight lighthearted "Concertos Comiques" by Corrette, a winning world premiere recording of these French Rococo pieces with Jacques Rousset conducting. This LP may be the find of the group.

Three world disk premieres are included in another Rococo release of quartets of that period. The Cologne String Quartet expertly handles Dittersdorf's "Quartet No. 1 in D"; Rosetti's "Quartet in A"; and Asplmayr's "Quartet in D," the premieres; and Richter's "Quartet in C," a first in the budget field. The elder Bach is represented in a two-disk package of his six "Brandenburg Concertos" in a

(Continued on page 60)

London Brings Back 7-Inch Disk as Promotion Teaser

NEW YORK—London Records is reintroducing the seven-inch classical record to promote Greek soprano Elena Suliotis and her first pressing, the three-LP "Nabucco." The disk, which is not for sale, contains four abbreviated selections from the opera, three featuring Miss Suliotis. Baritone star Tito Gobbi is heard on two of these.

ISRAELI UNIT FOR MOSCOW

TEL AVIV—After long negotiations, the date has officially been set for the appearance of the Israel Philharmonic Orchestra in Moscow. Arrangements have been completed for the first performance to take place Nov. 12, in Moscow. The Moscow Philharmonic Orchestra will perform in Jerusalem Nov. 10, and will also appear in Tel Aviv and Ein Gev.

The fourth number is a shortened version of the "Va, pensiero" chorus.

The 33 1/3 r.p.m. record, which was authorized by Herb Goldfarb, London sales manager, is being sent to 1,200 classical stores through distributors, 70 top classical reviewers and is included in press kits. In addition, Dick Bungay, classical promotion manager, is delivering 200 to stores in the New York area. The main object of the disk is as a "teaser" to be played in stores to whet the appetites of customers for the complete set.

In the past, LP's occasionally were distributed to some stores as demonstration records, but this proved too costly. Also, dealers would not break the seal of a package to play parts. Should this new promotion prove successful, it probably will be used by London to introduce new classical artists and releases in the future. This is London's first seven-inch promotion record.

CLASSICAL NOTES

James Grayson, former Westminster general manager, visited the family of the late Hermann Scherchen in Gravesano, Switzerland, after completing recording sessions in Vienna for Westminster on a free-lance basis.

Soprano Roberta Peters appeared on CBS-TV in "Continental Showcase" on Aug. 13. . . . Violinist Robert Gerle, who recently completed recording sessions in Vienna for Westminster, is on a two-month tour of South America.

**We're back in the "Land
of a Thousand Dances"**

2-1525

**with Cannibal and The
Headhunters** (the original hit)



It's a  date.

Philips Touches All Bases With World Series Set

• Continued from page 58

reissue of a top performance by the Netherlands Chamber Orchestra led by Szymon Goldberg. The younger Bach is heard on a set, "The London Bach," which features Paul Sacher conducting the Vienna Symphony Orchestra with Gustav Leonhardt, harpsichord; Walter Schneiderman, violin, and Nikolaus Huebner, cello. The "Sinfonia Concertante in A for Violin, Cello and Orchestra" is a recording first here.

The Rouen Chamber Orchestra under Albert Beaucamp makes an auspicious recording debut in the first budget release of Telemann's sprightly "Don Quixote Suite" and the first performances of three Telemann orchestral suites on records. Another baroque pressing has the celebrated I Musici in an expert treatment of Geminiani's "Concerti Grossi, Opus 7." The Polyphonic Ensemble of Paris, a vocal and instrumental group, delivers the first pressing of the Requiem and Mass by Pierre de la Rue, a Burgundy composer about the turn of the 16th Century.

In another religious piece, the Benedictine Monks of the Abbey of St. Maurice and St. Maur of Luxemburg recite "Gregorian Chants: Easter Music." A third religious disk has the Netherlands Chamber Choir under Felix de Nobel in Sweelinck's "Psalms and Cantiones Sacras," a budget premiere of the first and a world recording premiere of the second. Charles Mackerras leads the London Symphony Orchestra in the first budget release of two well-known ballet suites, Rameau's "Caster et Polux" and Gluck's "Orphee," a fitting addition to the catalog. The same orchestra is heard in a top-notch performance of Dvorak's "Symphony No. 6 in D" under Witold Rowicki. A third LP by the London has Colin Davis conducting the Tchaikovsky "Piano Concerto No. 2 in G" with Nikita Magaloff as soloist, another low-price first.

The operatic pressing is a reissue of a delightful trifle of Mozart's early years, "Bastien und Bastienne," starring soprano Ilse Hollweg, tenor Waldemar Kmentt and bass Walter Berry. John Pritchard leads the Vienna Symphony Orchestra. Pritchard also leads the Vienna in Mozart Flute Concertos Nos. 1 and 2 with Hubert Barwahser as flutist. Two Schubert LP's are included with one featuring guitarist Antonia Membrado and flutist Roger Bourdin in virtuoso performances in the "Quartet for Guitar, Flute, Viola and Cello" backed by the composer's eight minutes for violin, guitar and cello. The French String Trio supplies the other fine instrumentalists. The other Schubert set has the Beaux Arts Trio in the complete piano trios on two LP's, a first on a budget label. Rounding out the 24 are soloists of Leipzig's venerable Gewandhaus Orchestra in Beethoven's "Septet in E-Flat." The group's experience and familiarity with the work show in this fine recording.

A random sampling of several of the LP's indicated that they do come across well on good mono equipment also as claimed by Philips. The sampling included recital, chamber and orchestral selections.

FRED KIRBY

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
5		BERNSTEIN CONDUCTS IVES 13 N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)		21	33	BACH ON THE PEDAL HARPSICHORD 17 Biggs, Col. ML 6204 (M); MS 6804 (S)	
2	2	IVES: SYMPHONY NO. 1 12 Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)		22	22	OPERA ARIAS 4 De Los Angeles, Angel 36351 (M); S 36351 (S)	
3	3	BRITTEN: CURLEW RIVER 8 Pears, Shirley-Quirk, Lon. A 4156 (M); OSA 1156 (S)		23	27	BRAHMS: LIEBESLIEDER WALTZES 19 Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	
4	1	ARTUR RUBINSTEIN/CHOPIN 7 RCA LM 2889 (M); LSC 2889 (S)		24	20	RITUAL FIRE DANCE 10 Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)	
5	4	MY FAVORITE CHOPIN 20 Cliburn, RCA LM 2576 (M); LSC 2576 (S)		25	24	BIZET: CARMEN (3-12" LP) 16 Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)	
6	7	MAHLER: SYMPHONY NO. 6 (2-12" LP) 9 Boston Symph. Orch. (Leinsdorf), RCA LM 7044 (M); LSC 7044 (S)		26	19	PRESENTING MONTSERRAT CABALLE 20 RCA LM 2862 (M); LSC 2862 (S)	
7	11	CHOPIN WALTZES 20 Rubinstein, RCA LM 2726 (M); LSC 2726 (S)		27	23	HOLIDAY FOR STRINGS 20 Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	
8	8	MAHLER: SYMPHONY NO. 10 (2-12" LP) 20 Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)		28	25	BEETHOVEN: CONCERTO NO. 5 ("EMPEROR") 9 G. Gould/Amer. Symph. Orch. (Stokowski), Col. ML 6288 (M); MS 6888 (S)	
9	15	IVES: SYMPHONY NO. 4 20 Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)		29	26	PUCCINI: LA BOHEME (2-12" LP) 15 Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)	
10	6	ZARZUELA ARIAS 11 Caballe, RCA LM 2894 (M); LSC 2894 (S)		30	31	GERSHWIN: RHAPSODY IN BLUE 20 N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	
11	10	E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN 9 Col. ML 6256 (M); MS 6856 (S)		31	—	BERG: WOZZECK (2-12" LP) 2 Lear, Fischer-Dieskau & Various Artists, DGG 18991/2 (M); 138991/2 (S)	
12	9	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP) 20 Col. M2L 328 (M); M2S 728 (S)		32	29	SOUVENIR OF A GOLDEN ERA (2-12" LP) 13 Horne, Lon. A 4263 (M); OSA 1263 (S)	
13	13	BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP) 15 Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)		33	—	AN HISTORIC RETURN—P.D.Q. BACH AT CARNEGIE HALL 1 Schickele, Van. TRS 9223 (M); VSD 79223 (S)	
14	14	SCHUBERT: THE TROUT & OTHER SONGS 6 Fischer-Dieskau & Moore, Angel 36341 (M); S 36341 (S)		34	28	LISZT: SONATA IN B MINOR/SCHUBERT: WANDERER FANTASY 15 Rubinstein, RCA LM 2871 (M); LSC 2871 (S)	
15	17	BAROQUE GUITAR 17 Bream, RCA LM 2878 (M); LSC 2878 (S)		35	30	I LOVE YOU—ROMANTIC MELODIES OF EDVARD GRIEG 6 Various Artists, Capitol P 8627 (M); SP 8627 (S)	
16	21	PURCELL: MUSIC FOR THE THEATRE 9 Bath. Fest. Orch. (Menuhin), Angel 36332 (M); S 36332 (S)		36	37	TCHAIKOVSKY: CONCERTO NO. 1 19 Cliburn, RCA LM 2252 (M); LSC 2252 (S)	
17	12	MAHLER: SYMPHONY NO. 4 IN G 20 Cleve. Orch. (Szell), Col. ML 6233 (M); MS 6833 (S)		37	40	GRIEG: CONCERTO NO. 1 2 Rubinstein, RCA LM 2566 (M); LSC 2566 (S)	
18	16	VERDI: DON CARLO (4-12" LP) 20 Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)		38	35	ELGAR: VIOLIN CONCERTO 3 Menuhin/New Phila. Orch. (Boult), Angel 36330 (M); S 36330 (S)	
19	36	TCHAIKOVSKY: OVERTURE 1812 6 Minn. Symph. Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)		39	—	STRAVINSKY: LE SACHE DU PRINTEMPS (RITE OF SPRING) 8 R.T.F. Orch. Nat'l (Boulez), Nonesuch H 1093 (M); M 71098 (S)	
20	18	THE WONDERFUL WALTZ OF TCHAIKOVSKY 7 Chicago Symph. Orch. (Gould), RCA LM 2890 (M); LSC 2890 (S)		40	39	RODGERS: VICTORY AT SEA, VOL. I 3 RCA Victor Symph. Orch. (Bennett), RCA LM 2335 (M); LSC 2335 (S)	

BEST SELLING CLASSICAL LP's (By Category)

OPERA, VOCAL AND CHORUS

- This Week**
1. **BRITTEN: CURLEW RIVER**—Pears, Shirley-Quirk, Lon. A 4156 (M); OSA 1156 (S)
 2. **ZARZUELA ARIAS**—Caballe, RCA LM 2894 (M); LSC 2894 (S)
 3. **BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP)**—Schwarzkopf, Fischer-Deiskau & Moore, Angel B 3675 (M); SB 3675 (S)
 4. **SCHUBERT: THE TROUT & OTHER SONGS**—Fischer-Dieskau & Moore, Angel 36341 (M); S 36341 (S)
 5. **VERDI: DON CARLO (4-12" LP)**—Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)
 6. **OPERA ARIAS**—De Los Angeles, Angel 36351 (M); S 36351 (S)
 7. **BRAHMS: LIEBESLIEDER WALTZES**—Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)
 8. **BIZET: CARMEN (3-12" LP)**—Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)
 9. **PRESENTING MONTSERRAT CABALLE**—RCA LM 2862 (M); LSC 2862 (S)
 10. **PUCCINI: LA BOHEME (2-12" LP)**—Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)

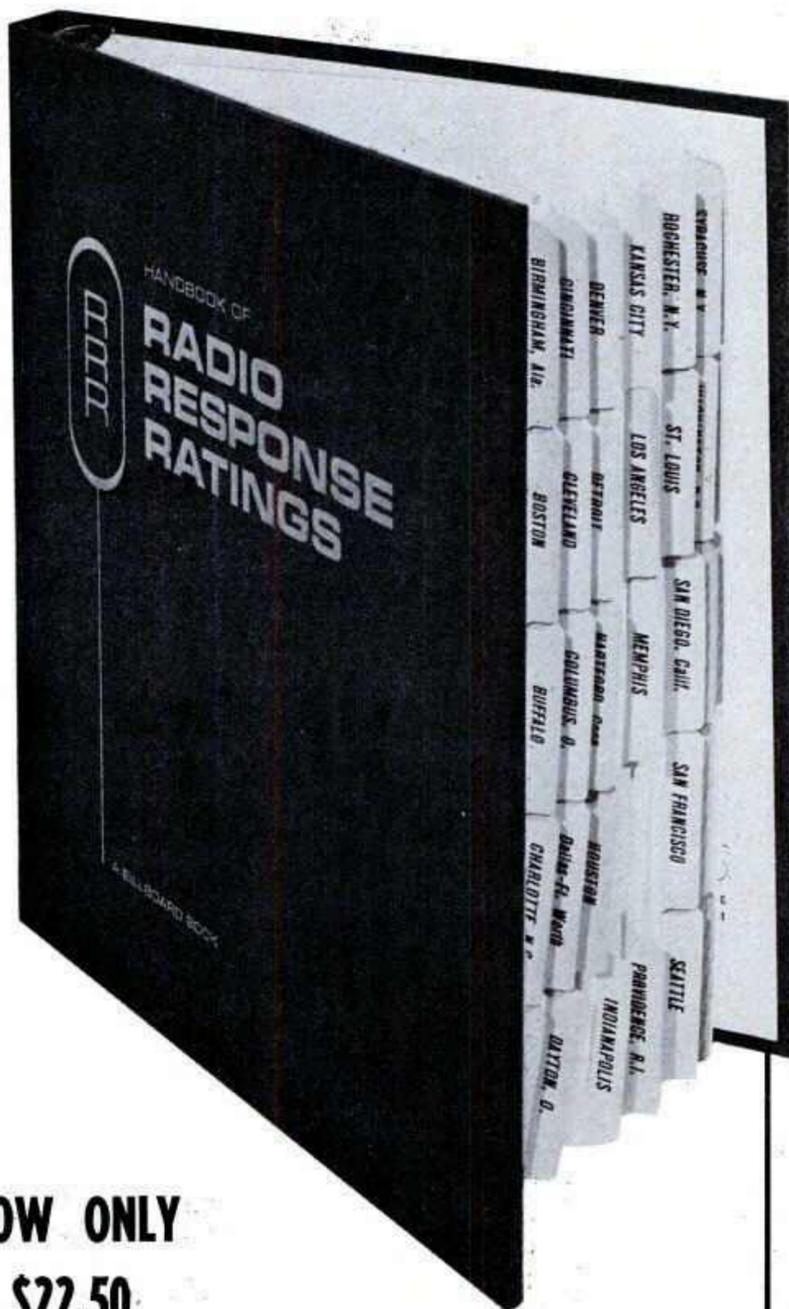
SYMPHONIC AND ORCHESTRAL

1. **BERNSTEIN CONDUCTS IVES**—N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)

2. **IVES: SYMPHONY NO. 1**—Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)
3. **MAHLER: SYMPHONY NO. 6 (2-12" LP)**—Boston Symph. Orch. (Leinsdorf), RCA LM 7044 (M); LSC 7044 (S)
4. **MAHLER: SYMPHONY NO. 10 (2-12" LP)**—Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)
5. **IVES: SYMPHONY NO. 4**—Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)
6. **PURCELL: MUSIC FOR THE THEATRE**—Bath. Fest. Orch. (Menuhin), Angel 36332 (M); S 36332 (S)
7. **MAHLER: SYMPHONY NO. 4 IN G**—Cleve. Orch. (Szell), Col. ML 6233 (M); MS 6833 (S)
8. **TCHAIKOVSKY: OVERTURE 1812**—Minn. Symph. Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)
9. **WONDERFUL WALTZES OF TCHAIKOVSKY**—Chicago Symph. Orch. (Gould), RCA LM 2890 (M); LSC 2890 (S)
10. **RITUAL FIRE DANCE**—Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)

SOLO INSTRUMENT AND CONCERTI

1. **ARTUR RUBINSTEIN/CHOPIN**—RCA LM 2889 (M); LSC 2889 (S)
2. **MY FAVORITE CHOPIN**—Cliburn, RCA LM 2576 (M); LSC 2576 (S)
3. **CHOPIN WALTZES**—Rubinstein, RCA LM 2726 (M); LSC 2726 (S)
4. **E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN**—Col. ML 6256 (M); MS 6856 (S)
5. **HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP)**—Col. M2L 328 (M); M2S 728 (S)



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CONTENTS

THE 41 MAJOR MARKETS

Ratings indicate position held by each station and disk jockey by their musical format in influencing the record buying habits of their listeners—based on actual air play and over-the-counter record sales.

ALBANY—	COLUMBUS, Ohio	MEMPHIS, Tenn.	PITTSBURGH, Pa.
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TROY, N. Y.	DAYTON, Ohio	MILWAUKEE, Wis.	PROVIDENCE, R. I.
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BALTIMORE, Md.	DETROIT, Mich.	ST. PAUL, Minn.	ST. LOUIS, Mo.
BIRMINGHAM, Ala.	FT. WORTH, Tex.	NASHVILLE, Tenn.	SAN DIEGO, Calif.
BOSTON, Mass.	HARTFORD, Conn.	NEW ORLEANS, La.	SAN FRANCISCO, Calif.
BUFFALO, N. Y.	HOUSTON, Tex.	NEW YORK, N. Y.	SEATTLE, Wash.
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CINCINNATI, Ohio	LOS ANGELES, Calif.	PHILADELPHIA, Pa.	
CLEVELAND, Ohio			

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POP SINGLES	DJ RANK
POP LP'S	STATION RANK
R & B	STATION ADDRESS,
JAZZ	ZIP CODE,
COUNTRY	AREA CODE &
CONSERVATIVE	PHONE NUMBER.
COMEDY	
FOLK	
CLASSICAL	

SPECIAL LISTINGS

NATIONAL BANDSTAND SHOWS

Name of Show & Personality
Current number of markets
Producer & Talent Co-ordinator
Full address, area code & phone number

LOCAL TV BANDSTAND SHOWS

City & State
Name of Show & Personality
Station Call Letters & Time Slot(s)
Full address, area code & phone number

