

Billboard

The International Music-Record Newsweekly

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

B'way Playalong Disks for 'Armchair' Artists

By MIKE GROSS

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

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

Kratka has already recorded 12 shows; foremost are "My Fair Lady," "Sound of Music," "Oklahoma!" and "Carousel." The recordings were made in Europe.

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

Expanding Catalog

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

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

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

(Continued on page 10)

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

NEW YORK—In a top-level structural reorganization, the Columbia Broadcasting System has set up a music and education division to be called the CBS - Columbia Group with Goddard Lieberson as Group

president. The new Group will consist of five operating divisions: CBS Educational Services, CBS Records, CBS International, CBS Direct Marketing Services, and CBS Musical Instruments.

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

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

Operations Heads

With Lieberson moving up to the CBS-Columbia Group

(Continued on page 10)

Muntz, Warner Bros.' Huddles Start Anew

LOS ANGELES — Warner Bros. Records and Muntz Stereo-Pak are eying each other again, now that Muntz proposed sell-out to Gulf & Western for \$6 million in stock has apparently dissolved. Record division President Mike Maitland clarified the situation last Friday by explaining that talks with Muntz, begun earlier in the year, are "continuing."

Gulf & Western's \$6 million figure is known to have exceeded anything Warner Bros. was considering.

Maitland turned aside the question of whether he was negotiating with the Van Nuys, Calif., company, pointing out that negotiating means "getting down to matters of figures," a

state, he said, which has not yet been reached.

"We're going to be in the business," Maitland said, adding it would be logical to work with Muntz, since Warner Bros.-Reprise has been Muntz' top product line. Maitland indicated that a great deal rested with Muntz whether the sale could be achieved. The inference was that he has not yet accepted some of the ideas discussed with Muntz.

Maitland said his recent overseas trip had kept him away from the Muntz situation, but promptly noted that he was on the discussion now.

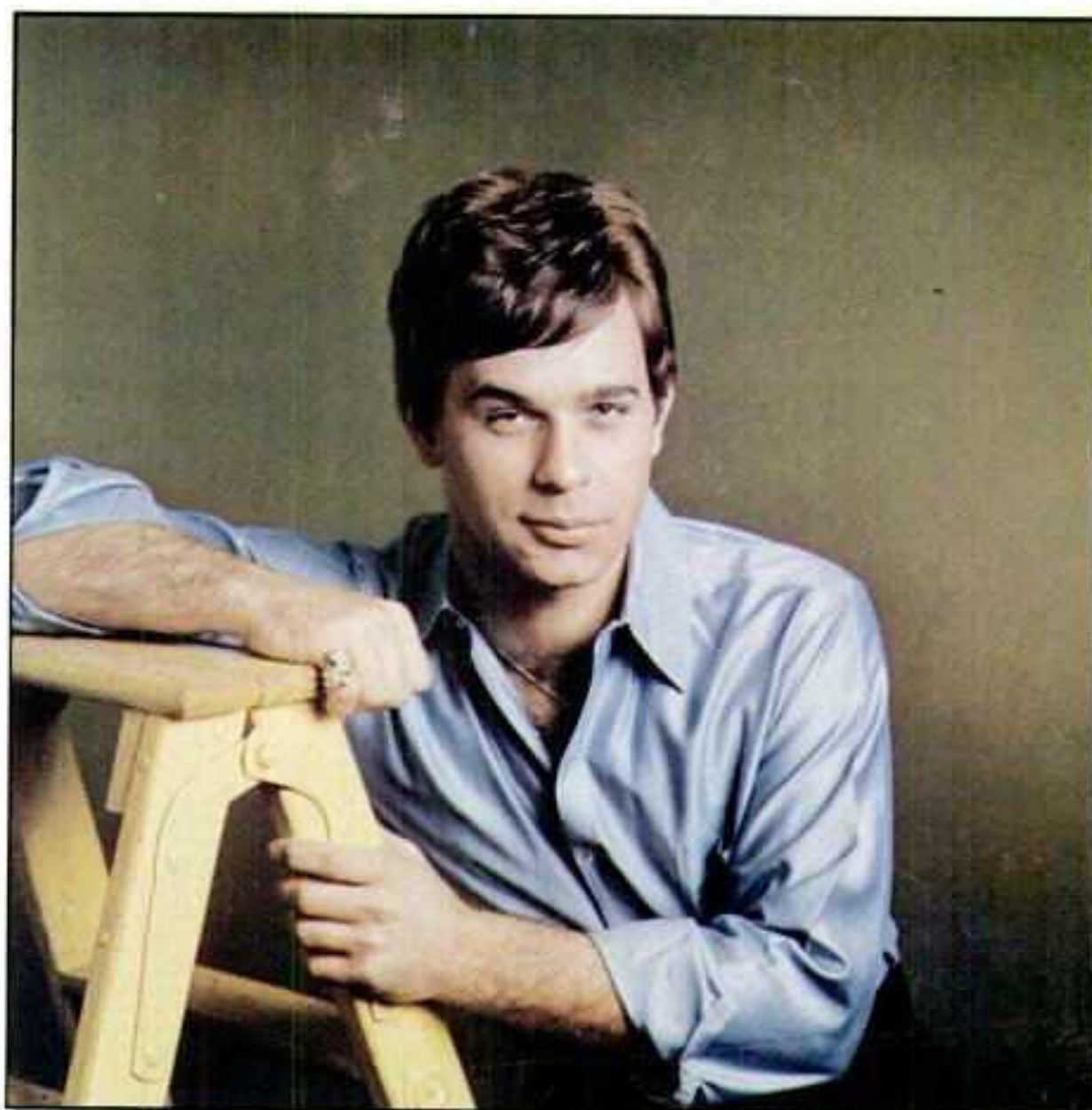
The executive called Muntz a "rugged individualist" noting they're the best kind to deal with.

Steen: Computers Mean Extra \$\$

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Special Report on Background Music

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LOU CHRISTIE, whose "Lightnin' Strikes" was a million-selling single for MGM Records, appears headed for another chart topper with his new MGM single, "Painter," coupled with "Du Ronda" (K-13533). (Advertisement)



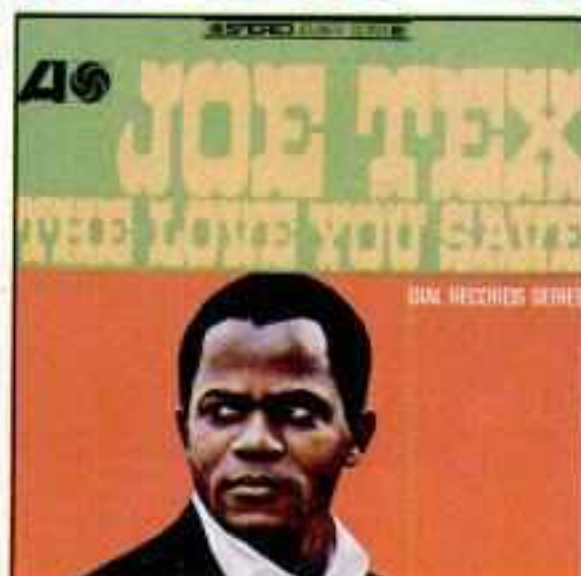
THE KING IS BACK on the scene under the personal management of Robert A. (Bumps) Blackwell. The master songwriting team has returned to bring you hit classics as they did once before. Little Richard's latest release on Okeh #4-7251 is "It's a Poor Dog That Won't Wag His Own Tail." (Advertisement)

(Advertisement)

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Atlantic 8123



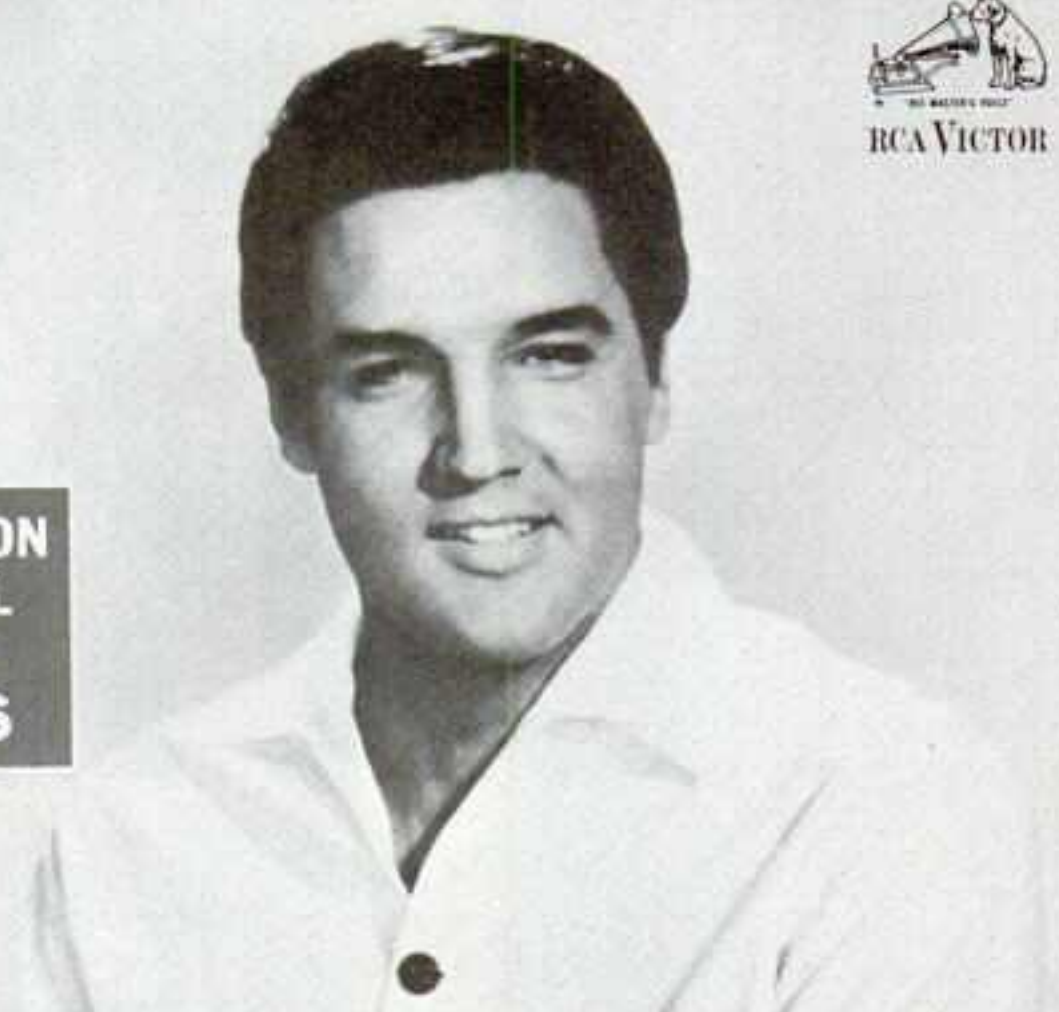
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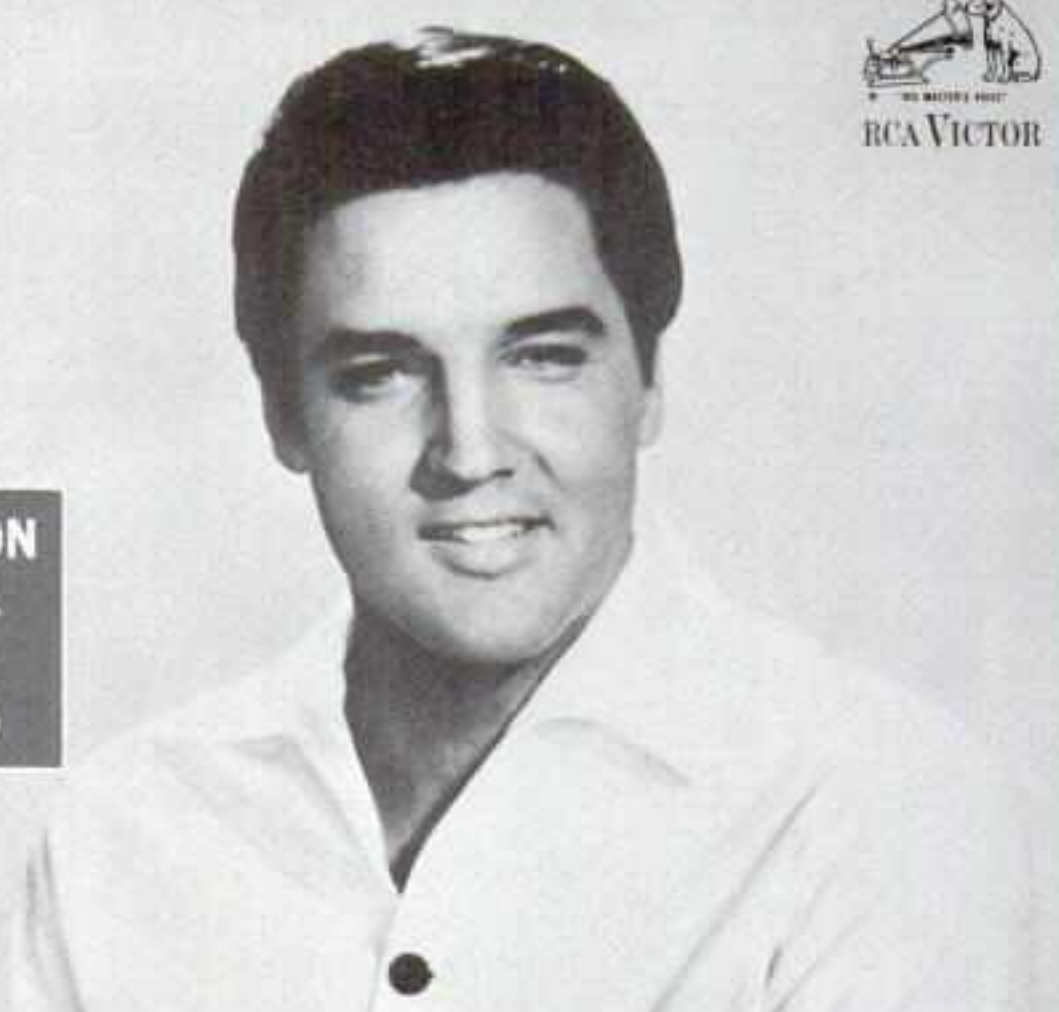
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ABC-Paramount Is Now abc Records

NEW YORK — ABC-Paramount Records, which recently celebrated its 10th anniversary, will henceforth be known as abc Records. The label began as AM-Par, but soon changed its logo to the one it is now dropping.

The new name change has several advantages. While the parent corporation is ABC-Paramount Theaters, the Paramount in the logo was confusing to non-tradesters. The label, of course, has no connection with Paramount Pictures.

Also, with the ABC radio and TV networks in the ABC-Paramount Theaters corporate stable, the new name links the label with these mass broadcasting media, with popular entertainment the common bond. Also, the abc logo is much simpler than the previous one.

The use of lower case letters was prompted by the abc signature which appears on the TV screen. The theory is that the record label and the TV network will cross promote each other by the use of identical logos.

In another area, Larry Newton officially confirmed what had been reported in Billboard

and denied by other publications last month—that it has acquired the New Deal Record Service Corp. and its affiliates.

The giant rack-jobbing, record distributing and one-stop complex maintains offices in New York, Detroit, Los Angeles and Chicago, with resident salesmen in St. Louis and Philadelphia.

Newton said that the New Deal principals, Al Levine and Lou Klayman, will be named abc Records vice-presidents and will continue to operate New Deal. He added that branch office personnel will be intact.

Negotiations for the acquisition of distribution rights for 20th Century-Fox Records were continuing at press time, according to informed sources. Contrary to reports published elsewhere, the deal is not yet wrapped up.

Elsewhere on the abc Records front, Dennis Minoque was named professional manager of the label's music publishing subsidiaries — Ampco, Porgie, Westpar, Pamco, Apt and Ampar Music. Minoque, a recent graduate of New York City University, has recorded for Time Records.



THIS NEW ALBUM DISPLAY rack at Klein's department store in Yonkers, N. Y., is selling 20 per cent of the record department's entire volume of business. The top 25 albums in the rack are based on Billboard's Top LP's Chart and kept up to date. At right, Al Bitinsky holds the top LP for the week of May 21. At his left is Les Schneider, hard goods division manager, and at right is Leonard Fargo, managing director of the store who was responsible for creating the display.

Klein's Rack Racks Up Big Sales

YONKERS, N. Y.—A giant display rack featuring a full mono-stereo stock on the top 25 LP's has increased record sales 20 per cent at Klein's department store here.

The display features 25 albums—the major sellers on Billboard's Top LP's Chart—and customers are attracted to the display by huge stereophonic speakers located behind a peg-board wall out of sight. A light below the album jacket display indicates which album is being played. Below the jacket is a

browser rack containing 90 copies of that album. The display contains a total of more than 2,000 albums.

Programming is controlled from a cashier's counter some 30 feet away on the other side of the record department. The cashier has a selection of the 25 albums taken from the jackets on the wall. A row of switches control the lights below the jackets.

Albums sales had been rather drag during February and March, according to department

manager Al Bitinsky. But after the display was installed the beginning of April, sales shot up. The department is now leading all other record departments in sales in other Klein stores throughout the metropolitan area and leading the next closest store by 40 per cent. Bitinsky said that his department, from market research reports, is in the top five in record sales among all New York area stores. "This display contains the basic stock of a small store in itself. It forces you to be in stock on the major 25 selling albums."

EDITORIAL

The Lieberson Mark

Goddard Lieberson leaves an indelible mark on the record industry as he moves up the CBS corporate ladder. (Separate story.) In the 27 years he's been with Columbia Records—10 years as its president—Lieberson has been in the middle, and more often, in the front, of virtually every battle that helped move the industry ahead.

When the recording engineers were struggling for the acceptance of the LP—he was there. When the record retailer needed convincing that record clubs would help, not harm, their business—he was there. When the creators of "My Fair Lady" needed moral and financial support—he was there.

It is a fitting tribute by CBS that he should be appointed "chief of staff" overseeing a giant and still-growing division. And, it is also heartening to know that if the industry needs his advice and leadership—he can still be there.

In 1964, Billboard selected Lieberson for its first "Music Man of the Year" award. We've had no second thoughts, since.

Tomko New Mgr. of Billboard Division

NEW YORK — Andrew Tomko, a veteran of nine years with Billboard, has been appointed manager of the Record Market Research Division, effective June 27. He replaces Sid Horowitz, who resigns to make a research connection outside the record industry.

Tomko spent most of his Billboard service as research assistant under Tom Noonan. As assistant, his duties included administration and control of research techniques set by J. Stevens Stock, Billboard's permanent research consultant; control and liaison functions with the national field organization, the group which is in day-to-day contact with the industry's record dealers; and liaison with Billboard's Electronic Data Processing Division in Cincinnati, which handles tabulation and processing of research data. In addition, Tomko's duties included supervision of research for Billboard's popularity charts.

Tomko will report to Andrew J. Csida, General Manager of

Billboard's Special Projects Division, which embraces the Record Market Research Division, Music Popularity Chart research under Don Owens and Laurie Schenker, RSI services under Don Owens, and the Print Services Division under Bill Courtney.

The Record Market Research Division's basic services are presently being expanded to include full detail on sales through rack-serviced outlets.

Coincidental with the beginning of the rack research program (first preliminary report of sales will be available Sept. 19), rack data from this research will become a basic part of the raw material from which Billboard's weekly Top LP's Chart is built.

"We're looking ahead to a strong period of progress in this area involving not only new research in rack sales, but also special research services involving sales of tape CARtridges

(Continued on page 8)

Atl.-York-Pala Takes Troggs' Pact to Court

NEW YORK—The hassle over the U. S.-Canada rights to the British group known as the Troggs will be settled in the courts. Atlantic-York/Pala brought suit in New York Supreme Court last week to protect their exclusive licensing agreement on the Troggs' recording of "Wild Thing," released here on the Atco label, and future recordings by the group in the U. S. and Canada.

The suit is against Mercury Records, Page One, Ltd. and Dick James, Ltd. Atlantic-York/Pala is asking for an injunction preventing Page One, Ltd., and Dick James, Ltd., from entering into any licensing agreement with any third person for records by the Troggs in the U. S. and Canada. The Troggs' "Wild Thing" was also released here on the Fontana label, a subsidiary of Mercury.

The suit seeks an injunction enjoining Mercury from interfering with their licensing agreement regarding records by the Troggs, as well as an order ordering Page One, Ltd. and Dick James, Ltd. to withdraw from Mercury Records any master tapes or recordings of performances by the Troggs.

YOUNG RASCALS FORM PUBBING

NEW YORK—SLAC SAR, a BMI publishing firm, has been formed by the Young Rascals and their manager, Sid Bernstein. The title of the firm is Rascals spelled backwards. First songs by the new firm are "You Better Run," "Love Is a Beautiful Thing" and "Do You Feel It." The songs were written by various members of the group.

Col. Tightens Its Promotion Staff

NEW YORK—Columbia Records has consolidated its national promotion staff with the appointment of Tom Noonan as national promotion director for the Columbia and Date labels and the assignment of Gene Weiss to the post of a&r product manager for singles. The reorganization, according to William P. Gallagher, Columbia vice-president, is aimed to further strengthen and centralize the company's entire promotional effort and to speed and refine communications between members of the label's field promotion force and Columbia's headquarters.

Noonan, who will report to Joseph Lyons, director of Columbia Records Sales, will direct and co-ordinate the national promotion activities of both the Columbia and Date labels and tie in with merchandising plans and programs. Responsible directly to Noonan will be eight Columbia Records field promotion managers situated throughout the country. Also reporting to Noonan will be Harold Kimisar, manager of Columbia Records album promotion. Noonan, who came to Co-

lumbia from Billboard late last year to supervise the new Date label, will continue to supervise the Date activities and Date's four field promotion managers will, as before, report to him.

In his post as a&r product manager for singles, Weiss will report to Jack Widenmann, director of a&r administration. Weiss' responsibilities will include scheduling and assigning all Columbia and Date singles releases, and singles trade advertising, as well as maintaining liaison with the Columbia promotion and sales departments on all singles product. He will work in association with Columbia's a&r staff and with Noonan in the exploitation and promotion of all Columbia and Date singles.

In addition, Weiss will serve as chairman of the company's Master Purchase Committee which will review for purchase all masters submitted to the Columbia and Date labels. Weiss will also be responsible for co-ordinating recording of Columbia Date artists by independent producers in the planning of future releases and the development of their artists.

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Kama-Sutra Prod. Is Developing A Total Entertainment Concept

NEW YORK — Kama-Sutra Productions, which in its two years of existence has moved to the forefront among independent production companies, has renewed its contract with MGM Records. In the fiscal year just ended, K-S produced seven records for MGM, five of which hit the top five in the Hot 100, and two of which hit the top 50.

The producer also has contracts in force with Columbia, Kapp, Mercury and Amy-Mala.

While independent production is still the bread and butter of the firm, Kama-Sutra is developing what it terms a "total entertainment" concept. This includes film production for TV and movies, TV commercials, publishing, the purchase of masters from other independent producers, as well as the operation of its own label, Kama-Sutra Records.

Kama-Sutra has completed the soundtrack for a feature-length film entitled "The Plastic Dome of Norma Jean." The script is complete and shooting is expected to get under way soon. The publishing arm also owns the music to a soon-to-be-released, and as-yet-unnamed feature film which features the Lovin' Spoonful, K-S's top act. A third film production, to be used as a 20-minute short, is in production. It will be a documentary on the Kama-Sutra operation.

K-S is already in the TV film commercial business, with beer advertisements featuring the Good Times and the Critters. The theory is that these commercials are aimed at a young adult audience, and music which appeals to young adults will perform the most effective selling job.

At the executive as well as at the artistic level, Kama-Sutra's accent is on youth. The three presidents — Artie Ripp, Hi Mizrahi and Phil Steinberg — are all in their mid-20's. Frank Mell, the vice-president, is the senior citizen. He's 31.

The firm was founded two years ago when Steinberg and Mizrahi formed a small record label. They were joined by Ripp, who left his job with Premier Albums, and by Mell, who operated a music publishing firm at the time.

At the outset, the partners decided that they would not just produce masters and look for buyers, but they would get long-term contracts with record companies and develop their artists in an orderly fashion.

Promotion is one of the keys to artist development, and Kama-Sutra doesn't rely on the label to take care of this vital chore.

For example, K-S doesn't merely attempt to hit the major markets with a new release. When the Lovin' Spoonful come out with a release, records are sent to some 1,200 radio stations and they are followed up with telegrams, telephone calls and letters.

Disk jockeys are told to telephone collect for interviews with the artists. These interviews are taped, then sent to the jockeys.

Radio promotion is worked on a "hub of the wheel" concept. If the record doesn't get played in the major city, known as the hub, the record is plugged in surrounding smaller cities. Eventually, the major city must play the record.

Film shorts are made of Kama-Sutra acts, then they are mailed to local television sta-

tions. Toy Buddhas (the Kama-Sutra symbol) are sent to radio and television stations.

Contests are also used to promote artists. One talent contest, worked with New York's Channel 47-UHF, drew 2,500 acts who competed for a Kama-Sutra contract. Videotapes of the winning act were sent to TV stations all over the world.

The most important aspect of the Kama-Sutra operation, however, is the selection of recording talent. And whether the act will come up with an initial hit single is not the prime consideration.

The visual as well as the vocal attraction is taken into consideration. The prospective artist is sized up with regard to his potential in live performances, radio and television appearances, and possible film exposure.

The producer assigned to the artist does more than supervise the recording sessions. He's responsible for the artist's image — how he dresses, how he acts in public, and his development as a showman.

Purpose of all this is to develop the artist on a sustaining basis, as an album seller, and as a potential TV act.

In the fiscal year just ended, Kama-Sutra - produced singles have sold to the extent of 7,000,000, according to Steinberg. The figure includes masters produced for other labels, and records under the Kama-Sutra logo. The latter are distributed by MGM.

For the rest of 1966, increased emphasis will be placed on film production for movies and TV, although the independent production activity will still account for the bulk of the revenue.

EXECUTIVE TURNTABLE

Johnny Farrow has joined the professional staff of Tommy Valando's publishing firms. He'll work with Frank Military on the promotion of the catalog and new songs of Valando Music as well as his Laurel and Sunbeam firms. For the past 15 years Farrow has been associated with George and Eddie Joe, running their publishing operation as well as their record company.

Irving B. Green, president of Mercury Records, has named **Norman Rubin** to the post of national promotion director for rhythm and blues product of Mercury and its affiliated labels. A veteran of over 15 years in the music industry, Rubin has worked within Mercury for the past two years, as New York-New Jersey promotion manager for the Philips, Smash and Fontana labels.



RUBIN

Robert E. Teck, formerly national sales manager of Mills Music, has joined MCA Music. Teck was with Mills for 24 years. He will supervise all trade and educational activities.

Kenneth S. Myers, vice-president and product manager for Mercury Records, has announced his resignation. **Alan Mink**, recently appointed national promotion manager for Mercury, has taken over Myers' job as product manager. Myers began his Mercury career in July, 1951. He served as advertising director, merchandising manager and national promotion manager before being named to his last post. Mink, who has been with Mercury for five years, started as a local promotion man in Cleveland. Previously he was national promotion manager for Smash Records.



MINK

Mel Arnold Price has been appointed manager of the new Cartridge Tape Operations Division for MGM Records, which is now conducting research into further exploitation of the cartridge field. Price will be responsible for surveying the market and guiding the firm's activities into the fastly growing market. Prior to joining MGM, he held important executive positions as eastern sales manager for Record Sales Co., branch manager for Sunshine State Record Distributors, and was a salesman for New York Record Distributors.

Nicholas Albarano has been appointed to the newly established position of national field sales for Epic and Okeh Records. In his new position, Albarano will be responsible to **Mort Hoffman**, Epic's national sales director, for supervising the activities of all Epic and Okeh managers, as well as maintaining liaison with all Epic and Okeh distributors. In line with the label's expansion, **Fred Frank** has been promoted to regional manager of the northeastern region based in New York from his post of regional manager of the southern region; **Fred Love**, who was regional promotion manager of the southeast region for Columbia Records, replaces Frank; **Richard Blackburn** has been set as regional manager, north central region, and **John Mahan** continues as regional manager western region. Reporting to him is **Brett Kennedy**, as district promotion manager.



ALBARANO

Uttal believes that any local record which reaches No. 1 in a given market has the potential to become a national best seller.

"Through the type of indie producing set-up I have, I feel I don't have just one or two a&r men, I have dozens of experienced people. If they can give me hit product, and most of them have a very strong track record, I'm happy to pay a top royalty. I don't interfere with their producing activities. They have the talent. I just promote and sell their product." Besides its own activities, Amy-Mala-Bell distributes more than 24 different labels and has 32 distributors coast to coast to handle them, plus Quality Records in Canada, and EMI overseas.

Currently hot are "Pretty Flamingo," by Tommy Van on Academy Records, produced by Tommy Kaye; "Little Girl," by the Syndicate of Sound on Bell Records, a purchased master bought from Gary Thompson out of San Jose, Calif.; "Break-out," by Mitch Ryder & the Detroit Wheels on New Voice, produced by Bob Crewe; "I've Got to Go on Without You," by the Van Dykes on Mala, purchased master out of Fort Worth by Charles Stewart; "And Then the Rains Came," by Ronny & the Daytonas on Mala, produced by Bill Justis of Nashville, and "A Street That Rhymes at Six A.M.," by Norma Tenega on New Voice, produced by Bob Crewe.

Bell Into Canada in Intl. Set-Up

NEW YORK — Within 60 days all Amy-Mala-Bell Records product in Canada will be released on the Bell Records label. President Larry Uttal is launching the label in Canada as the first step in a program to establish the firm's image as a major international operation. Previously, all product was released on Quality Records, which will continue as Canadian distributor for Bell Records.

Uttal is leaving for Europe within the next few weeks to strengthen ties with overseas licensees.

This international drive follows an expanding national drive by Uttal, whose successful formula is based on choice master purchases and wise indie production deals. In the past three weeks, for example, Uttal bought a master out of Pensacola, Fla., featuring Mighty Sam singing "Sweet Dreams" and "So Far From Home," by Gary and the Knightlights out of Chicago. From Charlie Booth in Houston, he bought a master featuring Sonny Jones with "Just Me." When he buys a master, he usually signs up the producer to a deal. One of the production deals just signed was with George and Walt Wilder of Los Angeles who'll produce on their own Nite Life Records, which Uttal will distribute.

"From Anywhere" "Hit records, today, can come from any place," Uttal said. "People around the country are producing more and more high

quality records. They've realized they're sitting on a tremendously untapped talent market. They're picking up talent and songwriters that have never been touched.

"But even more important, these producers in the field reflect the musical tastes of the 'home town' people, they have got an exposure advantage for new records. Radio stations like to expose local talent because their listeners like to hear the boy next door . . . they identify with them."

WOR-FM to Contemp'ry

NEW YORK — WOR-FM will announce Thursday (16) its new programming format, and industry sources indicate it will be contemporary music. This would make the station the first major-market rock 'n' roll stereo station in the nation. WOR is talk on AM; however, its FM audience is presently one of the largest in the metropolitan area.

Bert Lambert will head the new operation; program director is Tom Reynolds, the band leader. Air personalities have reportedly already been hired. The new format has been kept tightly under wraps by the station, but the change will take place as soon as possible.

Gary Klein has been named vice-president of West Coast affairs for Koppelman-Rubin. He had been general professional manager for K-R's music publishing operation. Chardon Music and Faithful Music. In his new post, he will headquarter at K-R's new Hollywood office at 733 Sunset Boulevard. He will seek material and writers, place songs and look for new talent to add to the firm's independent production roster and the newly formed KR Records. Before joining Koppelman-Rubin Associates, Klein was a songwriter.

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are all heading in the same
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Some are taking the good-music route...



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4-43668
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Andy Williams



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Ray Conniff

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**"WE'RE ACTING
LIKE LOVERS"**
4-43611
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Recordwagon Computer Boon to Merchandisers

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

By CECIL STEEN

President, Recordwagon, Inc.

Record managers at some 400 stores across the country no longer worry about what LP albums to stock. A computer here at Recordwagon helps make such decisions as part of the job of handling just about every function in the select-order-sell routine of album merchandising.



This is part of a new Recordwagon customer service program which analyzes a store's daily LP sales and generates replenishment shipments directly from our home office in Woburn, Mass. Tapes, accessories and needles are also "managed" by the computer system, which is showing some remarkable results.

Sales volume for customers has jumped substantially, and our own sales volume has risen steadily. At the same time, we have been able to reduce inventory investment considerably and to double stock turnover.

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

Our decision to go into computer operations was based on the fact that LP record inventories at retail outlets are getting too big to be handled by old-fashioned methods. The volume of records available today makes maintaining information on what albums are selling, how fast they are selling and—if possible—how long they are going to keep selling, as well as information on what albums aren't selling, more vital than ever before.

Computer processing is the best means of compiling this information. When the computer is operated by the record supplier on behalf of his customers, certain direct benefits accrue for the dealer.

First of all, record department managers no longer contend with the difficulties of or-

dering, incomplete shipments or delayed deliveries. The supplier can replenish, remove, adjust, add and ship merchandise—according to each store's requirements—almost automatically.

Second, the supplier, because he has access to all stores' sales statistics, can develop better inventories for every outlet. Records which a store manager might purchase based on personal intuition or national ratings may not reflect the true buying habits of local customers. Consequently, he has a "dead" item. With computer processing, customer buying habits often can be determined and in turn reflected in the record inventory.

Finally, because the supplier is constantly aware of retail inventories, he is better able to maintain and balance his own inventory. This in turn brings about a better retailer in-stock position, both on existing records as well as new releases. While it is impossible to predict how well a new release will sell before it hits the market, we can through daily computer analysis spot overnight sensations and immediately generate additional record shipments if such are required.

The net result of this new marketing process lies not in the computer itself, but in the ability to use the computer to generate greater LP sales volume. In an average month, we control an inventory of some 4,000 different titles, and this does not include 45's. Their selling life is short and customer buying habits unstable.