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COUNTRY MUSIC

Billboard SPECIAL SURVEY for week ending 8/20/66

HOT COUNTRY SINGLES

★ 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
1	1	ALMOST PERSUADED David Houston, Epic 10025 (Gallico, BMI)	9	26	24	EVERYBODY LOVES A NUT Johnny Cash, Columbia 43673 (Jack, BMI)	8
2	2	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca 31966 (Sure-Fire, BMI)	12	27	33	IT'S ALL OVER Kitty Wells, Decca 31957 (Wilderness, BMI)	5
3	4	A MILLION AND ONE Billy Walker, Monument 943 (Silver Star, BMI)	9	28	37	ROOM IN YOUR HEART Sonny James, Capitol 5690 (Marson, BMI)	2
4	3	THINK OF ME Buck Owens, Capitol 5647 (Bluebook, BMI)	14	29	25	TIME TO BUM AGAIN Waylon Jennings, RCA Victor 8822 (Bramble, BMI)	12
5	5	STANDING IN THE SHADOWS Hank Williams Jr., MGM 13504 (Ly-Rann, BMI)	13	30	30	THE RIGHT ONE Statler Brothers, Columbia 43624 (Jack, BMI)	10
6	10	THE SHOE GOES ON THE OTHER FOOT TONIGHT Marty Robbins, Columbia 43680 (Mariposa, BMI)	7	31	27	DAY FOR DECISION Johnny Sea, Warner Bros. 5820 (Moss-Rose, BMI)	11
7	8	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor 8851 (Glaser, BMI)	9	32	22	BORN TO BE IN LOVE WITH YOU Van Trevor, Band Box 367 (Stonethrow, BMI)	18
8	6	AIN'T HAD NO LOVIN' Connie Smith, RCA Victor 8842 (Blue Crest, BMI)	11	33	34	AT EASE HEART Ernie Ashworth, Hickory 1400 (Acuff-Rose, BMI)	6
9	13	THE TIP OF MY FINGERS Eddy Arnold, RCA Victor 8869 (Tree & Champion, BMI)	5	34	40	MEAN OLD WOMAN Claude Gray, Columbia 43614 (Blue Crest, BMI)	4
10	7	SWINGING DOORS Merle Haggard, Capitol 5600 (Bluebook, BMI)	20	35	31	A WAY TO SURVIVE Ray Price, Columbia 43560 (Pamper, BMI)	18
11	12	THE LOVIN' MACHINE Johnny Paycheck, Little Darlin' OOB (Mayhew, BMI)	12	36	32	I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol 5633 (Mimosas, BMI)	15
12	9	DON'T TOUCH ME Jeannie Seely, Monument 933 (Pamper, BMI)	19	37	49	BLUES PLUS BOOZE (Means I Loose) Stonewall Jackson, Columbia 43718 (Sure Fire, BMI)	3
13	14	LONELYVILLE Dave Dudley, Mercury 72585 (4 Star, BMI)	8	38	38	A TASTE OF HEAVEN Jim Edward Brown, RCA Victor 8867 (Forest Hills, BMI)	4
14	11	EVIL ON YOUR MIND Jan Howard, Decca 31933 (Wilderness, BMI)	18	39	39	IF TEARDROPS WERE SILVER Jean Shepard, Capitol 5681 (Tree, BMI)	6
15	18	GET YOUR LIE THE WAY YOU WANT IT Bonnie Guitar, Dot 16872 (Blue Crest, BMI)	5	40	41	THE COMPANY YOU KEEP Bill Phillips, Decca 31996 (Combine, BMI)	2
16	17	I CAN'T KEEP AWAY FROM YOU Wilburn Brothers, Decca 31974 (Bronze, SESAC)	7	41	44	PURSUING HAPPINESS Norma Jean, RCA Victor 8887 (Wilderness, BMI)	2
17	21	I'D JUST BE FOOL ENOUGH Browns, RCA Victor 8838 (Acuff-Rose, BMI)	8	42	48	SUMMER ROSES Ned Miller, Capitol 5661 (Central Songs, BMI)	5
18	19	I'M A NUT Leroy Pullins, Kapp 758 (Youmans-Sleepy Hollow, ASCAP)	9	43	43	MOMMY, CAN I STILL CALL HIM DADDY Dottie West, RCA Victor 8900 (Tree, BMI)	2
19	15	DON'T TOUCH ME Wilma Burgess, Decca 31941 (Pamper, BMI)	16	44	45	JOHN HENRY, JR. Merle Travis, Capitol 5657 (Blazon, BMI)	4
20	28	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor 8902 (Glad, BMI)	2	45	46	SO MUCH FOR ME, SO MUCH FOR YOU Liz Anderson, RCA Victor 8861 (Yonah, BMI)	4
21	29	THE WORLD IS ROUND Roy Drusky, Mercury 72586 (4 Star, BMI)	8	46	36	DISTANT DRUMS Jim Reeves, RCA Victor 8789 (Combine, BMI)	21
22	16	THE LAST WORD IN LONESOME IS ME Eddy Arnold, RCA Victor 8818 (Tree, BMI)	15	47	—	WALKING ON NEW GRASS Kenny Price, Boone 1042 (Pamper, BMI)	1
23	26	4033 George Jones, Musicor 1181 (Blue Crest/Husky, BMI)	4	48	—	THE GREAT EL TIGRE Stu Phillips, RCA Victor 8868 (Delmore, ASCAP)	1
24	20	(YES) I'M HURTING Don Gibson, RCA Victor 8812 (Acuff-Rose, BMI)	16	49	42	LITTLE PEDRO Carl Butler & Pearl, Columbia 43685 (Regent, BMI)	3
25	23	TAKE GOOD CARE OF HER Sonny James, Capitol 5612 (Paxton-Recherche, ASCAP)	20	50	50	WACO Lorne Greene, RCA Victor 8901 (Ensign & Greene, BMI)	2

James a Record-Breaker

GALLIPOLIS, Ohio—Sonny James and His Southern Gentlemen broke an attendance record of 17 years here Aug. 5 at the annual Gallipolis Fair. B. B. Matthews, program chairman of the fair, said last week that 18,000 paid to see the show.

"Since James and His Southern Gentlemen were the only name group appearing here, it is evident that his growing popularity is even more than I anticipated."

Contacted in Nashville, James said that county and State fairs had proved to be a popular boon this year more than ever

before for country music artists. "Many fairs are setting up country music nights along with other nights for rock 'n' roll. Every one I've talked with, country music has been a proved product for attendance draws."

Little Jimmy Dickens, he said, was slated for about a month of fairs. "He said he was going to be real busy."

James also performed to a sellout audience at an Altamont, Ill., fair Aug. 6, one of the fairs he's done this summer. After a tour of Canada, he's slated for a fair at Du Quoin, Ill., Aug. 31.

NASHVILLE SCENE

By HERB WOOD

Sonny James, Capitol Records artist, was in town last week to cut a Christmas album for the label's country a.&r. chief, Marvin Hughes. From all indications, including a sneak preview of the master tape, it appears to be James' finest LP, combining the old family favorites with the artist's newly penned Yuletide tunes. Making his debut on WSM's "Grand Ole Opry" last week was Dan Dillon, a graduate of Michigan State University. The blind young vocalist, encouraged by the "Opry's" general manager, Ott Devine, was recently signed to a Columbia recording pact by Don Law. Accompanying himself on guitar, Dillon displayed great poise and a pleasing vocal style as he sang Jimmie Rodgers' "It's Over."

Minnie Pearl, scheduled to appear at 20 fairs in the next month, will be taking what little time off she has to speak to Peace Corps members on the "culture of country people." RCA Victor artists Dottie West and Archie Campbell are slated to headline a show for the Shriners, who will hold their convention in Nashville Aug. 25. Dottie's also keeping busy playing the female lead in a light comedy, country-music movie, "There's a Still on the Hill," being shot on location at Clayton, Ga. Jimmy Dean, recently signed by RCA Victor, will fly into Nashville Aug. 18 for his first studio session with RCA Victor's a.&r. head, Chet Atkins. Also mak-

ing their debut on RCA Victor are the Rhodes Sisters, who recorded for Atkins and guested on the "Opry." The girls, Sandy and Donna, are members of the Rhodes family of Memphis, well known in country music entertainment circles. Speaking of Chet Atkins, the popular producer will be featured as the cover subject in November's issue of Radio-Electronics magazine. The publication's editor, Forest H. Belt, believes that Atkins, in his work with electronic recording techniques, has surpassed the limits of "considerable interest and knowledge" in the electronics field. Jack Stapp, president of Tree Music, and v.p. Buddy Killen have returned to Music City after a week's business trip to New York. Sept. 10 is the release date for Red Sovine's next Starday single, "Class of '49," a recitation ballad recorded with Cedarwood writer Benny Whitehead.

OWENS OPENS RETAIL STORE

BAKERSFIELD, Calif.—Country music artist Buck Owens opened a retail record store here Monday (15) dealing exclusively in country music records. Besides stocking both new and old singles of the country music field, the store is offering more than 5,000 albums. Named the KUZZ Music Center, the retail outlet is directly across the street from Owens' radio station, which also deals exclusively in country music.

WMEL to Country

PENSACOLA, Fla.—WMEL, a 500-watt daytimer, switched to a full-time country music format Monday (15).

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The International Music-Record Newsweekly

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RAY CHARLES—Ray's Moods; ABC 550
JAMIE & THE J. SILVIA SINGERS; ABC 562
FRANK DEVOL & THE RAINBOW STRINGS—
The New Old Sweet Songs; ABC 563
CARLOS MONTOYA—Spontaneous Flamenco;
ABC 564
YOMO TORO—El Mundo Latino De Yomo
Toro; ABC 565
ELTON BRITT—Somethin' for Everyone; ABC
566
YANK LAWSON & HIS YANKEE CLIPPERS—
Ole Dixie; ABC 567
PETER DeANGELIS—Love Is a Guitar; ABC
568
DELLA REESE Live—ABC 569, ABCS 569
COUNT BASIE WITH THE ALAN COPELAND
SINGERS—Basie Swingin', Voices Singin';
ABC 570
TOMMY ROE—Sweet Pea; ABC 575

- ARCHIVE**
Selected Works by JOHN DOWLAND—Studio
der Fruhen Musik (Binkley); ARC 72345
HANDEL: WATER MUSICK—Scola Cantorum
Basilienis (Wenzinger); ARC 73265
PALESTRINA: MISSA "TU ES PETRUS"—
Rogensburgh Cathedral Choir (Schrems);
ARC 73241
Selected Work by LOUIS COUPERIN—Various
Artists; ARC 73261

- ATCO**
EDDIE SCHAEFFER—LBJ Roast; 192

- ATLANTIC**
RUFUS HARLEY—Scotch & Soul; 3006, SD
3006
HERBIE MANN—Our Man Flute; 1464, SD
1464
DUKE PEARSON—Prairie Dog; 3005, SD 3005
The Exciting WILSON PICKETT; 8129

- BALKAN**
VARDAR QUARTET—Travel Through Yugo-
slavia; BIL 2003
A Day With the VESELJACI; BIS 2002

- CAPITOL**
BEATLES—Revolver; T 2576, ST 2576

- CAPITOL IMPORTS (FRANCE)**
ENRICO MACIAS—12 Nouvelles Chansons;
STX 211
GILBERT BECAUD '66; SM 84073
SATIE: PIANO MUSIC VOL. 2—Aldo Ciccolini;
SAXF 1046
WEBER: TRIO IN G MINOR OP 63 FOR
PIANO, FLUTE & CELLO—Various Artists;
SAXF 1053
DEBUSSY: FANTASY FOR PIANO & ORCH.—
Radio & Television Francaise Orch.
(Tzipine); 30299
JAN KIEPURA & MARTHA EGGERTH—Arias
& Songs; XOC 23005

- COLUMBIA**
JAVIER SOLIS—Te Necesito; EX 5170
LINDA VERA—Tropical Fiesta; EX 5172

- COMMAND**
THE DOC SEVERINSEN SEXTET—Live!; RS
901, RS 901SD

- CROWN**
WONDER STATE QUARTET—How Sweet the
Sound; VCV 1072

(Continued on page 68)



PRESENTING A SPECIAL CITATION to KBER president A. V. (Bam) Bamford, right, from the Country Music Association is LeRoy Van Dyke. Citation commends his 20 years of contribution to the country music field. It was presented at a recent "Grand Ole Opry" package show in San Antonio sponsored by the station.

Where They're Showing

DICK FLOOD—Montgomery, Ala., Sept. 1; Macon, Ga., 2; Anniston, Ala., 3; Atlanta, 4; Columbus, Ga., 5; Cape Girardeau, Mo., 14; Little Rock, Ark., 16-17; Topeka, Kan., 22; Whitman Air Force Base, Missouri, 23; Fort Riley, Kan., 24-25, and Albany, Ga., 30.

JOHNNY DOLLAR—Seafort, L. I., N. Y., Aug. 20; Dickerson, Md., 21; Canton, Ohio, Sept. 3; Lore City, Ohio, 4; Linden, N. J., 9-10; Philadelphia, 17; Newportville, Pa., 23; Wheeling, W. Va., 24; Staten Island, N. Y., 30-Oct. 1.

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
August 21, 1961**

1. Tender Years, George Jones, Mercury
2. I Fall to Pieces, Patsy Cline, Decca
3. Heartbreak, U. S. A., Kitty Wells, Decca
4. Sea of Heartbreak, Don Gibson, RCA Victor
5. My Ears Should Burn, Claude Gray, Mercury
6. Sweet Lips, Webb Pierce, Decca
7. Hillbilly Heaven, Tex Ritter, Capitol
8. Big River, Big Man, Claude King, Columbia
9. Three Steps to the Phone, George Hamilton IV, RCA Victor
10. Too Many Times, Don Winters, Decca

**COUNTRY SINGLES—
10 Years Ago
August 18, 1956**

1. Crazy Arms, Ray Price, Columbia
2. I Walk the Line, Johnny Cash, Sun
3. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
4. Hound Dog/Don't Be Cruel, Elvis Presley, RCA Victor
5. Searching, Kitty Wells, Decca
6. Be-Bop-A-Lula, Gene Vincent, Capitol
7. I Take the Chance, Maxine & Jim Edward Brown, RCA Victor
8. Heartbreak Hotel, Elvis Presley, RCA Victor
9. Sweet Dreams, Faron Young, Capitol
10. Conscience, I'm Guilty, Hank Snow, RCA Victor

HITS OF THE WORLD

• Continued from page 57

SPAIN
*Denotes local origin

This Week	Last Week	TITLE	Artist	Label & Number
1	1	JUANITA BANANA	*Luis Aguile (Odeon)	Odeon
2	—	UN SORBITO DE CHAMPAN	*Los Brincos (Novola)	Universal
3	2	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Hispavox)	Hispavox
4	—	MONDAY, MONDAY	Mama's and the Papa's (RCA)	RCA
5	10	GIRL	The Beatles (Odeon)	Odeon
6	—	STRANGERS IN THE NIGHT	Frank Sinatra (Hispavox)	Hispavox
7	5	EL OLE	*Duo Dinamico (Odeon)	Musica Del Sur
8	8	HILO DE SEDA	*Los Pekenikes (Hispavox)	Canciones Del Mundo
9	3	YO SOY AQUEL	*Raphael (Hispavox)	Musica De Espana and Quiroga
10	—	VUELO 502	*Los 4 de la Torre Belter (Hispavox)	Hispavox

SWITZERLAND

This Week	Last Week	TITLE	Artist	Label & Number
1	3	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)	Gerig
2	1	PAPERBACK WRITER	The Beatles (Odeon)	Budde
3	2	SLOOP JOHN B	The Beach Boys (Capitol)	FDH
4	7	MONDAY, MONDAY	The Mama's and the Papa's (RCA)	Intro
5	8	JUANITA BANANA	The Peels (Ariola)	Intro
6	11	PAINT IT, BLACK	The Rolling Stones (Decca)	Gerig
7	4	HUNDERT MANN UND EIN BEFEHL	Freddy (Polydor)	FDH
8	—	SUNNY AFTERNOON	The Kinks (Pye)	Aberbach
9	—	LEG DEIN HERZ IN MEINE HANDE	Roy Black (Polydor)	Seith
10	—	HONEY BEE	The Magics and Drafi (Decca)	Intro

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

Billboard SPECIAL SURVEY for week ending 8/20/66
HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
★	3	DUST ON MOTHER'S BIBLE Buck Owens & His Buckaroos, Capitol T 2497 (M); ST 2497 (S)	13
2	2	DISTANT DRUMS Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S)	13
3	1	I'M A PEOPLE George Jones, Musicor MM 2099 (M); MS 3099 (S)	9
4	5	DON'T TOUCH ME Wilma Burgess, Decca DL 4788 (M); DL 74788 (S)	7
5	6	THE LAST WORD IN LONESOME Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)	4
6	8	MANY HAPPY HANGOVERS TO YOU Jean Shepard, Capitol T 2547 (M); ST 2547 (S)	8
7	9	SUFFER TIME Dottie West, RCA Victor LPM 3587 (M); LSP 3587 (S)	4
8	4	DON GIBSON WITH SPANISH GUITARS RCA Victor LPM 3594 (M); LSP 3594 (S)	8
9	11	THE COUNTRY TOUCH Warner Mack, Decca DL 4766 (M); DL 74766 (S)	6
10	7	I LIKE 'EM COUNTRY Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)	18
11	32	CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS Capitol T 2556 (M); ST 2556 (S)	2
12	15	ALONE WITH YOU Jim Edward Brown, RCA Victor LPM 3569 (M); LSP 3569 (S)	4
13	12	EVERYBODY LOVES A NUT Johnny Cash, Columbia CL 2492 (M); CS 9292 (S)	12
14	10	TIPPY TOEING Harden Trio, Columbia CL 2506 (M); CS 9306 (S)	7
15	22	ALMOST PERSUADED David Houston, Epic LN (M); BN 26213 (S)	2
16	17	COUNTRY ALL THE WAY Kitty Wells, Decca DL 4776 (M); DL 74776 (S)	6
17	20	PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca DL 4792 (M); DL 74792 (S)	4
18	18	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	24
19	19	EVIL ON YOUR MIND Jan Howard, Decca DL 4793 (M); DL 74793 (S)	3
20	28	I LOVE YOU DROPS Bill Anderson, Decca DL 4771 (M); DL 74771 (S)	2
21	21	IN A NEW DIMENSION Roy Drusky, Mercury MG 21083 (M); SR 61083 (S)	3
22	25	LET'S GO COUNTRY Wilburn Brothers, Decca DL 4764 (M); DL 74764 (S)	3
23	23	FOLK-COUNTRY Waylon Jennings, RCA Victor LPM 3523 (M); LSP 3523 (S)	20
24	24	MAN WITH A PLAN Carl Smith, Columbia CL 2501 (M); CS 9301 (S)	2
25	16	ROLL OUT THE RED CARPET FOR BUCK OWENS & HIS BUCKAROOS Capitol T 2443 (M); ST 2443 (S)	26
26	26	PLEASE DON'T HURT ME Norma Jean, RCA Victor LPM 3541 (M); LSP 3541 (S)	12
27	29	TILL THE LAST LEAF SHALL FALL Sonny James, Capitol T 2561 (M); ST 2561 (S)	2
28	14	LONELYVILLE Dave Dudley, Mercury MG 21074 (M); SR 61074 (S)	9
29	30	WEBB'S CHOICE Webb Pierce, Decca DL 4782 (M); DL 74782 (S)	3
30	13	TRUE LOVE'S A BLESSING Sonny James, Capitol T 2500 (M); ST 2500 (S)	14
31	36	LONESOME IS ME Charlie Louvin, Capitol T 2482 (M); ST 2482 (S)	3
32	27	JOHNNY PAYCHECK AT CARNEGIE HALL Little Darlin' LD 4001 (M); SLD 8001 (S)	4
33	33	THE WHO'S WHO OF COUNTRY AND WESTERN MUSIC Various Artists, Capitol TT 2538 (M); STT 2538 (S)	9
34	34	TOGETHER AGAIN Roy Drusky & Priscilla Mitchell, Mercury MG 21078 (M); SR 61078 (S)	8
35	31	I COULD SING ALL NIGHT Ferlin Husky, Capitol T 2548 (M); ST 2548 (S)	6
36	38	MISS SMITH GOES TO NASHVILLE Connie Smith, RCA Victor LPM 3520 (M); LSP 3520 (S)	19
37	37	HISTORY REPEATS ITSELF! Buddy Starcher, Decca DL 4796 (M); DL 74796 (S)	2
38	35	COUNTRY FAVORITES—WILLIE NELSON STYLE RCA Victor LPM 3528 (M); LSP 3528 (S)	17
39	39	THE "POPS" GOES COUNTRY Chet Atkins/Boston Pops (Fiedler) RCA Victor LM 2870 (M); LSC 2870 (S)	2
40	40	GIRLS GET PRETTIER Hank Locklin, RCA Victor LPM 3588 (M); LSP 3588 (S)	6

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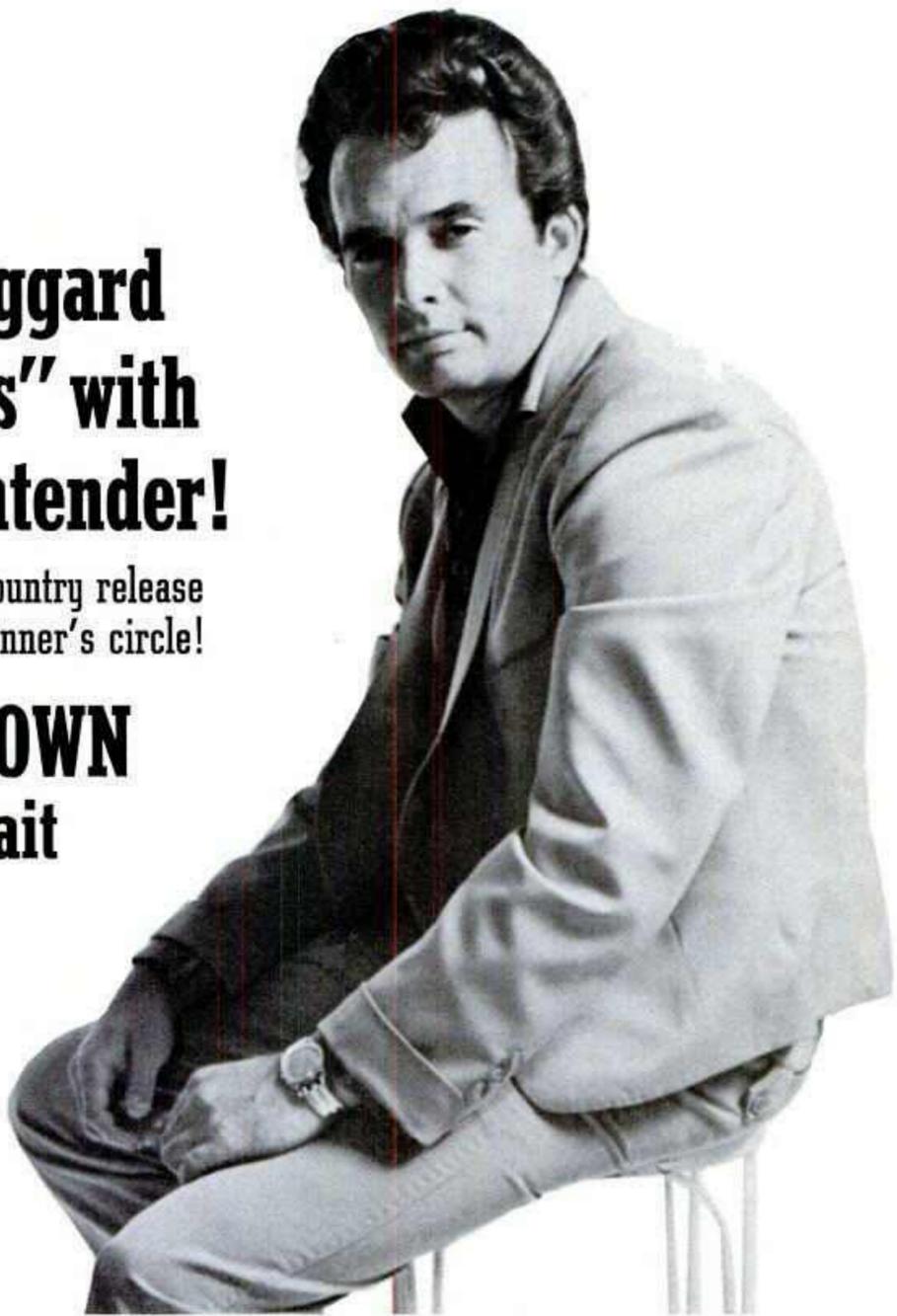
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billboard picks

To come up with the following predictions for the top of the pop heap, Billboard magazine reviewer listened to 105 records last week.

The Miracles—"Whole Lot Of Shakin' In My Heart"—Hot follow up to the group's "Going to a Go-Go" smash is this Detroit rocker with solid dance beat instrumental backing. Flip: "Oh Be My Love."

The Wonder Who—"On The Good Ship Lollipop," "You're Nobody Till Somebody Loves You"—Two exciting sides from the mystery group. Shirley Temple's classic gets a humorous dance beat treatment and is backed by an up-tempo big beat version of Larry Stock's famous composition.

Ronnie Dove—"Happy Summer Days"—Another big hit for Dove in this off-beat summertime rocker with music-hall instrumental support. Flip: "Long After."

Manfred Mann—"Pretty Flamingo"—Unusual lyric ballad by Mark Barkan is currently the No. 1 song in England and should do equally well for Mann in the U.S. Flip: "You're Standing By."

Lou Christie—"Pain'er"—The unique Christie style strikes again with this pulsating, teen-aimed rouser to follow his "Rhapsody in the Rain." Flip: "Du Ronda."

The Knickerbockers—"Stick With Me," (Prod. by Jerry Fuller) (Writer: Jerry Fuller) (4 Star, BMI) "High On Love"—Either side could go all the way. The hot group backs an up-tempo rocker with a teen-aimed "in" lyric with solid dance beat to replace "One Track Mind."

Sarah Vaughan—"1, 2, 3," "Everybody Loves Somebody"—The talented vocalist treats two recent pop hits in her inimitable style and has strong top-of-the-chart potential in both.

billboard picks

To come up with these contenders for the top of the record heap, Billboard listeners spun 162 records. Their summation:

The Righteous Brothers—"He Will Break Your Heart"—Exciting duo scores again in this revival of the oldie to follow their "Soul and Inspiration" smash. Flip: "He."

Dave Clark Five—"Please Tell Me Why,"

"Look Before You Leap." Top sides from the group with a unique off-beat ballad with bouncy rhythm support backed by a dance beat rocker that should equal the top side in action.

Four Tops—"Loving You Is Sweeter Than Ever." Hot follow-up to their "Shake Me, Wake Me" winner is this off-beat blueser with solid Detroit backing.

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by *Larry Finley*

In the Aug. 6 BILLBOARD the ITCC full-page ad, announcing the exclusive long-term 8 and 4 track stereo tape cartridge rights from A & M Records, was the first of a series of 12 consecutive weekly full-page ads scheduled in BILLBOARD. Again, this week, and for 10 more weeks, ITCC will tell you of additional exclusive long-term contracts covering 30 important record labels.

These 30 labels, in addition to our 35 non-exclusive labels, give ITCC the greatest variety of catalog in the industry. The strength and value ITCC offers its distributors and their dealers is greater than that offered by any single major record label and, in our opinion, more than the total combination of all the majors.

To meet the growing demands of the industry, ITCC moves its executive and sales offices this month to its new location at 663 Fifth Avenue in New York. The latest in IBM and SCM equipment will enable us to meet the demands of this explosive industry. Our accounting, merchandising, advertising and sales staff is being greatly enlarged. Daily meetings are held by our production staff to select new releases for both 8 and 4 track, as ITCC has full rights under its contracts with record companies to release new albums as well as past releases.

Our manufacturing facilities are being greatly expanded to enable ITCC to supply the finest quality as well as the most attractive packaged cartridges in the industry. Our new facilities are expected to give ITCC a production capacity of 1 million 8 and 4 track cartridges each month starting in September.

ITCC is "moving up." If you are a dealer who wants to "move up" in sales and profits with ITCC stereo tape cartridges, pilfer-proof display racks and complete merchandising and advertising, contact your nearest ITCC distributor. If you don't know who it is write us, or, this week only, we will take your "collect" call by phoning Hal Fogelson in New York at (212) 581-1040. Hal will be happy to tell you who to contact.



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TAPE CARtridge

Philips Reveals Tape Cartridge Marketing Program at Meeting

• *Continued from page 1*

Cassette System has also been picked up by other firms—notably Dansette and Elizabethian. Japanese and American manufacturers are also making equipment to the Philips specification.

Sell at \$5.60

The pre-recorded cassettes will sell here at \$5.60 each. This was to be announced to the British trade Tuesday (16), and due to go into the shops Oct. 1, with major consumer advertising

—including TV spots—for both records and the record-playback systems being timed for the middle of the month.

The mono version of the Philips cassette has been selling on the Continent since March 1965.

Introduced in Germany, it was marketed by both Philips and DGG. Holland, Austria and Switzerland followed. In May, factory capacity was large enough to expand to France and Belgium. This summer, Elec-

trola, EMI's German subsidiary, began releases. Barclay, France, also adopted the system.

It was introduced in the U. S. market this summer. The compatible stereo system is expected to be launched internationally this fall.

Quarterly Releases

In Britain, Philips is planning quarterly releases of the pre-recorded cassettes. There will be 26 in the first batch (with EMI planning 20) with the object of having 100 titles available in the first year. At first, all will be tape versions of already released disk LP's.

The cassettes plans were the highlight of the three-day Philips international sales conference. Philips executives from the Baarn, Holland, headquarters and all over Europe attended, as well as delegates from J. H. Otto, Trutone, South Africa, and Irving Green, Mercury president.

With a theme of "marketing

Stereo Tape to Supply Beech

WICHITA, Kan. — Stereo Tape Wholesale Co. has contracted to supply the Beech Aircraft Corp. with 4-track tape CARtridge units and tapes. Charles Sherry, president of Spaceage Enterprises, Inc., the supplier's parent company, said the units were obtained from Sentry Industries. John Reed, Stereo Tape's wholesale representative, is working out details of the cartridge-supply arrangement. Sherry estimated that about 25 units would be installed in Beech's executive models a month.

from strength," plans were revealed for a Philips range of accessories, a big new issue of twin packaging of earlier releases, and a new "song and sounds of the world" series.

A host of British Philips group artists were brought in for performances at various stages of the conference. Among them was Susannah Young, new Philips label signing, who is to get a major build-up this fall.

Word to Distribute Lear 8-Track Units to Dealers

WACO, Tex.—Word Records, one of the leaders in religious records, has a deal to act as distributor for Lear-Jet playback 8-track CARtridge units to the nation's religious music-book-record dealers. The record company displayed the unit at the Christian Booksellers Convention last week in Chicago, said Word president Jarrell McCracken.

The unit and the tape cartridge field created a "very excited response," said McCracken. He said he sold about 50 units for the home, plus 8-10 for automobiles. This, he termed as only "a start." Word, which has only

14 different albums in the cartridge line at present, sold more than 400 of them at the convention; he's starting delivery of these Jan. 1 and said he's considering having another dozen albums available in cartridge by then.

Religious dealers "really got stirred" at the convention about the cartridge field, McCracken said. "They were more responsive than about anything else at the convention and kept coming back to our display booth. They were excited at being in on the ground floor of a new era."

Telephone Dynamics Sets 4-Track CARtridge Unit

NORTH BELLMORE, N. Y.—Telephone Dynamics Corp., producer of 4 and 8-track CARtridges containing blank tape, is set to roll with a 4-track stereo tape player-recorder for automobile and home use. Called the Nassau Mark II, the unit plays, erases and records. Initial output is set for 200.

The cartridge unit is designed for mounting under the dashboard, but can be readily removed for home use. Conversion from the car electric system to the home's 120-volt alternating current is accomplished via a compact power supply accessory. Cost of the player-recorder will be near \$300.

Recordings can be made by a microphone or direct connection with any program source (FM tuner, stereo phonograph, etc.). The compact five-watt unit features automatic cartridge lock, illuminated recording level meters, automatic recorder shut-off at the end of the tape loop.

Telephone Dynamics Corp., founded in 1925, is the fore-runner of the 4-track continuous

tribution services. The resignation is effective Aug. 15. tape cartridge unit. The company had the concept developed in 1961 through the Trans Pacific Electronics Corp. of Japan. Because of the research costs involved, Telephone Dynamics did not follow through. Muntz, Jay Electronics and the other 4-track manufacturers picked up the available research.

The company, essentially a tape processor, buys Fidelipac cartridges and loads them with its own tape. Telephone Dynamics' label, Nassau, is a private branding of Audiotape.

Healthy Sales For 'Dr. Zhivago'

NEW YORK — Sales of MGM Records' soundtrack album of "Doctor Zhivago" have passed the 450,000 mark, label president Mort Nasatir reported last week and the Academy Award-winning score by Maurice Jarre stands to be the largest selling album in the history of the label.

Karshner Label

CLEVELAND—Roger Karshner, co-producer and personal manager of the Outsiders of Capitol Records, launched his own label last week—Round Records. Partner in the new venture is Anthony Nuccio. Karshner had been with Capitol more than 13 years before leaving to form the new label and Floodtide Productions, the parent firm. First release is the Capes of Good Hope with "Shades," out this week. Address of the new label is 1204 Superior Building.

Ampex Division Mgr. Resigns

CHICAGO — Pete Laramer, operations manager for the Ampex Stereo Tape division of Ampex Corp., has resigned. He disclosed that he will move to the McCulloch Corp. in California, a gasoline power equipment manufacturer, to helm their sales operation on a national basis. He had been with the company for some eight years. His replacement will be Donald Hall, former manager of dis-

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WEEK OF AUGUST 20, 1966

POSITION & TITLE	ARTIST	LABEL	MUNTZ CAT. NO.
78 RING-A-DING DING	Frank Sinatra	Reprise	10-100A
22 SINATRA SWINGS	Frank Sinatra	Reprise	10-101A
80 ALL ALONE	Frank Sinatra	Reprise	10-103A
103 SINATRA-BASIE	Frank Sinatra & Count Basie	Reprise	10-104A
60 THE CONCERT SINATRA	Frank Sinatra	Reprise	10-105A
44 WHAT KIND OF FOOL AM I?	Sammy Davis Jr.	Reprise	10-110A
14 TRINI LOPEZ AT P. J.'s	Trini Lopez	Reprise	10-117A
34 SINATRA'S SINATRA	Frank Sinatra	Reprise	10-132A
93 DINO LATINO	Dean Martin	Reprise	10-133A
46 MORE TRINI LOPEZ AT P. J.'s	Trini Lopez	Reprise	10-134A
6 DAYS OF WINE AND ROSES—MOON RIVER—AND OTHER ACADEMY AWARD WINNERS	Frank Sinatra	Reprise	10-153A
45 BACK ON THE SCENE—ROSKO'S EVERGREENS	Various Artists	W-B	10-177A
96 DREAM WITH DEAN	Dean Martin	Reprise	10-196A
52 THE LATIN ALBUM	Trini Lopez	Reprise	10-199A
5 EVERYBODY LOVES SOMEBODY	Dean Martin	Reprise	10-200A
68 IT MIGHT AS WELL BE SWING	Frank Sinatra & Count Basie	Reprise	10-201A
59 SOFTLY, AS I LEAVE YOU	Frank Sinatra	Reprise	10-213A
85 THE FOLK ALBUM	Trini Lopez	Reprise	10-215A
65 THE DOOR IS STILL OPEN TO MY HEART	Dean Martin	Reprise	10-232A
36 DEAN MARTIN HITS AGAIN	Dean Martin	Reprise	10-233A
26 RAY CHARLES' GREATEST HITS	Ray Charles	ABC	10-234A
28 DOWNTOWN	Petula Clark	W-B	10-246A
40 I KNOW A PLACE	Petula Clark	W-B	10-247A
71 SINATRA '65	Frank Sinatra	Reprise	10-268A
41 SEPTEMBER OF MY YEARS	Frank Sinatra	Reprise	10-287A
49 (REMEMBER ME) I'M THE ONE WHO LOVES YOU	Dean Martin	Reprise	10-288A
30 HOUSTON	Dean Martin	Reprise	10-340A
11 ROY ORBISON'S GREATEST HITS	Roy Orbison	Monument	10-361A
3 BOOTS	Nancy Sinatra	Reprise	10-366A
84 MOONLIGHT SINATRA	Frank Sinatra	Reprise	10-369A
33 MY LOVE	Petula Clark	W-B	10-371A
91 "THE SILENCERS"	Dean Martin	Reprise	10-372A
18 SOMEWHERE THERE'S A SOMEONE	Dean Martin	Reprise	10-376A
69 CRYING TIME	Ray Charles	ABC	10-379A
75 TRINI	Trini Lopez	Reprise	10-381A
51 HOW DOES THAT GRAB YOU?	Nancy Sinatra	Reprise	10-418A
2 STRANGERS IN THE NIGHT	Frank Sinatra	Reprise	10-427A
99 PERVERSIVE PERCUSSION	Percussion Stars	Echo	E14-105C
86 YELLOW BIRD	Arthur Lyman	Life	14-123B
53 PERSUASIVE PERCUSSION	Enoch Light	Command	14-154A
56 MOON RIVER	Lawrence Welk	Dot	14-260A
105 BILLY VAUGHN PLAYS THE MILLION SELLERS	Billy Vaughn	Dot	14-269A
16 THEME FROM A SUMMER PLACE	Billy Vaughn	Dot	14-275A
97 ORANGE BLOSSOM SPECIAL AND WHEELS	Billy Vaughn	Dot	14-286A
94 MICHELLE	Billy Vaughn	Dot	14-415A
43 YAKETY SAX	Boots Randolph	Monument	14-418A
92 MUSIC MADE FAMOUS BY GLENN MILLER	Silver Jubilee Album	W-B	18-111A
23 PIPELINE	The Chantays	Dot	21-117A
83 TORQUAY	The Fireballs	Dot	21-118A
7 WIPE OUT AND SURFER JOE	The Surfaris	Dot	21-120A
50 YOU REALLY GOT ME	The Kinks	Reprise	21-143A
61 LIVE! THE IKE & TINA TURNER SHOW	Ike & Tina Turner	W-B	21-147A
24 THE IMPRESSIONS' GREATEST HITS	The Impressions	ABC	21-155A

POSITION & TITLE	ARTIST	LABEL	MUNTZ CAT. NO.
54 PEOPLE GET READY	The Impressions	ABC	21-156A
39 KEEP ON PUSHING	The Impressions	ABC	21-158A
58 KINKS-SIZE	The Kinks	Reprise	21-161A
20 THIS IS NEW	The Righteous Bros.	Moonglow	21-177A
9 RIGHT NOW!	The Righteous Bros.	Moonglow	21-178A
19 SOME BLUE-EYED SOUL	The Righteous Bros.	Moonglow	21-179A
29 WOOLY BULLY	Sam The Sham & The Pharaohs	MGM	21-186A
12 LOOK AT US	Sonny & Cher	Atco	21-203A
88 I'M A FOOL	Dino, Desi & Billy	Reprise	21-205A
74 OLDIES BY THE DOZEN	Various Artists	Parkway	21-224A
72 UNDER THE BOARDWALK	The Drifters	Atlantic	21-225A
82 THE BEST OF THE DRIFTERS—UP ON THE ROOF	The Drifters	Atlantic	21-227A
42 BABY DON'T GO	Sonny & Cher	Reprise	21-230A
37 FOLK ROCK HITS	Billy Strange	Crescendo	21-239B
63 KINKDOM	The Kinks	Reprise	21-240A
15 JUST ONCE IN MY LIFE	The Righteous Bros.	Philles	21-242A
4 YOU'VE LOST THAT LOVIN' FEELIN'	The Righteous Bros.	Philles	21-244A
31 BACK TO BACK	The Righteous Bros.	Philles	21-269A
1 IF YOU CAN BELIEVE YOUR EYES AND EARS	The Mamas and The Papas	Dunhill	21-270A
70 THE KINK KONTROVERSY	The Kinks	Reprise	21-273A
66 SOLID GOLD SOUL	Various Artists	Atlantic	21-284A
100 LLOYD THAXTON GOES SURFING WITH THE CHALLENGERS	The Challengers	Vault	21-289B
48 THE GOLDEN HITS OF THE EVERLY BROTHERS	The Everly Bros.	W-B	21-295A
17 SOUL & INSPIRATION	The Righteous Bros.	Verve	21-298A
38 THE WONDROUS WORLD OF SONNY & CHER	Sonny & Cher	Atco	21-299A
79 THE BEST OF THE EVERLY BROTHERS	The Everly Bros.	W-B	21-305A
21 THE SOUL ALBUM	Otis Redding	Volt	21-331A
77 CHUCK BERRY'S GREATEST HITS	Chuck Berry	Chess	21-342A
13 THE BEST OF THE RIGHTEOUS BROTHERS	The Righteous Bros.	Moonglow	21-343A
73 SPANISH GREASE	Willie Bobo	Verve	26-249A
89 BUMPIN'	Wes Montgomery	Verve	26-250A
87 GOIN' OUT OF MY HEAD	Wes Montgomery	Verve	26-251A
10 GOT MY MOJO WORKIN'	Jimmy Smith	Verve	26-252A
90 THE CAT	Jimmy Smith	Verve	26-279A
32 HANG ON RAMSEY!	Ramsey Lewis Trio	Cadet	26-307A
25 THE IN CROWD	Ramsey Lewis Trio	Cadet	26-308A
57 OTIS REDDING SINGS SOUL	Otis Redding	Volt	29-115A
101 WHEN A MAN LOVES A WOMAN	Percy Sledge	Atlantic	29-122A
64 THE SOUND OF MUSIC	The Trapp Family Singers & Chorus	W-B	42-109A
55 THE VERY BEST OF HANK WILLIAMS	Hank Williams	MGM	54-171A
35 MODERN SOUNDS IN COUNTRY & WESTERN MUSIC	Ray Charles	ABC	54-213A
8 PETER, PAUL AND MARY	Peter, Paul & Mary	W-B	56-108A
76 MOVING	Peter, Paul & Mary	W-B	56-109A
27 IN THE WIND	Peter, Paul & Mary	W-B	56-110A
81 A SONG WILL RISE	Peter, Paul & Mary	W-B	56-158A
47 SEE WHAT TOMORROW BRINGS	Peter, Paul & Mary	W-B	56-169A
98 RECORDAR ES VIVIR	La Sonora Veracruzana	Coro	68-106B
95 FIESTA EN EL TROPICO	Various Artists	Coro	68-114B
104 CANCIONES DEL RECUERDO	Trio Los Soberanos	Coro	68-115B
62 BILL COSBY IS A VERY FUNNY FELLOW RIGHT!	Bill Cosby	W-B	72-110A
102 I STARTED OUT AS A CHILD	Bill Cosby	W-B	72-116A
67 WHY IS THERE AIR?	Bill Cosby	W-B	72-120A