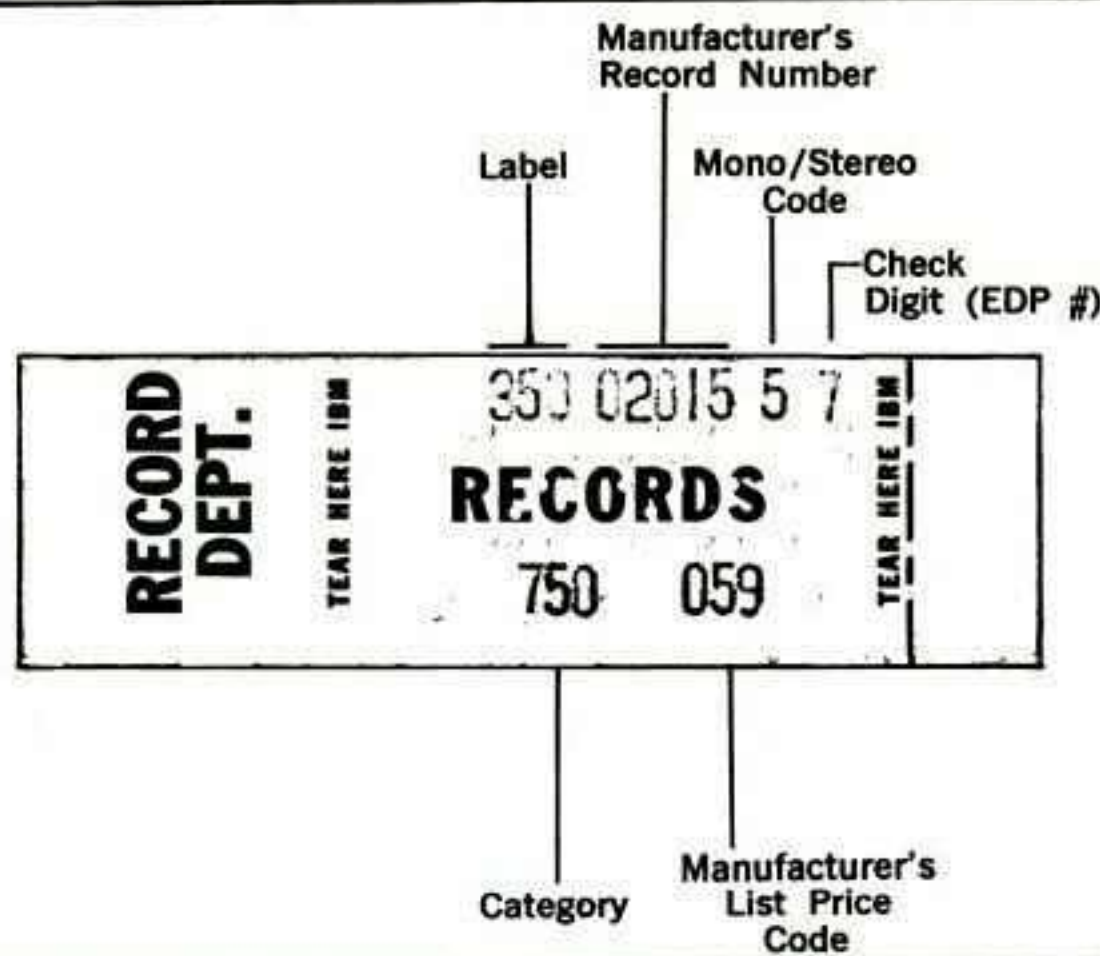
We do not apply any formulas to selection of customer

shipping quantities. Mathematical formulas are inappropriate in this industry, which has and always will require personal interpretation. The computer is helpful in that it gives us insight as to what albums are and are not selling, in a time span which enables profitable reaction.

To compile the necessary facts, certain information-gathering techniques are used. When we send records to a retailer, a small ticket is attached automatically to each jacket. This is a printed and punched tag which carries basic information: inventory number, manufacturer number and category (western, classical, jazz, etc.). When the record is sold, the check-out clerk removes this ticket and places it in an envelope.

At the end of a period (daily, twice a week or weekly, depending on the size of the record department) all these tickets are forwarded to us. Here they are inserted into an automatic ticket reader which transposes the information into punched cards.

These punched cards, which represent all sales made by a store during the previous period, are entered into the 1440 to update that store's on-hand inventory. This information is maintained on removable and interchangeable magnetic disks similar to phonograph records used in conjunction with computer-connected devices called 1311 disk storage drives. Instead of storing musical tones, the magnetic disks store alphabetic and numeric information which relates to the sales history and on-hand information concerning all records stocked by a store.



THIS CODED LABEL is the key to the electronic data processing system in use by Recordwagon, Inc. Individually coded labels are affixed to all albums shipped to the 400 Recordwagon accounts. These labels are returned after daily sales and are the beginning of the entire data processing operation. Labels are fed into the IBM scanner which automatically punches cards registering information necessary to the complete sales and buying operation.

THE ELECTRONIC BRAIN MINDS THE STOCK STORE

WOBURN, Mass.—Commenting here upon the advantages in record operation provided by use of modern electronic equipment, Cecil Steen, head of Recordwagon, Inc., stated that the record merchandiser using such equipment had a definite edge competitively—as did his clients. "You just cannot shove in merchandise without sales history and hope that somehow you will do a good job. The proper information is needed, and given this information, one is able to achieve a great turnover—over 20 times. This is made possible by knowing your inventory: what sells and what does not sell, and stocking accordingly." He added: "We do not blindly allocate records to our outlets; we know exactly what they need."

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

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

Of the dollar volume chalked up by Recordwagon and its 400 outlets, about 35 per cent is attributable to post exchanges; the remaining outlets are department stores, discount stores, electronic stores, etc. On best sellers, Recordwagon accounts for 2 per cent of total album sales.

The record manufacturer, Steen noted, is lax in that he is not using the services of the rack jobber as a merchandising force. The rack jobber is the fastest growing segment in the sales end of the industry despite this.

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

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

A number of reports are automatically generated for use in restocking store inventories, invoicing, updating our own warehouse sales and on-hand statistics, purchasing from manufacturers, etc.

A Daily Report

Each day we get a report showing inventory and sales status for every store: stock on hand, shipments en route to store, shipments still to be delivered, last four weeks' sales, and total sales to date. The report also indicates if there has been above average sales action in the period, if a field service man has requested information, and the status of certain albums which are being watched for all customers (the sales action following release of a new record, for example).

This goes to one of our two merchandisers. By balancing their judgment of the record industry with information on the report, these people decide what records will be shipped to each store. They do not concern themselves with the stock position of the warehouse, but only with what merchandise is moving in the retail outlet.

The report is printed on special 8½ x 11 sheets which enable the merchandiser simply to mark quantities to be shipped. It is used because it eliminates the need to punch manually individual cards for the shipping

quantities. The form is "read" automatically by the 1232 optical scanner which converts the pencil marks to punched cards.

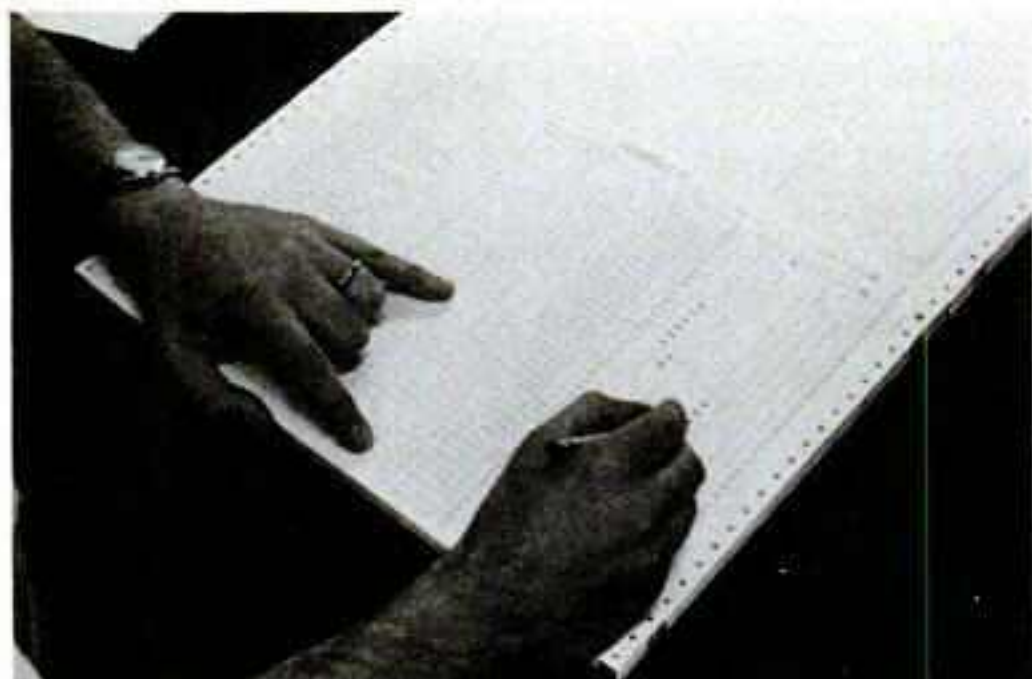
Run Through

These cards are then run through the computer. The system checks warehouse inventory of the albums to be shipped; this information also is stored on 1311 disk files. If the order can be filled, it is printed out in the form of a warehouse picking document. If the order or portions of the order cannot be filled, this data is entered in a 1311 file and acted on as soon as records are received from the manufacturer.

Reports developed as a by-product of this computer routine assist in picking and verifying shipments, stocking bins, preparation of retail price/store name labels, printing and punching control tags.

Once a week, for example, a report is printed which indicates the on-hand balance of each album in the Recordwagon warehouse, plus a movement history on the album. With the help of this data, we select new records and quantities. Other management reports show gross profits realized during the preceding period, accounts receivable, return to manufacturer adjustments, requests for special records, errors in manufacturer shipments, etc.

All these reports come as a direct offshoot of actions associated with computer-assisted supplier-to-retailer record selection and distribution. Thus, we are using the computer as a sales-boosting asset for our customers and—inevitably—for Recordwagon as well.



PROCESSING AN ORDER merely requires Recordwagon's merchandisers to mark quantities on the computer-prepared forms with ordinary pencil. The computer maintains a record on a disk file of out-of-stock items so the order can be completed as soon as the item is available. A packaging slip is prepared for items in stock.



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



ORDER FILLING in Steen's Recordwagon plant.

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Greengrass Moves High & Wide

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

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

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

Harris admits that the disk production, publishing and personal management triumvirate is patterned after Dunhill Productions recently purchased by ABC Paramount Records.

Harris explains the operation is based on specialization with Adam Ross handling publishing, Ed Cobb a&r with Harris, and Bert Jacobs covering management. All the divisions fall under the banner of a corporation called Attarack, with Seymour Heller president.

"Today major record companies are trying to eliminate competition in a sense by opening subdivisions with subdivisions," Harris says. "Other companies are buying small labels." As they gain control of the markets, they obtain healthy sales percentages and this trend is the wave of reality, Harris believes.

So Greengrass has made reciprocal deals with such hot producers as Huey Meaux of Houston and Bill Lowery of Atlanta. Greengrass acts like a record company and offers them a percentage plus front money for their acts. Tower Records has been Greengrass' chief placement outlet.

Greengrass is thinking of starting its own label and these production deals would provide

a working roster of acts. The company will be one year old in August and has only released three singles this year. Its current chart single, "Dirty Waters" by the Standells, was released last November and has taken this long to break out.

Harris feels you have to "gamble" today and the company prepared a cover LP before the "Dirty Waters" single was on the charts. This same procedure was followed with Kitty Lester's single and LP of "When a Woman Love a Man," just out on Tower.

As a result of the firm's own management wing, BJ Enterprises, the Standells were booked into locations just as the single showed signs of becoming a national hit.

Col. Sues 2 Firms as Illegal Duplicators

NEW YORK—Columbia Records has gone into the courts to fight the battle on unauthorized duplicating and selling of

tape CARtridges. Columbia filed suit in New York Supreme Court last week against Cartridge City, Ltd. and Cinematic, Ltd., of Nassau County, charging that they duplicated without authorization performances of such Columbia artists as Barbra Streisand, Jerry Vale, Andy Williams and Robert Goulet.

According to Columbia, the unauthorized cartridges, which it claims are of inferior quality, are advertised as being available for cars, home and boats. Columbia has moved for a temporary injunction against the two firms which is scheduled to be heard June 13.

In commenting on the suit, Clive J. Davis, Columbia's administrative vice-president, said; "Columbia Records is instituting this far-reaching action at this time to put an end to unauthorized dubbing of our repertoire. It is particularly important to us and to the entire music industry that we take action now. After two years of research and development, we are making our entry into the automobile tape cartridge field. It is absolutely necessary to make clear to everyone that we do not intend to permit the misappropriation of the product of our skill, effort and expense, as well as of our contract rights. Columbia considers this lawsuit of paramount importance to protect not only record companies, but also recording artists whose earning will otherwise suffer."

Henry Brief, executive secretary of the Record Industry Association of America, hailed the action with, "We are hopeful the issue involved in the litigation will be resolved by the prompt action of the court. The industry has long been concerned with the continuing and increasing appropriation of recorded performances, which have deprived record companies of their rightful sales, left the artists, musicians, composers and copyrights uncompensated for their labors and, in many instances, brought inferior product onto the market to be foisted upon unsuspecting consumers."

Correction

NEW YORK—A story in last week's issue of Billboard incorrectly identified Edward L. Nash as president of the Capitol Record Club. His title is vice-president and general manager.

Mira Aims Product At Italian Market

LOS ANGELES—Mira Productions has tapped the Italian market for its first classical release and for a series of pop singles which president Randy Wood will issue domestically in an experiment to provide large Italian populated markets with product no one else is offering.

Wood is preparing two classical lines, one regular, one budget priced, based initially on repertoire secured from Ricordi, his Italian licensee. The first classical release on Mira is scheduled for August, Wood said, with seven \$3.79-\$4.79 packages, spearheaded by Maria Callas performing "Medea." The initial Surrey classical package of five LP's will be unveiled in October.

Wood, who recently returned from two and one-half weeks of negotiations in Europe relevant to the purchase of this Italian material, explained he had secured 12 Italian pop singles from various labels and would begin releasing these singles within one month. "We will especially service one-stops and jukeboxes that specialize in this product," Wood said last week.

Among the Italian pop artists set for domestic release is actress Catherine Spaak, currently filming in Hollywood, who sings "Yesterday" ("Ieri") and who will be covered in two LP's also.

Mira's 1000 series is heavily opera oriented; Surrey's 4000 series spotlights orchestral works. The five Surrey LP's will include "Il Barbiere Di Siviglia,"

"Antiche Danze Ed Arie Per Liuto," "Le Fontane Di Roma," "Quattro Sonate Da Camera," and the "Sinfonie Da Guglielmo Tell." Orchestras include Dell Accademia Di Santa Cecilia, and Sinfonica Romana; Fernando Prevital and Franco Ferrara conducting.

Surrey Classics will be repackaged to give them a series look, much in the manner of the Nonesuch label. The Mira Classics will strive for individuality. These higher priced packages will present Maria Callas with the Orchestra Coro Del Teatro Alla Scala in "Medea"; "La Cambiale Di Matrimonio" with Mario Petri (two record set); "La Serva Padrona" with Renata Scotto and the Musicales Del Collegium Musicum Italicum; "Rigoletto" with Brani Scelti and the Orchestra e Coro Del Maggio Musicale Fiorentino; "Il Barbiere Di Siviglia" with Nicola Monti and the Piccolo Teatro Musicale Del Collegium Musicum Italicum (two records); "Le Romance Di Francesca Paolo" with Luigi Alva and "Lucia Di Lammermoon" with Ettore Bastianini and the Orchestra e Coro Del Teatro Alla Scala.

Additional classical fare on both labels will be offered every three to four months.

In the export field, as part of Wood's pact with Philips for world-wide representation (except in Italy), he will provide them with a minimum of 50 albums a year, with the licensee setting the price structure.

'Barefootin'' Giving Dover An International Foothold

NEW ORLEANS — Largely on the sales strength of its hit "Barefootin'" single by Robert Parker on the Nola Records label, Dover Records, Inc., here is expanding into international status. Negotiations were under way last week for overseas distribution of the record through a major company.

A "Barefootin'" album featuring Parker is being shipped to dealers this week, said Bob Robin, executive vice-president of the label. The firm was previously more or less a regional company until a "Men of War" single by Wanda Rousan on Frisco Records (which it distributes) late last year that turned into a fairly big record outside of Louisiana as well as within the State. "Barefootin'" is No. 7 this week on Billboard's Hot 100 Chart with a

star, signifying that the record is climbing rapidly in sales.

As part of the expansion of Dover, president Cosimo Mattassa last week signed an indie production deal with Marshall E. Sehorn and Allen Toussaint who'll produce on the Deesu Records label. Toussaint is the writer of "Whipped Cream" and "Java." The first two releases on Deesu are Maurice Williams with "Being Without You" and Wilbert Harrison with "Clementine." Williams had a million-seller in "Stay" in 1961 and Harrison recorded the world hit "Kansas City" in 1959. "Barefootin'" had been released in New Orleans and started from there. WNJR in New York gave the record its big push that broke it out of Louisiana. However, to illustrate the broader scope of the Dover firm, it launched the Williams and Harrison records in the Baltimore-Washington area first.

The Dover label was formerly distributed by the London group; it is no longer in use. Labels under the Dover fold include Frisco (headed by restaurant owner Connie Larocca of New Orleans), White Cliffs, Eight-Ball, Deesu, Nola and Tailgate.

Andy Tomko

• Continued from page 3

and tape cartridge playback equipment," Csida said. "As a matter of fact," Csida said, "Billboard's research Division is now geared to produce virtually every type of data in or related to the music-record industry, and we anticipate continued growth under the leadership, experience and administrative talents of Andy Tomko."

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



CLIVE DAVIS



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HARVEY SCHEIN



CORNELIUS
- KEATING



DONALD
RANDALL

• *Continued from page 1*

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

CBS Records, under Davis, who had been administrative vice-president of Columbia Records, will continue to produce and market the Columbia, Epic, Harmony, Date and Okeh record lines and the Columbia Legacy Collection. Other operations in the division include Columbia Record Productions, a custom pressing service; Columbia Special Products, which produces records and stereo tape for special markets; and Masterwork Audio Products, a new line of radios, phonographs, stereo system components, and tape recorders. Early this fall, the Division will market 8-track stereo tape CARtridges for automobiles.

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

Schein's Duties
CBS International, under

MMO Produces B'way Playalong

• *Continued from page 1*

ders, mostly from the South and small towns where there are no record retail shops. He sends out a mailing of 60,000 twice a year to hold on to these mail-order customers. Record store purchases are on the upgrade, too, and dealers report that in addition to consumer demand that they stock MMO product, the consumers have established a "continuity of purchase," meaning that after the first purchase they usually come back to buy the other records in their particular instrumental or vocal category.

Kratka also claims a broad-based audience for his MMO disks. They range, he says, from the King of Siam, to U. S. State Department personnel and GI's all over the world, and from such jazz artists as Marion MacPartland, Bud Freeman and Roy Eldridge to pop pianist Roger Williams.

The MMO disks are now being pressed by Allentown (Pa.) Records, Sonic in Hicksville, L. I., and at RCA Victor's Rockaway (N. Y.) plant.



GODDARD LIEBERSON

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

EXECUTIVE TURNTABLE

• *Continued from page 4*

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

★ ★ ★

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

★ ★ ★

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

CBS Direct Marketing, under Keating, who had been vice-president and general manager of the Columbia Record Club, will take over the operations of the Columbia Record Club, the Columbia Stereo Tape Club, Installment Sales Operations, and the Masterworks Subscription Plan. The Columbia Record Club now has nearly two mil-

lion members. The Stereo Tape Club is a mail-order outlet for pre-recorded 4-track stereo tapes. The Masterworks Subscription Plan for classical records was introduced last year. Sold by mail through the Installment Sales Operations of the Club are such consumer products as stereo sound systems, tape recorders, guitars, radios, TV sets, electronic organs and phonograph equipment. Computer systems are expected to be put in use shortly in this Division to give buyers faster service.

CBS Musical Instruments, under Randall, who had been vice-president of Fender Musical Instruments, will handle all operations of the Fender, Squier Strings, Roger Drums and Electro Music units. With a backlog of \$8 million in orders for its guitars and guitar accessories, Fender has just completed a new manufacturing plant in Fullerton, Calif., which will be ready for operation this summer. Squier manufactures strings for guitars and other string instruments. Rogers Drums is one of the top manufacturers in an industry that showed a growth in 1965 of 85 per cent. Electro Music manufactures speaker systems for electronic organs. It expects to broaden into other non-competing areas of musical instruments in the near future.

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by Larry Finley

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TAPE CARtridge

United Artists Releasing 62 8-Track Sets

NEW YORK—United Artists Records is stepping into the tape cartridge field this week with the release of 62 stereo-8 packages. This is the first of a regular series of releases which UA is planning.

UA is backing its initial cartridge release with a merchandising campaign which will utilize radio spots, window and in-store displays and consumer, trade and co-operative advertising. Future releases, drawn from UA's catalog and those of its affiliated and subsidiary labels, will be forthcoming at regular intervals and special emphasis will be placed on the company's large store of soundtracks and motion picture music.

Heading the list of UA's motion picture cartridges are the soundtracks of "A Hard Day's Night," "Goldfinger," "Thunderball," "Never on Sunday," "What's New Pussycat?" plus eight others. Ferrante & Teicher, Al Caiola, Jimmy Roselli, Count Basie, Lena Horne, LeRoy Holmes, Eydie Gorme, Steve Lawrence and Jan Peerce are among the pop artists available in the program, while heading the teen-age artists are such disk acts as Jay & the Americans, Little Anthony & the Imperials, Patty Duke and Bobby Goldsboro. In the jazz category are Duke Ellington, John Coltrane, Art Blakey and Herbie Mann, while the country cartridges are headed by Del Reeves and George Jones.

Upcoming shortly from UA will be a program of tape cartridges aimed especially at the children's market.

Nat'l Philips Distrib Set Up

SANTA FE SPRINGS, Calif.—National Philips, Inc., a distributorship for TelePro and private brand tape CARtridge playback units, has been opened by Philip Costanzo, formerly with Motorola and Craig Panorama.

The firm will service all of Southern California with the TelePro line, an imported \$99.95 Japanese unit selling under the Imperial logo, the Norelco cartridge recorder - player and Panasonic car radios.

The company will specialize in music systems for autos, explained Costanzo, formerly with Craig's auto division for six years. Darol Combs is the first of a projected four-man sales staff hired.

An aggressive program of dealer and consumer merchandising campaigns will be launched, with Costanzo leaning toward hiring an outside merchandising firm to develop his programs. Hypothetically, the company will offer prize promotions for retailers and customers. Tape cartridges will account for 70 per cent of Costanzo's volume, he believes. The executive will regionalize his promotions to insure strong representation on consumer and trade levels.

Cap. Duplicators Gearing For CARtridge Entry

By ELIOT TIEGEL

HOLLYWOOD — Capitol plans offering four tape CARtridge home player models by late fall, with a portable AC/battery model also on the drawing board. The company's 11 distribution centers (branches to other people) have begun shipping the first Lear manufactured 8-track player called the Custom 8.

A good cross section of the company's account structure is buying the equipment. Many retailers are entering the cartridge equipment field for the first time with their purchases of the Capitol logoed unit, retailing for \$89.95.

This first model has a simulated wood metal cabinet. A second model with a walnut finish will follow. Both units plug into existing high fidelity equipment. Oris Beucler, special products general manager, sees

a self-contained player with speakers and a combination phonograph-cartridge player also available by fall. "The next ultimate outgrowth will be a portable AC/battery model," he said. The equipment will be purchased from the best source at a competitive price.

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

The duplication masters are made off tapes from the label's library. The dupes are made at 15 i.p.s. with an engineer checking the audio level through the entire run of the programming.

Capitol's Jacksonville, Ill., plant is the sight of a completed duplication wing and will produce cartridges for the company's debut release package.

Capitol's duplication system is to reproduce from the master machine to the slave with tape on a hub, not inside the cartridge, which is the way Muntz Stereo-Pak operates. A&R men have to recycle tracks from albums to obtain workable timing schedules.

Capitol says the fidelity on its cartridges will be finer than currently duplicated tapes because its equipment was expressly designed for cartridges. Greater frequency response is available, said Bill Robinson, recording director, because of the non-standard equipment being utilized.

Quality control testers listen to one out of every 10 cartridges for sonic flaws, Robinson pointed out.

Maruwa Sparks Fight to Curb Overloading in Export Market

By HANK FOX

NEW YORK—Tashia Niimi, president of Japan's largest manufacturer-exporter of tape CARtridge machines, is visiting the United States to determine whether his company will step up production of the 8-track continuous loop cartridge units and to examine first hand the U. S. tape cartridge market.

Niimi's company, Maruwa Electronic and Chemical Co., Ltd., manufactures more than 50 per cent of the 30,000 cartridge units shipped to the U. S. each month. Most of these units are 4-track machines. In addition, Niimi, who is a partner with Earl Muntz in a Japanese based factory, manufactures monthly for U. S. export. (Niimi's firm is one of two Japanese manufacturers supplying Muntz with playbacks.)

Niimi says that if the trend is to 8-track he will follow suit, but he has no faith in this

system. In Japan, he says, there is trouble with alignment and hence, a higher reject ratio. He also believes the quality of 4-track reproductions superior. The company is currently manufacturing for Muntz a compatible 4 and 8-track unit. A first-run shipment of 3,000 is set for the U. S. in early July.

The overexportation of playbacks causing a flooding of the market, and subsequently a downward spiraling in prices, is the chief problem facing Niimi and the rest of the Japanese industry producing equipment. Niimi fears a recurrence of the fate suffered by the transistor radio and portable tape recorder.

When the transistor model radio first came out, he explained, prices averaged \$29.39. Then, smaller Japanese companies copied the designs and went into full production without any regard for the size of the market. The result is that radios now sell for as low as \$4 to \$5 and the return profit is practically nil. The same holds true for the tape recorders.

Form Association

In an effort to forestall a parallel situation, Maruwa and three other tape cartridge companies formed the Car Stereo Association. Three additional firms have joined since. Niimi has been elected president of the group. The CSA seeks to avoid footbalting prices by working with the government to halt reckless exportation.

Niimi believes the Japanese government has the power and the responsibility to restrain these smaller firms from hurting the industry. First, many of these companies do not pay royalties on the designs they copy; 2) they kill profits; 3) they give the Japanese industry a bad reputation for inferior merchandise. The association has already filed lawsuits against several companies for alleged patent infringement.

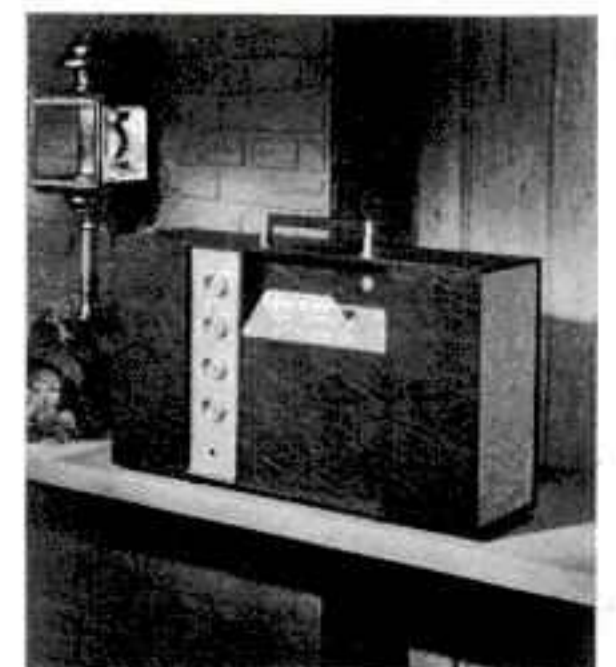
Another reason Niimi has come to the U. S. is to look into the possibility of manufacturing home video tape recorders for export here. Niimi hopes to design a unit with a retail cost of under \$500. The set would record directly from a TV receiver.

Make Recorder

Maruwa's tape division also makes and exports a combination machine marketed in the U. S. by Muntz. It consists of a stereo record player and a cartridge recorder. The recorder makes a cartridge version of any record. Also, a microphone can be used to make live cartridge recordings.

In a joint venture with Earl Muntz, Maruwa has just built a \$250,000 tape duplicating plant. The Japanese government put up the money for the plant, which is part of a 22-acre industrial city for Maruwa. The tape division is one phase of a combine of 28 companies under Maruwa.

Niimi has been to Los Angeles and New York, and will visit Detroit. He is accompanied by Barney Phillips, a business consultant who headquarters in Japan and California.



BARNEY L. PHILLIPS, Japan business consultant and Tashia Niimi, tape CARtridge unit manufacturer, at Billboard offices, New York. Both are touring nation to study tape cartridge market.

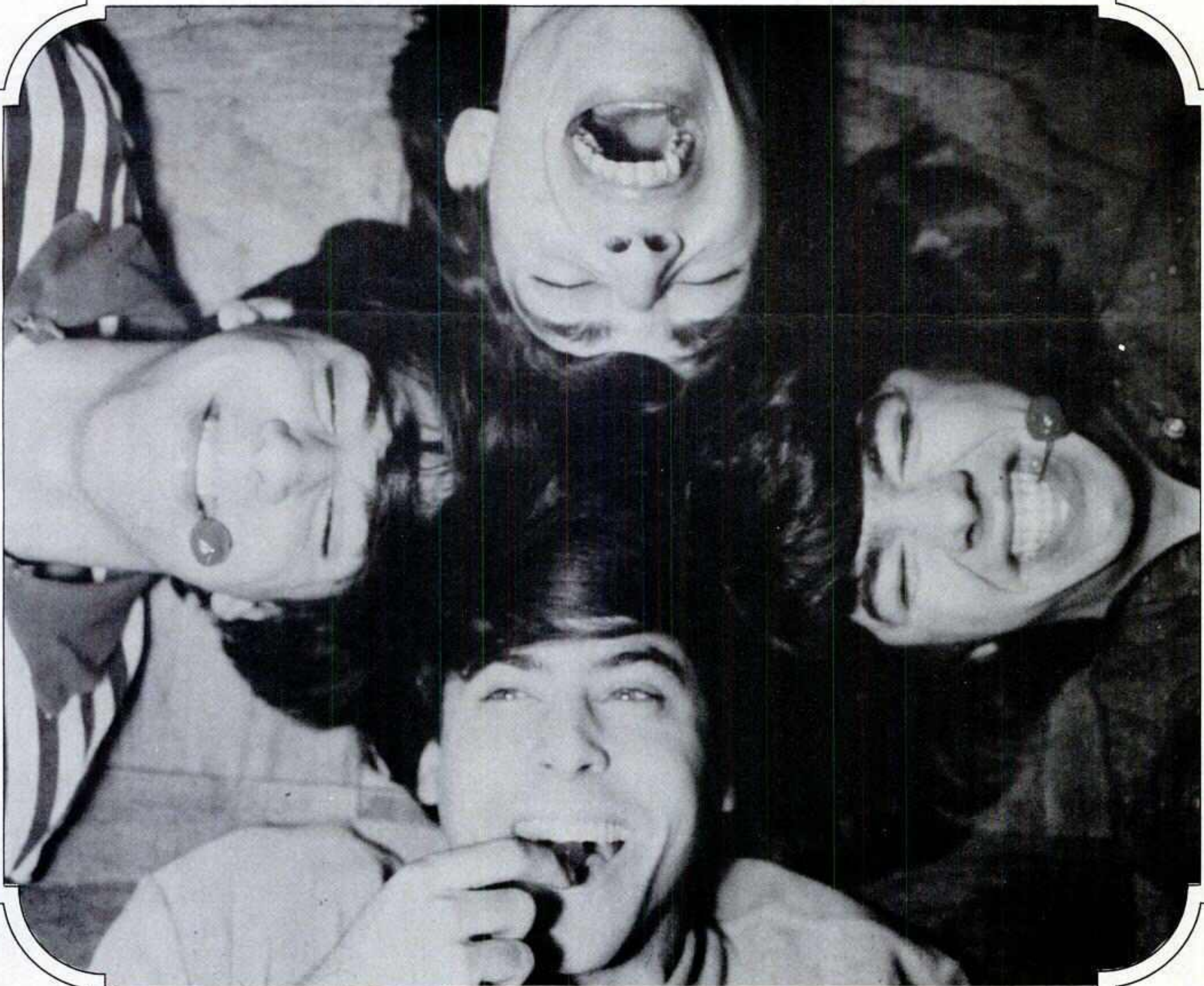
resentation on consumer and trade levels.

Additional employees in the venture are Mary Palmer, vice-president and Frank Palmer, secretary-treasurer. The firm is headquartered at 11990 Riviera Road.



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Billboard

TOP LP's

BILLBOARD CHART POSITION—6/18/66

MUNTZ CATALOGUE NO.

BILLBOARD CHART POSITION—6/18/66			MUNTZ CATALOGUE NO.
1	WHAT NOW MY LOVE	Herb Alpert's Tijuana Brass	A&M 66-169
2	IF YOU CAN BELIEVE YOUR EYES AND EARS	Mama's and the Papa's	Dunhill 21-270
3	WHIPPED CREAM	Herb Alpert's Tijuana Brass	A&M 66-141
5	GOING PLACES	Herb Alpert's Tijuana Brass	A&M 66-159
7	DR. ZHIVAGO	Soundtrack	MGM 46-135
11	SOUL AND INSPIRATION	Righteous Bros.	Verve 21-298
15	BOOTS	Nancy Sinatra	Reprise 10-366
21	THE YOUNG RASCALS	Young Rascals	Atlantic 21-339
22	CRYING TIME	Ray Charles	ABC/Para 10-379
25	SINGING NUN	Soundtrack	MGM 46-140
26	WONDERFULNESS	Bill Cosby	W-B 72-131
27	SOUTH OF THE BORDER	Herb Alpert's Tijuana Brass	A&M 66-134
28	THE LONELY BULL	Herb Alpert's Tijuana Brass	A&M 66-132
33	GOT MY MOJO WORKING	Jimmy Smith	Verve 26-252
34	SEPTEMBER OF MY YEARS	Frank Sinatra	Reprise 10-287
36	MOONLIGHT SINATRA	Frank Sinatra	Reprise 10-369
37	HANG ON RAMSEY!	Ramsey Lewis Trio	Cadet 26-307
39	THE WONDROUS WORLD OF SONNY & CHER	Sonny & Cher	Atco 21-299
43	SOMEWHERE THERE'S A SOMEONE	Dean Martin	Reprise 10-376
44	WHY IS THERE AIR?	Bill Cosby	W-B 72-120
47	A MAN AND HIS MUSIC	Frank Sinatra	Reprise QR-4
50	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?	Bill Cosby	W-B 72-110
56	TRINI	Trini Lopez	Reprise 10-381
58	TIJUANA BRASS	Herb Alpert's Tijuana Brass	A&M 66-135
60	THAT WAS THE YEAR THAT WAS	Tom Lehrer	Reprise 72-122
62	THE SOUL ALBUM	Otis Redding	Volt 21-331
66	I STARTED OUT AS A CHILD	Bill Cosby	W-B 72-116
73	MY LOVE	Petula Clark	W-B 10-371
88	HOUSTON	Dean Martin	Reprise 10-340
97	HOW DOES THAT GRAB YOU?	Nancy Sinatra	Reprise 10-418
100	THE KINK KONTROVERSY	Kinks	Reprise 21-273
104	WHEN A MAN LOVES A WOMAN	Percy Sledge	Atlantic 29-122
107	SEE WHAT TOMORROW BRINGS	Peter, Paul & Mary	W-B 56-169
108	THE IN CROWD	Ramsey Lewis	Cadet 26-308
113	THE LOVE YOU SAVE	Joe Tex	Atlantic 21-338
117	ARTHUR PRYSOCK/COUNT BASIE	Arthur Prysock Count Basie	Verve 28-152
125	OTIS BLUE/OTIS REDDING SINGS SOUL	Otis Redding	Volt 29-115
128	BACK TO BACK	Righteous Bros.	Philles 21-269
134	THE BEST OF THE RIGHTEOUS BROS.	Righteous Bros.	Moonglow 21-343
135	STRANGERS IN THE NIGHT	Frank Sinatra	Reprise 10-427
143	SOLID GOLD SOUL	Various Artists	Atlantic 21-284
147	LOOK AT US	Sonny & Cher	Atco 21-203

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TAPE CARTRIDGE



DERRELL SCHOLTON, president of Living Audio Products, demonstrating the Audiosphere 4T-8T, a compatible four and eight-track tape CARtridge playback unit.

Livingston Audio Unveils 4&8 Unit

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

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

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

Scholton plans a first run issue of 1,500 units followed by

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

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

A demonstration will be provided with each unit. Scholton said the company will offer dealers a complete package including literature, point of purchase displays and posters. Special distributors are to be set up. More than likely, the regular distributors for the Audiosphere line will not be used.

Although this is Livingston's first cartridge unit under its Audiosphere trade name, the company has been engaged in limited private branding and consultation for some time.

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

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

Mercury and affiliated label product has heretofore been available on 4-track through packager-marketers such as Mucitapes, Inc., and these product channels will remain open. Industry observers see a trend, however, toward the corraling of tape cartridge business under more direct control of the large record companies.

Mercury has been marketing its own Stereo 8 cartridges for the past two months, has released some 50 titles to date, and plans to release 8-track product at the rate of 15 titles per month, according to Mercury's new recorded tape division manager Tom Bonetti.

Mercury will ship its own 4-track offerings beginning June 17. The catalog will include 18 Mercury, 3 Philips, 11 Smash and single Fontana titles. Artists include Roger Miller, Les-

ley Gore, Johnny Mathis, Horst Jankowski, Smothers Brothers, Bill Justis, the 4 Seasons and James Brown.



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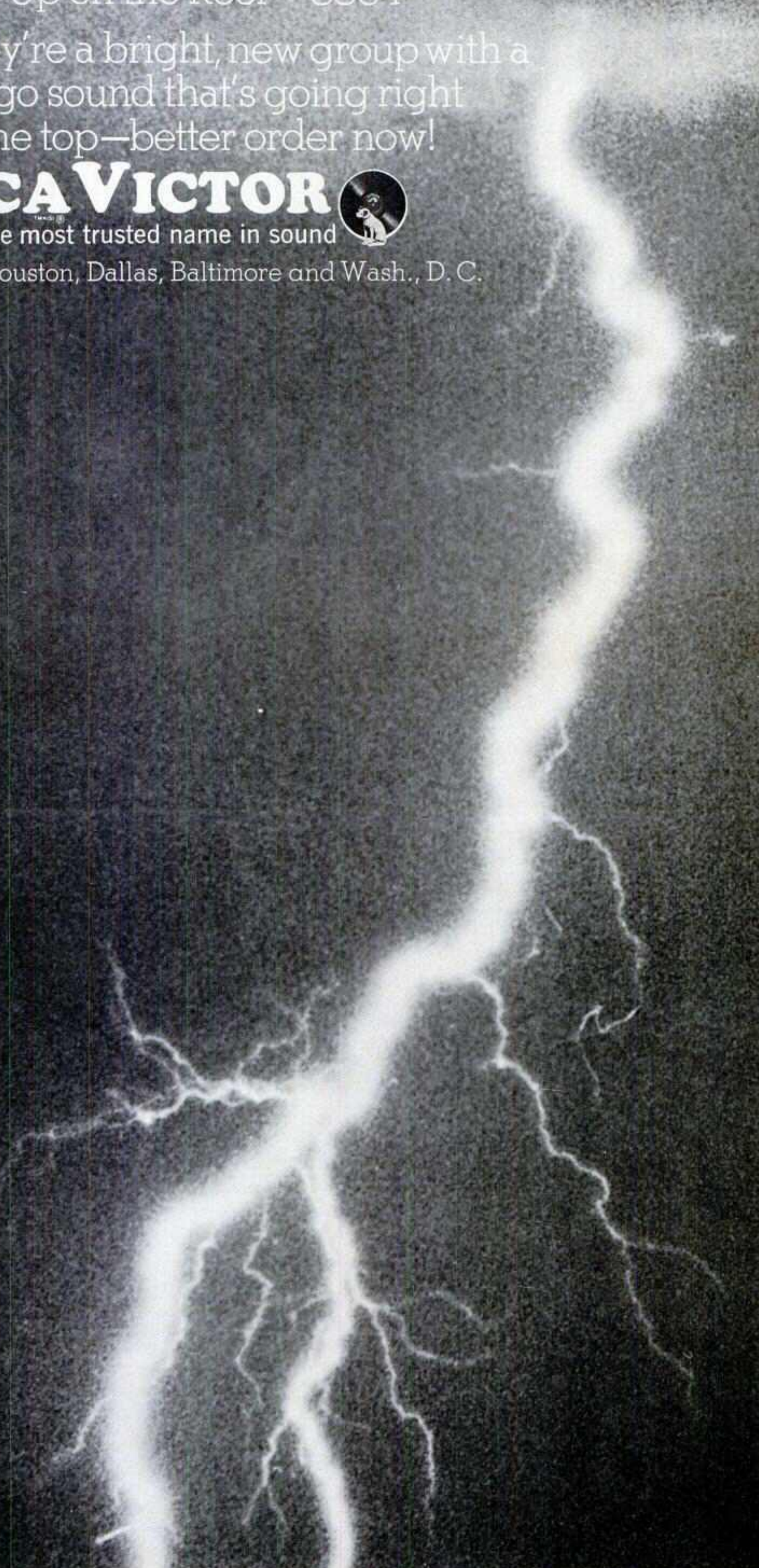
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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 112—Last Week, 105

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

POP SPOTLIGHTS

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

THE YARDBIRDS — OVER UNDER SIDEWAYS DOWN (Prod. by Samwell-Smith, Napier-Bell) (Writers: Drega - Relf - Samwell - Smith - McCarthy-Beck) (**Leo Feist, ASCAP**)—Unique instrumental backing, pulsating dance beat and wild group vocal make this a sure bet to top their smash hit, "Shapes of Things." Flip: "Jeff's Boogie" (Feist, ASCAP). **Epic 10035**

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

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

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

TWICE AS MUCH—SITTIN' ON A FENCE (Prod. by Andrew Loog Oldham) (Writers: Jagger-Richard)—Unique lyric ballad written and produced by the Rolling Stones should prove a smash hit for the group. Flip: "Baby I Want You" (Immediate, --). **MGM 13530**

THE BACHELORS—CAN I TRUST YOU? (Writers: Vacne-Sneider-Testa-Remigi) (**Miller, ASCAP**) — Hot follow-up to the group's "Love Me With All of Your Heart" is this pretty Italian ballad with English lyrics by Paul Vance. Flip: "My Girl" (Prancer, BMI). **London 20010**

EDDIE RAMBEAU—I MISS YOU (Prod. by Bob Crewe Prod.) (Writers: Brown-Nadar-Bloodworth) (**Saturday, BMI**)—Excellent Rambeau vocal and exciting Bob Crewe production prove the right combination for a chart-topping disk. Flip: "Thinkin' About You Baby" (Saturday, BMI). **Dynovoice 221**

TRINI LOPEZ—LA BAMBA—PART 1 (Prod. by Don Costa Prod.) (Writer: Lopez) (**South Mountain, BMI**) —Top turntable and sales potential in this exciting "live" performance, which was a much-requested album cut. Flip: "Trini's Tune" (Tridon, BMI). **Reprise 0480**

NANCY WILSON—UPTIGHT (Prod. by David Cavanaugh) (Writers: Cosby-May-Judkins) (**Jobete, BMI**)—Stevie Wonder's big hit gets a stylish Wilson interpretation. Tune is perfect for all types of programming, which should boost it quickly up the charts. Flip: "You've Got Your Troubles" (Mills, ASCAP). **Capitol 5673**

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

BACK PORCH MAJORITY — HONEY AND WINE (Prod. by Randy Sparks) (Writers: Goffin-King) (**Screen Gems-Columbia, BMI**)—The folksters rock this jumpin' Goffin-King tune and the big beat backing should capture the teen dance set. Flip: "Brother John" (Miller, ASCAP). **Epic 10036**

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

THE FUGITIVES—YOUR GIRL'S A WOMAN (Prod. by Bruno-Millrose) (Writers: Charamatz-Felicicotto) (**Tender Tunes—Roosevelt, BMI**)—Well written teen-aimed lyric ballad has an easy-go instrumental backing and fine group vocal work. Watch this one. Flip: "She Believes in Me" (Tender Tunes—Roosevelt, BMI). **Mala 533**

BOB KUBAN & THE IN-MEN—DRIVE MY CAR (Prod. by Mel Friedman) (Writers: Lennon-McCartney) (**Maclen, BMI**)—Lennon-McCartney rocker has the big beat and Beatle-like excitement to rush it up the charts. Flip: "The Pretzel" (Sonkay, Aim, BMI). **Musicland, U.S.A. 20007**

STEVE ELLIOTT—WHO WILL BUY (Prod. by Jerry Ragovoy) (Writer: Lionel Bart) (**Hollis, BMI**) —The Lionel Bart tune from the Broadway musical "Oliver" gets an unusual, rockin' dance rhythm reading for a solid chart entry. Flip: "Rosalee" (Norwich, BMI). **Warner Bros. 5826**

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

THE BOSTON HITSMEN—MY BABE (Writer: W. Dixon) (**Arc, BMI**)—The rousing blues penned by Willie Dixon gets an exciting dance beat revival by the group for a top of the chart entry. Flip: "Can't Let It Ride" (T. M., BMI). **MTA 104**

DEAN PARRISH—TELL HER (Prod. by Richie Gott-ehrer) (Writer: Russell) (**Mellin, BMI**)—Rousing, tempo dance beat revival of the Exciters' hit should quickly establish Parrish on the charts. Flip: "Fall on Me" (Bleu Disque, ASCAP). **Boom 60012**

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

CHART Spotlights—Predicted to reach the HOT 100 Chart

PATTY DUKE—The World Is Watching Us (Arch, ASCAP). **UNITED ARTIST 50034**
DON COVAY — You Put Something On Me (Ragmop-Pronto, BMI). **ATLANTIC 2340**
STEVE LAWRENCE—Good Times (Next Day, ASCAP). **COLUMBIA 43681**
JAMES BROWN—Boo-Ga-Loe (Toccoo, BMI). **SMASH 2042**

THE SMALL FACES—Hey Girl (Miller, ASCAP). **PRESS 5007**
JODY MILLER—I Remember Mama (Tobey, ASCAP). **CAPITOL 5671**
DIAMOND CARROLL—Don't Answer Me (Ponderosa, BMI). **COLUMBIA 43691**
BOBBY YEE & THE STRANGERS — Look At Me Girl (Epps, BMI). **LIBERTY 55877**
THE O'JAYS—A Blowing Wind (Metric, Co-Bar, New, BMI). **IMPERIAL 66177**

COUNTRY SPOTLIGHTS

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

LITTLE JIMMY DICKENS—WHO LICKED THE RED OFF YOUR CANDY (Prod. by Law & Jones) (Writer: Kingston) (**Window, BMI**)—Dickens has a hot chart item in this swingin' novelty number with top pop potential. Flip: "You Don't Have Time for Me" (Pamper, BMI). **Columbia 43701**

ARCHIE CAMPBELL—GOLF, GOLF, GOLF (Prod. by Bob Ferguson) (Writer: B. Lester) (**Bentley, BMI**)—Hilarious novelty should be a pop and country smash for Campbell. Flip: "Mommy's Little Angel" (Arch, ASCAP). **RCA Victor 8866**

HAL WILLIS — DOGGIN' IN THE U. S. MAIL (Writers: G & H Willis) (**English, BMI**)—Up-tempo novelty from the pens of the Willises should quickly establish the talented singer in the country chart. Flip: "The Battle of Viet Nam" (English, BMI). **Sims 288**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

LIZ ANDERSON—So Much for Me, So Much for You (Yonah, BMI)—Release Me (4 Star, BMI). **RCA VICTOR 8851**
JIM EDWARD BROWN—A Taste of Heaven (Forrest Hills, BMI). **RCA VICTOR 8867**
CARL BUTLER & PEARL—Cell 29 (Window, BMI). **COLUMBIA 43685**
CHARLEY PRIDE—Before I Met You (Cedarwood, BMI). **RCA VICTOR 8862**

R&B SPOTLIGHTS

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

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

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

ERNIE TERRELL—Dear Abbie (Arc, BMI). **ARGO 5511**

ROY ACUFF JR.—I Wish It Were Me (Acuff-Rose, BMI). **HICKORY 1398**
DOLLY PARTON—The Little Things (Combine, BMI). **MONUMENT 948**
NEIL SEDAKA—The Answer Lies Within (Screen Gems-Columbia, BMI). **RCA Victor 8844**
JAY TRAYNOR—The Merry Go Round Is Slowing You Down (Flomar, BMI). **ABC-PARAMOUNT 10809**
BURL IVES—Here She Comes (There She Goes) (Acuff-Rose, BMI). **DECCA 31981**
VAN MCCOY—The House That Love Built (Blackwood, BMI). **COLUMBIA 43694**
THE AFRO-BLUES QUINTET PLUS ONE—Liberation (Mirwood, Jadale, BMI). **MIRA 223**
THE PRETTY THINGS—Come See Me (Mecolico, --). **FONTANA 1550**
MATT MONRO—Honey on the Vine (Cedarwood, BMI). **CAPITOL 5669**
EVIE SANDS—Picture Me Gone (Blackwood, BMI). **CAMEO 413**
ADAM WADE—How Can I Leave You? (Gil, BMI). **EPIC 10024**
BO DIDDLEY—We're Gonna Get Married (Arc, BMI). **CHECKER 1142**
KEITH ANDERSON—I Ain't Blamin' You (Arch, ASCAP)—Look At Me (Daywin, BMI). **COLUMBIA 43619**
THE MOJO MEN—She's My Baby (Sherlyn, Taracrest, BMI). **REPRISE 0486**
THE LEFT BANKE—Walk Away Renee (Twin Tone, BMI). **SMASH 2041**
THE CREATURES—String Along (Big Seven, BMI). **COLUMBIA 43689**
BOBEY SHEEN—Sweet Sweet Love (Metric, BMI). **CAPITOL 5672**
PATTY MICHAELS—Something Happens (Deep Inside Me) (Picturetone, BMI). **EPIC 10034**
BOB SWANSON & THE BEE JAYS—Would You Believe (RSP, ASCAP). **RSP**
JOAN MOODC—Music to My Ears (Rual, ASCAP). **TCF 129**



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HOT 100

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

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Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'PAINT IT, BLACK', 'DID YOU EVER HAVE TO MAKE UP YOUR MIND?', 'I AM A ROCK'.

Table with columns: Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'I LOVE YOU 1,000 TIMES', 'POPSICLE', 'HE', 'HEY JOE'.

Table with columns: Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'THERE'S NO LIVING WITHOUT YOUR LOVING', 'SOLITARY MAN', 'NEIGHBOR, NEIGHBOR'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs starting with A-Z, including 'Ain't Too Proud to Beg', 'Along Comes Mary', 'Barefootin'.

Table listing songs starting with A-Z, including 'I Am a Rock', 'I Love Onions', 'I Love You Drops'.

Table listing songs starting with A-Z, including 'Opus 17 (Don't You Worry 'Bout Me)', 'Paint It, Black', 'Paperback Writer'.

Table listing songs starting with A-Z, including '101. MISTY', '102. LOOK BEFORE YOU LEAP', '103. ALL THESE THINGS'.

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Chuck Berry

HAVANA MOON

CHESS 1963

Mitty Collier

MY PARTY

Little Joe Blue

DIRTY WORK GOING ON

CHECKER 1141

Freddy Robinson

THE CREEPER

Big Maybelle

IT'S A MAN'S, MAN'S WORLD

CHESS 1967

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	1	2	3	TITLE	Artist, Label & Number	WEEKS ON CHART
1	1	1	4	STRANGERS IN THE NIGHT...	Frank Sinatra, Reprise 0470 (Roosevelt-Champion, BMI)	8
2	2	2	2	THE MORE I SEE YOU	Chris Montez, A&M 796 (Bregman, Yocco & Conn, ASCAP)	10
3	6	10	14	THE IMPOSSIBLE DREAM	Jack Jones, Kapp 755 (Fox, ASCAP)	7
4	4	9	10	COME RUNNING BACK	Dean Martin, Reprise 0466 (Richbark/Kita, BMI)	7
5	3	6	7	MAME	Bobby Darin, Atlantic 2329 (Morris, ASCAP)	10
6	11	16	19	WIEDERSEH'N	Al Martino, Capitol 5652 (Roosevelt, BMI)	6
7	10	12	16	MAME	Louis Armstrong, Mercury 72574 (Morris, ASCAP)	7
8	18	23	30	IT'S OVER	Jimmie Rodgers, Dot 14861 (Honeycomb, ASCAP)	5
9	15	18	20	THE LAST WORD IN LONESOME IS ME	Eddy Arnold, RCA Victor 8818 (Tree, BMI)	7
10	5	3	3	LOVE ME WITH ALL OF YOUR HEART	Bachelors, London 9828 (Peer Int'l, BMI)	12
11	16	20	22	STRANGERS IN THE NIGHT...	Bert Kaempfert & His Orchestra, Decca 31945 (Champion-Roosevelt, BMI)	7
12	17	24	31	COO COO ROO COO COO PALOMA	Perry Como, RCA Victor 8823 (Peer Int'l, BMI)	5
13	20	36	—	I ONLY HAVE EYES FOR YOU	Letterman, Capitol 5649 (Remick, ASCAP)	3
14	9	11	13	SAM, YOU MADE THE PANTS TOO LONG	Barbra Streisand, Columbia 43612 (Shapiro-Bernstein, ASCAP)	6
15	31	—	—	IF HE WALKED INTO MY LIFE	Eydie Gorme, Columbia 43660 (Morris, ASCAP)	2
16	21	21	25	LARA'S THEME	Roger Williams, Kapp 738 (Robbins, ASCAP)	8
17	14	15	15	LESS THAN TOMORROW	Jerry Vale, Columbia 43605 (South Mountain, BMI)	9
18	—	—	—	SOMEWHERE MY LOVE	Ray Conniff & Singers, Columbia 43626 (Robbins, ASCAP)	1
19	12	5	5	I'M COMIN' HOME, CINDY...	Trini Lopez, Reprise 0455 (Tridon, BMI)	12
20	27	33	36	I LOVE YOU DROPS	Vic Dana, Dolton 319 (Moss-Rose, BMI)	4
21	25	29	35	YOU'RE GONNA HEAR FROM ME	Julius La Rosa, MGM 12497 (Remick, ASCAP)	6
22	30	—	—	IN THIS DAY AND AGE	Patti Page, Columbia 43647 (Gallico, BMI)	2
23	32	37	—	ONE—TWO—THREE	Jane Morgan, Epic 10032 (Double-Diamond, BMI)	3
24	34	35	38	STAGECOACH TO CHEYENNE	Wayne Newton, Capitol 5643 (Miller, ASCAP)	4
25	35	—	—	HOW CAN I TELL HER IT'S OVER	Andy Williams, Columbia 43650 (Columbia, BMI)	2
26	23	25	27	THE MINUTE WALTZ	Barbra Streisand, Columbia 43612 (Arch, BMI)	8
27	7	4	1	BAND OF GOLD	Mel Carter, Imperial 66165 (Ludlow, BMI)	11
28	19	13	9	THE CRUEL WAR	Peter, Paul & Mary, Warner Bros. 5809 (Pepamar, ASCAP)	10
29	29	32	33	BLACK FOREST HOLIDAY	Horst Jankowski, Mercury 72567 (MRC, BMI)	6
30	8	7	8	THE BALLAD OF IRVING	Frank Gallop, Kapp 745 (Thirteen, ASCAP)	10
31	36	38	39	DON'T TOUCH ME	Jeanette Seely, Monument 933 (Pamper, BMI)	4
32	38	—	—	DAYDREAMER	Robert Goulet, Columbia 43648 (Morris, ASCAP)	2
33	37	40	—	IF I FELL	Brothers Four, Columbia 43621 (Maclean, BMI)	3
34	40	—	—	MOTHERS AND DAUGHTERS...	Doc Severinsen & His Sextet, Command 4084 (Eastlake, ASCAP)	2
35	13	8	6	THE "A" TEAM	S/Sgt. Barry Sadler, RCA Victor 8804 (Music, Music, Music, ASCAP)	9
36	—	—	—	SUMMER LOVE	John Davidson, Columbia 43635 (Mutual, ASCAP)	1
37	39	39	40	RAT RACE	Righteous Brothers Band, Verve 10403 (Famous, ASCAP)	4
38	—	—	—	HAPPY SUMMER DAYS	Ronnie Dove, Diamond 205 (Picturetone, BMI)	1
39	—	—	—	I'LL BE GONE	Pazo-Secco Singers, Columbia 43646 (Edmark, BMI)	1
40	—	—	—	YOU'VE GOT POSSIBILITIES...	Peggy Lee, Capitol 5653 (Morley, ASCAP)	1

BEHIND THE RECORDS



HERB BERNSTEIN

A number of readers have asked where Saturday Music, Inc., finds its writer-producers. The answer is simple—just about from every walk of life. Herb Bernstein, for example, one of the firm's fabulous writer-arranger-producer talents, played basketball for Southern Methodist and New York University before becoming a High School teacher, and then decided to forsake the teaching profession for a career in music. Last year Herb became associated with Dan and Bob Crewe as writer-arranger-producer, and in only nine months has become an important figure in the world of music. Between his first hit, arranging-producing assignment Norma Tanega, "WALKING MY CAT NAMED DOG," and his current arrangement "OPUS 17" for the Four Seasons, Bernstein has written, arranged, and/or produced dozens of records for Dyno-Voice, New Voice, Columbia, Mercury, Philips, United Artists, etc., etc. Herb Bernstein is assured a highly lucrative place in the musical sun. The folks at Saturday Music, Inc., never can tell from whence their next hit tunesmith will come, so they have an open door to all.

★ ★ ★

Latest record releases of Saturday Music, Inc., songs include: "I MISS YOU" (Dyno-Voice), great rendition by Eddie Rambeau. Writers: Bob Crewe-Herb Bernstein. Arranged by Herb Bernstein. "ONE GRAIN OF SAND" (Philips). Kitty Kallen comes up beautifully with this song written by Bob Crewe-L. R. Brown-R. Bloodworth. Arrangement: Herb Bernstein. "MY HEART'S NOT IN IT ANYMORE (BABE, BABE, BABE)" (Oliver). The Steinways make an impressive debut on this label. Writers: Sandy Linzer-Denny Randell. "WE'LL BE MAKIN' OUT" (DynoVoice). Jessica James and the Outlaws are powerful contenders in the hit group sweepstakes. Writers: Bob Crewe-Bob Gaudio. Arranged by Herb Bernstein. Produced by Bob Gaudio. "BABY YOU'RE FREE" (Columbia). The Cyrkle version is headed for chartsville. Writers: Bob Crewe-Gary Weston. The Walker Brothers, who have already proved their ability to come up with a hit from Saturday Music, Inc. ("THE SUN AIN'T GONNA SHINE"), have recorded a new one for Philips slated for July 1st release in England—" (BABY) YOU DON'T HAVE TO TELL ME." Writer: Peter Antell. This one merits big play.

SATURDAY MUSIC, INC.

1841 Broadway
New York, N.Y. 10023

212-CI 5-3535

RUSS MILLER—PROF. MGR.

JUNE 18, 1966, BILLBOARD

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of the **FLINTSTONES**
B/W The World is Full of Joys

Congratulations! Mark Charron—Huey Meaux
* * * * *

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

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

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RADIO-TV programming

'Rock Format Stations Are Here to Stay'

TARRYTOWN, N. Y. — Hot 100 format stations have a built-in success factor, according to Perry B. Bascom, general manager of WBZ in Boston—"the American public will always want new and different music. . . . music which reflects the time in which they live."

Bascom spoke on "Modern Music: Is It Here to Stay?" at the fifth in a series of six programming clinics sponsored by the National Association of Broadcasters. Popular music, whether it is rock 'n' roll or something else, is here to stay, he said, but "It's a fact of broadcasting life that when you play music which most appeals to the broadest cross section of the American public, you'll find yourself intimately involved with your audience" with everything from requests for personal appearances to tracing lost dogs. He said he was happy, however, about the kind of audience that the music attracted—"80 per cent of adult male audience and 83 per cent of our adult female audience is between 18 and 50 years old."

WBZ had long suspected, he said, that people used the term "rock 'n' roll" in describing music they didn't like. So we ran a survey in one of the Group W markets and found that, of all those people who listen to modern music, only 37 per cent called it rock 'n' roll."

Pointing out that rock 'n' roll developed sometime after World War II, Bascom said, "Now, just as it was with Ragtime and Dixieland, here was a brand of music that was elementary in its composition, requiring little formal knowledge. It could be played by soloists or small groups; it was very danceable. . . . so the American public bought it and are still buying it by the millions of records today. There is no doubt about it; the musical form commonly called rock 'n' roll is now a very much recognized and established part of our American musical heritage." He played, via tape, examples of the influences rock 'n' roll has had on various forms of other types of music, and the influences they've played on it, illustrating that "America now has a many-faceted popular music."

He predicted further mutations in popular music. "We as

(Continued on page 26)

FM Is Challenging AM's Reign, Asserts Christain

By CLAUDE HALL

TARRYTOWN, N. Y. — An FM broadcaster gave AM radio men warning last week that their days as king may be numbered. Lynn A. Christain, station manager of WPIX-FM Stereo in New York, was one of the key speakers at a radio programming clinic here sponsored by the National Association of Broadcasters. The clinic was one of a series of six held around the nation.

"Nearly 600 new FM stations have gone on the air since 1960, and over 25 million FM-equipped receivers have been sold to listen to them. Just a fad? Keep thinking that way. That's just one less station we'll have to contend with," Christain told the meeting of more than 120 owners, program directors and air personalities.

Christain created a stir both during his speech and the next day in a panel discussion by recommending separate call letters for FM stations that are owned by AM operations. When a knowledgeable broadcaster decides to plunge into FM radio with a full commitment to program separately with new ideas, to seek new audiences, he comes up with a success story, Christain said. "But forget about partial commitments. That's the road to listener schizophrenia!"

Should Not Compete

"Your FM radio station should not compete with your AM radio station," he said. "And your AM radio salesman should not be attempting to sell time on your FM radio station. Your FM station should have a separate identity beginning with its call letters, continuing with

its promotion, and especially with its on-air staff."

Plenty of FM radio stations are losing money at this time, he said. "However, at this very same state in AM radio's early years, the percentage of loss was even higher. And the sale of FM radio receivers far exceeds a comparable period of AM radio history. Our future is guaranteed, and mainly because we have quality product." He pointed to the success stories of Dave Morris with KQUE-FM in Houston; WSB-FM, Atlanta; WMAL-FM, Washington; KIXL-FM, Dallas; WABC-FM, New York; KIBW-FM, Wichita; and Garrett Allen with WFMX-FM, Statesville, N. C.

Two Images

Sellers of automation equipment and syndicated programming paint a beautiful low-cost story, Christain said, "but you show me an FM radio station which has two separate program images in the course of any given day and I'll show you a quick way to ease your tax burden."

Christain outlined the programming concept of WPIX-FM, with a tape demonstration, as sort of being a cross between WNEW and WPAT. Before WPIX-FM, "in our not so humble opinions, there really was not one FM radio station in New York programming consistently to younger men and women 20-40 years old on a 24-hour basis."

Contributing to the rapid growth in the next few months of FM, he said, is the FCC ruling about separation of 50 per cent of programming in markets over 100,000; the continuous growth of FM radio set

sales; FM home and auto penetration figures from Hooper (due this summer) on a special study for Quality Media Inc.; Pulse breakouts of separately programmed FM station in July studies; plus ARB and Mediastat unduplicated audience studies.

FM Car Radio

One of the most important factors for FM broadcasting is the FM car radio momentum, he said. For example, the announcement that FM stereo radios will be available for almost every model of the General Motors line in 1967 as a follow-up on its availability now in Chevrolets, Buicks and Cadillacs.

Another factor that is boosting FM radio, he said, is over 90 per cent of the CATV systems in the nation—approximately 2,000—carry FM radio signals to their customers, and " . . . is currently delivering FM radio tremendous needed exposure in new marketing areas throughout our country. And, if we expect to sell national advertisers on FM radio, we are going to have to be able to deliver the same kind of reach as AM radio."

Of the 1,466 FM radio stations licensed in the U. S., including the educational stations, 826 are now programmed and sold separately, he said. "Many of these stations are experimenting to develop new audiences to FM, like KLZ-FM in Denver which is a hard-rock FM station every morning, evening and weekends. Lee Fondren says that it is doing so well that he soon intends to separate the entire day from his middle-of-the-road AM station."

JAZZ BEAT

Broadcast Scene: Summing Up

By ELIOT TIEGEL

HOLLYWOOD — The jazz broadcaster of times hangs by a thin thread. To begin with, there aren't that many all-jazz radio stations in the country. And those that do program for the jazz aficionado are thought of as minor leaguers by the all-powerful advertising agencies, which in essence control the purse and profit strings of broadcasting.

Several months ago, KNOB, the most celebrated all-jazz station on the West Coast and the nation's first exclusive jazz programming outlet, slipped away to a fate midway between jazz and Nancy Sinatra singing "These Boots Are Made for Walkin'." So much had been written about the "jazz knob," as it was called by buffs, that the action augured the death knoll for jazz radio in the Los Angeles market. To its credit,

KNOB still retains a very tasteful amount of jazz programming and its signal is much stronger than when it was owned by the Sleepy Stein and Ray Torian interests, who became involved in internal fighting, and which hindered the station's growth.

With the knob not completely turned onto jazz, Saul Levine's station, KBCA, has the city to its own. Unlike KNOB, which

(Continued on page 26)

'Pop Stations Should Censor Rock Tunes'

MINNEAPOLIS — It is the responsibility of modern music radio station to screen the music and, if necessary, censor some of the songs that can and have become popular. Gene Taylor, station manager of WLS in Chicago, called for Hot 100 format stations to practice this censorship during a speech May 26 at a National Association of Broadcasters radio clinic here.

In his speech, Taylor said that stations "must watch for records with questionable lyric" before exposing them to the public. Emphasizing his concern for teenage audiences, Taylor said that some phases "might be questionable to teens, but not us." He listed the questionable areas as: "the anti-God; anti-American; anti-morals appeal to teen thinking."

"I'm not against letting them think," added Taylor, "but don't allow an unthinking record company to exploit the audience that listens to and buys modern music."

Record stations should play "records that swing," said Taylor, "that have young ideas, that carry emotion of young love in their lyrics."

"Some kids like to hear off-color records," he said, "but if those records are not played by radio stations they will not be produced by record companies. It is my firm conviction that it is one of the responsibilities of radio management to control and regulate the music that their personalities or disk jockeys play."

Taylor said that "it is possible that our printed lists infer that we play all of the best selling records of this area. However, I am sure our listeners are aware that we exercise a certain amount of selectivity. It has happened in the past that we have not listed on our charts a record that was an extremely popular item."

"I feel it is a radio station's obligation to govern and control the music that it plays," said Taylor. "And this means that a record's popularity is neither necessarily nor strictly reason enough for it to be played on WLS."

Taylor added that there are several people at his station who can decide to take a record off

(Continued on page 26)



DISCUSSING RADIO in the U. S. as compared with Puerto Rico during the NAB clinic, Monday (6) are, from left, Ralph C. Allinger, production manager of WIBX in Utica, N. Y.; Sherril Taylor, vice-president for radio of the National Association of Broadcasters; and A. Gimenez-Porrata of WPAB in Ponce, Puerto Rico.



TALKING OVER programming trends at the Tarrytown, N. Y., NAB clinic Monday (6) are, from left, Robert L. Stockdale, general manager of WSEN, Baldwinsville, N. Y.; Harvey Glascock, general manager of WNEW, New York; Rick Sklar, program director, and Walter Schwartz, general manager of WABC, New York.



ENGROSSED IN A PROGRAMMING talk session Monday (6) at the NAB clinic are, from left, Art Wander, programming consultant; Rick Sklar, program director of WABC in New York; James McAleer, program director of WOR in New York and Dan McKinnon, president and general manager of KSON in San Diego, Calif.