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TAPE CARTRIDGE

NEW ALBUM RELEASES

• Continued from page 64

DEUTSCHE GRAMMOPHON

BARTOK: CONCERTO FOR ORCH.—Berlin Philharmonia (Karajan); SLP 139 0003
FRITZ WUNDERLICH—Beethoven, Schubert and Schumann; SLP 139 125
CHOPIN: NOCTURNES NR 1-10—Tamas Vasary; SLP 136 486
DONIZETTE: IL CAMPANELLO—Various Artists; SLP 139 123
HENZE: 5 SYMPHONIES—Berliner Philharmoniker (Henze); SLP 139 203/204

DOT

TERRY GIBBS—Reza; DLP 3726, DLP 25726
HARRY JAMES & HIS WESTERN FRIENDS; DLP 3735, DLP 25735
BILL KENNY—Remember Me; DLP 3738, DLP 25738
MISS PERRI LEE at the Parisian Room; DLP 3729, DLP 25729
JIMMY NEWMAN—Country Crossroads; DLP 3736, DLP 25736
SIX FAT DUTCHMEN on Tour; DLP 3734, DLP 25734
VARIOUS ARTISTS—Great Country Music Vol. 1; DLP 3732, DLP 25732
VARIOUS ARTIST—Great Country Music Vol. 2; DLP 3733, DLP 25733
JIMMY WAKELY—Slippin' Around; DLP 3711, DLP 25711
MAC WISEMAN—Bluegrass; DLP 3731, DLP 25731

DUNHILL

THE BRASS RING—Lara's Theme; D 50012
THE GRASS ROOTS—Where Were You When I Needed You; D 50011
THE MAMA'S & PAPA'S—Crashon Screamon All Fall Down; D 50010

FIESTA

BALOGH ISTVAN ES CIGANYZENEKARA—Budapesti Emlekek; FLP 1446, FLPS 1446
PEDER ALHAUG—Norwegian Hymns; FLP 1450
HUGO BLANCO—Tropicana; FLP 1451, FLPS 1451
VARIOUS ARTISTS—Mein Schones Switzerland; FLP 1452
VARIOUS ARTISTS—Wunsch Konzert; FLP 1453
MARIA & MARGO HELLWIG & THE CHIEMGAUER JODLER-DUO—Heimatabend; FLP 1454
ORLANDO MARIN & ORCH.—Esta En Algo; FLP 1456
JAPANESE; FLP 1457
LEO ACOSTA & ORCH.—Cumbias Y Piropos; FLP 1458
RUDI KNABL—Frohliche Zitherklänge; FLP 1459, FLPS 1459

HICKORY

The Very Best of B. J. THOMAS; LPM 133

IMPULSE

JOHN COLTRANE—Meditations; A 9110

CHICO HAMILTON—The Further Adventures of El Chico; A 9114
GARY MCFARLAND—Profiles; A 9112
SONNY ROLLINS & OLIVER NELSON—Alfie; A 9111
BENNY CARTER—Additions to Further Definitions; A 9116
YUSEF LATEEF—A Flat, G Flat and C; A 9117
SHIRLEY SCOTT—Roll Em'; A 9119
GARY MCFARLAND & GABOR SZABO—Simpatico; A 9122

JEWEL

REV. O. L. HOLIDAY—How Sweet It Is; LP 0003
REV. DAVID ROBINSON—Search for Paradise/Letter From God; LP 0004

LONDON

BACH: THE ART OF THE FUGUE—Stuttgart Chamber Orch (Munchinger); CSA 2215
BARTOK: BLUEBEARD'S CASTLE—London Symphony Orch. (Kertesz); A 4158, OSA 1158
COPLAND: MUSIC FOR A GREAT CITY—London Symphony Orch. (Copland); 32 11 0001, 32 11 0002(S)
COUNTY SINGERS—Favorite Songs of Ireland; TW 91414, SW 99414(S)
DYORAK: SYMPHONY NO. 4 IN G MAJOR OP 33—Vienna Philharmonic Orch. (Von Karajan); CM 9443, CS 6443
Gypsy Mass; GHS 56005
GUSTAV KNEIP PRCH & CHORUS—Favorite German Evergreens; TW 91402, SW 99402
LOCH CHORUS—Favorite Songs of Scotland; TW 91413, SW 99413
BURLEWSKI, KRAKOWSKI, KWISTKOWSKI ORCH.—Popular Music From Poland; TW 91409, SW 99409
SCHUMANN: FANTASIA IN C MAJOR OP 17—Vladimir Ashkenazy; CM 9471, CS 6471
CATERINA VALENTE—The Intimate Valente; LL 3473, PS 473

BLACK WATCH—War Pipe and Plaid; TW 91407, SW 99407
The Return of DAVID WHITFIELD; LL 3477, PS 477

MGM

CONNIE FRANCIS—Movie Greats of the '60's; E 4382, SE 4382

MONUMENT

DON CHERRY—Smashes; MLP 8049, SLP 16049
DON RENO—A Song for Everyone; MLP 8048, SLP 18048

MOVIETONE

DON CORNELL—I Wish You Love; 71013
COSTA COSTAS AND HIS ORCH.—More of "Zorba" and Other Greek Dances; 71014
JOHNNY DESMOND—On Location; 71011
SHIRLEY TEMPLE—Curtain Call; 71012
MARY WELLS—Ooh!; 71010

PHILIPS

BOBBY HEBB—Sunny; PHM 200-212, PHS 600-212

POWER

SEBASTIAN Sings Enchanting Italian Melodies; SLP 1327

SING

CONNOR HALL—He Touched Me; LP 602

TANGERINE

JOHN ANDERSON—Time Will Tell; TRC 1506

20th CENTURY-FOX

SOUNDTRACK—Modesty Blaise; TFM 4182
SOUNDTRACK—How To Steal a Million; 4183
SOUNDTRACK—The Bible; 4184

UNITED ARTISTS

AL CAIOLA—Caiola Romantico; UAL 3527, UAS 6527
PATTY DUKE'S Greatest Hits; UAL 3535, UAS 6535
FERRANTE & TEICHER—You Asked for It!; UAL 3526, UAS 6526
JAY & THE AMERICANS—Livin' Above Your Head; UAL 3534, UAS 6534
GEORGE JONES Golden Hits; UAL 3532, UAS 6532
Introducing JAYE KENNEDY; UAL 3542, UAS 6542
BOBBY LEWIS—Little Man With the Big Heart; UAL 3499, UAS 6499
DEL REEVES—Gettin' Any Feed for Your Chickens; UAL 3530, UAS 6530
JIMMY ROSSELLI—The Latin Album; UAL 3544, UAS 6544
JIMMY ROSELLI—Right From the Heart; UAL 3529, UAS 6529
VARIOUS ARTISTS—Music To Read James Bond By Vol. Two; UAL 3541, UAS 6541

VERVE

KAI WINDING—Dirty Dog; V 8661, V6-8661

WING

REX ALLEN Sings and Tells Tales; MGW 12324, SRW 16324
ROY DRUSKY—Songs of the Cities; MGW 12326, SRW 16326
Original Greatest Hits of the Great Country & Western Stars; MGW 12325, SRW 16325
STANLEY BROTHERS—Hard Times; MGW 12327, SRW 16327

WORLD SERIES

BACH: BRANDENBURG CONCERTO NOS. 2 & 3—Netherlands Chamber Orch. (Goldberg); PHC 9027
BACH: BRANDENBURG CONCERTO NOS. 5 & 6—Netherlands Chamber Orch. (Goldberg); PHC 9028
BARTOK SONATA NO. 2 FOR VIOLIN & PIANO—Rafael Drujan/John Simms; PHC 9019
BEETHOVEN: PIANO SONATAS—Clara Haskil; PHC 9001
BEETHOVEN: SEPTET IN E FLAT OPUS 20—Soloists of the Gewandhaus (Leipzig); PHC 9013
Classical Harp Concertos—Annie Challan/Chamber Orch. (Couraud); PHC 9020
MARCEL DUPRE—Bach Chorale Preludes; PHC 9017
DYORAK: SYMPHONY NO. 6 IN D, OP 60—London Symphony Orch. (Rowicki); PHC 9008
GEMINIANI: CONCERTI GROSSI OP 7-1—Musici; PHC 9010
IVES: SONATA NO. 1 FOR VIOLIN AND PIANO—Rafael Drujan/John Simms; PHC 9018
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MOZART: BASTIEN UND BASTIENNE—Vienna Symphony (Pritchard); PHC 9024
Four Rococo Quartets—Oistersek String Quartet; PHC 9026
RAMEAU: BALLET SUITE FROM "CASTOR ET POLLUX"—London Symphony Orch. (Mackerras); PHC 9002
SCHUBERT: GUITAR QUARTET D. 96—Various Artists; PHC 9025
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ZONDERVAN

EMYR W. DAVIES—Relax and Sing Along; ZLP 696
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A 41% Sales Hike For Audio Devices

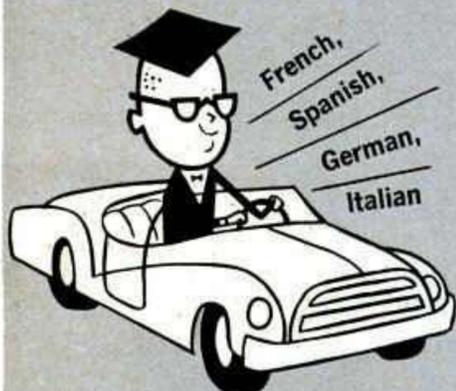
NEW YORK—Audio Devices, Inc., manufacturers of magnetic tapes, reports a 41 per cent increase in sales for the first six months of the year. Operating net income in the half rose 30 per cent to \$509,829, while sales increased to \$7,886,901.

"The major contribution to the increased sales and earnings was made by the company's regular tape products," William T. Hack, president, said. "The stereo tape CARtridge business is now on a profitable basis and the growth of that market should be reflected in increased sales and earnings in the second half of the year."

Recoton Offering Kit for Players

NEW YORK—A new maintenance kit for tape CARtridge players is being marketed by Recoton Corp., a manufacturer of phonograph needles and accessories. The kit contains head cleaner, lubricant and a special applicator brush which permits easy access into the cartridge unit. The package, known as the Recoton Auto Tape System Maintenance Kit, may be used for all 4 and 8-track units. Suggested retail price is \$3.95.

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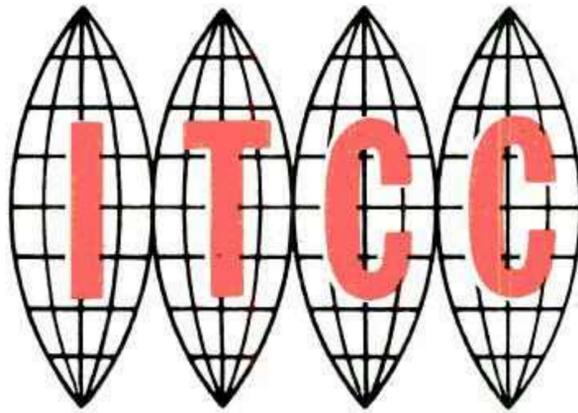
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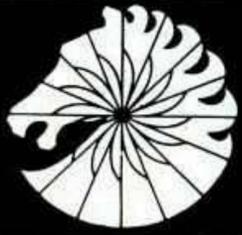
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RECORDS

TAPE CARTRIDGE

Mercury's 4-Color Releases Are Cut

CHICAGO—Mercury Record Corp. joined the four-color tape cartridge packaging parade last week with the release of 18 more Stereo 8 albums.

Mercury has released 68 Stereo 8 albums. The company has also released 44 albums in Fidelipac cartridges and 50 titles in "cassette" type cartridges of the Philips type.

White Whale Has A Whopper Year

LOS ANGELES — White Whale Records, which ends its first fiscal year Aug. 30, estimates gross sales will hit \$750,000, according to co-owner Ted Feigin. During its infant period, the label released 11 singles and two albums, with five singles and the two LP's making the charts.

WW's leading acts has been the Turtles, which accounted for four of the chart singles and both albums. Following the development of the Turtles by Feigin and his partner, Lee Lasseff, both former promotion men, the duo signed Lyme Cybelle, the Everypresent Fullness and the Drongs, all unknown commodities.

Now in a move to acquire an already established act, the duo has obtained April Stevens and her brother Nino Tempo.

The record label's publishing arm, Ishmael Music, which has heretofore been a clearing house for WW's own material, is due for greater emphasis, with songs written by house acts placed with other performers. Feigin says the concept is for a family-type operation with the artists writing songs for each other.

Feigin scores the policy of tossing out releases with the hope that one becomes a hit. "The business should be more scientific than helter-skelter tossing out releases."

Singularly important in the company's hit streak during its first year was the relationship between Feigin-Lasseff and their distributors. Feigin points to their promotion experience and the ability to talk the same language with distributors. "We're off the street," he said "and it's not been like a guy in an ivory tower calling."

Each package for the new Stereo-8 release will carry a full-color reduction of the album liner on the front and notes on the back.

In the release are "Still More Genius of Jankowski" (MC8-61076); "Tender Is the Night," Johnny Mathis (MC8-60890); "Unforgettable," Dinah Washington (MC8-60232); "Aesop's Fables," Smothers Brothers (MC8-60989); "Oscar Peterson Trio Plus One Clark Terry" (MC8-60975); "The Magnificent Miriam Makeba" (MC8-61082); "The New Scene," Sarah Vaughan (MC8-61079); "Champagne, Roses and Bonbons," Minneapolis Symphony, Philharmonia Hungarica, Antal Dorati (MC8-90444), all on the Mercury label.

Philips releases include "Serendipity Singers Sing of Love, Lies and Flying Festoons" (PC8-600-190); "Wild Is the Wind," Nina Simone (PC8 600-207); "The Brazilian Scene," Luiz Bonfá (PC8 600-208); "You Don't Have to Say You Love Me," Dusty Springfield (PC8 600-210). Smash offerings are "Double Shot of My Baby's Love," the Swingin' Medallions (SC8-67083); "Grits and Soul," James Brown (SC8-67057); "Golden Hits," Roger Miller (SC8-67073). On Fontana: "A Groovy Kind of Love," the Mindbenders (FC8-67554); "Black Orpheus," Soundtrack (FC8-67520).

Gerry Mulligan's "Feelin' Good" (LC8-86030) was released on Limelight.

Accessory Items Are Developed

LOS ANGELES—Two newly developed tape CARtridge accessory items from two Coast companies are a car headrest with speaker inserts from Muntz Stereo-Pak and dust clips from Capitol Records.

The Muntz unit which is built by an L.A. headrest supplier, will sell for \$14.95 and eliminates cutting speaker holes in doors. The dust clips (three to a package for 29 cents) snap on the end of an 8-track cartridge and protects the tape from dirt and grease. The clip was designed by Oris Beucler, special products manager.



BRENDA LEE holds an umbrella while singing during a rainstorm at the Bluegrass Fair in Lexington, Ky. Accompanying her are the Casuals in a concert that drew more than 12,000 in a covered grandstand. The appearance was the first for Miss Lee after a one-month performing absence because of an ear infection suffered while entertaining servicemen in Okinawa.

ADVERTISEMENT

TAPE CARTRIDGE TIPS

by Larry Finley

In last week's column we announced ITCC's production plans whereby, starting in September, our facilities will be producing 1 MILLION 4 and 8 track cartridges monthly. As astronomical as this figure may seem, because of the tremendous strength of the ITCC catalog with its 65 labels, this amount does not appear to be sufficient to meet the demands of the ITCC distributors and dealers.

With the announcement of the 1967 model automobiles by Ford, Chrysler-Mopar and General Motors, the advertising saturation campaigns by these companies will have a tremendous impact upon the American public insofar as the stereo tape cartridge is concerned.

In addition to these three giants of the automotive industry, our good competitors, RCA, Capitol and Columbia, will unleash their own campaigns with home stereo tape decks. Other giants, such as Lear, Philco, General Electric, Motorola, Packard Bell, Arvin, Olympic, Symphonic and Roberts, will also be advertising and offering home stereo tape decks which will add a sales potential of many additional millions of cartridges.

According to Dave Nager, of Automatic Radio, Boston, he has already sold many thousands of 4 and 8-track tape decks for fall delivery. We also know that tremendous orders have been written by Taiiko, A.R.C., Belmar, Borg Warner, S.J.B., Tenna, Muntz and Telepro. In addition, thousands of private label sets have been ordered by Sears, Roebuck & Co., Montgomery Ward and others.

With the national exposure of this exciting concept, the public acceptance is expected to be such that all of the combined producers of stereo tape cartridges will not be able to supply the demand.

To be assured of ample inventories, smart dealers are now placing orders with their distributors for ITCC tapes so that, when these advertising campaigns "break," they will have stock to supply the need.

If you are a dealer who would like the name of your nearest ITCC distributor please let us hear from you.



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PRODUCT TRENDS

Strong Radio Sales Help Record Dealers

CHICAGO — What is inexpensive, easy to stock, easy to sell and a natural tie-in with a phonograph record store? The answer, for the past several years, has been radio.

Radio receiver sales, stimulated in recent years by the emergence of "format" radio stations which aim for a specific group of listeners — teen-agers, classical music aficionados, jazz buff, sports fans and so on — have been getting better and better.

Since 1960 radio sales have more than doubled in this country. Total units sold in 1964 added up to 25 million. This figure increased to 34 million units last year and will go over 36 million this year.

The FM radio, resurging with the increasing number of FM stations and improved FM station programming, has had the fastest rate of sales growth in the industry.

Portables

The portable radio, a hit with adults as well as teen-agers, was first stimulated into a high volume item by inexpensive imports, and now accounts for over one third of the sales in the radio market. Table, clock and auto radios are other significant elements in the receiver field.

According to record dealers, the types of radios having the best chance of selling to many photograph record customers

are: (1) the under \$10 AM portable "teen" radio; (2) the AM-FM portable selling in the \$25 to \$40 range; (3) the FM table radio selling between \$40 and \$80.

Henry Lishon, who owns a pair of record stores in the Chicago area, summed up the teenage radio market with the remark that: "all they are interested in is: how cheap is it? and is it small enough to put in my pocket?" Lishon added that his best seller is a \$9.88 AM portable.

Mrs. Havill, owner of Havill's in Chicago, told Billboard that "the compact AM portables are still selling, but that the market is saturated and not profitable enough any more. The best thing to carry now, and our biggest volume radio item, is the portable battery-operated AM-FM radio. Sony introduced this type a few years ago and several other companies have followed suit. Now there is a good variety of this merchandise and the consumer demand is very high."

Ignore Price

Both Mrs. Havill and Aaron Rose, co-owner of Chicago's Rose Record Stores, along with several Midwest distributors and manufacturer's representatives, said that customers are seeking quality and ignoring price in the FM line. "Surprisingly enough," said Mrs. Stavill, "the greater volume of FM sales are in the higher price units. Customers like to have good sound and are willing to spend between \$50 and \$80 to get it."

"Forty to \$60 models in FM sell very well," said Rose. "The buyers include young people such as kids just going to college. It is surprising how many of them like classical music."

Although many of the radio products now sold are made in Japan—including several U.S. "name" brand items—because of lower labor costs, local manufacturers are looking at new, less expensive, miniaturized circuitry as a way of getting back into price competition with the Japanese.

MODEL FORM TO APPEAR NEXT WEEK

CHICAGO — Fred Sipiora, owner of Singer One-Stop here, has been preparing, with the assistance of several dealers, a simplified inventory and "radio reporting" chart for a record store. The chart, currently undergoing final modifications, will be reprinted in next week's issue of Billboard.

Record Buying Group To Provide Players

WAUSAU, Wis. — BMI Music Distributors, formerly a local one-stop, and now the key in a record dealer buying group, told Billboard last week that it will soon serve as a buying center for phonograph players also.

The group, headed by Robert Peyovich who owns BMI, is composed of 15 retailers in the Wausau areas. Members can purchase singles for 50 cents each and LP's for \$2.

Peyovich told Billboard that he has made large-scale purchase agreements with a Cleveland wholesaler and a Chicago record merchandiser to obtain all of his records.

"We have to buy carefully," he said, "because we have no return privileges and could possibly get hurt badly. The advantages of this kind of arrangement far outweigh the disadvantages, however. Since we started the buying group this past April we have had very good success. Recently we have been receiving

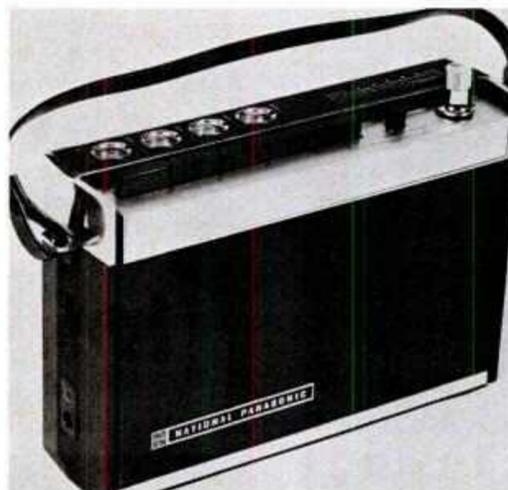
feelers from several other retail outlets who are interested in joining us."

Peyovich, who is also president of Music Vendo Corp., said he has two types of arrangements with retailers in the buying group. "There are record stores and small department stores in our group. The department stores buy their LP's from us but we install a vending machine to handle the singles—similar to a rack but with the pilferage problem eliminated. The record stores, on the other hand, may lease the vendor from us and stock their own selection of singles. To assist them, we provide a combination Top 30 selection and inventory control sheet."

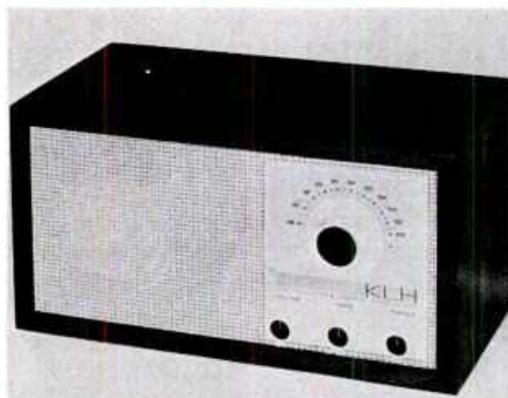
The vending machines, said Peyovich, carry 50 different records and can be filled with as many as 15 of each.

The buying group's current effort to expand into phono-

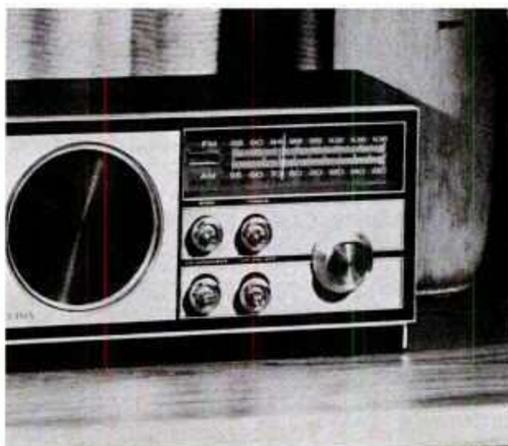
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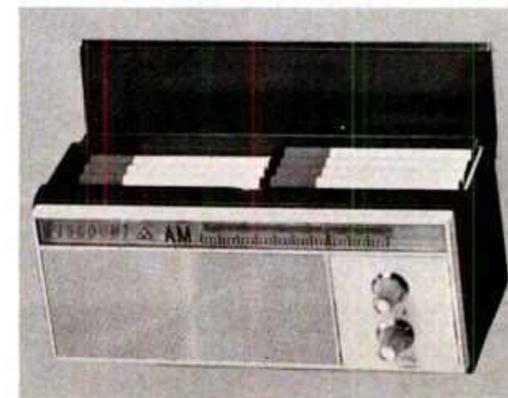
MEMORY TUNING is chief feature of this Panasonic R-1500 AM portable radio. The electronic "memory" makes possible the pre-selection of any five favored stations, and the tuning in of any of them instantly and precisely. Unit is retail priced at \$39.95.



NEW FM RADIO of relatively low price but high performance is this KLM Model Twenty-One. The heart of the unit is a miniature loudspeaker which has an exceptionally fine magnet-power-to-cone-weight ratio. The Model Twenty-One is powered by a solid-state amplifier, contains two output jacks for external speakers and another jack that can be used for tape recording or feeding into another sound system. The unit lists at \$79.95; optional extension speaker sells for \$24.95.



HIGH FIDELITY RADIO from Sylvania, incorporating a new concept of air suspension speakers, promises the high fidelity sound quality of a much larger instrument. The Model RM300 shown above is an AM/FM unit which lists for \$129.95.



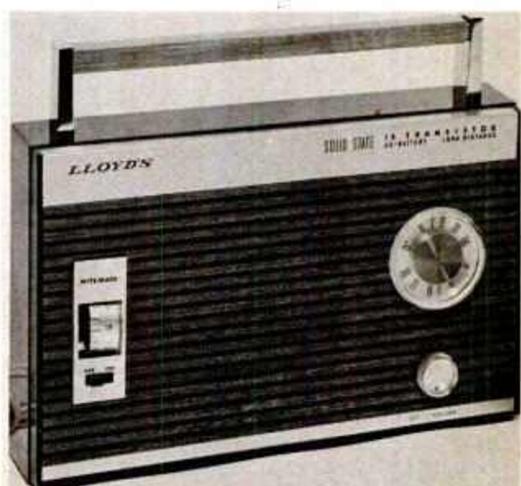
MINIATURE TABLE RADIO, the Viscount 825, is an eight-transistor, battery-operated, AC-adaptable AM unit which has a cigaret tray compartment on top. Radio sells for about \$20.



SYMBOLIZING THE CURRENT state of the radio receiver business are compacts similar in appearance to this Bulova Skylark. This model, retailing at \$29.95, is a battery-operated combination AM-FM unit—a step-up from the popular AM models.



VEST POCKET AM RADIO, Zenith's new Royal 20-G, exemplifies miniaturization trend by many portable radio manufacturers. This AM unit, about the size of a regular size cigaret is an eight-transistor model list priced at \$19.95.



LLOYD'S NEW MODEL 7S42, portable AM radio, operates on either battery or AC current. Unit is one of several Lloyd's models featuring the electronic "Nitemate" device which allows automatic shut off after 10 to 30 minutes. The 7S42 lists for \$29.95.

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RADIO RECEIVERS, best sellers of the home electronics industry, were one of the chief attractions at recent N.A.M.M. Music Show. Here, buyer and young visitors view products exhibited in the Electro-Brand booth.

New All-Wave Portable Unit From Japan

TOKYO — The Matsushita Electric Industrial Co. of Japan last week announced the introduction of an all-wave portable radio which will retail for approximately \$300.

The unit, Model RF-5000, will be handled in the United States by Matsushita Electric Corp. of America. The firm's spokesman said the radio has 20 transistors, receives 8 short-wave bands, long-wave, medium wave as well as FM broadcasts. It is powered by seven dry cell batteries.

Record Buyers

• Continued from page 71

graph players, said Peyovich, is close to completion. "This will enable our dealers to compete on a fairly even footing with some of the chain stores who can afford a smaller profit margin because of their high volume capabilities," he said.



GIANT TEEN FAIR held recently in Chicago's McCormick Place gave chance for many merchants to show their wares to the thousands of youngsters that flocked through the gates. Centerpiece and main attraction of the show was, of course, big beat music both live and (above) on records.

EIA OFFERS YEARBOOK

WASHINGTON—The Electronic Industries Association recently issued its Yearbook, an informative reference to the economic state of all product segments of the electronic industry.

The publication, containing 83 pages, 73 statistical tables and 14 graphs, sells for \$4 per copy.

Ramot Formed

NEW YORK—Ramot Enterprises, Inc., an independent record production and talent management firm, has been formed by Tom DeCillis, Ed Leipzig, Duke Anderson and Pearl Paul. Ramot's first production is Bobby Lee's "I Was Born a Loser" on Sue Records. Ramot also acquired Ramblin Music (BMI) and had an exhibit and suite at the NARA convention held Aug. 11-14. Upcoming releases for Ramot and Ramblin are by Billie and Lillie on Cameo-Parkway, the Cinderellas, and a Bobby Lee follow-up.



IS THIS YOUR MARKET? Teens—trade trend-spotters declare—are a vast, untapped bulk vending market. Youngsters pictured here are waiting for their favorite rock and roll group to take the stage at recent Teenage World Show in Chicago.

Tapping the Teen Market

CHICAGO — Bulk vendors would like to hang on to kiddie buyers who graduate to their teens. For obvious reasons:

- There are nearly 20 million of them (our biggest age group).
- They spend nearly \$30 billion annually.
- Their average allowance is about \$5 weekly.
- There is no dispute in the business about the size and profit potential of the teen market. But there is some difference of opinion as to how effectively bulk vendors are reaching teens now and what means, machines and merchandise should be employed to move more actively into the market.

Disagreement arises at such points as, degree of present capitalization on teen customers, types of machines, pricing best suited, the right kind of merchandise, top locations, merchandising methods and the market potential. We'll take these points one by one.

How are vendors doing in the teen market? Karl Guggenheim's Bob Gruggenheim, who has become the industry's foremost student of the teen trends, feels the territory is largely unexplored.

"The teen-age market is virtually untapped," he said recently to Billboard's Hank Fox. "Most of the machines' contents are oriented to the 4-to-10-year-olds. Teen-agers stay away from them because there is nothing inside that appeals to them."

Others do not totally agree that the market is "virtually untapped." Chicago's Tom King estimates, with little hesitation, that many vendors are realizing 35 per cent of their income from buyers in the 13-to-16-year-old bracket.

Kansas City's Bernie Bitterman goes higher with his estimate: "About 50 per cent of the vendor's earnings today are from the 13-15-year-old group," he said.

These observers suggest that the new emphasis on teen items from manufacturers will sharpen teen-age demand. They commented that the Batman craze lapped over into the teen-age area in a big way.

What machines suit the teen market? Guggenheim feels that the operator should go with his existing machines in the teen market, merely "gearing his machines to the new market." In this way, he says, the operator can avoid tying his cash up in new machines.

King insists, however, that, "We need all types of machines. There is a buyer for each type. Bob Guggenheim will be the first to tell you that teens are 25 and 50-cent buyers today.

"And there's another point to remember. If 25 and 50-cent machines were duds, Canteen wouldn't be the success it is today."

Observed Bitterman: "The 10-cent machine is the ideal teen machine. The quarter is still too steep for him—at least in the area of novelty purchases. Moreover, it is in the area of dime merchandise that the operator gets his best mark-up."

Which leads us to . . . **What is the best teen merchandise?** The year 1966 has been the year of Batman items and Go-Go rings. Both, in significant departure from the past, are heavily teen-oriented items. Most observers agree that in the

past the supply of teen-type charm items has been sparse.

"The signs of supplier interest in the teen market may mean a significant breakthrough to new profits for us," one operator remarked at the National Vendors Association convention in the spring.

Guggenheim has declared that teen merchandise must be quality merchandise. "The teen-ager is a sophisticated buyer. Junky imitations and shoddy knock-offs are not for this market," he said.

With the supply of quality merchandise in categories from a dime through 50 cents yet reported sparse, distributors have been beating the bushes looking for items to meet the demand. "We're haunting the value shows," a major distributor told Billboard.

Indications are that the big suppliers are now beginning to catch up, and operators are going to buy, they say, if . . . That "if" is this: the merchandise—be it dime, quarter or half dollar—must afford them the right profit. They feel their mark-up on such merchandise is not presently favorable.

As to types of merchandise, it is generally agreed that as with the kids the teens have their own fads. Right now Guggenheim is putting out decals in line with the teen craze to decorate fingernails, toes, elbows, etc. (An offshoot of this craze now is a black eye patch daubed with weird designs). Guggenheim explains that though the item capi-

talizes on a teen fad, it must be "brought down to a price all can afford."

The trade well remembers the advent of Beatle buttons. This merchandise proved relatively profitable. Merchandise inspired by other rock and roll acts has had little success in the market. I might well be that the appearance of the "nubile" rock and roll fan (sub-teen and low-teen) will create a revived demand for teen act merchandise.

What are the top teen locations? The best location's for machines vending teen-oriented merchandise are listed by many vendors—not necessarily in this order—as:

1. Chain and dime stores.
2. Supermarkets
3. Turnpike stops
4. YMCA's
5. Neighborhood teen hang-

(Continued on page 74)

NAMA Launches Drive

CHICAGO — "I can think of no better occasion to attract and sell new members than the completion of NAMA's 30 years of

service to the entire vending industry," said J. Richard Howard is announcing the National Automatic Merchandising Association's anniversary-linked membership drive last week.

To be handled via direct mail and member contact, the drive will run through Sept. 14, the association's founding date.

The organization was formed in New York in 1936.

Membership-Drive General Chairman Howard said 50 State chairmen have volunteered to assist in the push. Operators, supplier reps and other manufacturer personnel will assist in the drive.

"While 30 years of activities in behalf of operators, suppliers and manufacturers is proof that NAMA has been an indispensable factor in the growth of our industry, many operators still are not aware that ours is one of the finest associations in any business," Howard said. "While belonging to one's industry association is a sign of prestige, operators should join primarily for selfish reasons because the dozens of services furnished by the association are above all aimed at helping them make a better profit."

BULK BANTER

DETROIT

Frank Germack, pioneer supplier of pistachios to the vending trade for nearly 40 years, was the subject of a four-page illustrated feature article in the rotogravure section of The Sunday Detroit News, "The King of Pistachios," by William T. Noble. The writer quotes from the founder and his son and now partner, Frank Jr., reporting that they and John Germack, of New York, a brother of the elder Frank, import 20,000 tons annually. The roasting plant is along the city's new Fisher Freeway.

HAL REVES

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

YOU COUNT MORE WITH OAK



THE TITAN II

The Titan II vends all types of bulk merchandise and capsules, including wrapped gum. It is the ultimate in mass merchandise display and stimulates greater sales through outstanding point-of-purchase impact. New features include a larger coin box with enclosed receptacle that channels all coins into coin box without spilling. All dispenser wheels are interchangeable with the Standard Acorn line for easy conversion from one product to another. It also is available with interchangeable service head designed for versatility and convenience. The new slip-out mechanism makes coin conversion easy; built-in wheels and handle make the Titan II easy to move.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

EVERY LOCATION a "PROFIT-LAND"

with NORTHWESTERN 60 BULK-PAK

New 60 Bulk Pak builds profits in supermarkets, drugstores, gas stations, shopping centers—any location! Operators all agree BULK PAK delivers greater profits because it vends nationally advertised merchandise—suitable for all locations. Service costs are held to a bare minimum. Just pour merchandise in machine—and take out the coins. Location tests prove Bulk Pak is a #1 Money Maker. Wire, write or phone for complete details.

Northwestern

2683 East Armstrong St.,
Morris, Ill.
Phone: WHitney 2-1300



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-Col. 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
Spanish32
Mixed Nuts57
Baby Chicks35
Rainbow Peanuts32
Bridge Mix32
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct.48
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, 525 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 Parts, 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.
LOngacre 4-6467

AN INVESTORS' CHECKLIST

Advice from an expert on how vendors can themselves crack down on "blue-sky" promoters was offered here last week. We expand that service to include a safety checklist for potential investors in the vending business. Reprints of this checklist are available for vendors who wish to make them available to local newspaper editors, advertising managers and officials of the Better Business Bureau and other private and public agencies.

Every investor should ask himself the following questions before getting involved in vending

1. Have I inquired about this company with the Better Business Bureau? Yes— No—

2. Have I obtained enough information on the economics of the industry—its true profits, etc.—from a local member of the industry, the industry trade association and others who really know the business? Yes— No—

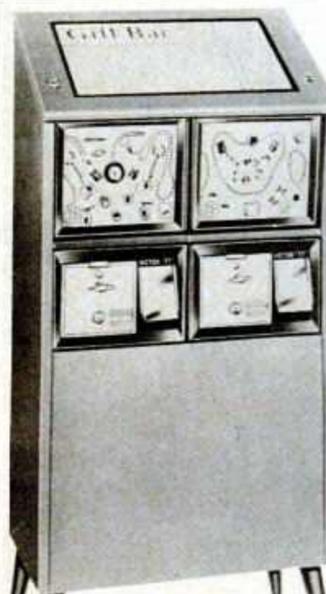
3. Am I certain that there will be no legal problems after I invest? For instance, if food equipment is involved, does it meet public health standards. Do I know about all taxes involved? Can I get a license for this kind of business, etc.? Yes— No—

4. No matter how new this business is—or this offer is—can the promoter give me the names of at least three satisfied investors? Yes— No—

5. Have I verified that all of the groups and individuals with which this person claims to be affiliated are in fact connected with him and have authorized the use of their names, etc.? Yes— No—

6. Has my lawyer reviewed any and all papers involved in this transaction before I signed them? Yes— No—

(If you have even one "NO" answer on this checklist, inquire further before investing.)



VICTOR 77 GIFT BAR

Beautiful fluorescent-lighted console capsule vending unit. Designed especially for the finest top money-earning locations. Beautiful lighted displays demand the greatest collections. Write for brochure and prices.

LOGAN DISTRIBUTING, INC.
1853 W. Division St., Chicago, Ill. 60622
Phone: (312) HU 6-4870

The Batman Riddle

CHICAGO — Batman bulk vending merchandise is moving slower about the country, and operators are seeking an answer to the riddle: "How will Batman do this fall?" Some observers look for a Batman surge. They point to the fact that a heavyweight line-up of national advertisers is set for the fall TV series.

Tapping the Teen Market

• Continued from page 73

outs such as soda shops and record stores.

How to merchandise teen items. "With teens, you need an absolutely authentic display," declared King.

NEW PRODUCTS

PENNY KING
DIME CAPSULE MIX. All copies of higher-priced jewelry. Hand-painted accents. Slanted toward teen-agers. Mix No. 143. With free display.

JUMPING SKELETON MIX. Offering No. 139. In addition to jumping skeleton, it includes Spare Feet key chain items, The Thing, Magnetic Trick Dogs, Padlock and Rings. Dime mix.

NEW FLUORESCENT DISPLAY. Bright-colored fronts on fluorescent board.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

WHEN YOU SAY:

Pat and Lyn

JAWBREAKERS

YOU'VE SAID A MOUTHFUL!!!

HUGE, SHINY, BEAUTIFUL COLORS
UNLIMITED SHELF-LIFE, LOVE HEAT
92 ct. — 190 ct. — 600 ct.

Pat and Lyn

CANDIES

DELIVERED TO YOU BY THE WORLD'S LARGEST BULK VENDING CANDY MANUFACTURER!

STANDARD SPECIALTY COMPANY
1028 44th AVE. OAKLAND, CALIF. 94601
DISTRIBUTOR INQUIRIES INVITED

Spector Joins Scribe Int'l

DES PLAINES, Ill. — The appointment of Hy Spector to the management staff of Scribe Internationale, Inc., maker of postage stamp venders, among many products, has been announced by company President Adolph M. Wertheimer.

Spector becomes executive vice-president in charge of production. He has been president of Starr Container Corp. for the past 24 years and remains its chairman. A graduate of John Marshall Law School, Spector has served as regional counsel of the National Recovery Administration and is on the boards of various Chicago-based corporations.

COINMEN IN THE NEWS

LOS ANGELES

Henry Tronick announced that the C. A. Robinson Co. will enlarge its parts and service department, rearrange its floor plan and generally change the appearance of the plant. Work will be completed by the fall. . . . Harry Rooklyn, who manufactures and operates Australia's largest "kiddie rides" operation, continues on his "around-the-world" buying trip after a Los Angeles stopover. . . . Frank Negri, former executive at Struve Distributing in Los Angeles and now manager of the Struve Denver office, hosted actor Slim Pickens on a week's horseback-riding trip through the wilds of Colorado. . . . Pres Struve will spend six weeks in Los Angeles. . . . Bill Happel, president of Badger Sales & Vending Co., is

Distributor Association Meet During Chi Shows

KANSAS CITY, Mo. — National Vending Machine Distributors, Inc., will hold an election meeting in Chicago at fall trade show time, secretary-treasurer Bernard K. Bitterman announced here last week.

The meeting is tentatively set for Monday, Oct. 31, at the Conrad Hilton Hotel in the Windy City.

Presiding will be association vice-president Jack Nelson, who has been serving as the group's top executive since president Irwin Nable of Brooklyn was

elected president of the National Vendors Association at its spring meeting in Chicago.