*first He wrote "Alley Oop"
then He penned "Mohair Sam"
after that He Hit with "Elvira"
... and Now his newest hit ...*

"JUST A LITTLE BIT OF YOU"



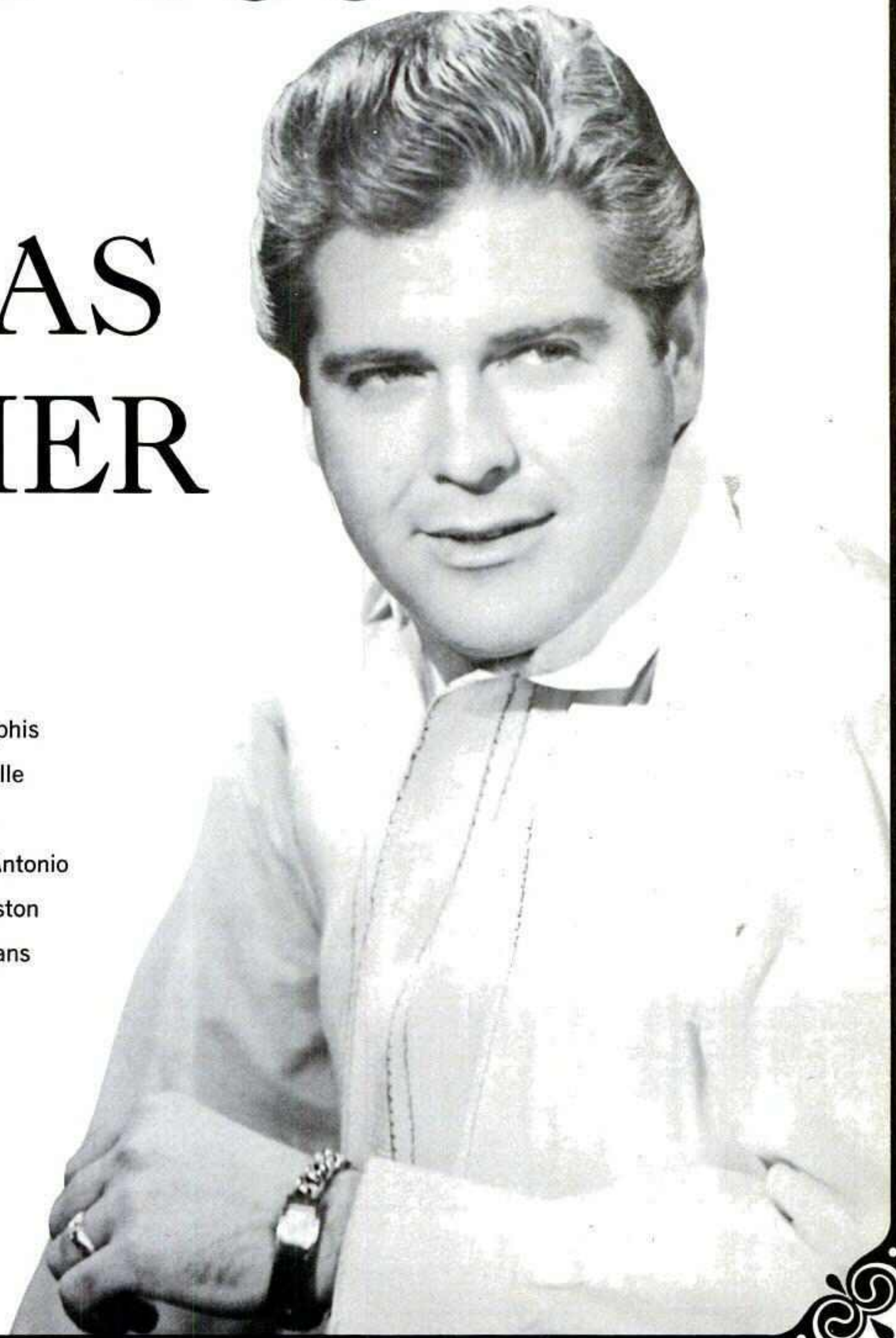
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WKDA - Nashville • WMAK - Nashville
WFOM - Atlanta • WIST - Charlotte
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WNOE - New Orleans

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NAB RELEASES TWO-LP PROMOTIONAL PACKAGE

WASHINGTON—The National Association of Broadcasters has released a two-album set featuring 22 major U. S. record artists and radio personalities designed to promote radio. The set, "The Stars Speak for Radio," features public relations messages about radio in a series of 42 messages ranging up to one minute in length.

Record artists featured included Elton Britt of ABC-Paramount Records, Ray Conniff of Columbia Records, Chris Conner of ABC-Paramount, John Davidson of Columbia, Carmon Dragon of Capitol, Gary Graffman of Columbia, Chico Hamilton of Impulse, the Highwayman of ABC-Paramount, Dick Hyman of Command, Peggy Lee of Capitol, Tony Martin, Wayne Newton of Capitol, Buck Owens of Capitol, Della Reese of ABC-Paramount, Roger Williams of Kapp, and Nancy Wilson of Capitol. Others featured include Don McNeill, Arthur Godfrey, Tony Marvin, Al Capp, Ted Malone and Jack Wagner. A second volume in the series is scheduled for the summer of 1967.



WICE OF PROVIDENCE sponsored a Gene Pitney show recently that drew 4,000 fans into Rhode Island Auditorium. Above, WICE program director Pat Patterson, left, and air personality Ed Coles talk backstage with the Musicor Records artist.

RADIO RESPONSE RATING

INDIANAPOLIS, IND. . . . 3rd Cycle
JUNE 18, 1966

TOP STATIONS

Call Rank	Letters	% of Total Points
★ POP Singles		
1.	WIFE	100%
★ POP LP's		
1.	WIBC (Tie)	26%
2.	WFBM (Tie)	26%
3.	WXLW	17%
3.	WIRE	15%
Others (WFMS-FM, WFBM)		16%
★ R&B		
1.	WGEE	100%
★ JAZZ		
1.	WGEE (Sid Woods)	100%
★ COUNTRY		
1.	WGEE	72%
2.	WIRE	28%
★ CONSERVATIVE		
1.	WATI	100%
★ COMEDY		

NOTE: Survey was unable to determine effectiveness in this category. The following stations program comedy LP's occasionally:
WFBM; WIBC; WXLW

★ FOLK
NOTE: No folk show in Indianapolis area. The following stations program folk music occasionally:
WGEE; WIRE; WXLW

★ CLASSICAL
1. WAIV-FM 56%
2. WFMS-FM 44%

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.	Jay Reynolds	WIFE	82%
2.	Reb Porter	WIFE	18%
★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN			
(Most co-operative in exposing new records)			
Jay Reynolds	Music Director, WIFE		

(Most co-operative in exposing new records)
Jay Reynolds Music Director, WIFE

BY TIME SLOT

MorningChuck Browning, WIFE
Mid-MorningReb Porter, WIFE
Early AfternoonBob Lyons, WIFE
Traffic ManJay Reynolds, WIFE
Early EveningDick Saint, WIFE
Late EveningDick Saint, WIFE
All NiteTom Mathis, WIFE

★ TOP TV BANDSTAND SHOW
"Bandstand 13," Jimmy Mack, WLWI-TV, 2:30 to 3:30 p.m., Saturday.

★ POP LP's

Bob Morrison	WXLW	36%
Mike Murphy	WIRE	29%
Wally Nehrling	WIRE	21%
Bernie Herman	WFBM	14%

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN
(Most co-operative in exposing new LP's)
NOTE: Survey was unable to determine effectiveness in this category.

★ R&B

1.	Sid Woods	WGEE	100%
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★ COUNTRY

1.	Bob Todd	WGEE	75%
2.	Bernie Waldon	WIRE	25%

STATIONS BY FORMAT

AM RADIO FREQUENCIES					
WATI	810	WIBC	1070	WIRE	1430
WXLW	950	WFBM	1260	WGEE	1590
		WIFE	1310		
FM RADIO FREQUENCIES					
WIBC-FM	93.1	(5) WFMS-FM	95.5	WAIV-FM	105.7
WFBM-FM	94.7	WGEE-FM	103.3	(5) WIFE-FM	107.9

INDIANAPOLIS, IND. Country's 29th Radio Market (7 AM; 6 FM).

WAIV-FM: ERP 4,600 watts. BFA affiliate. On the air 11 a.m.-midnight. Music format: Classical. Editorializes occasionally. Special Programming: "Cleveland Orchestra Series," with Robert Conrad, Wed. 8:30-10:30 "New York Philharmonic Series," with Milton Cross, Saturday, 8:30-10:30 "Chicago Orchestra Series," with Norman Pelligrini, Saturday 3-5 p.m. Various programs and festivals from BFA, RAI, CBC, Netherlands Radio, and RTF. New records are selected for air-play by gen'l mgr. Play list published monthly. 7-10 new records programmed weekly. Record promotion people are seen 11 a.m.-3 p.m., M-F. Gen'l mgr., Kenneth Lawless. Prog. dir., Robert Neuss. Send 1 copy of LP's to Mr. Lawless, 3208 East Michigan St., Indianapolis, Ind. 46201. Phone: (317) 636-3328.

WATI: 250 watts. Owned by Sarkes Tarzian, Inc. Daytimer. Music format: Conservative (100%). TV outlet is WTTV-TV, channel 4. Don B. Miller is director of 3-man news dept. 5-min. news on the hr., headlines on the half-hr. New records are selected for air-play by committee of station personnel. Record promotion people are seen 1-5 p.m., M., W., F. Gen'l mgr., Robert J. Flynn. Prog. dir., Jerry Kunkel. Send 1 copy of LP's to Mr. Kunkel, 143 N. Delaware, Indianapolis, Ind. 46204. Phone: (317) 634-8100.

WFBM: 5,000 watts. CBS affiliate. Owned by Time-Life Broadcast, Inc. On the air 24 hrs. a day. Music format: Contemporary-Pop Standard. Editorializes daily. Special Programming: H. S. basketball, Purdue Univ. Football. "Let's Talk With Howdy," with Howdy Bell, audience call-in, 1:15-2 p.m., M-F. "Coffee at the Marott," with Carolyn Churchman, interviews, 9:45-10 a.m. M-F. "Sound of City," with Jim Gerard, interviews, various times, daily. TV outlet is WFBM-TV, channel 6. Bob Gamble is director of 20-man news dept. Special equipment: mobile studio. 10-min. news on the hr., headlines following. Comedy LP's programmed occasionally. New records are selected for air-play by committee of station personnel. Record promotion people are seen M-F. Gen'l mgr., Eldon Campbell. Prog. dir., Jerry Chapman. Music Librarian, Mrs. Mary Vincent. Send 2 copies of 45's and 2 copies of LP's to Mrs. Vincent, 1330 N. Meridian, Indianapolis, Ind. Phone: (317) 635-9326.

WFBM-FM: ERP 52,000 watts. Music format: Pop Standard-Standard. Special programming: "John Doremus" music-commentary. Simulcast with WFBM midnight-5:15 a.m. Send 1 copy of 45's and 1 copy of LP's to Mr. Dave Scott, FM program director. Address and all other information same as WFBM.

WFMS-FM: ERP 4,500 watts, Stereo. On the air 20 hrs. a day. Music format: Standard (90%) - Classical (10%). Owner & Gen'l mgr., Martin R. Williams. Prog. dir., Elizabeth Williams. 2255 N. Hawthorne, Indianapolis, Ind. 26418. Phone: (317) FL 9-5511.

WGEE: 5,000 watts. ABC affiliate. Owned by Rollins, Inc. Daytimer. Music format: Rhythm & Blues (50%) - Country (42%) - Jazz (8%). Special programming: Indianapolis Indians & Cincinnati Reds baseball. Indianapolis "500". "Tomorrow Today," with Faye Williams & Sid

Woods, panel discussion of Negro community problems 5:30 p.m. Sat. "Breakfast Club," with Don McNeill, network music & variety, 11 a.m. M-F. Jim Smith is director of news dept. 5-min. network news at 55 past the hr., local news on half-hr. Cuts from Comedy LP's programmed occasionally. Some Folk Music included in C & W segments. New records are selected for air-play by individual DJ. Approximately 10 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Arnold C. Johnson. Prog. dir., Bob Todd. Send 2 copies of 45's and 1 copy of LP's to Mr. Todd, 4800 East Raymond St., Indianapolis, Ind. 46203. Phone: (317) 359-5591.

WGEE-FM: ERP 64,000 watts. Music Format: Country (80%) - Rhythm & Blues (15%) - Jazz (5%). Simulcast with WGEE 6-7 a.m., & 4 p.m.-sign off. Address and all other information same as WGEE.

WIBC: 50,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (50%) - Standard (50%). Editorializes daily. Special Programming: H. S. basketball, Indianapolis Motor Speedway Racing. "Farm Review," farm information, 5-6:30 a.m., M-Sat. "Town & Country," 12:30-1 p.m., M-Sat., both with Harry Andrews. TV outlet is WAIV-TV, Channel 11. Fred Heckman is director of 6-man news dept. Special equipment: Mobile units, news cruiser with traveling news sign on top, traveling news sign on downtown building. 5-min news on the hr., headlines on the half-hr. Extended news 6 times daily. Comedy LP's programmed occasionally. New records are selected for air-play by prog. dir. Approximately 20 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., R. M. Fairbanks. Prog. dir., James Darin Hilliard. Send 3 copies of 45's and 2 copies of LP's to Mr. Hilliard, 2835 N. Illinois St., Indianapolis, Ind. 46208. Phone: (317) WA 4-2661.

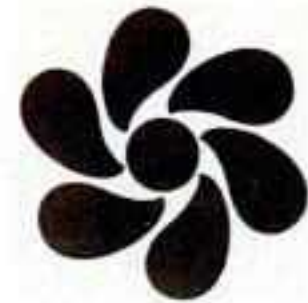
WIBC-FM: ERP 24,000 watts. Simulcast with WIBC 7 a.m.-2 p.m., M-Sat. Special Programming: "Musicmakers," with Jim Shelton, public school bands. etc. 12:30-1 p.m., Sun. "Viewpoint," Casper Citron interviews, 11:15 p.m.-12:15 a.m., M-F. "Indianapolis Today," discussion 12:15-12:30 p.m., Sun. FM Manager, Bill Dean. Address and all other information same as WIBC.

WIFE: 5,000 watts. Owned by Star Stations, Inc. On the air 24 hrs. a day. Music format: Contemporary (100%). Gen'l mgr., Bob Kiley. Prog. dir., Bob Lyons, 1440 N. Meridian, Indianapolis, Ind. Phone: (317) ME 7-1375.

WIFE-FM: ERP 45,000 watts, Stereo. On the air 24 hrs. a day. Music format: Conservative. Address & personnel same as WIFE.

WIRE: 5,000 watts. NBC affiliate. Owned by Kankakee Daily Journal (Mid-America Radio). On the air 24 hr. Music format: Pop Standard (75%) - Country (25%). Special Programming: H. S. football and basketball "Game of the Week," Indiana-Kentucky H. S. Basketball games, Indiana Univ. Football & Basketball, Indianapolis "500" and daily features during May, Hoosier Hundred Auto Race, Hoosier Century Auto Race. "Livewire," with Frank Prater, audience call-in, 8 p.m.-midnight, M-F. "Keys to Success," with Earl Nightengale, business feature & general.
(Continued on page 26)

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A DOUBLE-BARRELED HIT YOU CAN BET YOUR BOTTOM PESO ON!



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An explosive new album which contains the exciting new single, **Fried Neck Bones and Some Home Fries.** VK-10400



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JAZZ BEAT

Broadcast Scene: Summing Up

Continued from page 22

programmed a broader segment of the spectrum, KBCA has a more modern, hard driving sound but no earthshaking profits to boast of.

On the East Coast, New York's WLIB-FM is working toward eventual around-the-clock programming. But it is on the shoulders of WHAT-FM in Philadelphia that the prestige of jazz radio is best found. The sister of a rhythm and blues AM operation with similar call letters, WHAT-FM has been beaming jazz to the greater Philadelphia area since Nov. 11, 1957. The station's signal is currently 50,000 watts of stereo joy to

residents in Pennsylvania and bits of Maryland and New Jersey in 44 counties.

Like KNOB, which released audience analysis figures before its demise, WHAT-FM has equally produced an impressive brochure attesting to its high-salaried intelligence level audience.

Forty-six per cent of the station's listeners naturally reside in Philadelphia County. The Pennsylvania counties of Delaware, Montgomery, Bucks and Chester add another 26 per cent to the listenership. Such New Jersey counties as Camden, Gloucester and Burlington provide another 16 per cent listenership.

The evening hours from 6 to 8 are the most heavily listened to (28 per cent). Interestingly the wake-up time, from 6 to 9 a.m., snares 19 per cent, just one point behind the 8 p.m.-to-midnight audience.

Income for WHAT-FM fans is the highest (31 per cent) in the \$8,000 to \$12,000 category. The \$6,000 to \$8,000 gang follows next with 25 per cent. Most of the listeners are in the 21-28 age bracket (34 per cent). Sixty-six per cent of the people are hooked for over four hours daily.

According to program director Sid Mark—somewhat of a jazz landmark in Philadelphia himself—the station enjoys sponsorships with prestige and moola to afford continuing campaigns. All the major auto corporations, the large record shops

(Continued on page 29)

Country Gets Boost From Outside Outlets: McKinnon

TARRYTOWN, N.Y.—Every time a Hot 100 or Easy Listening format radio station plays a Roger Miller or Eddy Arnold record, it boosts country music, said Dan McKinnon, president of KSON in San Diego. McKinnon was a speaker at the fifth in a series of programming clinics sponsored across the nation by the National Association of Broadcasters.

"I love for top 40 stations to play my music. People get a taste of it, they want more. So every time a station plays a Roger Miller or Eddy Arnold, they're promoting KSON."

McKinnon took over KSON four and a half years ago, he told more than 120 broadcast-

ers, program directors, and air personalities at the clinic. "and the first year and a half, I never realized money could be lost in such vast sums." This led to an audience survey which brought out the fact that a lot of the citizens of San Diego had moved there from country areas where they'd been exposed to country music. Switching the format of the station to country music led to instant audience success and "we soon converted it to dollars and cents."

One of the features of McKinnon's speech was a tape playing of Tex Ritter talking about a recording session and demonstrating how a country music record is made.

STATIONS BY FORMAT

Continued from page 24

4:45-4:50 p.m. M-F. "Money Talks," with Kirby Whyte, business feature & general, 6:05-6:10 p.m., M-F. Ron Carrell is director of 5-man news dept. Special equipment: 3 mobile units. 5-min. news on the hr., headlines on the half-hr. Extended news at 7:45 a.m., 12 noon, 5:30 p.m., & 10 p.m. Network news at 7:30 p.m. Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published weekly. 6-10 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., William J. Shuel, Prog. dir., Doug Zink. Send 3 copies of 45's and 1 copy of LP's to Mr. Zink, 307 N. Pennsylvania, Indianapolis, Ind. 46206. Phone: (317) 635-1541.

WXLW: 5,000 watts. Mutual affiliate. Daytimer. Music format: Pop Standard (60%) - Standard (30%) - Contemporary (10%). Editorializes occasionally. Special Programming: "Joe Pyne Show" interviews, 10-11 a.m. M-F. "Two for Show," with Frank Edwards, interview interesting personalities, 1-2 p.m., Sun. "Best of Pyne," with Joe Pyne, interview, 6:35-7 p.m., M-F. "Whitey Bolton," commentary, 12:15-12:25 p.m. M-F. Bob Rutherford is director of 5-man news dept. Special equipment: helicopter for traffic reports on special days, mobile units, portable transmitters. 5-min. news 7 a.m., 6, 7, 8 p.m. headlines on the half-hr. 15-min. news at 7:45 a.m., noon, & 5 p.m. Comedy LP's featured on all shows. Folk Music featured on Bob Morrison show. New records are selected for air-play by

committee of station personnel. Approximately 50 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Robert D. Enoch, Prog. dir., Howard Dorsey. Send 2 copies of 45's and 2 copies of LP's to Mr. Dorsey, 30th & Kessler Blvd., Indianapolis, Ind. Phone: (317) 925-6494.

WGN Is Again On Talent Hunt

CHICAGO — Radio station WGN, in co-operation with the Illinois Opera Guild, will again hold its annual talent search for operatic artists this summer. Winners not only receive cash awards—\$1,500 for first prize, \$1,000 for second—but are featured on WGN's "The Auditions of the Air" radio series, which begins Nov. 27 for 15 weeks.

Contestants between 20 and 35 may enter the competition by submitting tapes of their performances. Live auditions will be held in both Chicago and New York late in October. Only those appearing on the radio show will be eligible for the final audition in February on stage of the Chicago Civic Opera House. Awards will be presented on both WGN and WGN-TV in March.

Here to Stay

Continued from page 22

broadcasters don't set the musical pace; our audiences do this for us. What we decide to play simply mirrors the tastes of the particular segment of the public we decide to serve." This type of programming has helped the station "enjoy a fine margin of advantage over our nearest competitor."

"People like it, want it, and create the demand for it, just as they have been doing during the countless centuries of musical history," he said. "What will be the next advance in popular music? Who knows? But WBZ will be playing it."

Censor Rock Tunes

Continued from page 22

the air and said such decisions are sometimes based on a record's "manner of presentation" rather than its content. He said that each record "is judged individually" and he would not offer any general guidelines used by his station to determine exactly how a record is offensive.

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 June 19, 1961

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

R&B SINGLES—5 Years Ago June 19, 1961

1. Stand by Me, Ben E. King, Atco
2. Every Beat of My Heart, Pips, Vee Jay
3. Tossin' and Turnin', Bobby Lewis, Beltone
4. I Don't Mind, James Brown, King
5. The Boll Weevil Song, Brook Benton, Mercury
6. Raindrops, Dee Clark, Vee Jay
7. Quarter to Three, U. S. Bonds, Le Grand
8. Lonesome Whistle Blues, Freddy King, Federal
9. Driving Wheel, Little Junior Parker, Duke
10. Mama Said, Shirelles, Scepter

POP SINGLES—10 Years Ago June 16, 1956

1. Heartbreak Hotel, Elvis Presley, RCA Victor
2. The Wayward Wind, Gogi Grant, Era
3. Moonglow & Theme From Picnic, Morris Stoloff, Decca
4. Hot Diggity, Perry Como, RCA Victor
5. Standing on the Corner, Four Lads, Columbia
6. Ivory Tower, Cathy Carr, Fraternity
7. Moonglow & Theme From Picnic, George Cates, Coral
8. I'm in Love Again, Fats Domino, Imperial
9. The Happy Whistler, Don Robertson, Capitol
10. The Magic Touch, Platters, Mercury

POP LPs—5 Years Ago June 19, 1961

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

Country Music, R&B Lead WGEE to Success

INDIANAPOLIS—WGEE, a daytimer, has built its success by appealing to two specific groups—country music fans and those who enjoy r&b music. The AM operation is country music in the morning, r&b formatted in the afternoon. But an FM operation through 11 p.m. keeps country music before the listeners almost 80 per cent of the time.

This type of programming ranks the station as the major influence on sales of not only r&b and country music records, but jazz also, according to Billboard's latest Radio Response Rating survey of the market.

Program director and air personality Rob Todd was voted as the major personality influence on country music record sales by 75 per cent of the dealers and distributors in the area as well as both local and national record company executives. The station received 72

per cent of the votes for country music sales and 100 per cent for both r&b and jazz, guided by air personality Sid Woods.

The country music programming is based on more than just the chart position of a given record, but its sound, Todd said. "I feel that playing strictly from the playlist or a selection of classic tunes would lead to stale sound, so my hourly rotation system is based on a record's sound as well as its chart position."

The FM facility programs country music except for an r&b program 4:30-6:30 and two segments of Negro gospel music. "In ratings, we can't be considered in the ratings battle," Todd said, "because of our split programming. But we do exceptionally well in sponsorship due to the wide acceptance of country music."

WJRZ Drops Show At Yankee Stadium

NEWARK, N. J.—The new president of WJRZ, the metropolitan area's 24-hour country music station, has dropped the idea of presenting a giant live country music show at Yankee Stadium. Steven Ausnit acquired reins of the station last week; former president was Lazar Emanuel, who had scheduled the show in co-operation with WWVA, Wheeling, W. Va. Instead, the Buck Owens package will be presented at Convention Hall, Asbury Park, N. J., on Aug. 6.

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.

SALES UP 307%

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

KWIZ

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

SITUATION WANTED

BRIGHT SOUNDING, DEPENDABLE, top forty personality is looking for a permanent position in a well established contemporary operation in the West or Southwest. Six years' experience, four at present position, two years as program director. Box 255, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

NEGRO AIR PERSONALITY ON EASY listening FM station desires to move up to larger market. College education, plus specialized training. Box 255, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

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.

JUNE 18, 1966, BILLBOARD

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HEAR the fabulous Mae West rock the 'Top 40' like never before.

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

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

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

ORDER this great album from any of these Tower distributors:

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|---------------------------|----------------------|---------------------------|
| Seattle — D.J. | St. Louis — Roberts | Philadelphia — Marnel |
| Denver — Davis | Houston — United | Baltimore — Marnel of Md. |
| San Francisco — C&C Stone | Charlotte — Mangold | New York — States Record |
| Los Angeles — Privilege | Nashville — Southern | Pittsburgh — Hamburg |
| El Paso — M. B. Krupp | New Orleans — Delta | |
| Phoenix — M. B. Krupp | Dallas — Jay Kay | |
| Honolulu — Microphone | Atlanta — Godwin | |
| Cleveland — Cleve-Disc | Miami — Campus | |
| Cincinnati — A&I | Boston — Mutual | |
| Detroit — Jay Kay | Hartford — Eastern | |
| Minneapolis — Lieberman | Buffalo — Delta | |
| Chicago — MS | Newark — Essex | |



(S)T-5028

RHYTHM & BLUES

The Beatles' Summer Global Swing Is Set

LONDON—Brian Epstein has completed the details of the Beatles' summer tour which involves the group's first visit to Japan, its return to Germany for the first time since its world-wide click, and the fourth U. S. tour.

The global swing represents the Beatles' first major activity of the year. It gets under way Thursday (23) when the group leaves London for Munich, Germany. It plays double concerts at the city's Circus Krone (24) followed by Essen, Grugahalle (25) and Hamburg, Ernst Marck Halle (26).

The Beatles fly to Japan June 27, arriving the next day, and will give five concerts in three days at Gudo Kanha, Tokyo.

Quality Names 3 Sales Mgrs.

TORONTO—Three new national sales managers have been appointed by Quality Records Limited in an extensive expansion and reorganization program. New sales toppers are Clyde McGregor, in charge of all Atlantic-Atco product; and Reg Aures, in charge of all other lines; all headquartered in Toronto, reporting to Lee Farley, general sales manager and national promotion manager. Harold Winslow, formerly promotion co-ordinator, takes on additional duties as sales and promotion co-ordinator.

McGregor, who has been with Quality 15 years, was formerly manager of the Quebec sales division, headquartered in Montreal. Ayres, who has been with the company 12 years, was previously branch manager in Winnipeg. Lawson has been with Quality three years, as Ontario promotion manager.

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

JAZZ BEAT

Broadcast Scene: Summing Up

Continued from page 26

in the area, men's clothing shops, restaurants, nightclubs, film houses, banks, investment companies, stock brokerage firms and soft drinks concerns, have been or are among the station's patrons.

"Reasons why the station has been so tremendously successful," explains Mark, "is that each member of our staff programs his own show under supervision of management, all of the record companies have always given us excellent service and, in most instances, we have the pleasure of being the first to preview new record albums."

A composite of the station's sound and its personalities runs

After two concerts in Manila on July 4, the group returns to London, setting out again Aug. 11 for Chicago and the start of the U. S. tour.

Epstein has completed the itinerary as follows: International Amphitheatre, Chicago (12); Olympic Stadium, Detroit (13); Municipal Stadium, Cleveland (14); Stadium, Washington (15); Stadium, Philadelphia (16); Maple Leaf Gardens, Toronto (17); Suffolk Downs Race-track, Boston (18); Coliseum, Memphis (19); Crosley Field, Cincinnati (20); Busch Stadium, St. Louis (21); Shea Stadium, New York (23); Coliseum, Seattle (25); Dodger Stadium, Los Angeles (28); and Candlestick Park, San Francisco (29).

The Beatles fly direct to Chicago from London and back from San Francisco. All internal travel will be by chartered flight.

So far, only Chicago, Detroit, Toronto, Memphis and Seattle are scheduled for double-heads. Aug. 24 is being held free as a rain-check date for the return visit to Shea Stadium.

The group's new single, "Paperback Writer," and its new LP are about to hit as many world markets as possible simultaneously this month. Epstein filmed the Beatles at various London locations, including the EMI studios, for TV promotions.

Bardot Must Pay 2G for Pact Breach

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












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

At a previous hearing Miss Bardot had pleaded, through lawyer, that she didn't have the time to make the recordings, but had asked the record company to be patient until an opportunity arose. The court found, however, that her offer was not made in good faith in view of the fact that it had been made 18 months ago and was still not fulfilled.

like this: from 6-9 a.m., George Lyle plays light jazz (hard cooking sounds could force razor snips as groggy male listeners struggle to begin their day); from 9-noon, Stu Chase gears piano sounds to the housewives (diapers, dishes and Dave Brubeck); from noon-4 p.m., Joel Dorn touches on the modern sound (sort of a mid-day booster); from 4-10 p.m. Mark offers a potpourri of big band, trios and vocalists in the modern idiom; from 10 p.m. to midnight, Dorn returns for the hard school of honkers and expressionists; and from midnight to 6 a.m., Vince Garrett swings with a reiterative taste of everything already heard on the station.

TOP SELLING R & B SINGLES




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

This Week	Last Week	Title, Artist, label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, label, No. & Pub.	Weeks on Chart
	2	HOLD ON! I'M COMIN' Sam & Dave, Stax 189 (East-Pronto, BMI)	11	25	27	MINE EXCLUSIVELY Olympics, Mirwood 5513 (Keymen/Mirwood, BMI)	5
	2	1 IT'S A MAN'S MAN'S MAN'S WORLD... James Brown & Famous Flames, King 6035 (Dynatone, BMI)	7	26	28	MY LOVER'S PRAYER Otis Redding, Volt 136 (East-Time-Redwal, BMI)	2
	3	3 COOL JERK Capitols, Karen 1524 (McLaughlin, BMI)	11		35	COME ON AND SEE ME Tammi Terrell, Motown 1095 (Jobete, BMI)	3
	4	5 (I'M A) ROAD RUNNER Jr. Walker & All Stars, Soul 35015 (Jobete, BMI)	7	28	16	TRULY YOURS Spinners, Motown 1093 (Jobete, BMI)	5
	7	AINT TOO PROUD TO BEG Temptations, Gordy 7054 (Jobete, BMI)	4	29	26	YOU'RE THE ONE Marvelettes, Tamla 54131 (Jobete, BMI)	5
	6	4 BAREFOOTIN' Robert Parker, Nola 721 (Bonatemp, BMI)	8	30	15	MESSAGE TO MICHAEL Dionne Warwick, Scepter 12133 (U. S. Songs, ASCAP)	9
	7	6 WHEN A MAN LOVES A WOMAN Percy Sledge, Atlantic 2326 (Pronto-Quinvy, BMI)	10	31	33	TEENAGER'S PRAYER Joe Simon, Sound Stage 7 2564 (Frederick, BMI)	2
	8	8 I LOVE YOU 1,000 TIMES Platters, Musicor 1166 (Ludix, BMI)	6	32	34	COME ON HOME Jimmy McCracklin, Imperial 66168 (Metric, BMI)	2
	9	10 I'LL LOVE YOU FOREVER Holidays, Golden World 36 (Myto, BMI)	10	33	37	WHEN A WOMAN LOVES A MAN Esther Phillips, Atlantic 2335 (Pronto-Quinvy, BMI)	4
	18	LET'S GO GET STONED Ray Charles, ABC-Paramount 10808 (Baby Monica, BMI)	3	34	29	I'M WALKING OUT ON YOU Reuben Wright, Capitol 5588 (Liberty-Belle, BMI)	6
	11	11 LET ME BE GOOD TO YOU Carla Thomas, Stax 188 (East, BMI)	7	35	23	BAD EYE Willie Mitchell, Hi 2103 (J.E.C., BMI)	3
	21	GOOD TIME CHARLIE Bobby Bland, Duke 402 (Don, BMI)	3		—	JUST A LITTLE MISUNDERSTANDING Contours, Gordy 7052 (Jobete, BMI)	1
	13	13 S.Y.S.L.J.F.M. (The Letter Song) Joe Tex, Dial 9902 (Tree, BMI)	4	37	38	BOYS ARE MADE TO LOVE Karen Small, Venus 1066 (Money, BMI)	4
	14	12 LOVE IS LIKE AN ITCHING IN MY HEART Supremes, Motown 1094 (Jobete, BMI)	7		—	CAN'T WIN Invincibles, Loma 2032 (Circle Seven, BMI)	1
	39	NINETY-NINE AND A HALF Wilson Pickett, Atlantic 2334 (East-Pronto, BMI)	2	39	40	KNOCKIN' AT YOUR DOOR Jimmy Reed, Exodus 1010 (Costoma, BMI)	2
	16	17 YOU WAITED TOO LONG Five Star-Steps, Windy C 601 (Camad, BMI)	7		—	LOVING YOU IS SWEETER THAN EVER Four Tops, Motown 1096 (Jobete, BMI)	1
	17	9 NOTHING'S TOO GOOD FOR MY BABY Stevie Wonder, Tamla 54130 (Jobete, BMI)	9	<hr/>			
	18	19 NEIGHBOR, NEIGHBOR Jimmy Hughes, Fame 1003 (Crazy Cajun, BMI)	4	NEW ACTION R&B SINGLES			
	19	14 WANG DANG DOODLE Ko Ko Taylor, Checker 1135 (Arc, BMI)	10	Other records registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing here.			
	20	20 SHE BLEW A GOOD THING Poets, Symbol 214 (Sagittarius, BMI)	12	I BELIEVE I'LL GO BACK HOME... Ovation's, Goldwax 306			
	21	22 GREETINGS (This Is Uncle Sam) Monitors, V.I.P. 25032 (Jobete, BMI)	8	TAKE SOME TIME OUT FOR LOVE... Isley Brothers, Tamla 54133			
	31	TAKE THIS HEART OF MINE Marvin Gaye, Tamla 54132 (Jobete, BMI)	2	<hr/>			
	23	24 SEARCHING FOR MY LOVE Bobby Moore & the Rhythm Aces, Checker 1129 (Chevis, BMI)	16	<hr/>			
	30	OH, HOW HAPPY Shades of Blue, Impact 1007 (Myto, BMI)	4	<hr/>			

Billboard SPECIAL SURVEY for Week Ending 6/18/66

TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
	1	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	8	13	14	A TOUCH OF TODAY Nancy Wilson, Capitol T 2495 (M); ST 2495 (S)	4
	2	2 CRYING TIME Ray Charles, ABC-Paramount ABC 544 (M); ABCS 544 (S)	16	14	13	UNBELIEVABLE Billy Stewart, Chess LP 1499 (M); ST 1499 (S)	13
	3	4 SOUL ALBUM Otis Redding, Volt 413 (M); S 413 (S)	7	15	10	TEMPTIN' TEMPTATIONS Gordy G 914 (M); GS 914 (S)	29
	4	5 GOT MY MOJO WORKING Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	15	16	16	I GOT YOU (I Feel Good) James Brown, King 946 (M); (No Stereo)	14
	5	3 THE LOVE YOU SAVE Joe Tex, Atlantic 8124 (M); SD 8124 (S)	7	17	15	SOUL MESSAGE Richard (Groove) Holmes, Prestige PR 7435 (M); PRS 7435 (S)	7
	6	7 UP-TIGHT Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	4		—	GOTTA TRAVEL ON Ray Bryant Trio, Cadet LP 767 (M); LPS 767 (S)	1
	7	8 WHEN A MAN LOVES A WOMAN Percy Sledge, Atlantic 8125 (M); SD 8125 (S)	3	19	18	SOLID GOLD SOUL Various Artists, Atlantic 8116 (M); SD 8116 (S)	9
	8	6 DIONNE WARWICK IN PARIS Scepter SRM 534 (M); SPS 534 (S)	9	20	20	SOUL AND INSPIRATION Righteous Brothers, Verve V 5001 (M); V6-5001 (S)	5
	17	MARTHA AND THE VANDELLAS GREATEST HITS Gordy 917 (M); GS 917 (S)	2	<hr/>			
	10	9 I HEAR A SYMPHONY Supremes, Motown MLP 643 (M); SLP 643 (S)	14	NEW ACTION R&B LP's			
	11	11 JAMES BROWN PLAYS THE NEW BREED Smash MGS 27080 (M); SRS 67080 (S)	5	Other albums registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B LP chart above. All records on the chart are not eligible for a listing here.			
	12	12 GOIN' OUT OF MY HEAD Wes Montgomery, Verve V 8642 (M); V6-8642 (S)	13	<hr/>			

NO NEW ACTION R&B LP's THIS WEEK

French Slump Laid to Transition

By MIKE HENNESSEY

PARIS—While the French music industry is aesthetically happy to note the shift in emphasis from cover versions of American and British hits to songs of 100 per cent French origin, there is general agreement that the transition period has coincided with—if not produced—a slump in sales.