Over that weekend, the Music Operators of America and the National Automatic Merchandising Association will be holding annual conventions in Chicago. The MOA will be meeting at the Pick-Congress Hotel Oct. 28-30 and the NAMA show will engage McCormick Place, Oct. 29-Nov. 1.

Directors of the organization are Moe Mandell, Northwestern Sales and Service, New York; Tom King, King & Co., Chicago; Earl Grout, Vendall Distributing Co., Minneapolis, and Max Hurvich, Birmingham Vending Co., Birmingham, Ala.

Recognized distributors interested in affiliating with the organization may obtain details from Bitterman by writing him at 4711 E. 27th Street, Kansas City, Mo. 64111.

pleased with AMF's new line of home pool tables. The tables will be on display at Badger after Labor Day.

Jack Lambert and Bill Anderson, both mechanics, are on the Coin Machine Service Co. staff. . . . Operators have nothing but praise for Shirley Dennison, Theresa Navarro and Hazel Dennison, all of California Music. . . . Mary Miller of Coin Machine Service said business is recovering from a slow June. . . . George Muraoka of Simon Distributing Co. preparing export orders to the Far East and Europe. . . . Muraoka says the pool table sales are remaining steady despite a slow summer. . . . Leonard Hicks of Wurlitzer is recovering at his Los Angeles home from a serious illness. . . . M. D. Gross, Wurlitzer controller, will vacation in Southern California with his two children, David and Debra. On the tourist agenda is Disneyland. . . . Jim Wilkins of Paul A. Laymon, Inc., returned from a trip to Illinois and a visit with his father.

BRUCE WEBER

PHILADELPHIA

Vending machine operators breathing easier in spite of the humidity now that Gov. William W. Scranton has turned down the city school board's request to place a 4-cent city tax on cigars. The city cannot levy the tax without authorization from State Legislature, and Governor Scranton refused the request to call a special session of legislature to authorize the tax. . . . Tri-R Vendors, Inc., was organized here to handle vending machines, automatic devices; coin-operated machines, machinery, equipment and apparatus of all kinds. Application for charter of incorporation was filed by attorney David N. Savitt. . . . Local attorney Arthur S. Lorch filed application for a business charter for both John's Vending Corp. and the Southwark Vending Corp. Both firms were organized to deal in vending machines and vending and dispensing machines and equipment of all kinds.

MAURIE H. ORODENKER

when answering ads . . .

Say You Saw It in Billboard



TRADE SHOW REFLECTIONS. Henal Novelties' Henry Schore (left) and Al Friedlander (right) as seen during this year's National Vendors Association convention and trade show talking bat merchandise with operators.

SCHOENBACH CO.
Manufacturers Representative
Acorn - Amco Distributor

MACHINES
GREAT TIME SAVER!
COIN WEIGHING SCALE
\$23.50

HOT — HOT
10c VEND ITEMS
(all 250 per bag)
Marvel Mini-Books (3 Books Per Capsule) . . . \$9.50
Fancy Fingers & Fancy Toes 8.00
Key Chain Assmt. . . . 9.00
Necklaces, Brooches, Bracelets (Penny King) . . . 8.00
SUPER BALLS for 25¢ VEND . . . 21.25

HOT 5¢ VEND ITEMS FROM \$4 TO \$5 PER BAG.
1¢ VEND ITEMS (all price per M)
Mini-Books . . . \$10.00
Yo-Yo . . . 7.50
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

"THE BEST IN VENDING"

Exciting is the word for Harby's NEW KOMPAK STAND.



Single lock—Rapid Servicing. Operators may service one or four units in seconds by just turning the key. Long lasting vinyl baked enamel point and heavy duty chrome plating.

Size: 13" x 16" x 48" Unit shipped one to a case—53 lbs. assembled.

KOMPAK STAND and FOUR UNITS

"YOUR PROFIT IS OUR BUSINESS"
HARBY INDUSTRIES
702 North Mariposa Street
Burbank, California 91502



MARY WELLS, newly signed by Color-Sonics for coin machine film-making, is seen in recent shooting of "He Loves Me." Miss Wells also filmed "All My Loving" for the coin trade. Paramount Studios films Color-Sonics subjects. The Color-Sonics machine enters distribution late this month.

Price Index Premieres

CHICAGO—The Billboard Bluebook of used and reconditioned coin machine prices makes its debut in this issue (see page 84).

The new feature, to appear monthly in the Coin Machine News department, is designed to be easily removed and retained for reference by coin machine operators, distributors, manufacturers and suppliers.

The price index is included only in copies of the magazine mailed to coin machine industry subscribers.

The Bluebook represents months of market research and its publication is made possible through the co-operation of the industry's top franchised distributors. Data used in compiling the index was gathered from selected distributors only. No advertised or otherwise publicized machine prices were averaged in the index.

Local Value

The most arresting feature of the Bluebook is the listing of "As-Is" and "Shopped" prices. Actual value of a specific machine depends upon its condition, and the service shops in the industry

today play a major role in determining the value of coin-operated equipment.

Variables affecting value are, of course, legion. Transportation, labor, parts and operational costs differ—sometimes drastically—from market to market. And all have direct bearing on machine prices. Demand for a particular make or model will run uniquely high in certain areas also—sometimes opposed to general market acceptance—giving that machine much higher value than the market mean. The only accurate value, therefore, is local value—and the Bluebook allows for this with a designated blank.

1,000 Models

An index of mean market prices will inevitably differ from recognized local prices. The purpose of such an index for a national industry is not to set local, regional or national price range but to merely reflect general pricing patterns.

A concerted attempt has been made to arrive at a more realistic price index than is usually published. As one distributor wrote when he re-

(Continued on page 76)

Color-Sonics Unit Shown; Distribution in Eight States

NEW YORK — Color-Sonics introduced its new cinema-jukebox to the coin-music industry here last week (10) and announced late August distribution plans.

The new machine will get its widest trade exposure at the Music Operators of America show in Chicago Oct. 28-30.

According to company president, Stanley Green, the unit breaks through the four major roadblocks long hindering the film jukebox's acceptability with operators and the general public.

The machine is said to solve the problems of high cost of equipment, complexity, serviceability and high print costs.

The key to the company's new system is the same concept that has rocketed to prominence this year in the record industry—the continuous loop tape CARTRIDGE for home and automobiles. The theater-jukebox cartridge houses 8mm. sound film.

Green insists the cartridge brings to the equipment a form of simplicity not previously found in similar units. With the film cartridge unit, each film is independent of any other. It is wholly contained within the cartridge itself. If a film rips in midst of a showing, the cartridge can easily be removed with one hand, without interfering with other film numbers, Green explained.

According to Green, his is the first cartridge with no flicker. It combines a smooth sound with an intermittent film in which each frame is frozen before the lens by using a patented shutter system. The Color-Sonics optical system is licensed from Fairchild by a 15-year exclusive agreement. Color-Sonics' engineers designed their own cartridge.

Green saw that the maximum search time needed between selections is 15 seconds with some three seconds between adjacent numbers. Average time is four to five seconds.

Cost

The high cost of machinery has been substantially reduced, he said, because of the cartridge. Its presence results in simplified designing. Fewer parts are necessary and the operator can remove inoperative cartridges with

one hand. No knowledge of the unit's inner workings is required.

The self-contained unit (including speakers), is 28 inches wide — small enough to fit through any size door. Green would not disclose the theater jukebox's price.

The units are all built with "off-the-shelf" components—parts that can be readily purchased at any local service, hardware or electronics parts shop, Green said.

An inferiority label has frequently been branded on the 8mm product. According to Henry Schwartz, executive vice-president and the company's main engineer, "With the small distance between the lens and the screen and the relatively small size of the screen, 8mm picture quality is just as good as any other. On screens where home movies are shown, the

quality level can be readily noticed. But that's a matter of some 20 feet. Ours is several inches."

Standards

Color-Sonics, through Official Films, Inc. (a minority stockholder), is selecting its tunes for filming with longevity in mind. Standards are being chosen, but Henry Schwartz said a point will be reached when the distribution of machines will warrant filming "Hot 100" cuts lasting only approximately eight weeks. Arrangements have been made for use of pre-recorded soundtracks with Warner Bros., Capitol, RCA, MGM and Liberty.

Color-Sonics has developed a *(Continued on page 77)*

New Rock-Ola Coronado '100' At Distributors

CHICAGO — The Rock-Ola Manufacturing Corp. last week followed up its new Grand Prix Imperial 160 selection jukebox with the introduction of the compact Coronado, a 100-selection phonograph.

The Grand Prix was introduced by the firm a couple of months ago in a series of distributor showings and open house celebrations around the country. The Coronado will be introduced this week in a similar open house pattern throughout the country.

The Coronado, cut from the same styling pattern as the Grand Prix, will play either stereo or mono records and is capable of intermixing 33 1/3 and 45 r.p.m. records. LP pricing for the unit is optional.

The new machine, according to Rock-Ola officials, is ideal for the smaller location.

NO HYPES

Picks Jukebox Hits on Basis Of Title Strip Prod. Orders

By HANK FOX

NEWARK, N. J.—Music operators can now obtain programming information on what records are scoring strongly in jukeboxes throughout the nation. The guide called Hit Program Service, is available through D.

M. Steinberg, owner of the Sterling Title Strip Co.

Steinberg bases his picks on a unique barometer—title strip printing production orders. Servicing more than 600 operators and one-stops throughout the East, South and Midwest, Steinberg maintains flow charts on

order impact—number of titles printed per period of time. Each record is rated according to cate- *(Continued on page 76)*

This Operator Studies Charts 10 Hours Weekly

By BRUCE WEBER

LOS ANGELES — Operators should treat the record charts as a "programming bible" to properly cultivate the art of selecting jukebox hits.

Jukebox operators oft times help decide if a record will be a "hit-or-a-miss" merely by scouring the record charts and fingering a tune for widespread jukebox circulation.

So says Jerry Kunreuther of Pioneer Amusement and Vending, El Monte, Calif. He feels operators today strive to think positively about selecting jukebox hits. If they do, he said, they

can send profits of record manufacturers soaring.

"If you're in a position to select singles for jukebox programming," Kunreuther said, "you're in a position of great responsibility."

The art of picking hits, Kunreuther said, is just that—an art. Operators keep an eye on the trade paper charts because keen competition for locations has forced operators to be expert in music programming.

Outside of the weekly record charts, Kunreuther believes that listening to knowledgeable record dealers and radio stations *(Continued on page 77)*



DICK STEINBERG: "The sale of title strips is an accurate reflection of jukebox activity."

Trade Fights Skilled Manpower Shortage

By H. J. BORDELON

NEW ORLEANS—Since the beginning of the coin machine industry in the early 1930's, electronics has become a major factor in the growth and development of this industry. From the relatively simple mechanical phonographs and amplifiers that were manufactured in those days, we have advanced, through the years, to the sophisticated electronic coin machines and phonographs that we have today.

As a result of all the technological changes that have taken place in our industry, the old screw driver and pliers mechanic is a thing of the past. Today, it is a prerequisite for all technicians employed by our company to have a background in electronics.

In addition to manufacturing coin machines, the Seeburg Corp., whose equipment we distribute, is also actively engaged in the making of pianos, organs and other musical instruments. During World War II, the United States Armed Forces utilized Seeburg engineering skills and facilities in the manufacture of electronic and radar equipment. The same plant and many of the same engineers are today turning out coin-operated phonographs with electronic memory devices capable of storing selections much in the same manner that IBM uses on its digital computers.

So, in technology as well as in sales, Seeburg and the other manufacturers in this industry have advanced a long way since the early days. Today, there are between 400,000 and 500,000 coin-operated phonographs in use in this country. In addition, there are millions of novelty games and vending machines. All of these are complex mechanisms that need frequent servicing by competent and qualified servicemen.

Factory Program

To help meet these needs, several years ago Seeburg initiated a program of training servicemen employed by distributors and operators. The program is conducted at the factory level—in the Seeburg plant—with instructions provided by Seeburg's own engineers and instructors. Since the program began, more than 1,000 students have graduated from vending classes, and 2,000 were graduated from music classes. This program is still in effect and will be continued.

(Continued on page 78)



RONDEAU . . . "government programs?"



BORDELON . . . "trained technicians."



THIRST FOR KNOWLEDGE is swelling crowds at factory and distributor-sponsored service schools all over the country. This group of coin machine technicians jammed the new showrooms of LeSturgeon Distributing Co. in Charlotte, N. C., recently to receive instruction on the Rock-Ola phonograph line from factory representative William Findlay.

By BOB RONDEAU

MENOMINEE, Mich.—The coin machine industry is composed largely of men who have built up their business against all kinds of odds, men who have pulled themselves and their firms up by their own bootstraps without the help of anyone—men who forged ahead because of their initiative and courage.

I imagine, however, that during some of the most trying times we all went through we would have welcomed a helping hand.

Today, we at Empire see the operator faced with a critical problem—the shortage of skilled manpower. We also see two government programs, the Manpower Training Act and O.J.T. (On the Job Training) that are ready to give the operator assistance in finding a solution to this problem.

There is no point in discussing the merits of these programs—they are already law and many businesses are taking advantage of them. The important question to answer is—are these programs to recommend to the operator?

Technical Skill

First of all, we have to realize that times have changed. The games and jukeboxes of today are surely much better than they used to be, and they are also more complicated and require more technical skill to service properly. Also, our standard of living today is at a point where you cannot expect to hire a married man with one or two kids without paying him a living wage while he is in training. And no one that I know can afford to take a completely untrained man and teach him to read schematics, repair machines, make speaker hook-ups, etc., and pay him a top dollar while he is in training.

Therefore we know what we need. We need trained men, or else we need financial help in training them ourselves. The two government programs I have mentioned are especially designed to fill these needs.

The first, of course, is the Jack Moran Institute of Coin Machine Operations in Denver. We had all the information on this school but did not feel we should advocate it without personally seeing it in action. I was picked to go to Denver and investigate for myself. I won't go into detail, but I would like to say this. This is not a charm

(Continued on page 78)

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Picks Hits by Title Strip Orders

Continued from page 75

gory (not relative position as on a chart).

"We believe that the sale of title strips is an accurate reflection of jukebox activity," Steinberg says. "Operators will not buy additional title strips if a record is not being played. This avoids the possibility of a record being hyped."

Each record title strip must pass a set production level before it is added to the weekly memorandums. In addition, Steinberg includes a number of "Hit Picks" on the list. These are tunes that are strong sellers, but have not

as yet created sufficient production orders to warrant being labeled a "Hit."

Color-Coded

Operators and one-stops subscribing to Steinberg's service are sent automatically title strips of the record with the word "HIT" imprinted on them. The word on a title strip is a trademark registered with the U. S. Patent Office.

All strips are color-coded by category. The categories are popular (red), country and western (orange), rhythm and blues (blue), hit oldies (standards) (magenta) and holiday (green). The word "HIT" is only placed on the first three divisions.

To Sterling's regular clients, an advance record release list is mailed weekly. This list consists of all new song titles received by Steinberg from the manufacturer. Aside from listing all label information that the operator or one-stop may require, a column for initial action, if any, is included.

Steinberg prints title strips for every new record he receives. This means he has title strips for many records that never

make it as hits in jukeboxes or elsewhere. "It's more efficient for us to do it this way because it takes us only 10 minutes to make a master." With his streamlined operation, Steinberg can produce 500 cards of any strip from scratch in less than 15 minutes. His setup is geared for 9,000 cards per hour. Each card consists of 10 strips. "When a customer orders a few cards of an oddball number, we just pull the master from the file." The large type-set Steinberg uses is another advantage of his strips. Each card is set in 14-point type—the largest he can use decoratively.

"A department store of title strips" is the name Steinberg gives to his operation. His inventory comprises more than 9,000 cards. All cards are marked on top for inventory purposes with the record company and record number, thus facilitating reorders.

In addition to his regular clients, Sterling Title Strip services the mountain States and the Southwest through allocations. An allocation is an order paid for by a record manufacturer.

For less than \$200, some 10,000 cards (100,000 strips) are mailed to some 260 one-stops throughout the country. Sterling also makes arrangements to include a sample record if the manufacturer so desires. Record companies use allocations because "the availability of title strips for a jukebox record can be the determinant factor for an operator in selecting one record over another from his one-stop or distributor."

Steinberg will be broadening his operation to include little LP's. To supplement his own informational sources (his clients), Steinberg plans to enclose questionnaires regarding the little LP's to those one-stops receiving titles on allocation.

It a Weber Boy

LOS ANGELES — A son, Gregory Stuart, was born Monday (8) to Bruce and Eve Weber at the Kaiser Foundation Hospital, Panorama City. Weber has been Billboard's West Coast coin machine industry reporter for the past year and a half. The baby weighed 7 pounds 3½ ounces. The couple have two other youngsters, Carrie, 3½, and Rena, 1.

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Big Top AB	Lightning Ball	125	Texas	175
Bonanza	Majorette AB	295	Tropic Isle	225
Egg Head	Masquerade	595		
Fashion Show	Melody Lane	195	WILLIAMS	
Flipper AB	Miss Annabelle	125	Big Deal	\$325
Flipper Clown AB	North Star	310	Friendship 7 AB	150
Flipper Cowboy AB	Oklahoma	250	Jolly Joker AB	135
Flipper Fair AB	Queen of Diamonds	125	Kismet	195
Flipper Parade AB	Seven Seas	195	Music Man	210
Flying Circus	Shipmates	325	Pot O' Gold	475
Gauche	Sky Line	345	Ski Club AB	325
Hi Diver	Square Head AB	225	Soccer	225
Ice Revue	Sunset	295	Space Ship	175
Kewpie Doll			Vagabond	175

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Seeburg 662 Rebuilt	875
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C.C. Champion Rifle	275
Keeney 2 Gun Fun	195
Muto, Lord's Prayer	150
Frantz Deputy Sheriff	125
Midway Rifle Champ	295
Midway Rifle Range	295
Midway Mystery	
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BB Bows Bluebook of Machine Prices

Continued from page 75

turned his pricing questionnaire: "These prices are lower on the whole in comparison with other published lists. However, these prices reflect my true market area.

"I have found equipment is easier moved if it is sold at a price closer to a fair market value."

The Bluebook includes jukebox, game and vending machine prices. Nearly 1,000 machine models from 40 manufacturers are listed.

The feature will appear next in the Sept. 7 issue.



THE JOHNNY ROWELL DISTRIBUTING CO. has been named Alabama distributor for the complete line of Rowe vending and music products. President Johnny Rowell's company is one of the largest distributors of coin equipment in the South.

Canteen's Tom Stirton—Up Through the Ranks

By EARL PAIGE

ST. LOUIS—Tom Stirton is one vending company executive who knows how to fill a machine.

This observation—though it sets this executive apart from management that is oblivious to basics of an operation—really doesn't do justice to Stirton's broad experience in many capacities since he joined Canteen Corp. (then Automatic Canteen) 23 years ago.

Stirton knows how to fill a machine because he started as a routeman. He's worked his way up through the ranks to Area Director of Operations and he's considered one of the brightest young men in the entire national company.

Stirton's grasp of the business is also realized by his peers. He's president of the NAMA-affiliated Missouri Automatic Merchandising Association and a board member of the local organization here, the Metropolitan Automatic Merchandising Council of St. Louis.

"I was with the public service

company in Chicago for 10 years," Stirton said, in going over his background for Billboard, "and joined Automatic (Continued on page 84)



TOM STIRTON. "We've only scratched the surface."

Color-Sonic Unit Shown

Continued from page 75

film rotation lease program in which the operators rent films. "This allows the operator to have great flexibility with a large supply of continuing releases. It also lowers the cost to operators considerably," Green said. "As more theaters are placed, the price per cartridge will be reduced further."

In placing its video machines, the company is aiming for prestige locations—hotels, motels and better lounges. "None of the machines will be slated for neighborhood locations during

the first few years," Green added. The initial distributors will be limited to eight States. They are California, Florida, Missouri, Illinois, Indiana, Kentucky, North Dakota and Utah.

Missouri is the latest State on the roster of those handling the Color-Sonics product. Green announced Tuesday (2) that he had completed negotiations with Edward Alexander, giving Alexander rights to form Color-Sonics of Missouri. The new distributing company will have exclusive distribution rights in the State. Alexander predicted that by the end of the year some 300 units will be distributed throughout the State. By watching the markets in these States, Green hopes to move the theater jukeboxes into other States in rapid order.

Color-Sonics also announced last week the addition of 70 new films to its 200-title library.

The company's entry into the coin machine operator market is viewed as part of an imminent influx of a number of new video machines into the U. S. market. Philadelphia's Dave Rosen will unwrap a unit at the MOA show and several major jukebox manufacturers are expected to make big video news before the year is out. Scopitone, a division of Tel-A-Sign, Inc., has been in the U. S. operator market for several years.

Canale Wins Seat In Tenn. Senate

MEMPHIS—Operator Drew J. Canale has been elected to Tennessee State Senate Seat No. 33, polling 25,000 more votes than his opponent.

A well-known Memphis coinman, Canale is president of Canale Amusement Co. and Canale National Tobacco Co. here. He has operated music, games and cigaret vendors for the past 16 years.

A newcomer to politics, Canale triumphed over incumbent Sen. Leland Carter.

Landslide

"A lot of hard work by my volunteer organization made my landslide possible," Canale said. Many local industry people helped in the Canale campaign. His campaign manager, for example, was George Sammons, president of Sammons-Pennington Co., Seeburg distributor.

Said Sammons: "Canale is a real work horse, and he will work just as hard for our industry as he did to get elected. Canale is for good, honest government. He is tired of having our industry pushed around by people that do not understand it.

"It is time that we stand up



SEN. DREW J. CANALE: "A real workhorse."

and be counted, and have someone to represent the coin machine people—someone that knows something about the business."

During the campaign, Canale was dubbed the "singing senator" because he frequently sang before delivering his addresses.

Following his election, Canale and family departed for a Florida vacation.

Operator Studies Charts

Continued from page 75

will provide information on "sleeper" singles for jukebox acceptance. "Although I carefully scrutinize the charts," he said, "it is always wise to converse with one-stop operations for additional tips. Radio stations, too, assist in providing 'bubbling under' selections."

8 of 10

Kunreuther, who says he maintains a winning percentage in tabbing jukebox hits, has a system that guarantees about 8 winners in 10 picks. "By checking the charts religiously," he said, "you soon learn the potential of artists and even songwriters. By charting a song as it approaches the top 30 level, you have an idea of its strength. By plucking the tune for jukebox use when it hits in the 20's," he feels, "you have an 80 per cent chance of hitting on the jukebox."

He warns, however, that picking jukebox hits strictly off radio play may be damaging because often times hits on the radio flop on the phonograph. "The charts are the only reliable source an operator has to go on," Kunreuther feels. "If I overlook a chart pick, and it hits," he said, "I seldom purchase a single after it achieves hit status unless the

location owner demands the tune."

Next to service, Kunreuther labels selecting singles for jukebox consumption as the most important phase of the job. "I devote at least eight to 10 hours each week studying the charts," Kunreuther revealed.

Also part of his system is to go with the "winning" artists. He labels Frank Sinatra, Dean Martin, Eddy Arnold, Elvis Presley and the Beatles as jukebox hits "no matter what they sing."

"You must remember," he said, "that certain artists do well in certain locations, but 'bomb' in others. The operator, before beginning to follow the charts, must have knowledge of his locations."

A requisite to picking jukebox hits, he said, is to be aware of the importance of the charts, and then follow them religiously.

Correction

LOS ANGELES—A report July 30 incorrectly identified Circle International as an affiliate of the R. F. Jones Co. Dean McMurdie's Circle International is independent of the Jones distribution chain, servicing with the Rowe line territories formerly covered by Jones.

Laniel Names

MONTREAL—Gaetan Laniel, president of Laniel Canada, Inc., recently announced the appointment of Denis Allard as executive vice-president and Joseph Tougas as executive secretary.

Laniel Canada, Inc., formerly the operations division of Laniel Amusement, Inc., is a major distributor of coin-operated phonographs, background music and games in Canada.

The head office is located at 1355 Beaumont, Montreal.

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EXPORT TO FRANCE

First Quarter Report—Music And Games Gain; Vending Off

WASHINGTON — The dollar volume in new jukeboxes and games shipped from U. S. sources to France during the first quarter of 1966 showed healthy increases over the same 1965 period. Vending machine dollar value volume dropped sharply during the same time span.

Total value of phonographs, games and vending machines shipped during January, February and March of this year was \$1,657,960 compared to the period's \$1,434,672 last year.

Figures on jukebox dollar volume for the quarter were \$170,977 this year; \$85,497 last year. Neither figure approaches the \$246,665 worth of new jukeboxes shipped from U. S. plants

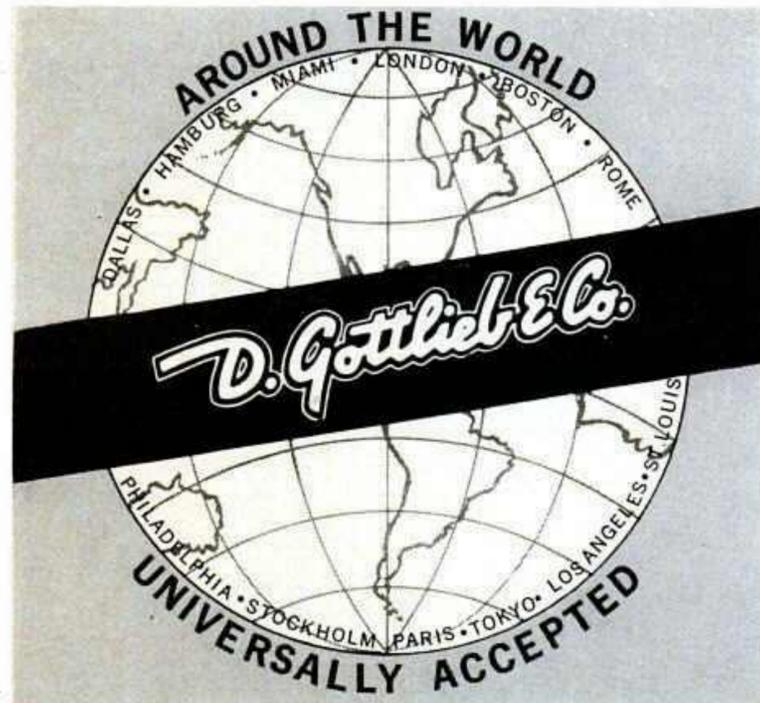
to France during the first quarter of 1964.

For the same period, games totaled \$1,400,291 in value during this year, \$1,186,587 during the first quarter of 1965, \$1,657,336 in 1964's first quarter.

The vending figures: \$86,692 worth of new machines January-March of this year; \$162,588 during last year's comparable period.

Month-by-month figures on dollar value of machinery exported are as follows:

MUSIC	
Jan.	\$ 36,105
Feb.	58,663
March	76,209
Total	\$170,977



Billboard's COIN SECTION

Music—Vending—Amusement Games

is edited to provide the operator with industry news and ideas for additional profit-making opportunities.

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1965	
Jan.	\$22,950
Feb.	5,000
March	57,547
Total	\$85,497
1964	
Jan.	\$ 41,013
Feb.	113,915
March	91,737
Total	\$246,665
GAMES	
1966	
Jan.	\$ 220,158
Feb.	337,888
March	842,245
Total	\$1,400,291
1965	
Jan.	\$ 233,489
Feb.	381,880
March	571,218
Total	\$1,186,587
1964	
Jan.	\$ 556,027
Feb.	209,587
March	891,722
Total	\$1,657,336
VENDING	
1966	
Jan.	\$ 5,835
Feb.	3,521
March	77,336
Total	\$86,692

Operator Is In Politics

LANCASTER, N. H.—John T. Lazar, president and treasurer of Lazar Music Co., Inc., a major amusement machine operation, has been appointed chairman of the Ward 2 Thyng for U. S. Senate Committee.

Lazar, who has been prominent in civic, business and political activities here—and is a past president of the Manchester Lions Club—will assist in the campaign of Brig. Gen. Harrison Thyng, retired Aire Force ace, who seeks the Republican nomination.

Trade Combats Help Shortage

Rondeau Talk

• Continued from page 76

school. It is not noted for its high-class appearance, nor ivy-covered dignity. None of the students will ever be asked to join a fraternity. But it does produce damned good qualified mechanics. The graduates earn no high degrees. But they can read schematics. They can fix coin-operated machines, and that's the reason it is a good school.

O.J.T. Program

The O.J.T. program, in which the government helps pay a man's salary while you are giving him the necessary training, is also a tremendous aid. It enables the operator to teach a man his business and his way of doing business.

Keep in mind, however, that the government is not giving you anything. In both of these programs, the government is co-operating with the coin machine business to provide jobs for people while helping to train these people so they will be of maximum use to their employers. Whatever financial help the government gives to this business—in the form of schools or O.J.T. funds—is deserving help for an industry that has waited so long for government recognition.

The operator who finds these programs appealing should use them. We at Empire recommend them highly.

Editor's Note: The above was excerpted from



MEPADI S.A. OFFICES, showrooms and shops are quartered in this massive building at Metz. Mepadi, the Rock-Ola distributor in France, also distributes U. S. games and manufactures its own football game, Vit-Foot.



MAKING A DELIBERATE move into the Paris market, Mepadi S.A. has opened stylish showrooms there. Visiting new facility recently was Dr. David Rockola from Chicago, Ill., U.S.A. (left). He's seen chatting with Monsieur Feydel, manager of the Paris office (center) and Monsieur Gerard Caen, owner and president of Mepadi, S.A.

New LP Source

BALTIMORE — Ben-Gar Records has been established by Benson Cassel, a former professional singer and songwriter.

The company's first release is a Little LP 33 1/3 r.p.m. record, featuring the choir of Northwood High School, Silver Springs, Md. The record has been produced especially for Cypress Gardens, Fla., and will be sold there as well as through

New Denver Firm

DENVER — A new firm, Western Stereo Music Co., has been formed here to deal in coin-operated machines. Principals in the company are Larry Cutler, Henry E. Hrabovsky and James D. Wyatt.

a national distributor set-up. The record is available in both stereo and mono.

a recent talk by Bob Rondeau, manager of Empire Distributors, Inc., in Menominee, Mich., at a special meeting called to discuss the industry-wide shortage of qualified coin machine technicians.

Seeburg Says

• Continued from page 76

One of the fascinating things about our industry is the continuous changes that are taking place. New ideas and new techniques are constantly being developed to bring the public better entertainment. Never has our business been as humdrum or monotonous as many others are. Many new techniques in electronic development utilized by the coin machine industry many years ago are just now finding their way into other fields. By attracting qualified technicians we hope to continue to hold such a position of leadership in the future.

Editor's Note: H. J. Bordelon is an executive with Operator Sales, Inc., New Orleans. His comments were made before the graduating class of electronic technicians of the Delgado Institute recently in the hope that many of the young men would become interested in the coin machine industry.



AL DUGAS, of Dugas Vending, Webster, Mass., wins the big prize of the day in the Trimount Automatic Sales Co. promotional outing at the Blue Hill Country Club. Dugas and his wife stand in front of their new car, a 1966 fully equipped Cadillac.



ALBERT JUFFARIAN, of Albert Music, didn't arrive at the Trimount outing in this 1966 Mustang, but he'll be riding home in it. The sleek sports car was his prize in the all-day affair, featuring swimming, golf, a cocktail party and dinner.



CELEBRATING FIRST SHIPMENTS from their new Shiller Park, Ill., plant last week were Midway Mfg. Co. executives (from left) Art Rapacz, Ruth Sheffield, Hank Ross, Marcine Wolverton and Bob Jonesi. They're seen here about to break a bottle of champagne (sent by Lou Wolcher) on the executive offices corner of the structure. The office section will be occupied next week. The new plant is near Chicago's O'Hare Airport and is across the street from a golf course.

Detroit Has Informal Assn.

DETROIT — Although the Detroit metropolitan area lacks a local trade association in the jukebox industry, an informal group of about 10 to 12 active operators meets once a month and has established a medium of excellent intro-industry communication.

The group is known by the unexpected name of the Davison Investment Club. This indicates in some measure what was a prime factor in drawing the men together—the forming of a small investment club, like those which have become a familiar part of the American financial scene today. The Davison group functions in this manner, but also goes on to provide a forum for the operators on their own trade problems.

Meetings for the members are

held usually the first Saturday of each month in the offices of the Moss Music Co. on West Davison, which gives the name to the organization. The gathering sometimes includes luncheon and social activity as well.

Officers of the informally organized group are: President, Harry Riche, Moss Music Co.; vice-president, Sam Willens, Willens Music Systems; secretary-treasurer, Harvey Gilbert, Gilbert Music.

The object and operation of this group, as explained by Willens, is: "To help each other stay in business by exchanging ideas. We break bread together. Our growth in business and in the whole structure of operating is getting to be substantial. Here is a group of operators who are beginning to trust each other."

Rowe, Gottlieb, Chicago Coin, Cadillac, Mustang...

CANTON, Mass. — With the temperatures in the high 80's, and the sun shining brightly in a cloudless sky, some 75 New England operators gathered at Blue Hill Country Club, each hoping that he would ride home in a 1966 fully equipped Cadillac or Ford Mustang.

The year had been financially a huge success for Trimount Automatic Sales Co., but they weren't going to rest on their laurels. Eager to sell more equipment and at the same time show their appreciation to the operators, the company hit upon a good idea. Because of depreciation, keen competition and location demand, operators are always in the market for new equipment. So Trimount Automatic Sales Co., New England distributor for Rowe manufacturing, Gottlieb, Chicago Coin, Midway, All-Tech, Bally and Valley among others, thought of a natural. With a sales goal of 50 Rowe AMI jukeboxes, Trimount launched a sweepstakes drawing, the top prize being a Cadillac. Each operator who purchased a Rowe phonograph had his picture taken at the time of sale. The photos were placed in individual envelopes and then dropped into a large box.

The response to the original 50 entries snowballed. Within one day, all 50 spots were taken. Trimount then decided to run a second "flight," with a 1966 Mustang set as the top prize. This drawing had 35 takers.

But the distributing company did not give away two prizes: it had 85. Every operator participating won a quality consolation prize ranging from an RCA

color television console to a set of leather luggage.

The date of the drawing was set for Aug. 8. The place—Blue Hill Country Club, Canton, Mass. It was a whole day affair, with golf, swimming, a cocktail party and dinner included.

To add to the festivities and excitement, Bally Manufacturing of Chicago contributed its latest amusement game, a four-player Campus Queen, and All-Tech donated a 4 by 8 home pool table. At the dinner, Irwin Margold, vice-president of Trimount, announced that the company will become exclusive Bally distrib-

(Continued on page 84)

Bally Hires Ace Designer

CHICAGO — Prominent industry designer, Jerry Kelly, has been retained by Bally Manufacturing Co. on an exclusive basis.

Kelly, who has contributed to the Bally look in the past, will be directing the styling of all Bally products.

In announcing the retention of Kelly, Bally President Bill O'Donnell, added: "Kelly has also contributed notably to the movement of pinball styling forward from the 'pop art' technique humorously criticized by Tom Buckley in his celebrated Esquire story on pinball."

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Sleek design brings an exciting new beauty to phonographs. A magnificent blend of striking wood tones framed with long-lasting brushed aluminum trim. New full dimensional sound panel and easy-to-read title strips for increased play.

The GP/160 is a triumph of engineering compactness that puts full dimensional sound and 160 selections into a slim, trim cabinet. Features famous Rock-Ola 33 $\frac{1}{3}$ and/or 45 rpm record intermix. (LP pricing optional). Stereo-monaural. Plus all of the proved engineering excellence that makes Rock-Ola phonograph profitable to operate.

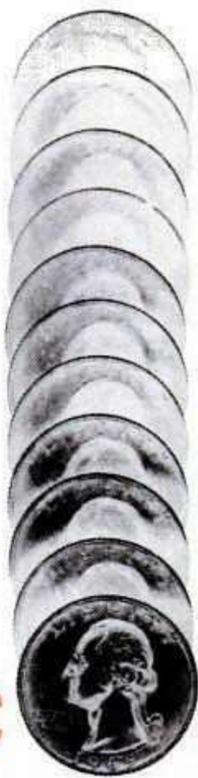
The Coronado is a superb 100 selection phonograph of unusual stereo-monaural excellence. A new look in a high performance phonograph for smaller locations. Intermixes 33 $\frac{1}{3}$ and/or 45 rpm records. (LP pricing optional).

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Rowe AMI

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RHYTHM & BLUES		POPULAR	
SO	KEEP ON DANCING THE GENTRYS	LA 6 7	LET'S HANG ON FOUR SEASONS
MI	MAKE UP YOUR MIND	MB	ON BROADWAY NIGHT
MI	I HEAR A SYMPHONY THE SUPREMES	NC 6 7	SOME ENCHANTED EVENING JAY & THE AMERICANS
MI	WHO COULD EVER DOUBT MY LOVE	PD	GIRL
MI	TREAT HER RIGHT ROY HEAD	QE 6 7	1-2-3 LEN BARRY
MI	SO LONG, MY LOVE	RF	BULLSEYE
MI	HANG ON SLOOPY RAMSEY LEWIS	SG 6 7	TREAT HER RIGHT ROY HEAD
MI	MOVIN' EASY	TH	SO LONG, MY LOVE
MI	RESCUE ME FONTELLA BASS		A LOVER'S CONCERTO THE TOYS
MI	SOUL OF THE MAN		THIS NIGHT

THE WALL-ETTE

HIGH	A	B	C	D	E	F	G	H	J	K
MED	L	M	N	P	Q	R	S	T	U	V
LOW										
service	1	2	3	4	5	6	7	8	9	0

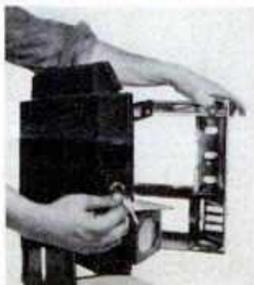
ITEM

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

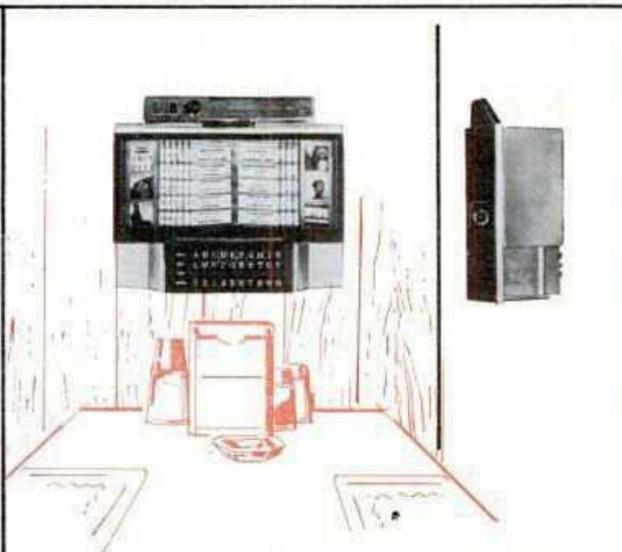
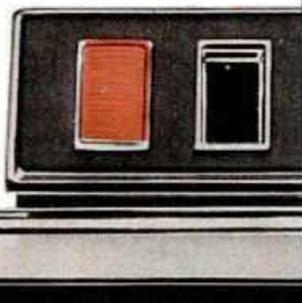
On the other side of the coin . . . the new Wall-Ette's sleek, compact design, "soft-touch" selector buttons and personalized stereo sound will captivate your customers. Results: more play, bigger collections!



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



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



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



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

Rowe®

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R-3

COMING EVENTS

- Aug. 26-27—West Virginia Music & Vending Association annual convention, Holiday Inn, Charleston, W. Va.
- Sept. 8-18—United States Exhibit of Automatic Merchandising, Zagreb.
- Oct. 15-16—Third annual convention and trade show of the South Carolina Coin Machine Operators Association, Columbia, S. C.
- Oct. 28-30—16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel; Chicago.
- Oct. 29-Nov. 1—National Automatic Merchandising Association convention and exhibit, McCormick Place; Chicago.
- Nov. 12-15—International Congress and Exhibition of Coin-Slot Machines for Industry and Trade (INCOMAT);

Rowe, Gottlieb, Chicago Coin, Cadillac, Mustang

• *Continued from page 79*

utor for Maine, Vermont, New Hampshire, Massachusetts and Rhode Island.

Some 75 operators were on hand for the day's activities. Also present were Rowe representatives Fred Pollak, marketing vice-president; Joe Barton, general sales manager; Gerry Marcus, vice-president and controller, and Richard Gluck, regional sales manager.

After the envelopes containing

Kunstlerhaus, Vienna, Austria.

Nov. 29-Dec. 1—23d Annual Amusement Trades Exhibition, Alexandria Palace, London.