Reliable estimates put the decline at about 20 per cent. While still more artists are being recorded as record companies seek to develop native talent, only a handful regularly chalk up big sales.

The search for native talent has also tended to create a

transfer market in established artists, who are demanding more for their signature on a contract.

In an effort to stop the slide, many companies will concentrate their activities on promoting their best selling stars; it is expected that the sudden rush of "new hopes" that appeared when the business "went French" will abate very shortly and companies will shed their poor-selling artists. This opens up the risk that another company may boost them into top-selling stars.

In an exclusive interview this week, Henry Froment, president directeur-general of Decca and RCA in France, agreed that the

transition had produced a crisis.

"There are, however, other reasons for the sales slump. People are spending more on other leisure activities. But I am not too pessimistic because France has a rapidly growing population and music will always have an important place in people's lives."

Won't Follow Philips

Froment said Decca and RCA had no intentions of following the Philips initiative in reducing LP prices by one third. "We have had cut-price LP's on the market for several years. Our Ace of Diamonds and Ace of Clubs series sell very well. But we do not intend to increase the range of cut price product."

He thought that 45-r.p.m. singles might eventually take hold in France but it would be a slow process because the buying public in France was used to 4-track EP's and the retailers were reluctant to see a change.

"We have always noticed when we put out a single, that as soon as we release an EP which includes the same two

(Continued on page 42)

And Then There Were 12—For German Tune Fest

HAMBURG — Twelve semi-finalists remain in the 1966 German Hit Tune Festival from the 400 entries submitted. Previously, the contest had been narrowed to 18 at Sender Freis Berlin, the West Berlin radio-TV station. Of the 18, the public and a public opinion research institute chose the 12 for the finals to be held at Baden-Baden, June 25. The finals will be transmitted by Suedwesfunk TV.

Favored to win the finals are "Irgend jemand Liebt Auch dich," sung by Roy Black and "Beiss nicht gleich in jenden Apfel," sung by Wencke Myhre. Both record for Polydor.

The three winning titles in the finals will be chosen by the public in Baden-Baden and 11 juries in several German radio and TV stations. In the finals,

presented on TV, Josephine Baker will guest star. Negotiations are under way for an appearance by the Four Freshmen.

The 12 tunes chosen for the finals with the singers and recording companies are "Aber du laesst dich nicht sehn," Margot Eskens (Polydor); "Shake," Margret Fuerer (Elite Special); "Irgend jemand liebt auch dich," Roy Black (Polydor); "Nur wenn du bei mir bist," Wolfgang Graf (Polydor), and "So ist ein Boy," Geschwister Jakob (CBS).

Also chosen were "Es koennte Liebe sein," Lill Lindfors (Polydor); "Beiss nicht gleich in jenden Apfel," Wencke Myhre (Polydor); "So alt wie die Welt," Brigitt Petry (Polydor); "Bis ans Ende," Michaela Prunerova (Hansa); "Wie der Wind," Mary Roos (Ariola), and "Wanderer Ohne Ziel," Tielman Brothers.

Philips' Younger Artists Making Rounds Globally

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

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

musical direction of Les Reed.

He has already recorded the song in Italian and Japanese and will follow with German and Spanish versions. He is also set to promote the song on a German TV program from Switzerland.

France Gall, who had a big hit in France and Japan with "Poupee de Cire, Poupee de Son," is touring Japan's major cities from June 7-23.

Herve Vilard, the big Philips' discovery of last summer whose "Capri C'est Fini" became a smash hit, is making a big impact on the South American market—particularly in Brazil and in Argentina. He is the first young French singer to enjoy such success in these countries. He is currently also doing German, Italian and Spanish versions of his French hits.

Johnny Hallyday, who has a big hit here with "Cheveux Longs, Idees Courtes," will soon tour Israel, after TV appearances in Italy.

Meanwhile, on the instrumental front, Philips is releasing the latest LP of international hits by the Paul Mauriat orchestra, in the U. S., Canada, Japan, South Africa and Australia. Titles include "Merci Cherie," "Girl," "Michelle" and "My Love."

Berry Clicks In Belgium Tour

BRUSSELS — Dave Berry, popular Decca artist in Belgium and Holland, toured Kampenhout, Alken, Zelzate, Aalst and Aarschot May 28-30. The teenagers cheered his "Now," "Little Things" and "This Strange Effect."

Local songsters Liliane, Ann Christy and the beat groups Group 69, the Adams, the Jumpers and the Goldfingers also appeared in the same program. The shows were organized by Milo Decoster, the artist's manager, and the TV magazine Humo, which set up a competition finding the best Dave Berry imitator. Berry will be back in Belgium at the end of this month.



PHILIPS OF FRANCE signs singer Annie Philippe, formerly with Riviera Records. With her is Philips' production manager, Jacques Caillart.

Everett's Move to CBS Accents Drive by Glancy

LONDON — Further example of CBS Records' managing director Ken Glancy's drive into the single market is the impending move by EMI's Derek Everett. He has been dealing with repertoire selection from independent British producers and licensed product from MGM, Tamla-Motown and the various U. S. indies released here on Stateside.

Everett's move gives CBS in London a key executive to concentrate on licensing and other outside repertoire. It coincides with the big step up in CBS activity toward purchasing the U. S. masters for use by the international arm of the firm.

Everett will be undertaking a similar function at CBS. He will co-ordinate all pop product emanating from CBS both in the U. S., Europe and elsewhere, as well as dealing with British

and other independent producers.

Everett, a 12-year EMI man, joins CBS next month and will be headquartered in the firm's new centralized offices. Also from EMI, Fenella Ronald has joined Roger Easterby's CBS exploitation staff.

Intl. Line-Up At Majorca Competition

PALMA, Majorca—A strong line-up of international talent has been engaged by the organizers for this week's international song contest of Majorca.

Held at Titos, Spain's leading club, the contest, the third in the annual series, was held Thursday (9) through Saturday (11). Britain's Sandie Shaw was booked as headline attraction for the finals.

Line-up of artists presenting the contest songs is Alberto Cortez, Eugenio, Marty Cosens (Argentina); Liz Sarian, Eric Montroy, Georgie Dann, Jean Paul Cara, Sabrina (France); Hannelore Auer (Germany); Zoi Kurukli (Greece); Nicola di Bari, Rita Monaco, Tony Dallara, Wilma Goich (Italy); Teiko Yanagi (Japan); Madalena Iglesias (Portugal); De Raimond, Francisco de Miguel, Jose Guard iola, Gema Juan Pablo, Masiel Santamaria, Francisco Heredero, Gelu, Kiska, Luista Tenor, Manolo Pelayo, Pili Mili, Yalina (Spain); Barbara Lory (Switzerland); Rocky Roberts (United States).

Venice Show Attracting 30 Singers

VENICE — Adriano Celantano and Orietta Berti will receive Golden Gondolas at the 2d International Song Show here June 26-29 for having had the greatest success with songs presented here last year. Some 30 singers, including six foreigners, will participate in this year's four-day event.

Tom Jones, Alain Barriere, Sandie Shaw and Salome are four of the foreigners who will head the lists. Of the remaining singers, 12 have been named by a press jury. They include Mina, Orenella Vanoni, Sergio Endrigo, Milva, Caterina Caselli, Pino Donaggio, Iva Zanicchi, Gigliola Cinquetti, Fred Bongusto, Giorgio Gaber, Gino Paoli and Orietta Berti. The other 12 will be young singers who will compete for Silver Gondolas, singing songs inspired by Venice.

Renato Rascel and Renato Mauro, both recording artists, will serve as emcees for the event which will be televised each night. The finals will be seen in 14 countries via Eurovision, and others in the Inter-Visio circuit may also see it.

The event has been organized by Giani Ravera, organizer of the San Remo Festival.

SIAE Rights Is Challenged On Collection

ROME — The Constitutional Court, Italy's highest court, is being asked to decide whether the 1941 law which gives Italian Society of Publishers and Authors (SIAE) the exclusive right to collect royalties is constitutional, in an action brought by Nicola Pappalettera, Milan jukebox agency operator.

Pappalettera holds that the existing law makes it impossible for authors to join any other association or to form any other organization. If the court finds for the appellant it would be possible for jukebox operators to make their own deals with authors or groups of authors, instead of accepting the take-it-or-leave-it terms fixed by SIAE.

The action followed a hearing in which the operator refused to pay the demands made by the association, claiming SIAE existed under a law which denied other citizens the right to operate freely in their own interests. Rodolfo Frattini, judicial officer who heard the case, asked the court to decide on Pappalettera's claim.

FOLK SINGER HOT PROPERTY

BRUSSELS—Polygram Belgium and Primavera music publishers have come up with a new Belgian folk singer, Ferre Grignard, who sings in English and recently recorded his second single. His first single, "Ring, Ring" b-w "We Want War," made the Belgian charts. The record was released in Belgium, France, Germany, Holland, Italy, Scandinavia and will be released in the U. S. He has appeared at the Antwerp Folk and Blues Festival and in Paris' Olympia.

THIRTY YEARS FOR A-S NERA

OSLO—A-S Nera celebrated 30 years ago in business June 2. Thirty years ago the first name was Norsk Telefunken, but it was changed after the war.

The record department was established before 1936, and the managing director of this department, Eilyf Mayer, spent a couple of years in Berlin with Telefunken before returning to Oslo. Sales manager John Johanson joined Nera in 1939. Record department now represents RCA Victor, Telefunken and the Swedish label Cupol with additional labels.

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**FROM THE
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AMSTERDAM

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

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Peter, Paul and Mary for the occasion. . . . Phonogram reports that the LP "Aftermath" by the **Rolling Stones** on Decca is one of the 10 best-selling albums. . . . British beat group the **Mindbenders** visited here for a local TV taping which was broadcast June 10. . . . Barclay Co. entered the local CARTRIDGE market with recordings fit for the Philips system. The Dureco Co. issued a series of cartridges this week. . . . The latest single of the local blues group **Les Baroques**, on Basart-controlled Whamm, made a fast entry on Top 40 this week. "I Know"/"She's Mine" zoomed to 29. The Basart production team recently started working on the first **Les Baroques** LP. . . . The **Who** reached No. 2 this week with their single "Substitute" (Basart-controlled) on Polydor. The group will visit here for a series of per-

formances this week. . . . **Simon & Garfunkel** (CBS Records), known by recent hits like "Homeward Bound" and "Sounds of Silence," will make a strong follow-up with "I Am a Rock." All titles are controlled by Basart Co. . . . Local songstress **Katinka** recently signed for the Relax label. She will be in the market with her first single, "I Wait for No One But You"/"What Am I Without You" (Intertone/Basart controlled). Local NTS-TV aired a TV special, "Something Special," featuring the famous CBS group, the **New Christy Minstrels**. . . . CBS' **Seiji Ozawa**, the Japanese conductor of the **Toronto Symphony Orchestra**, visited the Netherlands for the first time. Ozawa made a guest-conducting appearance with the **Amsterdam Concertgebouw Orchestra** in an all-Beethoven series. . . . CBS' young pianist **Andre Watts** will participate in the Holland Festival. The orchestra will be the **Amsterdam Concertgebouw Orchestra**, conducted by Czech **Karel Ancerl** on June 24. . . . Recent important CBS additions to the classical LP field include an album by the **London Soloists' Ensemble**, of which **Nicholas Roth** is the leader. . . . Violinist **Henryk Szeryng** in the Netherlands for a concert June 8.

BAS HAGEMAN

BOSTON

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

Biggest ruckus here in years was caused by the appearance of **James Brown** at the 7,500-seater **Boston Arena** in his gold lace suit and paraphernalia. Audience stood through 2½-hour show because front seaters wouldn't sit down. At the wind-up of the sellout show, police had to use tear gas to keep the crowd from storming the stage and mobbing the rock 'n' roller. . . . **Don Dumont** of Dumont Distributors in Spain and Portugal as a winner of an Atlantic Records contest. He'll also visit London, Paris and Rome. Don's "dry" nightclub, the "Where It's At," is doing excellent business and has **Chubby Checker** in for the week. Partner in the venture is **Ruth Clennet**, record promotion gal.

The **Boston Symphony Orchestra** has named **Charles Wilson** as assistant conductor to **Erich Leinsdorf**. Wilson has been a conductor in New York and is on the musical staff of the **New York City Opera Co.** . . . "Summertime in Maine," the first record of **Croydon Records**, and owned by **Gene Kilhan**, has taken off in Portland, Me., after pressing last week at **Continental Recordings** in Framingham. It features the **Royals**, a rock 'n' roll group, and is backed with "Teenage Dreamer." . . . **Danny Sims**, vice-president of **Joda Records**, here for promotion visit on **Johnny Nash's** new single, "Somewhere" b/w "Big City." **Jack Sager's** Disc Distributors handles the label. . . . The **Rev. Tom Vaughn**, an Episcopal minister from Midland, Mich., will be the first cleric to appear as a performer at the **Newport Jazz Festival**. He will play July 4 with his trio on the same program as the **Miles Davis Quintet**, **Dizzy Gillespie** and **Herbie Mann**.

CAMERON DEWAR

BRUSSELS

Alain and Ariane, two **Palette** artists, are home after a triumph-

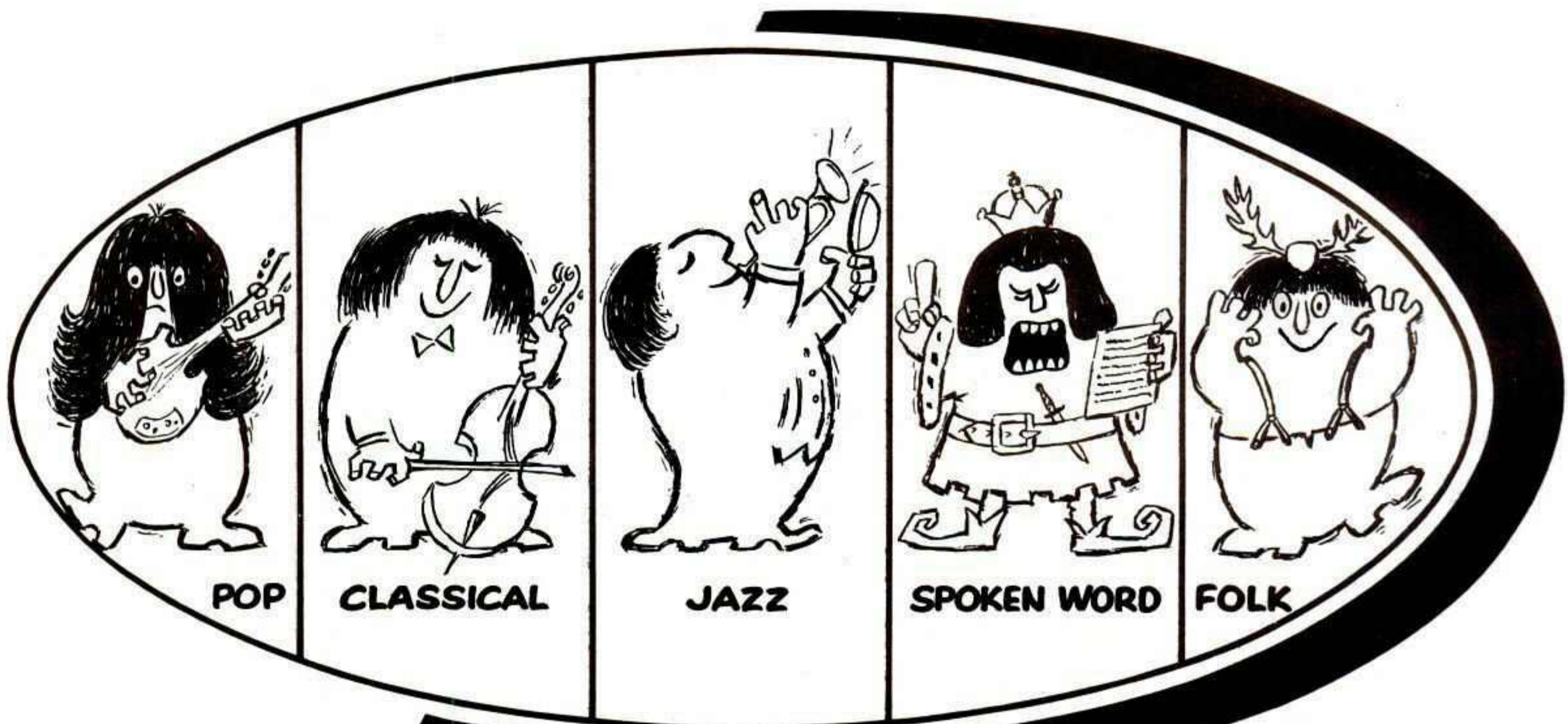


PAT BOONE, Dot recording artist, is greeted by **Hiroko Kageyama**, singer of "Pearly Shells." Miss Kageyama records for **Japan Victor**. Behind them are members of the **Pat Boone Fan Club of Japan**. It's Boone's third visit to **Japan**.

ant tour in **Czechoslovakia**. They were both chosen members of the **Belgian group** for the **Knokke Song Festival**. Other members are **Jean Valez**, **Rita Deneve** and **Marino Falco**. **Palette** has high hopes for **Andre Vrasseur's** new single, "Holiday" c-w "Le Kid." . . . **Polygram** released new EP's by **Valerie Lagrange**, Greek singer **Nana Mouskouri**, **Walker Brothers** and **Wayne Fontana**. . . . New **Polygram** additions for jazz lovers are albums by the **Paul Bley Trio**, the **Mariachi Brass** featuring **Chet Baker**, and **Dizzy Gillespie** and **Quincy Jones**. . . . **Barclay** released "When a Man Loves a Woman" by **Percy Sledge** on the Atlantic label. They released on the **Barclay** label "Qu'elle est belle" c-w "Le Funambule" by **Mireille Mathieu** as well as "Pourquoi Mon Amour" c-w "Messieurs les Musiciens" by the same famous songster. **Barclay** also released an EP by French songster **Rachel** entitled "L'Oiseau d'Italie."

Artone released an LP including songs by such Dutch popular artists as **Bob Bouber**, **De Maskers** and **Jenny and the Rascals**. . . . **Tamla-Motown** label released the **Isley Brothers** with "This Old Heart of Mine" c-w "There's No Love Left" and a single by **Kim Weston** "Helpless" c-w "Take Me in Your Arms." . . . **United Artists** released **Tito Rodriguez** with an LP, "Tito, Tito, Tito," and **Lena Horne** with an album, "Lena in Hollywood." . . . **Chess** released a new LP of **Howlin' Wolf**: "The Red Rooster." **Polydor** released an LP with all the old success songs of the Flemish songster **Jean Walter**. This album includes "Tulips From Amsterdam" and "Marina." It also released an EP by the French songster **Stone**. . . . **Vogue** is pushing the first LP by **Roger Mores**, Belgian composer and conductor. **MIMI SMITH**

(Continued on page 34)



ALL ROUND THE WORLD

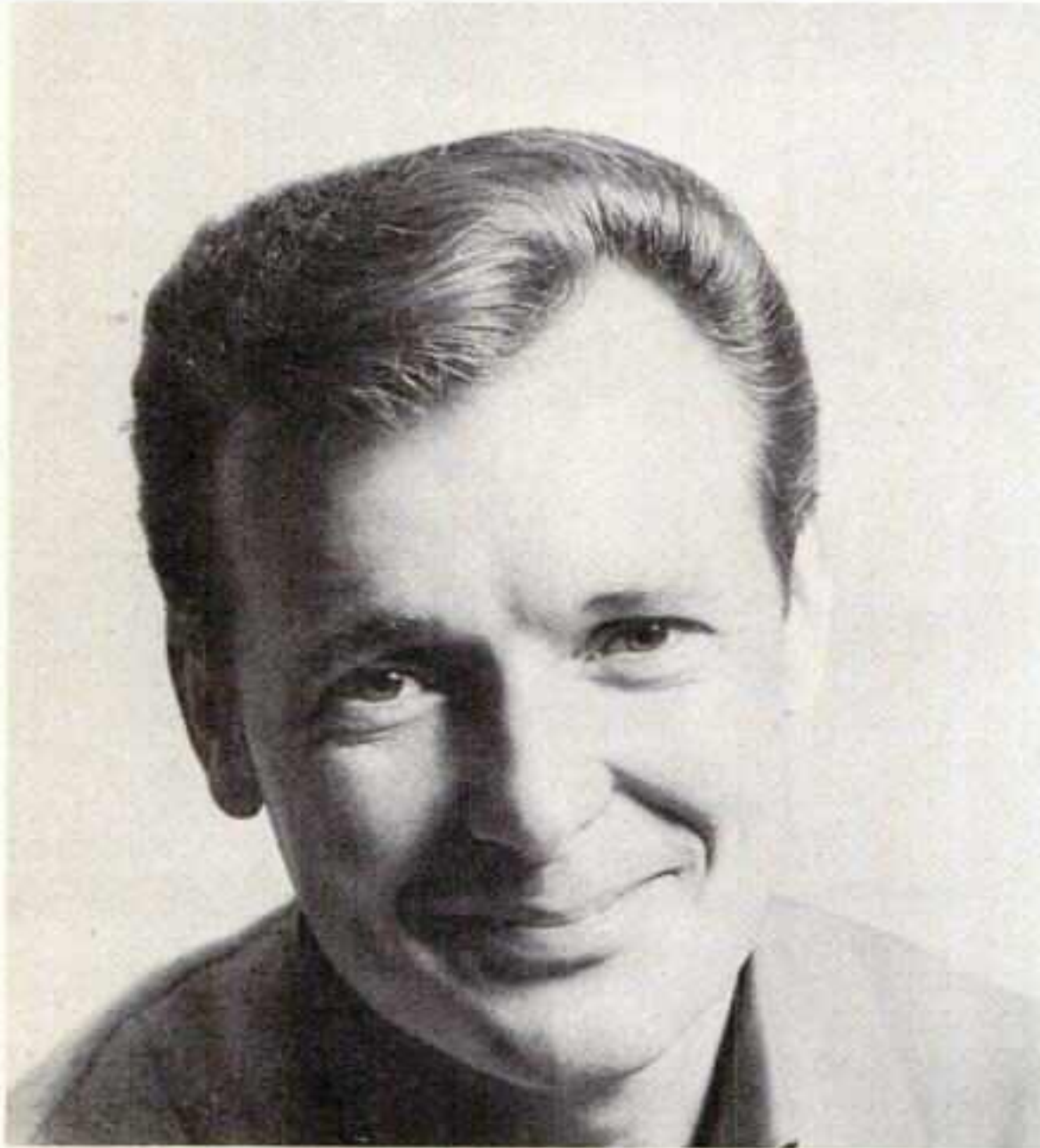
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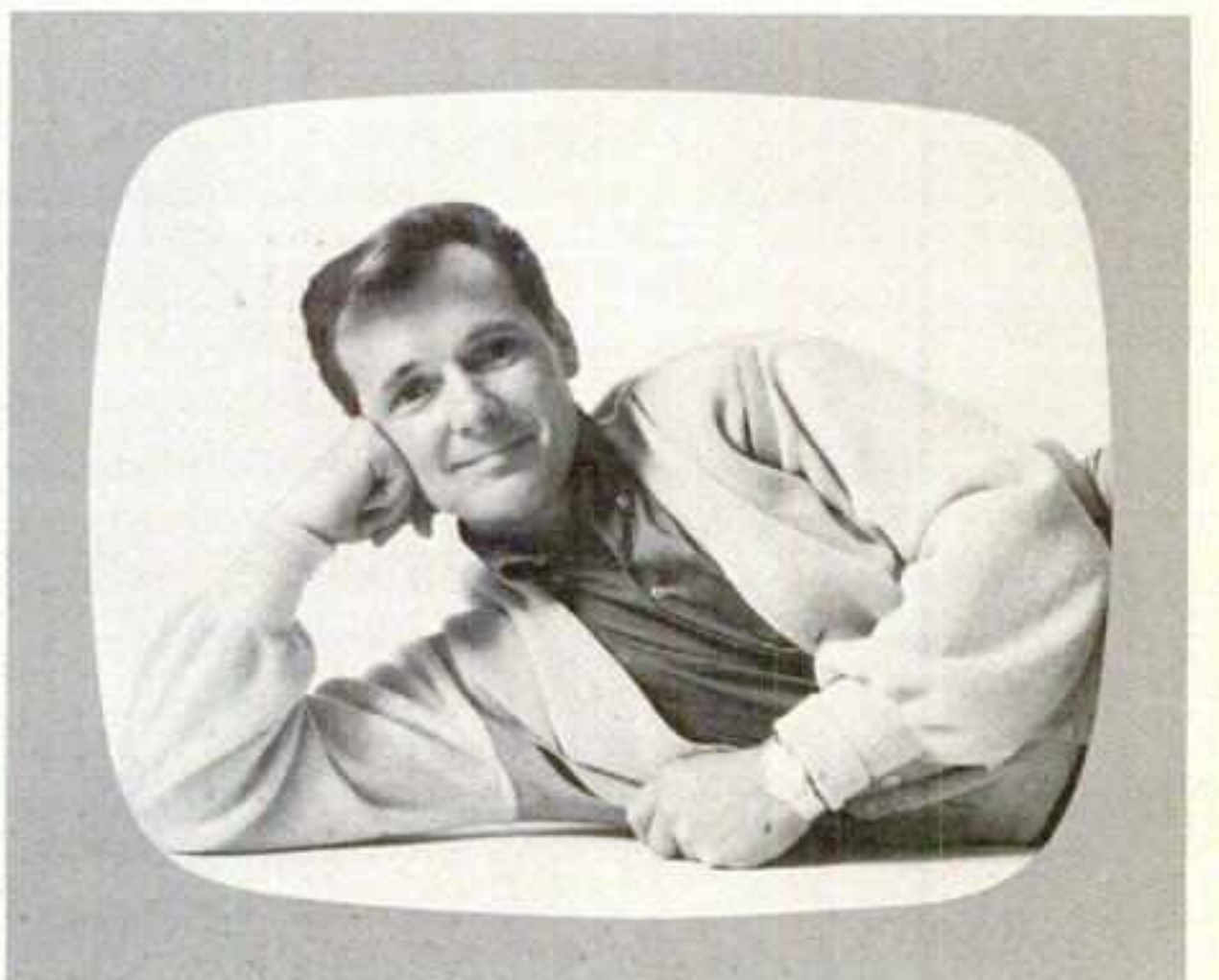


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**FROM THE
MUSIC CAPITALS
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• Continued from page 32

CHICAGO

Some 1,000 Jobs Projects trainees heard the new Ramsey Lewis Trio (Lewis, Cleveland Eaton, Maurice White) Sunday (12) in a benefit concert at the National Design Center. . . . Following the currently featured Lewis trio into the London House will be the Mongo Santamaría Septet June 21 for three weeks. . . . Chicago's Harriette Blake, now recording for Monument, was seen on Art Linkletter's "Hollywood Talent Scout" show June 6. . . . Freddy Cole, playing piano these days at the Haymarket of the Conrad Hilton, recently filmed a Scopitone subject in tribute to his late brother. The short will be on the boxes soon. . . . June is Rudolf Serkin month on WFMT-FM here, recalling Serkin's American debut 30 years ago. . . . Bob Catron says his girl singer Geraldine Hunt, newly signed by ABC-Paramount, will have a release soon, and his Willie Parker has just signed with One-Derful, with "Let's Start a Thing" scheduled for release. . . . Arthur Fiedler and the Boston Pops are back on WFMT-FM at 8 p.m. Saturdays. . . . The Den Pals and Burt Burdeen of WSDM-FM visited their fan club at the Indiana State Prison in Michigan City May 24. . . . A 350-member record club thrives behind the walls at Michigan City, Burdeen learned, meets on Saturday afternoons for listening, has built up quite a library but needs new releases. The group, headed by Jesse Johnson, is called the Wall City Record Club, mailing address P. O. Box 41, Michigan City, Ind. 46360. Club slogan: "Music can pierce the strongest wall and lift the heaviest heart." . . . Cadet's Shel Silverstein stood in with Jo Mapes at Poor Richards June 4. . . . Rodney Jones and Purvis Spann's club on South State is sponsoring a Blues Festival, featuring Albert King, Little Junior Parker, Buddy Ace and others yet to be signed. . . . Father J. L. de Lima and Rabbi Shlomo Carlebach, participants in the International Guitar Festival at Lake Geneva, Wis., held a press conference here last week. Rabbi Shlomo Carlebach has cut five LP's which sell well internationally. . . . The Playboy Clubs become Pubs during the week of June 27 as the chain celebrates London Week. Current vocal attractions at the Chicago club are Johnny Janis, Betty Rhodes, Clea Bradford and Jerry Holmes. . . . Frank Benny, program director of WUBE, Cincinnati, said it: "People seem to get a charge out of talking on the air, so we give them what they want. Also, we have no set patterns as far as what records we play. Whatever people like or dislike greatly influences our selection of flat friends." . . . Birmingham News business editor Irving Beiman quotes Larry Finley as saying that Roy Smalley Jr., president of the Dextra Corp., saved ITCC from going under a year ago. "I had put \$250,000 into this tape cartridge business. . . . A year ago I was broke. I didn't have cab fare home." Today, he told Beiman, sales are running at the rate of \$10 million annually, and by September the firm will be producing 600,000 cartridges per month, "which projects us into the \$25 million-a-year class." . . . The father of white jazz, George Vital (Papa Jack) Laine, died in Charity Hospital in New Orleans June 1. Laine's organization is said to have produced the first group to sell a million copies of a record—the Original Dixieland Jazz Band. . . . Jim Runyon and Ron Britain, WCFL announcers, staged a 500-block Memorial Day race, Britain piloting a Suzuki 80cc. and Runyon the CFL Boldmobile. Results not yet in. . . . "Singing journalist" Phil Ochs enters Poor Richard's tomorrow (14) for a week. . . . A recent 25-minute special on WIND

had station's Kurt Russell chatting with Tony Bennett about his private and public lives. . . . Bill Calder reports WIND for, reportedly, Houston. No replacement yet announced. RAY BRACK

MILAN

Dischi Ricordi issued a new album series under the label I Best Seller, to be sold at a budget price retail. Ten albums are in the initial release. . . . Rifi Records started the second part of their "Summer Operation," with the release of summer records by Mina, I Giganti, Fausto

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Leali, Johnatan & Michelle and Iva Zanicchi, plus a first record with the company by Mario Anzidei and albums by Fausto Leali, Mina, the Coconuts. . . . Nini Rosso, Durium, will be awarded the second golden record for "Il Silenzio" by Hans Schalplatten, Munich. . . . Los Marcellos Ferial, Durium, flew to London to record "World's Cup Fever" for Pye Records, under the direction of Peter Knight. . . . "Studio Uno," the main TV show during the winter-spring season, will end in five weeks. Mina, Rifi Records, will be the steady star during the final rush and will sing a bunch of new songs, which will be released via a new album under the title "Mina—Studio Uno 1966." . . . Ricordi's salesmen met here for the annual convention. . . . The Geordies, Radio Records, bowed at the new Piper Club here. . . . Roberto Rangone, GTZ Records will participate in the Cantagirol, "B" series. . . . Ricordi issued the third album by Bobby Solo, containing 12 international evergreens, under the title, "La Vie En Rose." Ricordi also released a single by the McCoy's, "Fever," and the corresponding album, under the R-International label. . . . Ricordi put out the first single by Bob Lind, "Elusive Butterfly," originally under World Pacific label, marketed here under R-International. GERMANO RUSCITTO

NEW YORK

The Rolling Stones will kick off the Music Festival at Forest Hills on July 2. Upcoming attractions include Sammy Davis, Andy Williams, the Tijuana Brass and the Supremes. . . . Stu Phillips has been set to compose, arrange and conduct the score for the Girard-DeHaven Productions' "Eli Koch," which will be released through Columbia Pictures. . . . Gale Garnett is set for two California County Fair dates: Sonoma, July 26-31 and San Mateo, Aug. 5-9. . . . Mrs. (Elva) Miller will guest on Art Linkletter's "House Party" on July 8. She's also taped the Mike Douglas and Merv Griffin shows for future airing. . . . Chet Glerlach, president of Music, Music, back in New York after a trek to Jamaica, where he huddled with Robin Moore, author of the book "The Green Berets." . . . The Merrick Co., public relations firm, tying up with Claudine d'Augeperse in Paris and Malcolm J. Thompson in London. Brigaro Music, a newly formed independent record production and music publishing company, has opened offices at 200 West 57th Street. Firm is headed by Dave Brigati and Larry Vernieri. . . . Richard Perry, of Dynamite Productions, has lined up an independent production deal with MGM Records. . . . Glenn Yarbrough has a June 16-25 date at the Edgewater Inn in Seattle. . . . Erroll

Garner, returning from a European concert tour, will do a new album for MGM Records. . . . Jerry Vale's next guest appearance on Ed Sullivan's CBS-TV show set for June 26. . . . Jill Sinclair will sing the title role in the upcoming film, "Lady in Blue." . . . Eddie Hazell has a five-week run at After the Ball, Lodi, N. J. . . . The New Order, new Warner Bros. group, finished a stint at the Comic Strip in Worcester, Mass., and returned to New York June 13 for a Shakespeare Festival benefit at the Plaza Hotel. . . . Bruce Morrow, disk jockey on WABC, will emcee the first half of the Adam (Batman) West Show at Shea Stadium on June 25. . . . The Little Flowers, currently headlining at the Night Owl Cafe, were featured with the Byrds on June 12 at the Camden County Fair. Leon Bibb is playing his first major hotel supper club engagement at the College Inn of the Sherman House in Chicago until June 19. He's been signed for a return date there beginning Jan. 12, 1967. . . . Gary Owens, of KMPC, Los Angeles, won the 1966 model electric refrigerator offered by London Records for its Noel Harrison contest. . . . The Smothers Brothers are set for a Nov. 23-Dec. 6 date at the Plaza Hotel. . . . Management Three, firm headed by Bernie Brillstein, Martin Kummer and Jerry Weintraub, enlarged its office space at 136 East 55th Street. . . . The Dave Clark Five, Epic artists, on their fifth tour of the U. S. . . . Dick Gregory has been added to the June 17-18 bill at the Village Gate with Gloria Lynne and Horace Silver. . . . Trumpeter Freddie Hubbard at the Five-Spot for an unlimited engagement. . . . Birth notices: Talat Halman, in charge of foreign licensees at Atlantic Records, became the father of a son June 2; James R. Mosby, manager of Albert B. Grossman's management firm, became the father of a son on May 23; Steve Leber, of the William Morris Agency's college department, became the father of a girl on May 24. MIKE GROSS

OSLO

In collaboration with NRK, the Norwegian broadcasting system, Nera is issuing platters of authentic Norwegian folk music. The series now consists of 56 EP's and 5 LP's, many of which are available in other countries on RCA Victor. The records are for local

CARL M. IVERSEN A/S
OSLO—NORWAY
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consumption, but also sell to tourists during the summer. . . . Swedish pop quartet Tages visited Oslo. . . . Arne Bendiksen issued a new record with their new artist, Vigdos Mostad, "Det er sa lett a leve livet," a local version of the Petula Clark hit, "My Love." Label: Triola. . . . The Bendiksen firm plans a series of LP's, one each by pop groups the Vanguards and the Public Enemies, both on Triola. . . . Two classical LP's coming up by pianists Ruth Lagesen and Hanna Marie Weydahl, who will perform the works of Edvard Grieg and Fartine Valen. . . . The U. S. topper "When a Man Loves a Woman," by Percy Sledge, is out on the Atlantic label here, issued by Nor-Disc. . . . Nera will press three EP's of Faeroe music for a local disk firm on RCA Victor. ESPEN ERIKSEN

TORONTO

The Sparrow, a top Toronto group which did very nicely in Capitol's Canadian talent program a while back, have been signed by the William Morris Agency in the U. S. Their management, Cambridge Music, reports that Columbia in the U. S. has picked up a single from their recent New York recording session, produced by Bob Crewe, for immediate release. The Sparrow have been playing the



ATLANTIC RECORDS' HERBIE MANN plays with Kanda-Bayashi, a traditional combo orchestra, for the festival of the Kanda Shinto Shrine held recently in Tokyo.

"in" New York discotheque, Arthur, and look set for a tour of the U. S. next month. . . . And Cambridge Music has combined two of the current crazes to come up with a Jewish Mrs. Miller, Toronto housewife Molly Camp, which has attracted interest from RCA Victor in the U. S. The album was re-

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SPARTON #P1466 in Canada
Published by **BMI CANADA LTD., TORONTO**

corded in Toronto, produced by Art Snider. . . . The Canadian Music Centre, a national non-profit organization which promotes Canadian composers and compositions at home and abroad and functions as a library of, and information centre on "serious" Canadian music, has moved to new offices at 33 Edward Street, Toronto 2. . . . Columbia's national ad and sales promotion manager, Bob Martin, makes his semi-annual jaunt west the last half of this month, calling on dealers and radio stations from Calgary to Vancouver. En route he'll host press parties for Robert Goulet in conjunction with the star's appearances in Calgary, Edmonton and Vancouver. . . . The indie Pace label in Edmonton, whose first release, by the King Beez, was picked up for national distribution by Quality, is now planning to set up its own national distribution. New release is "Ask Any Girl" and "Do the Jerk," by Mary Saxton, off to excellent reaction. Experimentation with "solid gold weekends" proved such a success that CKLG Vancouver is modifying its top 40 format to a "solid gold summer," with every second disk a song from the top tens of the past few years. LG is sponsoring "Beatle Buses" to take contest-winning listeners to the Beatles August concert in Seattle. . . . Royal Talent Agency in Edmonton is expanding across Western Canada, moving into record production and publishing, and hopes to have its recording studio in service this month. . . . Canadian artists Barry Allen and Wes Dakus and the Rebels were in Clovis, N. M., this month for recording sessions. Capitol has its second Barry Allen LP set for release this month, to include "Love Drops," riding top 10 in Canada and a Billboard regional breakout in the U. S. . . . The Vancouver scene is really swinging these days. A recent week saw Bill Haley and the Comets at the Marco Polo, Chubby Checker at Isy's, and the Kim Sisters at the Cave, to be followed by Eartha Kitt. The Ramsey Lewis Trio also due on the Vancouver scene. . . . Sammy Kaye headlines the 22-act Grandstand Show at the famous Calgary Stampede (July 11-26). . . . The Dick Clark package headlined by Herman and the Hermits and The Animals, moves into the open-air Maple Leaf Sta-

dium in Toronto Aug. 6. . . . The McCoy's make their first Toronto appearance July 26 at CHUM deejay Bob MacAdorey's Canadian Bandstand summer series of weekly pop dances in Toronto. The series kicks off (28) with out-of-town guest Barry Allen and Toronto's Dee and the Yeomen, and each week will feature one out-of-town Canadian talent attraction plus local groups, with occasional name guests from the U. S. . . . Johnny Rivers canceled a recent Calgary appearance with 14 hours' notice, disappointing \$8,000 worth of ticket holders. Reporting this, CFAC Calgary promotion director Dennis Corrie comments that the no show will make things tough at the box office for the next name artist to appear there. The Hollywood-based Young Canadians, whose "Joker" was a regional hit here, go again this month with "Making My Mind Up" and "Satisfied Mind," on Capitol. KIT MORGAN

WELLINGTON, N. Z.

The Philips release of Roy C's "Shotgun Wedding" c-w "I Am Gonna Make It" has had thumbs down from the NZBC but is selling well, anyhow. . . . Last month saw the independent Peak Records produce their catalog of the largest all-around selection yet in all fields. . . . Nancy Sinatra's "Boots" has not only held the top spot in the national parade but has chalked top honors for the sales staff of Viking Records here. Her new album is being rush-released to catch the backlash. . . . Publishing houses here are the target for the industry in a search for material for local artists. The main focus in talent is the folk field. . . . Folk blues and rock by such artists as Simon and Garfunkel, the Byrds and Bob Dylan have led the market into an appreciation of pure folk according to the sales department of Philips Records here. . . . First independent producer in the country, Mike Perjanic, passed through from Auckland to sign for outlets of his work at such points as Philips Records. . . . Fast rising Sandy Emond is notching sales with her version of "Sunshine, Lollipops and Rainbows," the theme of the national Graham Kerr TV show. The promising Zodiac release is backed with "Listen People." . . . Gathering strength on the sales charts is Barbara Ewing, muscle-voiced Maori songstress, who is waxing for Viking. . . . After 10 years in the U. S. doing night clubs, Jay Epae is back and is as of now scribe and arranger for Viking. . . . Building a reputation as the Burl Ives of New Zealand, Bernie Brown has had his standards recorded by HMV and the released LP is called "Folk—But Happy." . . . Star of the Pacific film "Don't Let It Get You," Howard Morrison has pressed the hits from the soundtrack for early release. . . . Growth in the popularity of stereo LP's has prompted HMV to issue their new Val Murphy folk platter in this area. There is talk that Ivan Mogull in California is interested in Val's work for introduction to the U. S. market. JOHN P. MONAGHAN

*Here's that wild new single from
Miss Nancy Wilson!*

UPTIGHT
b/w *You've Got
Your Troubles* 5673

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



ARGENTINA

*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Argentina. Includes entries like 'MANUEL BENITEZ 'EL CORDOBES'', 'LA BOHEME', 'SIEMPRE TE RECORDARE', etc.

AUSTRIA

Table with columns 'This Week' and 'Last Week' for Austria. Includes entries like 'EINE KLEINE TRAENE', 'DIE STIEFEL SIND ZUM WANDERN DA', etc.

AUSTRALIA

Table with columns 'This Week' and 'Last Week' for Australia. Includes entries like 'SECURITY', 'ELUSIVE BUTTERFLY', 'COME AND SEE HER', etc.

BRITAIN

(Courtesy New Musical Express, London) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Britain. Includes entries like 'STRANGERS IN THE NIGHT', 'PAINT IT BLACK', etc.

Table with columns 'This Week' and 'Last Week' for Canada. Includes entries like 'WILD THING', 'MONDAY MONDAY', 'SORROW', etc.

CANADA

Table with columns 'This Week' and 'Last Week' for Canada. Includes entries like 'PAINT IT BLACK', 'I AM A ROCK', 'WHEN A MAN LOVES A WOMAN', etc.

CANADIAN RECORDS

Table with columns 'This Week' and 'Last Week' for Canadian Records. Includes entries like 'LOVE DROPS', 'MY KINDA GUY', 'BRAINWASHED', etc.

DENMARK

Table with columns 'This Week' and 'Last Week' for Denmark. Includes entries like 'PAINT IT BLACK', 'FRANKIE AND JOHNNY', 'THESE BOOTS ARE MADE FOR WALKIN'', etc.

Table with columns 'This Week' and 'Last Week' for Eire. Includes entries like 'THESE BOOTS ARE MADE FOR WALKIN'', 'BARBARA ANN', 'MICHELLE', etc.

EIRE

Table with columns 'This Week' and 'Last Week' for Eire. Includes entries like 'AMONG THE WICKLOW HILLS', 'SLOOP JOHN B', 'PRETTY FLAMINGO', etc.

FRANCE

Table with columns 'This Week' and 'Last Week' for France. Includes entries like 'CHEVEUX LONGS ET IDEES COURTES', 'QU'ELLE EST BELLE', 'LES ELUCUBRATIONS D'ANTOINE', etc.

HOLLAND

Table with columns 'This Week' and 'Last Week' for Holland. Includes entries like 'SLOOP JOHN B', 'SUBSTITUTE', 'THE PIED PIPER', etc.

ITALY

Table with columns 'This Week' and 'Last Week' for Italy. Includes entries like 'MICHELLE', 'LA FISARMONICA', 'AMO', etc.

Table with columns 'This Week' and 'Last Week' for Japan. Includes entries like 'CONCERTO PER UN ADDIO', 'VITA MIA', 'QUANDO LA PRIMA STELLA', etc.

JAPAN

Table with columns 'This Week' and 'Last Week' for Japan. Includes entries like 'KIMI TO ITSUMADEMO', 'HONEMADE AISHITE', 'AITAKUTE AITAKUTE', etc.

MALAYSIA

Table with columns 'This Week' and 'Last Week' for Malaysia. Includes entries like 'LISTEN PEOPLE', 'MICHELLE', 'SOUNDS OF SILENCE', etc.

NEW ZEALAND

Table with columns 'This Week' and 'Last Week' for New Zealand. Includes entries like 'DEDICATED FOLLOWER OF FASHION', 'HOMEWARD BOUND', 'SHAPES OF THINGS', etc.

NORWAY

Table with columns 'This Week' and 'Last Week' for Norway. Includes entries like 'SLOOP JOHN B', 'PAINT IT BLACK', 'PRETTY FLAMINGO', etc.

PHILIPPINES

*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Philippines. Includes entries like 'MR. TAMBOURINE MAN', 'WELCOME, YANKEE WELCOME', 'RING DANG DO', etc.

RIO DE JANEIRO

Table with columns 'This Week' and 'Last Week' for Rio de Janeiro. Includes entries like 'MICHELLE', 'CANTO DE OSSANHA', 'YESTERDAY', etc.

SINGAPORE

Table with columns 'This Week' and 'Last Week' for Singapore. Includes entries like 'MY LOVE', 'THE SUN AIN'T GONNA SHINE ANYMORE', 'ELUSIVE BUTTERFLY', etc.

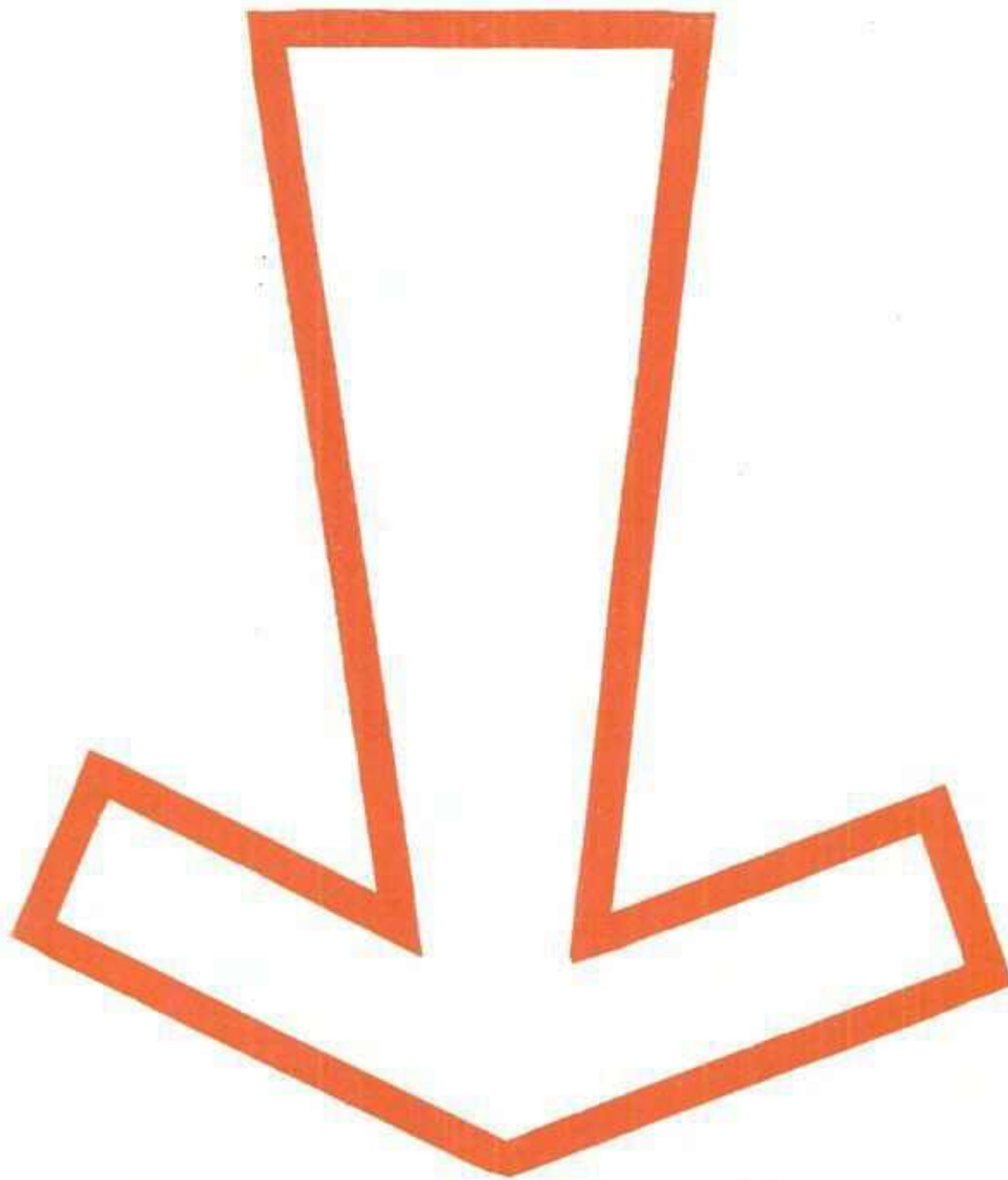
SOUTH AFRICA

Table with columns 'This Week' and 'Last Week' for South Africa. Includes entries like 'PIED PIPER', 'DIE GEZOEM VAN DIE BYE', 'DARLING IT'S WONDERFUL', etc.

SWITZERLAND

Table with columns 'This Week' and 'Last Week' for Switzerland. Includes entries like 'THESE BOOTS ARE MADE FOR WALKIN'', 'JUANITA BANANA', 'THE BALLAD OF THE GREEN BERETS', etc.

(Continued on page 42)



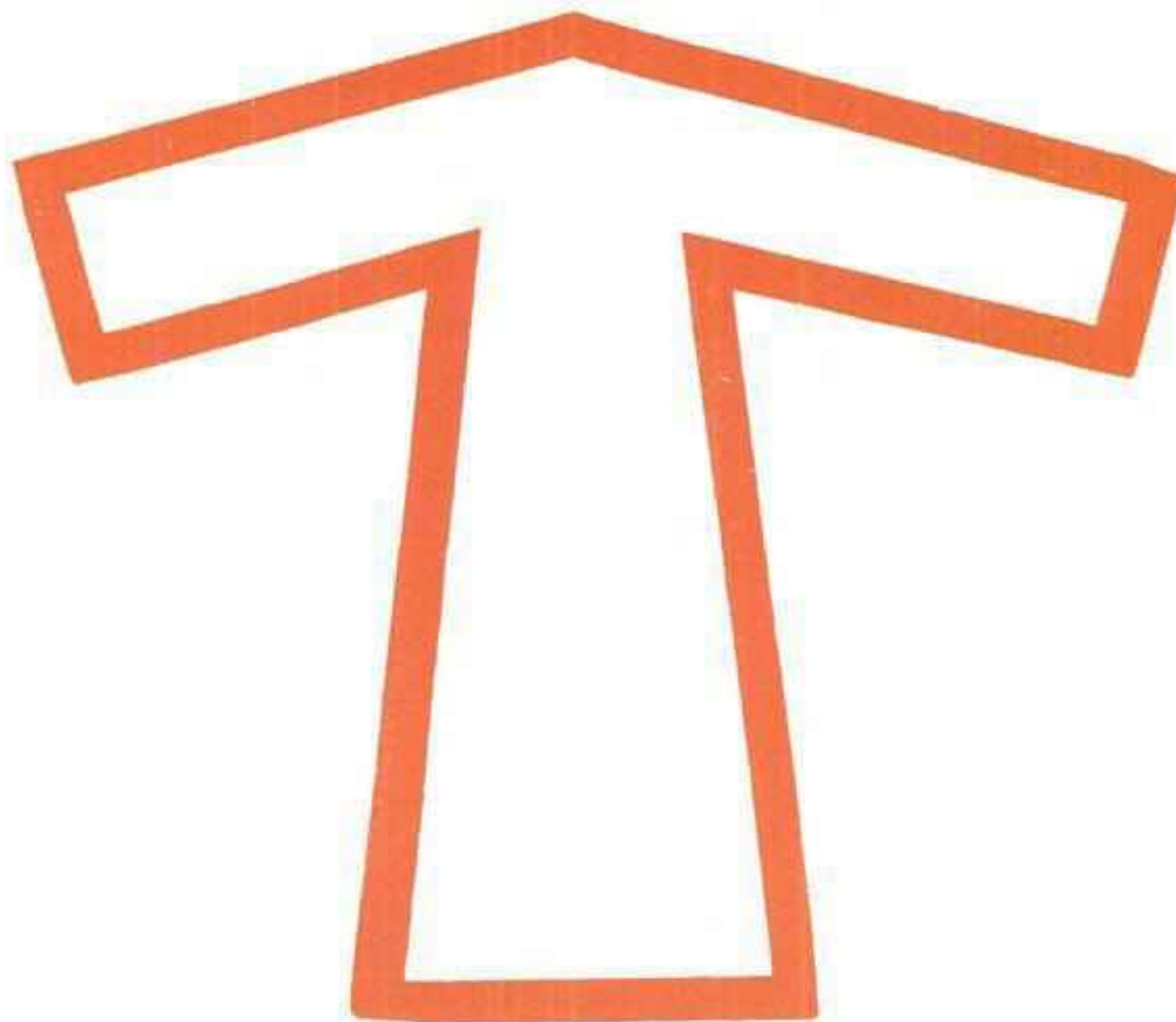
As timely as today's headlines!

"LONELY SOLDIER"

Mike Williams  # 2339

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

Bill Gavin (June 3rd report)



TOP LP'S

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

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

Table with columns: This Week, Last Week, Title, Artist, Label & No., Wks. on Chart. Contains top 50 LPs including 'WHAT NOW MY LOVE', 'IF YOU CAN BELIEVE YOUR EYES AND EARS', 'WHIPPED CREAM & OTHER DELIGHTS'.

Table with columns: This Week, Last Week, Title, Artist, Label & No., Wks. on Chart. Contains LPs 51-100 including 'THE BEST OF CHAD & JEREMY', 'AND I KNOW YOU WANNA DANCE', 'MANTOVANI MAGIC'.

Table with columns: This Week, Last Week, Title, Artist, Label & No., Wks. on Chart. Contains LPs 101-150 including 'DO YOU BELIEVE IN MAGIC', 'HIGHWAY 61 REVISITED', 'WHEN A MAN LOVES A WOMAN'.

"THE 'A' TEAM" Takes Over...

where "The Green Berets" left off!

SSgt BARRY SADLER

of The Green Berets
sings **THE "A" TEAM**

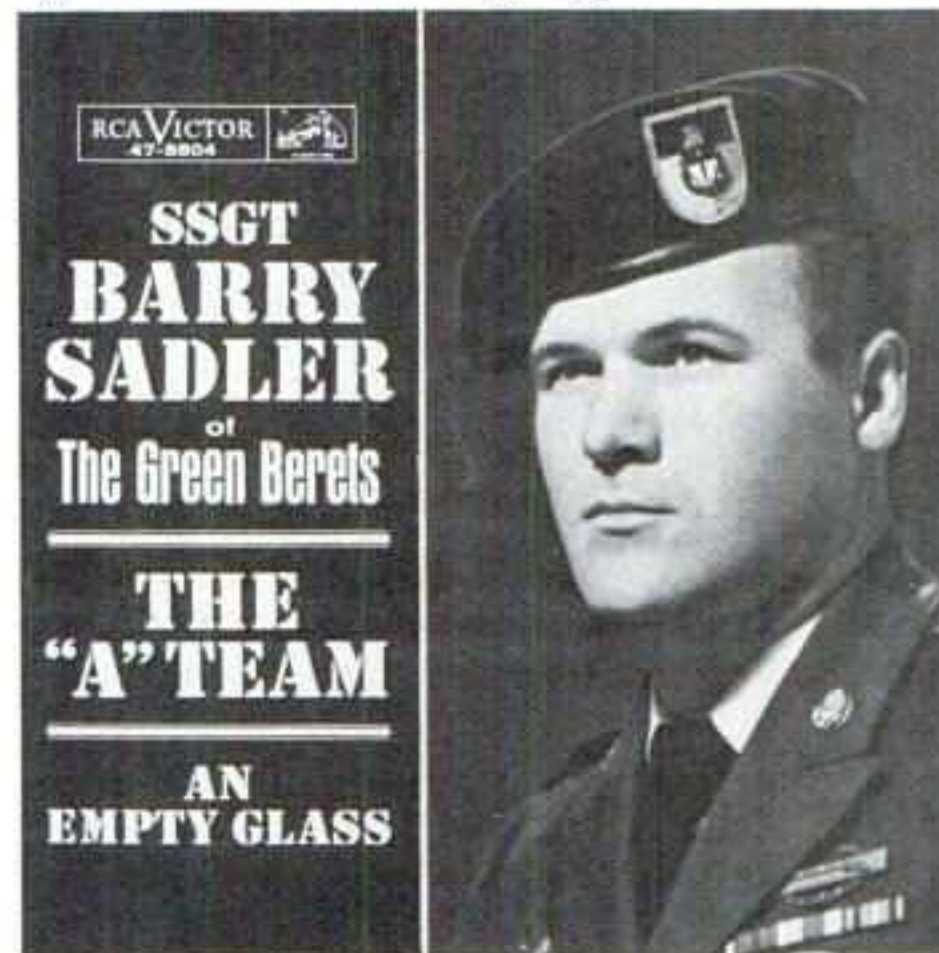
Arranged and Conducted
by Sid Bass



LPM/LSP-3605

**S Sgt Barry Sadler's
new album
features both sides
of his latest single—**

**"THE 'A' TEAM"
c/w "An Empty Glass"**



#8804

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

RCA VICTOR 
The most trusted name in sound

SPECIAL MERIT PICK

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.

CLASSICAL SPECIAL MERIT

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

Byron Janis/Minneapolis Symph. Orch. (Dorati)/London Symph. (Menges). Mercury MG 50448 (M); SR 90448 (S)

Although these are warhorses, Janis adds to both a delicate, sensitive reading which makes this disk worthy of attention. The approach by conductor and orchestra, though not altogether new, is fresh and appealing. Rachmaninoff work is much the richer, with Janis scoring a personal triumph.

CLASSICAL SPECIAL MERIT

TCHAIKOVSKY: SYMPHONY NO. 2, "LITTLE RUSSIAN" / LIADOV: EIGHT RUSSIAN FOLK SONGS

London Symphony Orch. (Previn). RCA Victor LM 2884 (M); LSC 2884 (S)

Previn proves he can handle some of the real long-hair material here. His interpretation is expansive and powerful in the No. 2. The London symphony backs brilliantly. Liadov's folk songs are translated with compassion and grace.

JAZZ SPECIAL MERIT

TODAY'S SOUNDS BY THE THREE SOUNDS

Limelight LS 86037

The Three Sounds come up with a cool, sophisticated sound. Gene Harris on piano delivers a magnificent performance on "Gee Baby, Ain't I Good to You." Andrew Simpkins on bass and Kalil Madi on drums can hold their own in any combo. The album was recorded live in Chicago's London House.

★★★★

FOUR-STAR ALBUMS

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

POPULAR

HIT SONGS TO REMEMBER
Ray Anthony. Capitol T 2530 (M); ST 2530 (S)

NEAPOLITAN SERENADE
Jan Peerce. Vanguard VRS 9210 (M); VSD 79210 (S)

WITH STRINGS ATTACHED
Sue Thompson. Hickory LP 130 (M); LPS 130 (S)

WILDEST ORGAN IN TOWN!
Billy Preston. Capitol T 2532 (M); ST 2532 (S)

GREAT SONG HITS Volume I
Kirby Griffin. Columbia CL 2439 (M); CS 9239 (S)

MARCHING ON
New York Staff Band & Male Chorus. Word W-3381-LP (M); WST-8381-LP (S)

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.

LOW PRICE POPULAR

THAT'S MY DESIRE
Frankie Laine. Harmony HL 7382 (M); HS 11182 (S)

I'LL SEE YOU IN MY DREAMS
The Piano Magic of Eddy Duchin. Harmony HL 7379 (M); HS 11179 (S)

GREAT LOVE SONGS FROM THE MOVIES
Jerry Murad's Harmoncats. Harmony HL 7381 (M); HS 11181 (S)

ORIGINAL CAST

THE COACH WITH THE SIX INSIDES
Original Cast Album. ESP-DISK 1019 (S)

LOW PRICE COUNTRY-WESTERN

SUNNY SIDE OF THE MOUNTAIN
Wilma Leex & Stoney Cooper. Harmony HL 7378 (M); HS 11178 (S)

COUNTRY

BLUEGRASS COUNTRY
Red Allen and the Kentuckians. County 704 (M)

VIRGINIA BREAKDOWN
Various Artists. County 705 (M)

CLASSICAL

SCHUBERT: STRING QUINTET IN C MAJOR
Amadeus Quartet. Deutsche Grammophon 19105 (M); 139105 (S)

VARESE: AMERIQUE MILHAUD: L'HOMME ET SON DESIR
Utah Symph. Orch. (Abravanel). Vanguard VRS 1156 (M); VSD 71156 (S)

THE VIRTUOSO GUITAR Volume II
Alirio Diaz, I Solisti Di Zagreb, (Janigro). Vanguard VRS 1152 (M); VSD 71152 (S)

TCHAIKOVSKY: TCHARODEIKA (The Sorceress) (4-12" LP's)
Bolshoi Theatre Production. Bruno BR 23048/51L (M)

JAZZ

BUSTIN' OUT
Gentlemen June Gardner. Emarcy MGE 26014 (M); SRE 66014 (S)

FOLK

LUCKY THIRTEEN
Bert Jansch. Vanguard VRS 9212 (M); VSD 79212 (S)

LOW PRICE HYMN

A MIGHTY FORTRESS IS OUR GOD
Merrill Station Choir. Harmony HL 7380 (M); HS 11180 (S)

POLKA

POLKAS AND BEER
Hank Haller & His Orch. Delta International DI-5002-LPM (M)

INTERNATIONAL

THE SOUNDS OF INDIA
Ravi Shankar. Columbia CL 2496 (M); CS 9246 (S)

NEW SONGS OF THE AUVERGNE
Netania Davrath. Vanguard VRS 9209 (M); VSD 79209 (S)

KODALY/BARTOK: HUNGARIAN SONGS
Kodaly Girls' Choir of Budapest. Angel 36334 (M); S 36334 (S)

SONGS OF THE GHETTO
Sarah Gorby. Philips PCC 221 (M); PCC 621 (S)

★★★

THREE-STAR ALBUMS

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

POPULAR

SUPER SPY THEMES
The Clee-Shays. Triumph TR 101 (M); TRS 101 (S)

LOW PRICE COUNTRY

THE ANGELS ARE SINGING
Stanley Brothers. Harmony HL 7377 (M); HS 11177 (S)

CLASSICAL

THE VIRTUOSO TRUMPET
Wobisch / Holler / Solisti di Zagreb (Janigro). Vanguard BG 685 (M); BGS 70685 (S)

QUARTET MUSIC OF THE 17TH & 18TH CENTURIES
Various. Nonesuch H 1114 (M); H 71114 (S)

BREAKOUT 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.