Jan. 24-26—Sixth Northern Amusement Equipment and Coin-Operated Machine Exhibition, the Olympia; Blackpool, England.

the pictures were placed in the box, representatives of Rowe, Trimount and Billboard reached into the container to select the winning pictures.

Prize holders included Al Dugas, of Dugas Vending, Webster, Mass., winner of the Cadillac; Mustang winner, Albert Juffarian, Albert Music, Haverhill, Mass.; Chris Caragianis, Newport Music, and Charlie Baker, Hyland Music, each won a color television set. Phil Adams, of Adams & Adams Co., New Bedford, Mass., won the Bally Campus Queen, and Walter Standnicki scored with the All-Tech home pool table.

CONCORD FEST SELLING OUT

NEW YORK—Ben Chicofsky, business manager of the Music Operators of New York, suggested last week that persons interested in attending the joint coin machine association meeting Oct. 7-9, get their reservations in immediately.

"The rooms are going fast," he said, "and all interested in attending should make reservations soon."

The meeting is a joint affair, involving MONY, the Westchester Operators Guild and the New York State Operators Association.

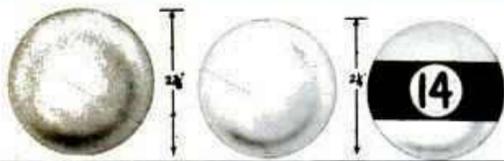
Major coin machine manufacturers, distributors and record manufacturers are expected to be represented at the meeting.



GRADUATING CLASS No. 94 poses at completion of instruction on Electra and Fleetwood phonographs at Seeburg Factory Service School. Standing, from left: Gene Michalik, Seeburg instructor; K. J. McDonald, Everette D. Osborne, Bob Murray, Mike Casey, Ed Hejka, My Turnmire, Charles Manley, Arnold H. Cutter, F. E. (Woody) Woodhull, manager Seeburg Technical Training Division. Seated, from left: Karl Heinz Moeller (who journeyed to school from West Germany), Jerry Katz, Herbert Criss, Wayne K. Meier, Justin Fauchaux, Jim Showalter and Mike DeLuca. During the past two years students from Canada, England, Sweden, Australia and South America have attended the Seeburg Factory School.



GRADUATION DAY at the recent Wurlitzer Co. service school in San Francisco was caught by Billboard cameraman. Wurlitzer, under field service director C. B. Ross, has been conducting an ambitious schedule of such schools around the country.



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Canteen's Tom Stirton—Up Through the Ranks

• *Continued from page 77*

Canteen in 1943 as a routeman. I wanted to learn the business," Stirton went on, "so that I could go into this field for myself."

Stirton, who attended the home town Illinois Institute of Technology, worked up into route sales, supervisor, sales, national supervisor, labor relations, branch manager and finally to Area Director here.

He and his wife Eleanor live in suburban West St. Louis. They have four daughters—Sheila, 23; Linda, 21, both married, and identical twins, Barbara and Diane, both 18.

"The name is actually Scottish," Stirton revealed, when told it was the only Stirton in the St. Louis metropolitan phone book. "My father came over from Scotland many years ago." Tom's brother, Irv, is in the book publishing business in New York.

Active in civic organizations and community work, Stirton belongs to the Missouri Athletic Club, the Rotary of suburban University City here, the Medinah Shrine Temple and the Sunset Hills Country Club.

Stirton's restless, energetic approach to life is reflected in his philosophy of the vending industry. "We've only scratched the surface," he said, in speaking of the horizons in the industry.

"Canteen has made great strides in frozen food," he said, forecasting many applications for this in automatic merchandising, too.

Piping Hot

"Our in-plant feeding, for ex-

ample. Here, we take frozen food, processed at minus 300 degrees, in what we call our nitrogen freeze process, and with microwave ovens we produce a piping hot, specially designed meal in seconds."

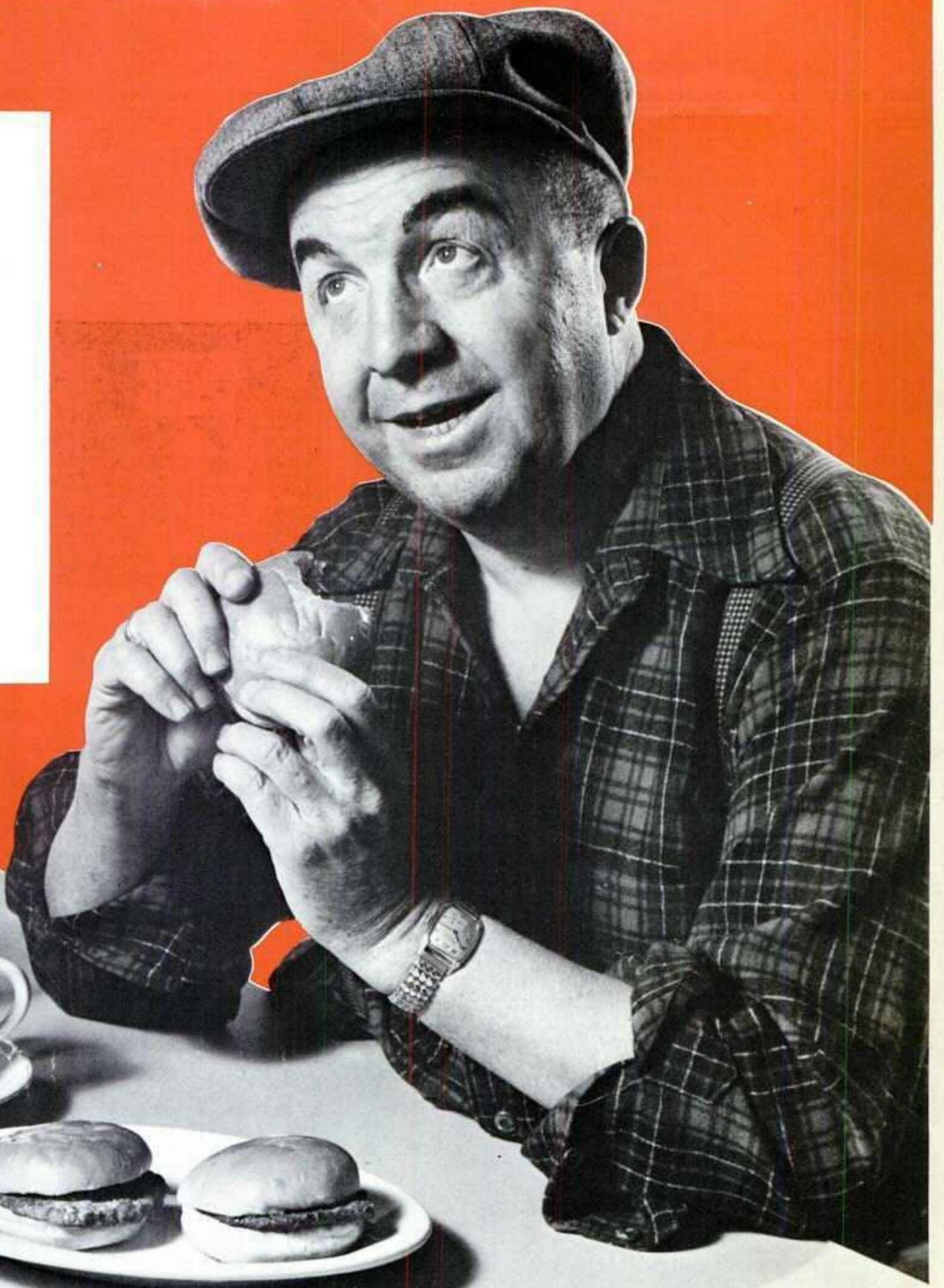
Stirton explained that Canton is involved in this type of manual feeding in plants, hospitals and office buildings. The special nitrogen freezing technique has been developed and refined for preserving the natural qualities of food.

"It is being adapted to automatic merchandising right now," Stirton said, "and the future is unlimited."

"The work week is shrinking all the time," Stirton commented. "Plants, hospitals and office and office facilities management are beginning to see that maintaining expensive kitchens and staff is not practical. Here's the opportunity for modern techniques in the vending field to come to the front."

Stirton also touched on the fact that automatic merchandising, such as Canteen is pioneering, solves another perplexing problem for caterers and cafeterias—that of cleaning dishes and cookware. "We give them completely sanitary, disposable paper containers and cartons," he pointed out.

"Certainly the boom in canned drink vending with the trend away from the problem of bottles is evidence enough of the convenience and efficiency of modern vending concepts," he stated, "and we'll see more and more refinements in years to come."



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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.

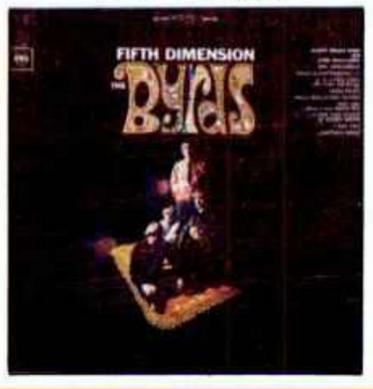
POP SPOTLIGHT
REVOLVER
Beatles. Capitol T 2576 (M); ST 2576 (S)

Another sure-fire sales winner, timed perfectly with their U. S. concert tour. With the current hit single included, the package also offers well done and unusual performances such as George's solo, "Love You Too," the plaintive ballad "Here, There and Everywhere," which features Paul, and John's raucous, off-beat number, "Tomorrow Never Knows."



POP SPOTLIGHT
FIFTH DIMENSION
Byrds. Columbia CL 2549 (M); CS 9349 (S)

Chalk up another hit package for the Byrds. With a solid string of top singles and albums, this is certain to be added to the list. Both of their recent hits, "S-D" and "Eight Miles High" are included.



POP SPOTLIGHT
I COULDN'T LIVE WITHOUT YOUR LOVE
Pet Clark. Warner Bros. W 1645; WS 1645 (S)

Featuring her singles smash, "I Couldn't Live Without Your Love," Miss Clark offers one of her best and commercial packages to date. She takes pop hits and adds her own special flavor which makes "Monday Monday," "A Groovy Kind of Love" and "Bang Bang" a delight all over again. Top Tony Hatch arrangements in strong support.



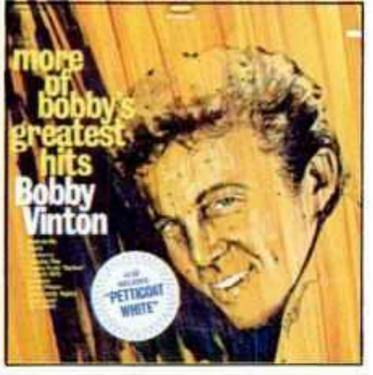
POP SPOTLIGHT
THE HIT SOUND OF DEAN MARTIN
Reprise R 6213 (M); RS 6213 (S)

Currently riding the Hot 100 chart with "Million and One," featured here, Martin adds a dozen pop-country numbers in the same vein. It all adds up to a top programming album. Standouts are "Anytime," the rocking "One Lonely Boy," and "Terrible, Terrible, Tangled Web." A bow to arrangers Ernie Freeman and Billy Strange.



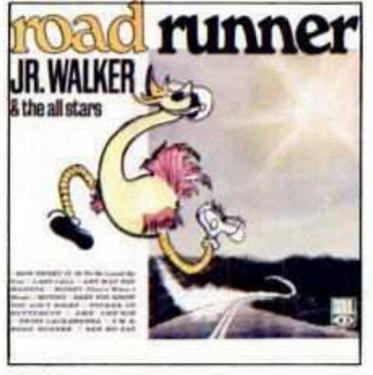
POP SPOTLIGHT
THE EXCITING WILSON PICKETT
Atlantic 8129 (M)

Leading off with his giant single, "Land of 1,000 Dances" and featuring his hits, "In the Midnight Hour," "634-5789," and "Ninety Nine and a Half," Pickett can't miss having a sales blockbuster. Loaded with the soulful, wailing and excitement of Pickett's performances, he excels with his interpretations of "Barefootin'" and "Mercy Mercy."



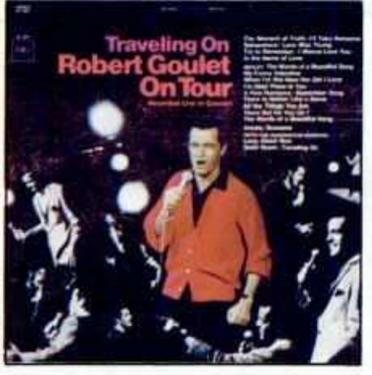
POP SPOTLIGHT
MORE OF BOBBY'S GREATEST HITS
Bobby Vinton. Epic LN 24187 (M); BN 26187 (S)

With Vinton hits, "Lo-o-o-o-y," "Tears," and the current "Petticoat White" spotlighted, this solid sales package can't miss being a big chart entry. Will undoubtedly prove as hot an item as the initial Vinton hit offering.



POP SPOTLIGHT
ROAD RUNNER
Jr. Walker & the All Stars. Soul SLP 703 (M); S 703 (S)

Jr. Walker keeps that saxophone wailing as he puts together a package of rockers. Leading off with "I'm a Road Runner" and following through with his current single, "How Sweet It Is (to be Loved by You)," this album can't miss.



POP SPOTLIGHT
TRAVELING ON
Robert Goulet. Columbia CL 2541 (M); CS 9341 (S)

Robert Goulet's recording packs a lot of excitement when done in a studio; they pack even more when done live. The fare is all standards—"I'll Take Romance," "Somewhere," "Try to Remember," etc. It's regulation Goulet, and that's what's been selling.



POP SPOTLIGHT
THE CRITTERS/YOUNGER GIRL
Kapp KL 1485 (M); KL 3485 (S)

With their second single, "Mr. Dieingly Sad," currently climbing high on the charts, the hot group has a winner in this package. Based on their strong selling single, "Younger Girl," this package should reach the top in short order.

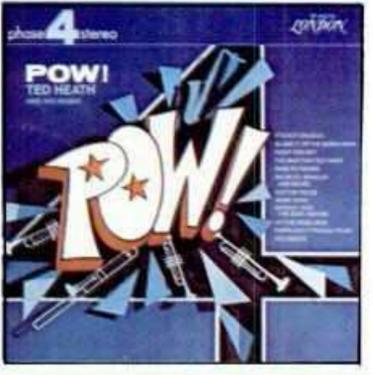
POP SPOTLIGHT
CAMPUS CONCERT
Erroll Garner. MGM E 4361 (M); SE 4361 (S)

The 6,000 Purdue University students who sat in on this recording session were able to spur Erroll Garner to one of his better performances. He makes chestnuts like "Back Home in Indiana" sound exciting, and he's in top form with "Lulu's Back in Town."



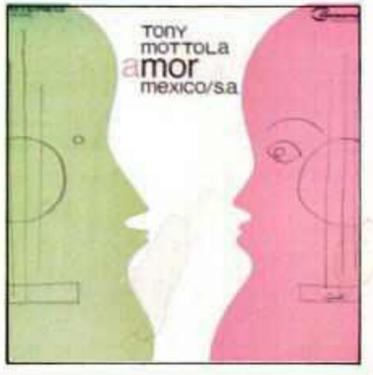
POP SPOTLIGHT
POW!
Ted Heath. London SP 44079 (S)

Ted Heath's big band needs a big sound and Phase 4 gives Heath just the sound he needs. In addition to being big in sound, the set is big in musical colorings and such songs as "Baubles, Bangles and Beads," "The Man That Got Away" and "Night and Day" are shaded for top spinning values.



POP SPOTLIGHT
AMOR MEXICO/S.A.
Tony Mottola. Command RS 33-900 (M); RS 900 SD (S)

The original Mottola Mexican album proved such a big sales success, this follow-up should have no trouble climbing the LP Chart in rapid fire. In addition to the fire and verve and brilliant guitar work by Mottola heard in the first album, the selections here are well balanced and diversified. From the opener, "La Raspa," to the closer, "Yo Te Amo," it is most colorful.



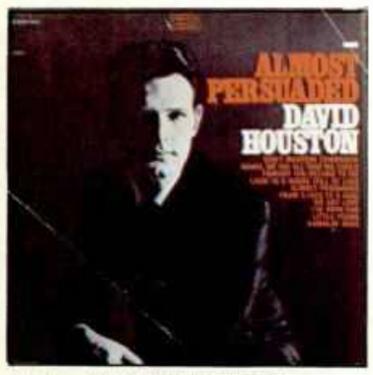
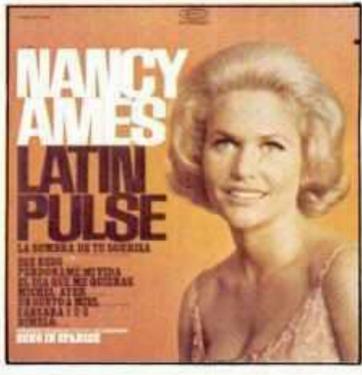
POP SPOTLIGHT
FILM SPECTACULAR, VOL. 3
Stanley Black. London SP 44078 (S)

Stanley Black's excursion into film music is now in its third volume and the current trip is as musically exciting. He moves from John Barry's "James Bond Medley" to Richard Rodgers' "The Sound of Music Medley" with skill. There are also exciting stops in between.



POP SPOTLIGHT
LATIN PULSE
Nancy Ames. Epic LN 24189 (M); BN 26189 (S)

Although this album spotlights Nancy Ames' Spanish style, the mood is pop and the payoff will be plentiful. With an attractive Spanish spicing, Miss Ames brings added refreshment to such recent pop attractions as "1-2-3," "A Taste of Honey," "Yesterday" and "Shadow of Your Smile." Joe Sherman supplies the musical dash.



COUNTRY SPOTLIGHT
ALMOST PERSUADED
David Houston. Epic LN 24213 (M); BN 26213 (S)

This exceptional package should hit with great sales impact in the pop field as well as country. Spotighting his pop-country hit, "Almost There," Houston offers his hit "Livin' in a House Full of Love," plus other top interpretations of "From a Jack to a King" and "Little Pedro." A hot left fielder to watch.



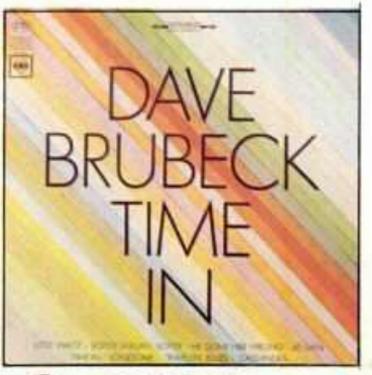
CLASSICAL SPOTLIGHT
HOLIDAY FOR HARPSICHORD
E. Power Biggs. Columbia ML 6278 (M); MS 6878 (S)

One of the surest sellers in the classical field, E. Power Biggs has come up with one of the most unusual recordings in a long time, containing a series of standard selections he transcribed for a pedal harpsichord. One after another they come: "Marche Militaire," "Brahms," "Hungarian Dance No. 3," "The Swan," "In the Hall of the Mountain King."



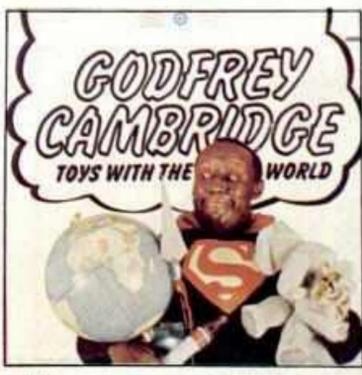
CLASSICAL SPOTLIGHT
GRIEG: PEER GYNT/BIZET: ARLESIENNE
Cleveland Orch. (Szell). Columbia ML 6277 (M); MS 6877 (S)

This combination of two of the most popular pieces in the orchestra repertoire performed admirably by the Cleveland Orchestra under George Szell can't miss. A cover titled "Two Favorite Suites" is indeed fitting.



JAZZ SPOTLIGHT
TIME IN
Dave Brubeck. Columbia CL 2512 (M); CS 9312 (S)

Brubeck, who has had so much success in experimenting with time signatures, comes up with another excellent album along the same lines. He's backed by Gene Wright on bass, drummer Joe Morello and saxophonist Paul Desmond.



COMEDY SPOTLIGHT
GODFREY CAMBRIDGE TOYS WITH THE WORLD
Epic FLM 13108 (M); FLS 15108 (S)

Godfrey Cambridge takes on such obvious targets as the KKK, but he also tilts with some fresh adversaries like discotheques, dieting and topless costumes on waitresses. And he comes out on top in all the bouts.