FUGS . . .
ESP 1028 (M); (No Stereo)

GREAT COUNTRY HITS . . .
Billy Vaughn, Dot DLP 3698 (M); DLP 25698 (S)

S/SGT. BARRY SADLER OF THE GREEN BERETS SINGS "THE 'A' TEAM" . . .
RCA Victor LPM 3605 (M); LSP 3605 (S)

INTRODUCING THE WALKER BROTHERS . . .
Smash MGS 27076 (M); SRS 67076 (S)

HAROLD SINGS ARLEN (WITH FRIEND) . . .
Harold Arlen, Columbia OL 6520 (M); OS 2920 (S)

MOODS OF MARVIN GAYE . . .
Tamla TLP 266 (M); SLP 266 (S)

IT'S A BIRD, IT'S A PLANE, IT'S SUPERMAN . . .
Original Cast, Columbia KOL 6570 (M); KOS 2970 (S)

I LOVE YOU 1,000 TIMES . . .
Platters, Musicor MM 2091 (M); MS 3091 (S)

TIPPY TOEING . . .
Harden Trio, Columbia CL 2506 (M); CS 9306 (S)

GOTTA TRAVEL ON . . .
Roy Bryant Trio, Cadet LP 767 (M); LPS 767 (S)

TRY TOO HARD . . .
Dave Clark Five, Epic LN 24198 (M); BN 26198 (S)

BOBBY DARIN SINGS THE SHADOW OF YOUR SMILE . . .
Atlantic 8121 (M); SD 8121 (S)

J. S. BACH: ORGAN WORKS
Gabor Lehotka. Qualiton LPX 1238 (M)

WIENIAWSKI: WORKS FOR VIOLIN & ORCH.
Bronislaw Gimpel, Warsaw Natl. Phil. Symphony Orch. (Rezler). Bruno BR 14076L (M)

JAZZ

THE HORIZON BEYOND
Attila Zoller Quartet. Emarcy MGE 26013 (M); SRE 66013 (S)

SPIRITS REJOICE
Albert Ayler Quintet. ESP-DISK 1020 (S)

HYMN

APOSTLES OF CHEER
Louis & Phil Palermo. Word W-3351-LP (M); WST-8351-LP (S)

INTERNATIONAL

YENQUELE, MARIA (Swing, Maria)
Charlie Palmieri & His Duboney Orch. BG BGLP 3301 (M)

ACCORDEON DE MONTMARTRE
Milan Gramantik. Bruno BR 50069L (M)

WALTZES
Lodzki Salon Orch. Kozlowski Instr. Ens. Wesolowski Accordion Ensemble. Bruno BR 50145L (M)

SEE ALBUM REVIEWS ON BACK COVER

NEW ALBUM RELEASES

A&M

CHRIS MONTEZ—The More I See You. Call Me; LP 115, SP 4115

ARC

THE HART HOUSE GLEE CLUB; S 683

BRUNO

TCHAIKOVSKY: SNOW MAIDEN—Delukhanova/Orfency/USSR Radio Symphony Orch. (Gauk); BR 23052/53L

ROLAND ZANINETTI—Bavaria; BR 50066L

CAPITOL IMPORTS (FRANCE)

GILBERT BECAUD 1966; FELP 308

AMALIA RODRIGUES Chant Le Portugal; FSX 168

CLAUDE GUILHOT—Bach on Vibes; STZ 197

GUY BONTEMPELLI—STX 210

CAPITOL IMPORTS (INDIA)

VARIOUS ARTISTS—Classical Music From Pakistan; CLP 1308

RAVI SHANKAR & ALI AKBAR KHAN; MOAE 132

CLW

BLACKIE MONOR & THE FLOYD SISTERS—14 Favorite Hymns; LPM 2005

COLUMBIA

POZO-SECO SINGERS—Time; CL 2512, CS 9315

COUNTRY

RED ALLEN & THE KENTUCKIANS—Bluegrass Country; 704

VARIOUS ARTISTS—Virginia Breakdown; 705

CUCA

A Session With the GOOSE ISLAND RAMBLERS; K 1111

GOOSE ISLAND RAMBLERS—Doin' the Hurley Hop; K 1112

SYL LIEBEL & THE JOLLY SWISS BOYS—Oktoberfest Favorites; K 2036

A Session With SYL LIEBEL & THE JOLLY SWISS BOYS; K 2035

ALVIN STYCZYNSKI—Pulaski Is a Polka Town; K 2040

DECCA

WILMA BURGESS—Don't Touch Me; DL 4788, DL 74788

JIMMY DAVIS—My Altar; DL 4763, DL 74763

WARNER MACK—The Country Touch; DL 4766, DL 74766

UNCLE DAVE MACON; DL 4760, DL 74760

JIMMY MARTIN & SUNNY MOUNTAIN BOYS—Mr. Good'n Country Music; DL 4769, DL 74769

The High, Lonesome Sound of BILL MONROE & HIS BLUE GRASS BOYS; DL 4780, DL 74780

JIMMY NEWMAN Sings Country Songs; DL 4781, DL 74781

OSBORNE BROTHERS—Up This Hill and Down; DL 4767

WEBB PIERCE—Webb's Choice; DL 4782, DL 74782

BILL PHILLIPS—Put It Off Until Tomorrow; DL 4792, DL 74792

ASHER SIZEMORE & LITTLE JIMMIE—Mountain Ballads & Old Hymns; DL 4785, DL 74785

BUDDY STARCHER—History Repeats Itself; DL 4796, DL 74796

VARIOUS ARTISTS—All-Time Country and Western, Vol. 7; DL 4775, DL 74775

KITTY WELLS—Country All the Way; DL 4776, DL 74776

WILBURN BROTHERS—Let's Go Country; DL 4764, DL 74764

JOHNNY WRIGHT—Country Music Special; DL 4770, DL 74770

GRAND AWARD

CHARLESTON CITY ALL STARS—The Roaring 20's; GA 201 SD

KNUCKLES O'TOOLE Plays Honky Tonk Piano; GA 204 SD

LONDON

WERNER MULLER & HIS ORCH.—Gypsy!; SP 44086

PROKOFIEV: PETER AND THE WOLF—Royal Philharmonic Orch. (Dorati); PM 55005, SPC 21007

MAINSTREAM

SOUNDTRACK—Stagecoach; 56077, 556077

MUSICOR

GEORGE JONES—I'm a People; MM 2099, MS 3099

MELBA MONTGOMERY—Hallelujah Road; MM 2097, MS 3097

GENE PITNEY—Backstage; MM 2095, MS 3095

STEVE ROSSI—You Are; MM 2086, MS 3086

NASHBORO

BROTHER JOE MAY—My Own Fault; LP 7031

NEW VOICE

MITCH RYDER & THE DETROIT WHEELS—Breakout; LP 2002, S 2002

QUALITON

GABOR LEHOTKA—J. S. Bach: Organ Works; LPX 1238

LAMBERTO GARDELLI CONDUCTS—Orch. of the Budapest Philharmonic Society; LPX 1234

HAYDN: ERODY QUARTETS—Various Artists; LPX 1205-7

MOZART: HORN CONCERTO IN E FLAT MAJOR—Janota Gabor/Symphony Orch. of the Hungarian Radio & TV (Sander); LPX 1219

VERDI: RIGOLETTO—Various Artists; LPX 1231-33

REPRISE

FRANK SINATRA—Strangers in the Night; F 1017, FS 1017

ROULETTE

SOUNDTRACK—Tchaikovsky: The Sleeping Beauty; OS 803

TOWER

KETTY LESTER—When a Woman Loves a Man; T 5029, ST 5029

VANGUARD

JAN PEERCE—Neapolitan Serenade; VRS 9210, VSD 79210

VARIOUS COMPOSERS—Maurice Abravanel Conducting the Utah Symphony Orch.; VRS 71156, VSD 71156

J. CANTELOUBE: NEW SONGS OF THE AUVERGNE—Netania Davrath; VRS 9209, VSD 79209

The Virtuoso Guitar, Vol. 2—Various Composers—I Solisti Di Zagreb (Janigro); VRS 1152, VSD 71152

BERT JANSCH Sings Lucky Thirteen; VRS 9212, VSD 79212

VERVE FOLKWAYS

The Elusive BOB LIND; FT 3005, FTS 3005

ZONDERVAN

Sing Along With MARCY; ZLP 693

Contribute to the

NAT KING COLE CANCER FOUNDATION

BOX 8598
CRENSHAW STATION
L.A., CALIF. 90008



IF YOU'VE BEEN
TELLING YOUR FRIENDS
HERB ALPERT
SHOULD RECORD
"THE WORK SONG"
FORGET IT...
HE AND
THE TIJUANA BRASS
ALREADY HAVE!

A&M 805
b/w PLUCKY



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

CBS Cuts 'Arc' Caster in Studio

LONDON — CBS Masterworks director John McClure took the entire cast of a performance of Honegger's "Joan

of Arc at the Stake" into the studios this week.

The move follows the pattern that CBS established with Mahler's Eighth Symphony, a recording utilizing the same artists as those in a live performance.

In this case, a concert version of Honegger's "Drame Lyrique" was scheduled for London's Royal Festival Hall June 5. Walthamstow Assembly Hall, often used by CBS and other firms as a studio, was booked for the following two days for the recordings.

Cast for both included Vera Zorina, Alec Clunes, Heather Harper, Helen Watts, Alexander Young and Forbes Robinson, with the London Symphony Orchestra and Chorus, conducted by Seiji Ozawa.

French Slump

• Continued from page 30

titles, the single stops selling. And it is certainly more profitable for the industry to produce EP's."

Waiting on Cartridges

Froment said that his companies were in no hurry to enter the CARtridge market. "We are waiting—and hoping—for a rationalization in the European market. But when we do enter the field we will almost certainly concentrate on the Lear Stereo 8 machine.

"It is more expensive than competing tape systems—it will probably sell in France for \$240 to \$300—but it is, in my view, far superior."

Froment added that he did not see the tape cartridge market becoming very big in France.

SALES/GENERAL MANAGER

New England Rack Jobber/One-Stop/Distributor wants an ambitious, aggressive, hungry, non-clock watcher to help build and grow with us.

Position requires strong background . . . merchandising, sales, promotion, and "the ability to take charge." Permanent position . . . own car . . . salary open.

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We specialize in a complete line of Pop, R&B, Spirituals, C&W Singles & LP's. Plus all Gold Standards—oldies but goodies.

FREE TITLE STRIPS:

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STAN'S RECORD SERVICE
728 Texas Street, Shreveport, Louisiana
Call Collect (318) 422-7182

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

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

MISTY . . .

Groove Holmes, Prestige 401 (Vernon, ASCAP)
(San Francisco-Milwaukee)

I'M WALKING OUT ON YOU . . .

Ruben Wright, Capitol 5588 (Liberty-Belle, BMI)
(New York)

WILD THING . . .

Troggs, Atco 6415-Fontana 1548 (Blackwood, BMI)
(Los Angeles)

BOYS ARE MADE TO LOVE . . .

Karen Small, Venus 1066 (Money, BMI) (San Francisco)

HOT SHOT . . .

Buena Vistas, Swan 4255 (Palmina-Shan-Todd, BMI)
(Miami)

SWEET DREAMS . . .

Tommy McLain, MSL 197 (Acuff-Rose, BMI) (Nashville)

SUNNY . . .

Bobby Hebb, Philips 40365 (Portable, BMI) (Miami)

PRETTY FLAMINGO . . .

Tommy Yann, Academy 120 (Ponderosa, BMI) (Baltimore)

IT'S A MAN'S-WOMAN'S WORLD . . .

Irma Thomas, Imperial 66178 (Dynatone, BMI) (Miami)

Richcrisand Is Set Up by Adler

NEW YORK—Richard Adler, songwriter-producer, has formed Richcrisand, Inc., a production company for movies, TV and stage properties. Adler is now producing and writing the words and music for "Olympus 7-0000," with original script by Jerome Chodorov, for the new "ABC Stage '67" TV series.

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

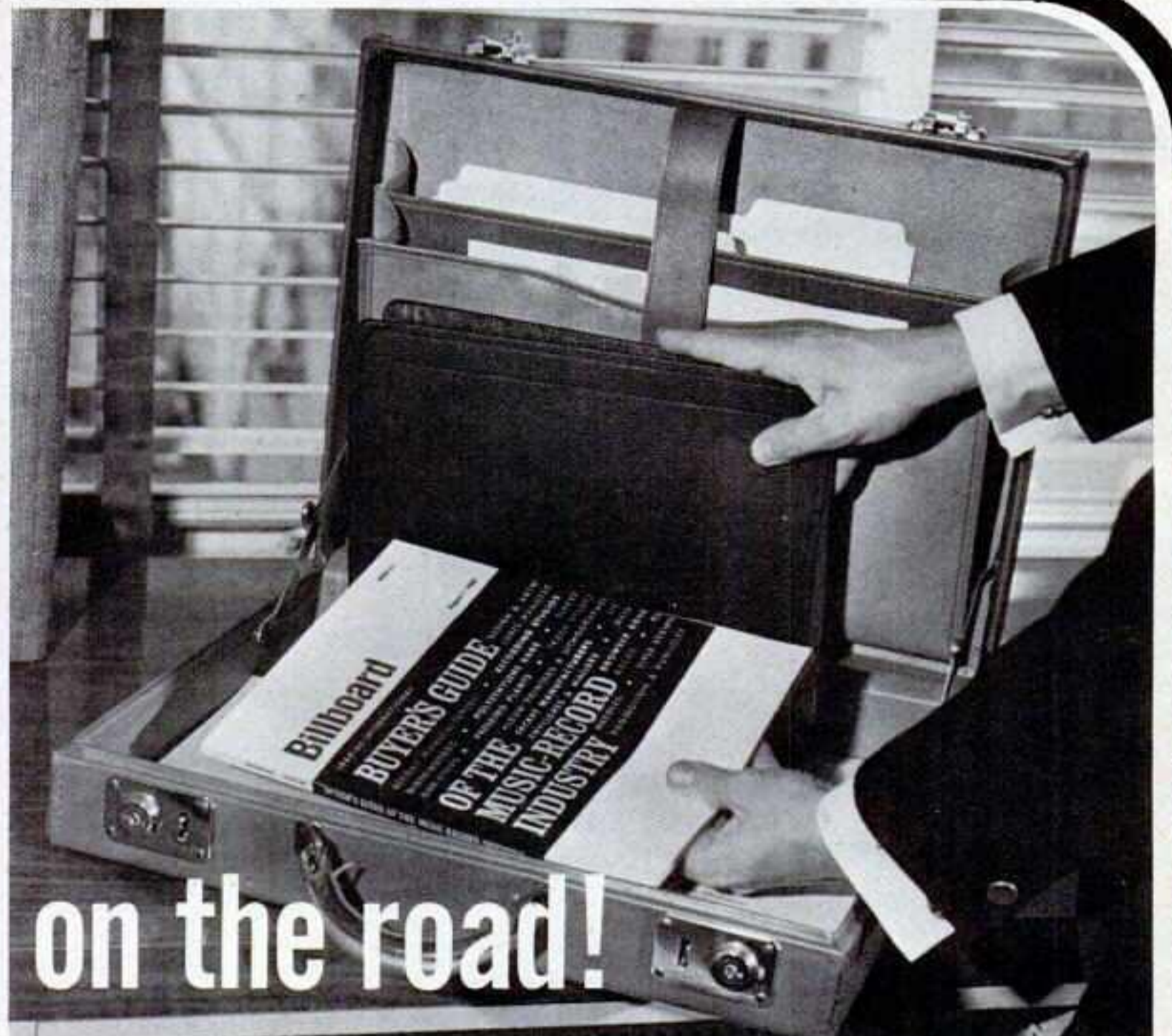
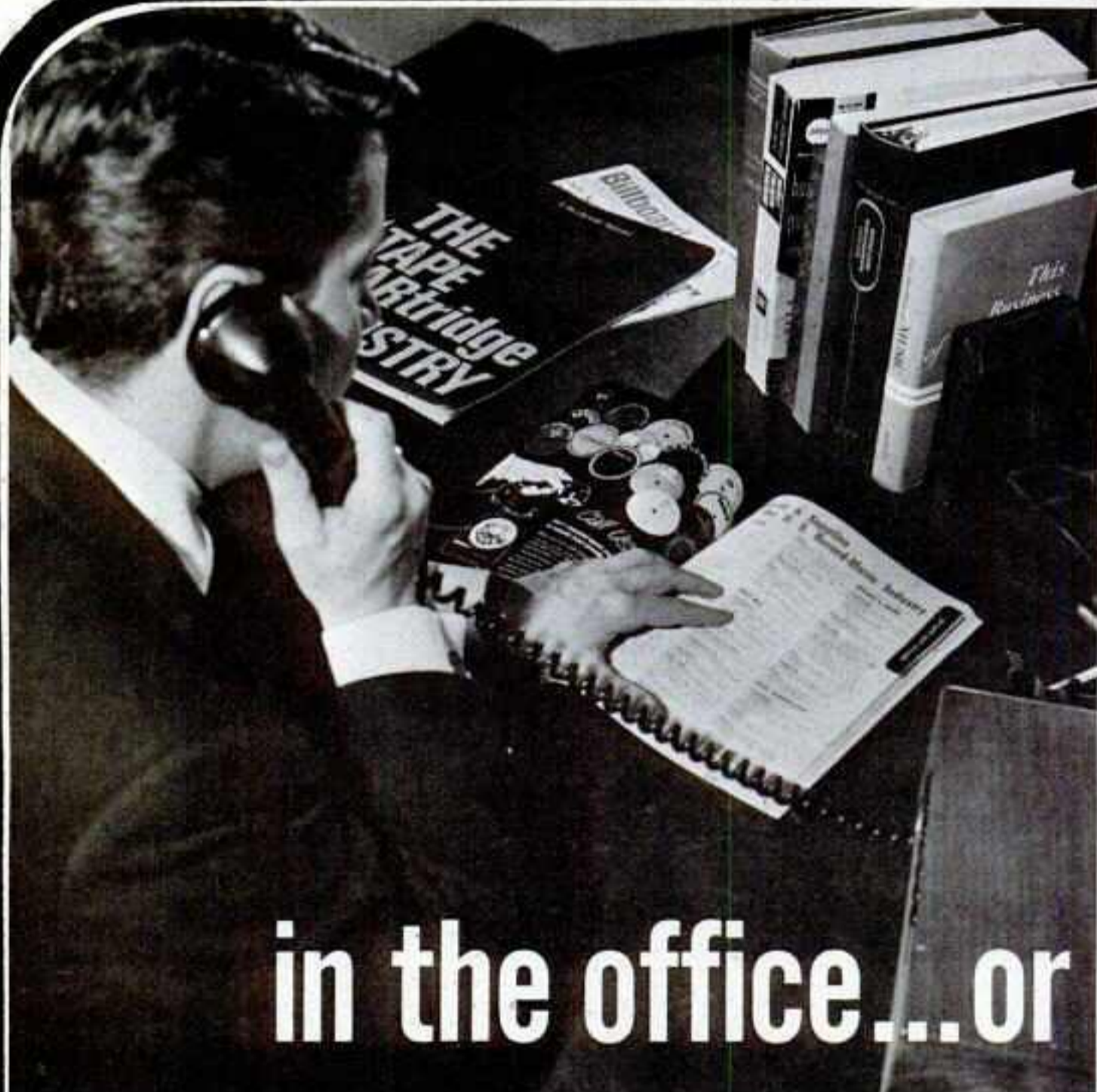
FRENCH AWARD TO DGG ARTIST

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

HITS OF THE WORLD

• Continued from page 36

- (Philips)—Francis, Day & Hunter
- 4 2 BARBARA ANN—The Beach Boys (Capitol)—Planetary
 - 5 4 YESTERDAY MAN—Chris Andrews (Vogue)—Intro
 - 6 — LA MAISON CU J'AI GRANDI—Francoise Hardy (Vogue)
 - 7 — SLOOP JOHN B—The Beach Boys (Capitol)—Planetary
 - 8 — CAPRI, C'EST FINI—Herve Vilard (Philips)
 - 9 13 VIVRE OU MOURIER—Herve Vilard (Philips)
 - 10 — MON CREDO—Mireille Mathieu (Barclay)



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101 questions, music, sound, answer score pad! Fun for the entire family!**

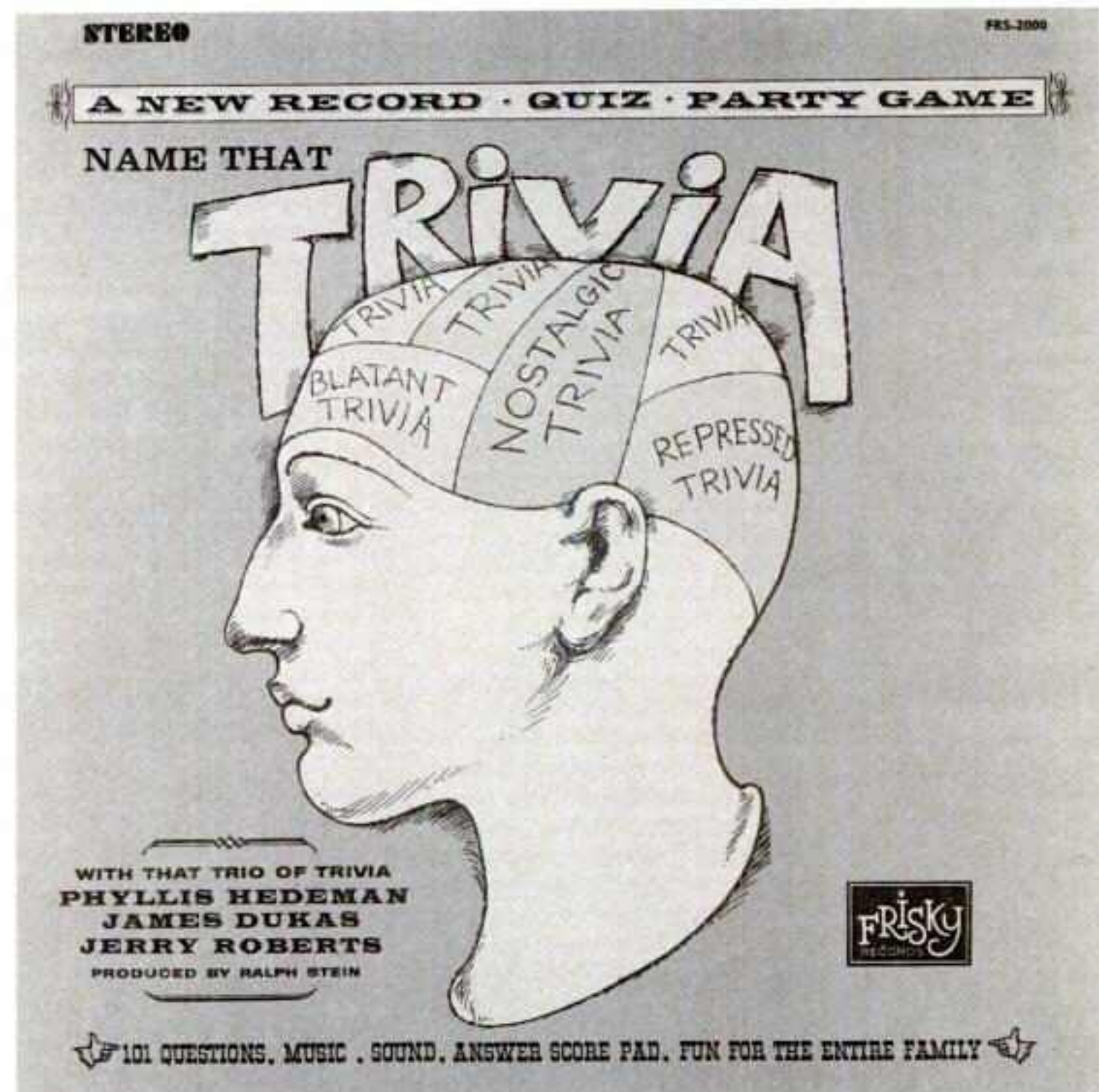
NAME THAT **TRIVIA**

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

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

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

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



FRS-2000 (Stereo)

FR-2000 (Mono)

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Minneapolis, Minnesota

Mid State Record Dist. Co., Inc.
2549 Sullivan Avenue
St. Louis, Missouri

Essex Record Distributors
10 Fenwick Street
Newark, New Jersey

Best Distributors
959 Main Street
Buffalo, New York

Beta Distributors
599 10th Avenue
New York, New York

Bertos Sales Company
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Charlotte, N.C.

Concord-Benart
620 Frankfort Avenue
Cleveland, Ohio

A & L Distributors
1811 Fairmont Avenue
Philadelphia, Pennsylvania

D & H Distributors
2525 North 7th Street
Hainsburg, Pennsylvania

Fenway Distributors Corp.
1601 Fifth Avenue
Pittsburgh, Pennsylvania

Southern Record Distributors
467 Chestnut Street
Nashville, Tennessee

B & K Distributors
2512 Irving Boulevard
Dallas, Texas

Sunland Supply
2227 Texas Avenue
El Paso, Texas

Fidelity Electric
5301 Shilshole Avenue, N.W.
Seattle, Washington

Certain key territories still available. Write, wire or phone: JERRY GELLER, Director of Sales.



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MUCH ADO ABOUT NOTHING • "OUT" FACTS FOR "IN" PEOPLE • A MASS

CLASSICAL MUSIC

Reissues of Standards a Sound Investment, Budget Labels Find

By FRED KIRBY

NEW YORK — Reissues on budget labels have given new life to old pressings, especially on standards. In some cases the reissues compete with and even top previous regular label counter sales at regular prices. A good example is "Tosca" with Zinka Milanov, which has already reached 88 per cent of its initial RCA Victor sales on that company's Victrola budget label.

Heavy sales also are reported by Richmond (London), Heliodor (MGM) and Deutsche Grammophon) and Mercury Wing. Pickwick/33 has been so

successful with its initial release of 15 Capitol reissues that a fall release of double that amount is planned.

The Victrola and Richmond catalogs are virtually completely composed of older versions of works which have received new treatments by their parent labels. A large part of the Richmond listings are mono recordings of operas with Renata Tebaldi and Gilbert and Sullivan operettas featuring the D'Oyly Carte Opera Co., where new stereo disks by the same artists are available on London.

No Marketing Problem

A Richmond spokesman said

there didn't seem to be any marketing problem because of the two available versions of such Tebaldi performances as in "Tosca," "Madame Butterfly" and "Aida" on different-priced labels to cite three top-selling Richmond reissues. He found customers who were sound-conscious preferred the newer stereo pressings, others preferred the performance of the younger Tebaldi, while fans of the Italian soprano wanted both versions.

Victrola has scored with initial pressings of Pierre Monteaux conducting the Vienna Philharmonic and London Symphony in five Beethoven symphonies, treatments which had never been released on Victor. A Richmond title is "The World of Gilbert and Sullivan," which was never issued as such on London, but consists of excerpts from earlier complete operetta recordings.

Heliodor considers its reissues of the "Johnny Johnson" of Kurt Weill its fastest seller. Just out in April, the set is averaging 6,000 copies a month. Leading Heliodor sales over-all are Carl Orff's "Carmina Burana," and Annie Fischer playing Beethoven's "Piano Concerto No. 3" and two Mozart concert rondos. All issues of the new label, born in February, are in both mono and stereo, with the availability of the recording in stereo a consideration in determining releases. However, some of the older pressings have been rechanneled for stereo.

Wing Series Surge

At Mercury, a definite surge was reported when selections reappear in the Wing series after being out of the regular catalog. The catalog consists primarily of standard works for widest appeal. All titles originally were recorded in stereo and are available in mono for \$1.89 and stereo for \$2.89 suggested list.

Top sellers are Antal Dorati conducting the Minneapolis Symphony in Rimsky-Korsakov's "Scheherazade"; Tchaikovsky's "Nutcracker Suites Nos. 1 and 2"; Beethoven's "Symphony No. 5"; and Tchaikovsky's "Swan Lake"; and Paul Paray conducting the Detroit Symphony in Ravel's "Bolero" and Rimsky-Korsakov's "Capriccio Espagnol."

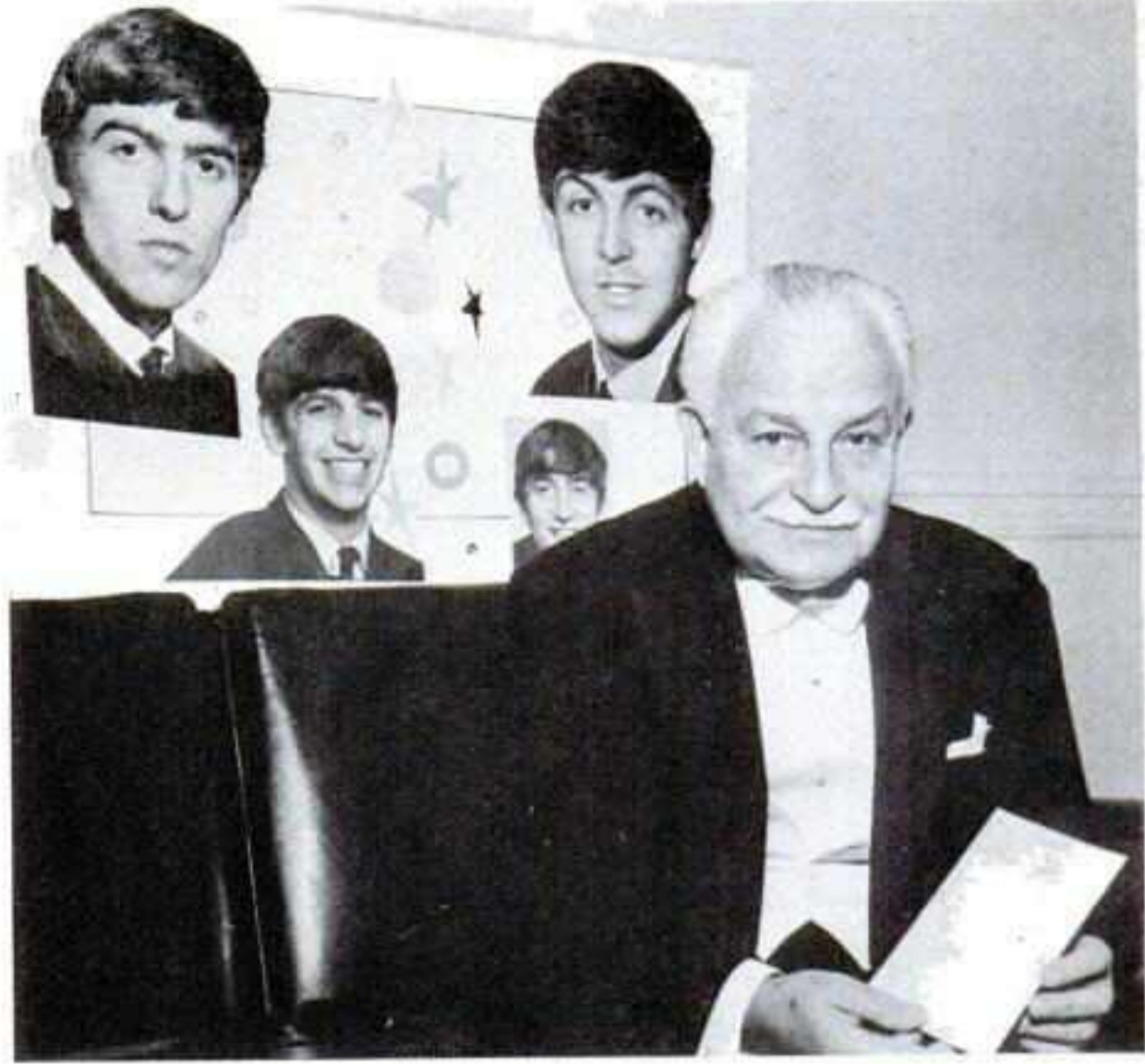
Heliodor's "Art of the Fugue" by Bach, with Beethoven's "Grosso Fuge" as its fourth side, is recording good sales figures, partly due to the two-record package being sold for the \$2.50 suggested list for a single disk. Mozart's "Requiem" conducted by Eugen Jochum also is a big seller on the new label.

Pickwick International considers the customer response to its initial 15-title purchase from Capitol so good that about 30 more Pickwick/33 sets will be issued later this year. The first titles were included to give the company a rounded catalog, but its wide distribution beyond record stores has made the deal financially successful.

Top Sellers

Top selling artists are William Steinberg and the Pittsburgh Symphony, Erich Leinsdorf, and the Los Angeles Philharmonic, Vladimir Golschmann and the St. Louis Symphony, violinist Nathan Milstein, and pianist Rudolf Firkušny. Pickwick has access to 13 other labels but probably will stick to Capitol for its next re-

(Continued on page 45)



ARTHUR FIEDLER, conductor of the Boston Pops Orchestra, displays a fan letter from the Beatles, who are montaged in the background. Fiedler, who has recorded three Beatle songs, plans to record more of their tunes on his forthcoming RCA Victor releases. The note calls the Boston Pops "a great orchestra," and was signed by Ringo Starr and John Lennon.

Philly Academy Heading For a Banner 1966-1967

PHILADELPHIA — The Academy of Music is headed for its best season since just after World War II. Moreover, there will be more matinee performances by ballets and concert stars in the 1966-1967 period than in many years.

"This season and last were very good ones," said Harold T. Mason, longtime manager of the concert hall, "but next season will top them. Right now it's harder to fit the Academy date than it has been in years."

Mason was referring to concert and jazz promoters who have to co-ordinate Academy dates with the availability of their attractions. Between the latter part of September and the last Saturday of May 1967, there are perhaps only a dozen

evenings at the Academy not yet "penciled in."

In addition to the weekly concerts of the Philadelphia Orchestra, for which the Academy of Music is home base, and the Philadelphia Forum series which merged with the All-Star Concert Series to take as many as 30 dates, the new season will bring in for the first time the newly created Chamber symphony of Philadelphia for at least 22 concerts. This ranks the Chamber group third in number of dates.

The Philadelphia Orchestra, which takes the most dates, is also adding seven Thursday night concerts next season. Swelling the calendar is the Geographic Society, taking two Wednesdays a month; the Philadelphia Lyric Opera adding four dates, and the Pennsylvania Ballet adding several more.

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

PHILHARMONIC WILL GIVE 12 FREE CONCERTS

NEW YORK — Twelve free concerts will be given in New York City parks this summer by the New York Philharmonic, Columbia artists. Conductors will be Leonard Bernstein, musical director; Alfred Wallenstein, and composer Lukas Foss. Soloists will be Rudolph Firkusny, pianist, and Marian Anderson, narrator. One concert last summer drew about 75,000 to Central Park's Sheep Meadow, called the largest crowd to ever hear a classical music concert.

Other concert sites are the Bronx Botanical Gardens, Staten Island's Clove Lakes Park, Brooklyn's Prospect Park, and Crocheron Park in Queens. The concerts are sponsored by the City's Department of Parks, the Joseph Schlitz Brewing Co., and the Philharmonic Symphony Society.

Lili Kraus to Play Mozart

NEW YORK — All 25 Mozart concerti for piano and orchestra will be presented next season at Town Hall by pianist Lili Kraus with the newly formed Mozart Chamber Orchestra conducted by Stephen Simon. Miss Kraus and Simon currently are completing the recording of the 25 concerti with the Vienna Festival Orchestra in Vienna for Epic. The project, which will total 12 disks, is being released over a one-year period. The first set of three records has been released in the United States.

The Town Hall program will consist of nine subscription concerts beginning Oct. 4. The final concert will be on March 28. Three concerti will be performed at each of seven Tuesday evening programs. The other two programs will each consist of two concerti coupled with a Mozart symphony.

Thanksgiving Fest

NEW YORK — Classical recording vocalists highlight the casts of the Thanksgiving week Handel Opera Festival set for Carnegie Hall. Operas to be presented by the Handel Society of New York on Nov. 20, 23, 25 and 29 are the composer's "Rodelinda" and "Xerxes." Artists listed to appear are Maureen Forrester, Teresa Stich-Randall, Janet Baker, Maureen Lane and Charles Bressler.

Hurok Presents: 3 Series

NEW YORK — S. Hurok will present two subscription series at Carnegie Hall and one at the Brooklyn Academy of Music next season. The Carnegie Hall series also will include performances at the New Metropolitan Opera House in Lincoln Center by the Royal Ballet and the Ballet Folklorico of Mexico. Listed for both Carnegie series are the Moscow Chamber Orchestra conducted by Rudolph Barshai, and pianist Van Cliburn (RCA Victor) with the Los Angeles Philharmonic conducted by Zubin Mehta.

Also appearing in a Carnegie Sunday series will be violinist Leonid Kogin, soprano Victoria de los Angeles, guitarist Andres Segovia (Decca), pianist Artur Schnabel (Victor), the Vienna Choir Boys, and the Roger

Wagner Chorale (Capitol, Angel). Other artists listed for an evening subscription series are pianist Emil Gilels; pianist Eugene Istomin; violinist Isaac Stern and cellist Leonard Rose (Columbia); the Vienna Johann Strauss Orchestra, Edward Strauss II conducting; mezzo soprano Irina Arkhipova, and pianist Yakov Zak (Monitor).

The four-concert Brooklyn Academy series will consist of recitals by Kogin, Gilels, Segovia and Rubinstein. In addition, four special programs are listed for the Brooklyn concert hall; guitarist Carlos Montoya (Victor, ABC-Paramount), the Vienna Choir Boys, Jose Greco and his company, and folk singer Theodore Bikel (Vanguard, Elektra).

Met Opera to Play Philly

PHILADELPHIA — New York's Metropolitan Opera Co. will add this city to its touring roster with a "festival" May 1967 and 1968 under the auspices of the city's business and industrial communities and cultural and civic groups. It will be the first visit here by the Met since March 1961.

Some 40 civic leaders agreed to underwrite \$150,000 (half of the approximate sum needed) for

a week of seven performances. The committee was certain that the remainder of the guarantee would be raised by further corporate and individual pledges.

Reginald Allen, general manager of the Metropolitan Opera Association, said the performances here would offer the same stars and productions as at the Lincoln Center. Performances will be given in Convention Hall. Frank G. Binswanger, chairman of the Civic Center, said new upholstered seats, parking facilities for 1,000 cars, air conditioning and amplification would be provided for the Met's visit. There will be 9,000 seats at each performance, some of them priced as low as \$2.

Margit Schramm Signed by Ariola

GUETERSLOH — Margit Schramm, the German operetta diva, has signed a long-term exclusive contract with Eurodisc-Musikproduktion and Ariola-Eurodisc GmbH.

From 1958 to 1964, Miss Schramm was the best-known diva of the Bavarian Staatstheater am Gaertnerplatz, in Munich. The attractive young soprano is also a popular German TV artist.

8 Concerts in Stratford Fest

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

Artists include pianists Leon Fleischer (Columbia, Epic) and Jose Iturbi (Angel, RCA Victor), flutist Jean-Pierre Rampal, the George Shearing Quintet (Capitol), soprano Phyllis Curtin, cellist Leonard Rose (Columbia), and violinist Oscar Shumsky. The Stratford Festival Opera Co. will present Mozart's "Don Giovanni," beginning July 9.

**Budget Re-Issues
Sound Investment**

• *Continued from page 44*

leases because of the success of the first batch. All titles are mono and stereo for the same \$2.50 suggested list.

A Pickwick subsidiary, Allegro, handles more esoteric reissues, but has recorded limited sales. Pickwick/33 primarily consists of standards. A Pickwick spokesman explained that the classical sets are geared for impulse buying, but this type of purchase builds up classical customers for the future.

Other strong Victrola sellers are Emil Gilels playing the "Piano Concerto No. 1 in B-Flat minor," which has reached 85 per cent of its initial Victor counter sales, Fritz Reiner conducting the Richard Strauss "Ein Heldenleben," which has reached 75 per cent and is still going strong, and another Mil-
anov opera set, "La Gioconda."

Pressed in Stereo

Victrola offerings, which have suggested lists of \$2.39 mono and \$2.89 stereo, all were originally pressed in stereo versions. Camden classical titles no longer are being issued, with some of these probably winding up in the Victor Treasury series at regular prices later.

Richmond has avoided enhanced stereo with its titles available only in mono for a \$2.39 list. The opera and operetta sets and highlights make up the bulk of the catalog. Unusual works may dot new releases on regular and budget labels, but in reissues, the war-horses are the order of the day. They sell.

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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
		Billboard Award					
2		VERDI: DON CARLO (4-12" LP) Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)	11	24	22	PUCCINI: LA BOHEME (2-12" LP) Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)	6
2	4	PRESENTING MONTSERRAT CABALLE RCA LM 2862 (M); LSC 2862 (S)	11	25	26	THE BAROQUE OBOE Gomberg/Col. Chamber Orch. (Ozawa), Col. ML 6232 (M); MS 6832 (S)	11
3	6	MAHLER: SYMPHONY NO. 4 IN G Cleve. Orch. (Szell), Col. ML 6233 (M); MS 6833 (S)	11	26	18	PUCCINI: TURANDOT (3-12" LP) Nilsson, Corelli & Various Artists, Angel CL 3671 (M); SCL 3671 (S)	11
4	1	IVES: SYMPHONY NO. 4 Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)	11	27	19	TCHAIKOVSKY: CONCERTO NO. 1 Cliburn, RCA LM 2252 (M); LSC 2252 (S)	11
5	12	BERNSTEIN CONDUCTS IVES N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	4	28	25	MUSSORGSKY-STOKOWSKI: PICTURES AT AN EXHIBITION New Philm. Orch. (Stokowski), Lon. PM 55004 (M); SPC 21006 (S)	11
6	3	MAHLER: SYMPHONY NO. 10 (2-12" LP) Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)	11	29	30	BRUCKNER: SYMPHONY NO. 9 IN D MINOR Vienna Philm. (Mehta), Lon. CM 9462 (M); CS 6462 (S)	5
7	10	CHOPIN WALTZES Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	11	30	28	GERSHWIN: RHAPSODY IN BLUE N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	11
8	8	BRAHMS: LIEBESLIEDER WALTZES Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	10	31	—	MOZART: SYMPHONIES NOS. 29 & 33 New Philh. Orch. (Klemperer), Angel 36329 (M); S 36329 (S)	1
9	7	RODRIGO: CONCIERTO DE ARANJUEZ/TEDESCO: CONCERTO IN D Williams, Col. ML 6234 (M); MS 6834 (S)	11	32	32	ROSSINI: WILLIAM TELL OVERTURE N. Y. Phil. (Bernstein), Col. ML 6143 (M); MS 6743 (S)	9
10	5	BLESS THIS HOUSE Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)	11	33	29	GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)	6
11	11	MY FAVORITE CHOPIN Cliburn, RCA LM 2576 (M); LSC 2576 (S)	11	34	34	DEBUSSY: LA MER Ansermet, Lon. CM 9437 (M); CS 6437 (S)	4
12	9	BACH ON THE PEDAL HARPSICHORD Biggs, Col. ML 6204 (M); MS 6804 (S)	8	35	33	MIRELLA FRENI—OPERATIC ARIAS Angel 36268 (M); S 36268 (S)	10
13	14	NIELSEN: SYMPHONY NO. 3 Royal Danish Orch. (Bernstein), Col. ML 6169 (M); MS 6769 (S)	11	36	37	RIMSKY-KORSAKOV: SCHEHERAZADE Lon. Symph. Orch. (Stokowski), Lon. PM 55002 (M); SPC 21005 (S)	10
14	31	IVES: SYMPHONY NO. 1 Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)	3	37	38	SONGS OF THE AUVERGNE Moffo, Amer. Symph. Orch. (Stokowski), RCA LM 2795 (M); LSC 2795 (S)	2
15	15	BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP) Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)	6	38	36	BEETHOVEN: THE FIVE PIANO CONCERTOS/THE CHORAL FANTASY (4-12" LP) Serkin, Phila. Orch. (Ormandy), N. Y. Phil. (Bernstein), Col. D4L 340 (M); D4S 740 (S)	5
16	16	SOUVENIR OF A GOLDEN ERA (2-12" LP) Horne, Lon. A 4263 (M); OSA 1263 (S)	4	39	40	MOZART: SYMPHONIES NOS. 28 & 33 Cleve. Orch. (Szell), Col. ML 6258 (M); MS 6858 (S)	2
17	13	HOLIDAY FOR STRINGS Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	11	40	—	RITUAL FIRE DANCE Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)	1
18	17	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP) Col. M2L 328 (M); M2S 728 (S)	11				
19	27	REVERIE Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)	10				
20	24	ZARZUELA ARIAS Caballe, RCA LM 2894 (M); LSC 2894 (S)	2				
21	21	BAROQUE GUITAR Bream, RCA LM 2878 (M); LSC 2878 (S)	8				
22	23	BIZET: CARMEN (3-12" LP) Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)	7				
23	20	LISZT: SONATA IN B MINOR/SCHUBERT: WANDERER FANTASY Rubinstein, RCA LM 2871 (M); LSC 2871 (S)	6				

NEW ACTION LP's

**THERE ARE NO NEW ACTION ALBUMS
THIS WEEK**

BEST SELLING CLASSICAL LP's (By Category)

OPERA, VOCAL AND CHORUS

This Week	Title, Artist, Label & No.
1.	VERDI: DON CARLO (4-12" LP)—Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)
2.	PRESENTING MONTSERRAT CABALLE—RCA LM 2862 (M); LSC 2862 (S)
3.	BRAHMS: LIEBESLIEDER WALTZES—Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)
4.	BLESS THIS HOUSE—Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)
5.	BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP)—Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)
6.	SOUVENIR OF A GOLDEN ERA (2-12" LP)—Horne, Lon. A 4263 (M); OSA 1263 (S)
7.	ZARZUELA ARIAS—Caballe, RCA Victor LM 2894 (M); LSC 2894 (S)
8.	BIZET: CARMEN (3-12" LP)—Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)
9.	PUCCINI: LA BOHEME (2-12" LP)—Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)
10.	PUCCINI: TURANDOT (3-12" LP)—Nilsson, Corelli & Various Artists, Angel C1 3671 (M); SCL 3671 (S)

SYMPHONIC AND ORCHESTRAL

1.	MAHLER: SYMPHONY NO. 4 IN G—Cleve. Orch. (Szell), Columbia ML 6233 (M); MS 6833 (S)
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2.	IVES: SYMPHONY NO. 4—Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)
3.	BERNSTEIN CONDUCTS IVES—N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)
4.	MAHLER: SYMPHONY NO. 10 (2-12" LP)—Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)
5.	NIELSEN: SYMPHONY NO. 3—Royal Danish Orch. (Bernstein), Col. ML 6169 (M); MS 6769 (S)
6.	IVES: SYMPHONY NO. 1—Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)
7.	REVERIE—Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)
8.	MUSSORGSKY-STOKOWSKI: PICTURES AT AN EXHIBITION—New Philm. Orch. (Stokowski), Lon. PM 55004 (M); SPC 21006 (S)
9.	BRUCKNER: SYMPHONY NO. 9 IN D MINOR—Vienna Philm. (Mehta), Lon. CM 9462 (M); CS 6462 (S)
10.	GERSHWIN: RHAPSODY IN BLUE—N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)

SOLO INSTRUMENT AND CONCERTI

1.	CHOPIN WALTZES—Rubinstein, RCA LM 2726 (M); LSC 2726 (S)
2.	RODRIGO: CONCIERTO DE ARANJUEZ/TEDESCO: CONCERTO IN D—Williams, Col. ML 6234 (M); MS 6834 (S)
3.	MY FAVORITE CHOPIN—Cliburn, RCA LM 2576 (M); LSC 2576 (S)
4.	BACH ON THE PEDAL HARPSICHORD—Biggs, Col. ML 6204 (M); MS 6804 (S)
5.	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP)—Col. M2L 328 (M); M2S 728 (S)

COUNTRY MUSIC

Jimmy Dean to Star on Cudahy Television Spec

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

the week of Aug. 14.

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

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



FREDDIE VEL has a right to smile, his Dixie record of "Your the Reason" is getting national attention. Deejays may write for copies to Dixie Records, Kiln Road, Picayune, Miss. Freddie is one of the featured writers of this standard, which has sold over 2,000,000 records and has been recorded on more than six major labels, including RCA VICTOR. Freddie's promotion is directed by Music Makers Promotion Network, New York, and Brite-Star Record Promotions, Newbury, Ohio. (Advertisement)



DAVE DUDLEY, with a.&r. chief Jerry Kennedy and manager Jimmy Key (left to right), putting the finishing touch to yet another in a long string of hits. The session was called last week while the Mercury artist was in Music City en route to play a series of dates along the Eastern Seaboard.



YOUR PICTURE SHOULD HAVE BEEN HERE! With Brite Star or Music Makers Promotion Network handling your record(s) it could be. Let us show you what national record promotion really is. We can arrange distribution . . . national TV and radio coverage. We can supply booking agents . . . major label contracts . . . magazine and newspaper publicity . . . pressing. We cover all major cities. Call: Cleveland (216) JO 4-2211 or write Brite Star National Record Promotion, Newbury, Ohio. (See our ad every week in Billboard's Classified Mart.)

Decca Signs Billy Parker

TULSA, Okla.—Billy Parker, now doing a four-hour country platter show on KFMJ-Radio here, has been signed to a recording pact by Decca Records and is slated to cut his initial session for the label soon in Nashville under the direction of Owen Bradley.

In addition to his radio appearances, Parker emcees a new, all-country TV show, Monday through Friday, on KTUL-TV here. Also appearing on the new show are Parker's band, billed as Rocky Caple and the Shotgun.

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

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

Judy Lynn Plays Despite Strike Call

RENO, Nev.—When Local 368, AFofM called an impromptu strike for the Memorial Day holiday weekend, affecting the Reno and Lake Tahoe area c.&w. singer Judy Lynn was informed that any acts that went on would be automatically expelled from the union and fined.

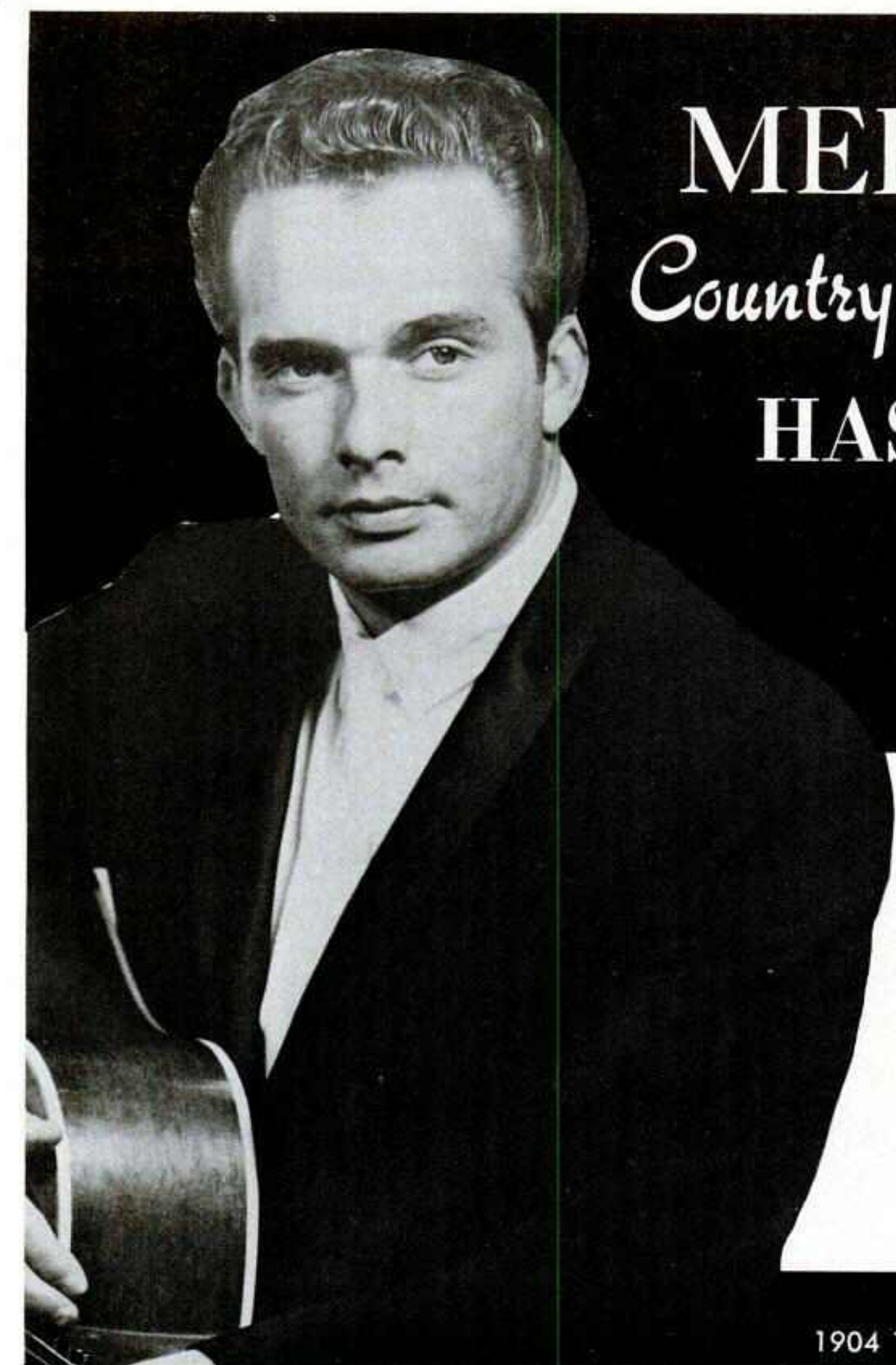
Miss Lynn, who has not missed a performance since she formed her show some 12 years ago, gave notice that she and her group would be on stage at

Peck on 'Tonight'

DALLAS—Bert Peck, writer of "Pedernales River," new release by Homer Lee on the Platter Records label, appeared on the Johnny Carson "Tonight" show Tuesday (7) to plug the tune. Peck is a cousin of President Johnson.

show time, regardless of what happened, and, sure enough, she was.

Several of the other acts, including Sarah Vaughan, followed suit. Patti Page, who was appearing at the Sparks, Nev., (Continued on page 47)



MERLE HAGGARD

Country & Western Singing Sensation

HAS THREE BIG ONES!

#12 This Week on the Billboard Hot 100
"SWINGING DOORS"
 Capitol 5600

CURRENT ALBUM RELEASES



STRANGERS
 Capitol T 2373(M) ST 2373(S)



JUST BETWEEN THE TWO OF US
 Bonnie Owens and Merle Haggard
 Capitol T 2453(M); ST 2453(S)

Management: Jack McFadden

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Billboard SPECIAL SURVEY for Week Ending 6/18/66

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
2	1	TAKE GOOD CARE OF HER, Sonny James, Capitol 5612 (Paxton-Recherche, ASCAP)	11	26	35	AIN'T HAD NO LOVIN', Connie Smith, RCA Victor 8842 (Blue Crest, BMI)	2
2	1	DISTANT DRUMS, Jim Reeves, RCA Victor 8789 (Combine, BMI)	12	27	28	YOU AIN'T WOMAN ENOUGH, Loretta Lynn, Decca 31966 (Sure-Fire, BMI)	3
3	4	DON'T TOUCH ME, Jeannie Seely, Monument 933 (Pamper, BMI)	10	28	24	THE MINUTE MEN (Are Turning in Their Graves), Stonewall Jackson, Columbia 43552 (Wilderness, BMI)	8
4	3	TALKIN' TO THE WALL, Warner Mack, Decca 31911 (Pageboy, SESAC)	13	29	30	I COULD SING ALL NIGHT, Ferlin Husky, Capitol 5615 (Husky, BMI)	3
5	8	THINK OF ME, Buck Owens, Capitol 5647 (Bluebook, BMI)	5	30	33	STANDING IN THE SHADOWS, Hank Williams Jr., MGM 13504 (Ly-Rann, BMI)	4
6	10	THE LAST WORD IN LONESOME IS ME, Eddy Arnold, RCA Victor 8818 (Tree, BMI)	6	31	26	I'M LIVING IN TWO WORLDS, Bonnie Guitar, Dot 16811 (Forest Hills, BMI)	16
7	16	EVIL ON YOUR MIND, Jan Howard, Decca 31933 (Wilderness, BMI)	9	32	34	TIME TO BUM AGAIN, Waylon Jennings, RCA Victor 8822 (Bramble, BMI)	3
8	9	A WAY TO SURVIVE, Ray Price, Columbia 43560 (Pamper, BMI)	9	33	31	TONIGHT I'M COMIN' HOME, Buddy Cagle, Imperial 66161 (Central, BMI)	9
9	7	HISTORY REPEATS ITSELF, Buddy Starcher, Boone 1038 (Glaser, BMI)	11	34	38	I'LL LEAVE THE SINGIN' TO THE BLUEBIRDS, Sheb Wooley, MGM 13477 (Blue Echo, BMI)	5
10	5	WOULD YOU HOLD IT AGAINST ME, Dottie West, RCA Victor 8770 (Tree, BMI)	15	35	41	THE LOVIN' MACHINE, Johnny Paycheck, Little Darlin' 008 (Mayhew, BMI)	3
11	6	PUT IT OFF UNTIL TOMORROW, Bill Phillips, Decca 31901 (Combine, BMI)	12	36	37	NICKELS, QUARTERS AND DIMES, Johnny Wright, Decca 31927 (Champion, BMI)	3
12	14	SWINGING DOORS, Merle Haggard, Capitol 5600 (Bluebook, BMI)	11	37	40	BORN TO BE IN LOVE WITH YOU, Van Trevor, Band Box 367 (Stonesthrow, BMI)	9
13	12	I LOVE YOU DROPS, Bill Anderson, Decca 31890 (Moss-Rose, BMI)	19	38	22	I WANT TO GO WITH YOU, Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	19
14	11	TIPPY TOEING, Harden Trio, Columbia 43463 (Window, BMI)	19	39	39	THE HIGHWAY PATROL, Red Simpson, Capitol 5637 (Central, BMI)	3
15	20	(YES) I'M HURTING, Don Gibson, RCA Victor 8812 (Acuff-Rose, BMI)	7	40	43	TUPELO COUNTY JAIL, Stonemans, MGM 13466 (Jack, BMI)	3
16	25	I'LL TAKE THE DOG, Jean Shepard & Ray Pillow, Capitol 5633 (Mimosa, BMI)	6	41	44	I'M NOT CRAZY YET, Ray Price, Columbia 43560 (Pamper, BMI)	2
17	21	DON'T TOUCH ME, Wilma Burgess, Decca 31941 (Pamper, BMI)	7	42	42	POOR BOY BLUES, Bob Luman, Hickory 1382 (Cedarwood, BMI)	3
18	19	BACK POCKET MONEY, Jimmy Newman, Decca 31916 (New Keys, BMI)	13	43	48	DAY FOR DECISION, Johnny Sea, Warner Bros. 5820 (Moss Rose, BMI)	2
19	13	CATCH A LITTLE RAINDROP, Claude King, Columbia 43510 (Gallico, BMI)	10	44	45	JOHNNY LOSE IT ALL, Johnny Darrell, United Artists 50008 (Yonah, BMI)	3
20	15	STOP THE START (Of Tears in My Heart), Johnny Dollar, Columbia 43537 (Zanetis, BMI)	14	45	—	THE RIGHT ONE, Statler Brothers, Columbia 43624 (Jack, BMI)	1
21	23	I JUST CAME TO SMELL THE FLOWERS, Porter Wagoner, RCA Victor 8800 (Acclaim, BMI)	7	46	46	THE "A" TEAM, S/Sgt. Barry Sadler, RCA Victor 8804 (Music, Music, Music, ASCAP)	4
22	17	I'M A PEOPLE, George Jones, Musicor 1143 (Blue Crest-Huskey, BMI)	15	47	—	SUMMER ROSES, Ned Miller, Capitol 5661 (Central Songs, BMI)	1
23	29	STEEL RAIL BLUES, George Hamilton IV, RCA Victor 8797 (Witmark, ASCAP)	9	48	47	THAT'S ALL IT TOOK, George & Gene, Musicor 1165 (Glad, BMI)	3
24	27	THE COUNT DOWN, Hank Snow, RCA Victor 8808 (Hank's, BMI)	7	49	50	I'M SO LONESOME I COULD CRY, Hank Williams Sr., MGM 13489 (Fred Rose, BMI)	2
25	18	MANY HAPPY HANGOVERS TO YOU, Jean Shepard, Capitol 5585 (Mimosa, BMI)	16	50	—	GIDDYUP DO-NUT, Don Bowman, RCA Victor 8811 (Starday, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 6/18/66

HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
3	—	DISTANT DRUMS, Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S)	4
2	1	ROLL OUT THE RED CARPET FOR BUCK OWENS AND HIS BUCKAROOS, Capitol T 2443 (M); ST 2443 (S)	17
3	5	MISS SMITH GOES TO NASHVILLE, Connie Smith, RCA Victor LPM 3520 (M); LSP 3520 (S)	12
4	2	I LIKE 'EM COUNTRY, Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)	9
5	4	I WANT TO GO WITH YOU, Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	15
6	7	TRUE LOVE'S A BLESSING, Sonny James, Capitol T 2500 (M); ST 2500 (S)	5
7	6	CHET ATKINS PICKS 'ON THE BEATLES, RCA Victor LPM 3531 (M); LSP 3531 (S)	11
8	10	DUST ON MOTHER'S BIBLE, Buck Owens & His Buckaroos, Capitol T 2497 (M); ST 2497 (S)	4
9	8	JUST BETWEEN THE TWO OF US, Bonnie Owens & Merle Haggard, Capitol T 2453 (M); ST 2453 (S)	9
10	12	FOLK-COUNTRY, Waylon Jennings, RCA Victor LPM 3523 (M); LSP 3523 (S)	11
11	11	EVERYBODY LOVES A NUT, Johnny Cash, Columbia CL 2492 (M); CS 9292 (S)	3
12	13	COUNTRY FAVORITES—WILLIE NELSON STYLE, RCA Victor LPM 3528 (M); LSP 3528 (S)	8
13	14	DOTTIE WEST SINGS, RCA Victor LPM 3490 (M); LSP 3490 (S)	17
14	9	TALK ME SOME SENSE, Bobby Bare, RCA Victor LPM 3515 (M); LSP 3515 (S)	11
15	16	TWO WORLDS, Bonnie Guitar, Dot DLP 3696 (M); DLP 25696 (S)	4
16	15	MEAN AS HELL!, Johnny Cash, Columbia CL 2446 (M); CS 9246 (S)	12
17	20	THE BEST OF JIM REEVES, VOL. II, RCA Victor LPM 3482 (M); LSP 3482 (e) (S)	13
18	17	BEHIND THE TEAR, Sonny James, Capitol T 2415 (M); ST 2415 (S)	30
19	19	ARTIFICIAL ROSE, Jimmy Newman, Decca DL 4748 (M); DL 74748 (S)	9
20	18	MY WORLD, Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	37
21	24	ROY CLARK SINGS LONESOME LOVE BALLADS, Capitol T 2452 (M); ST 2452 (S)	9
22	23	PLEASE DON'T HURT ME, Norma Jean, RCA Victor LPM 3541 (M); LSP 3541 (S)	3
23	21	A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU, Dick Curless & Kay Adams, Tower T 5025 (M); ST 5025 (S)	6
24	26	ROGER MILLER/GOLDEN HITS, Smash MGS 27073 (M); SRS 67073 (S)	31
25	25	CONWAY TWITTY, Decca DL 4724 (M); DL 74724 (S)	2
26	28	ANY NEWS FROM NASHVILLE?, Homer & Jethro, RCA Victor LPM 3538 (M); LSP 3538 (S)	3
27	27	GUITAR STYLINGS OF HANK SNOW, RCA Victor LPM 3548 (M); LSP 3548 (S)	3
28	29	SPECIAL DELIVERY, Del Reeves, United Artists UAL 3488 (M); UAS 6488 (S)	2
29	—	JIMMY DEAN'S GREATEST HITS, Columbia CL 2485 (M); CS 9285 (S)	1
30	30	THE OTHER WOMAN, Ray Price, Columbia CL 2382 (M); CS 9182 (S)	38

NASHVILLE SCENE

By ELTON WHISENHUNT

Epic putting big push behind Jimmy Payne's "What Does It Take." . . . Tompall and the Glaser Brothers continue busy pace. They just returned from dates in Louisiana. Their new MGM release, "The Last Thing on My Mind" b-w "More or Less," looks good. . . . Yodeler Kenny Roberts was here recently to record for Star-

Judy Lynn

• Continued from page 46

Nugget Circus Room, went on and sang without back-up music. However, none of the other acts at Harold's Club, Reno, the Spark's Nugget, or Harrah's, Lake Tahoe, went on, and, consequently, the lounges remained dark for the three-day weekend. To protect Miss Lynn, Harrah's Club obtained a restraining order.

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

day. He also made a guest shot on the "Opry." . . . Ellis Auditorium, Memphis, was packed last week to hear Little Jimmy Dickens, Merle Travis, George Morgan, Lefty Frizzel and Grandpa Jones. Date was set by Moeller Talent.

David Houston set for "WWVA Jamboree" Wheeling, W. Va., June 25. "Almost Persuaded" on Epic could be a big record for David. . . . Monument's Jeannie Seely, one of the brightest new c&w artists of the year, off to West Coast this week for photo sessions. . . .

Brite-Star Opening Office in Denmark

NEWBURY, Ohio — Brite-Star Records & Promotions, with home office here, will open an office in Denmark in July, according to Tex Clark, who heads the firm's Ohio division.

New office will be located at H. C. Orstedvej 52A, Copenhagen, Denmark, with Preben Schultz in charge.

The Danish firm will handle foreign artists, as well as Brite-Star American talent.

Slim Whitman, Buddy Starcher and Moon Mullican now booked by the Wil-Helm Agency. . . . Billy Grammer packed the house in Ramoul, Ill., last week and was immediately booked for a return stand.

Van Travor dates: Detroit, June 14-15; Chicago, 16; Milwaukee, 17; Wheeling, W.Va., 18. KUTI, Yakima, Wash., now all c&w, in need of new releases, both country and gospel. Send to Cuz Dailey, KUTI, Yakima. . . . Mosrite Records' Tommy Duncan now on European tour. He's set for session on the West Coast upon his return. . . . Red Simpson-penned songs, "Queen of Snob Hill" and "Last Night in Town," are back to back on Ronnie Sessions' new Mosrite release.

Compton Brothers have signed with Dot, according to Red Wilcox, their manager. . . . Quentin Welty named manager of WWST and WWST-TV, Wooster, Ohio.

Oscar Davis, veteran show producer, partially recovered from a 1963 stroke, out on Record Row renewing friendships. . . . MGM has released "Blues My Name," the sixth LP for Hank Williams Jr. . . . Charly Pride pushing his new RCA single, "Before I Met You" b-w "Miller's Cave. Sessions produced by Chet Atkins, Bob Ferguson and Jack Clement.

Condolences to Dottie West.

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 June 19, 1961

1. Hello, Walls, Faron Young, Capitol
2. Three Hearts in a Tangle, Roy Drusky, Decca
3. I Fall to Pieces, Patsy Cline, Decca
4. Foolin' Around, Buck Owens, Capitol
5. Loose Talk, Buck Owens & Rose Maddox, Capitol
6. Sweet Lips, Webb Pierce, Decca
7. Heartbreak, U. S. A., Kitty Wells, Decca
8. Heart Over Mind, Ray Price, Columbia
9. Flat Top, Cowboy Copas, Starday
10. Oklahoma Hills, Hank Thompson, Capitol

COUNTRY SINGLES 10 Years Ago June 16, 1956

1. Heartbreak Hotel, Elvis Presley, RCA Victor
2. Blue Suede Shoes, Carl Perkins, Sun
3. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
4. You and Me, Red Foley & Kitty Wells, Decca
5. Little Rosa, Red Sovine & Webb Pierce, Decca
6. Yes, I Know Why, Webb Pierce, Decca
7. I Walk the Line, Johnny Cash, Sun
8. Blackboard of My Heart, Hank Thompson, Capitol
9. Crazy Arms, Ray Price, Columbia
10. So Doggone Lonesome, Johnny Cash, Sun

Her father-in-law, William M. West Sr., died last week. Services were held in Nashville. . . . Dave Warren, deejay at KFNF, Shenandoah, Ia., in need of records and promos for c&w show. . . . Shorty Lavender, of Hubert Long Talent, set first George Jones dates under new booking arrangement. Jones

is slated for show in Onsted, Mich., July 17, and Atlanta, Nov. 6.

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

TALENT

Miss Merman Scores Bull's-Eye in 'Annie'

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



A sure winner for Command Records is Dick Hyman's new album "The Man From O. R. G. A. N." Secret agent themes featured in the album in addition to the title song are "Mister Kiss Kiss Bang Bang," from Thunderball, "Agent Double-O-Soul" and the TV Theme "I Spy." Dick's inventive organ work is backed by rhythm and percussion. For his recording work, television and personal appearances, Dick Hyman plays a Lowrey Festival organ. The Lowrey's full, rich tones, excellent response and versatility make it the professionals' choice.

(Advertisement)

The musical has its faults—and it comes mainly from the book. Written by Herbert and Dorothy Fields, it is too lengthy, with too much of the action taking place off stage. And if the story is an anachronism, not so the score nor Miss Merman. Both are as fresh and full of vitality as in 1946 when the show began a 144-week run at the Imperial Theater.

Miss Merman's voice is simply indestructible. It has lost little of its power, none of its tone or easy wit. Her "belting" of "I Got the Sun in the Morning," "Doin' What Comes Naturally" and "There's No Business Like Show Business" is the

HERE'S WHAT DAILIES SAID

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

NEWS: "... I think this lively production of the musical will find a new, young audience, because it is show business."

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

Merman of old. She carries the ballads like "Moonshine Lullaby" and "Lost in His Arms" with a simplicity of style and directness that is matchless.

More than her singing deserves praise. Her performance is impeccable. As Annie Oakley, not only is she the sharpest gun in the West, but she remains one of the smoothest, most dynamic performers on the Western stage as well. Her acting is leisurely yet deliberate; disarming yet disciplined, and her pacing and satirical finesse is pure art.

As Frank Butler, Annie's rival in arms (rifle), not in compatibility, Bruce Yarnell is highly capable. He's equipped with a 6-foot, 6-inch frame and a powerful baritone to match. His acting is adequate throughout. True, it is not easy at first to accept Miss Merman's romantic relationship with a younger man. But this is dispelled as her role progresses.

One tune has been added, and it's a show-stopper. Sung by Miss Merman and Yarnell, it's called "Old-Fashioned Wedding," and it brought four encores. It's sung in counterpoint and fashioned after "You're Just in Love," from "Call Me Madam," in tempo and style.

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

The entire production, directed by Jack Sydow, bears special mention. It is lavish, full of extraordinary settings and lighting which cast upon the stage a rare brilliance. Costumes, staging and choreography are much superior to those seen in quite some time. The big tent scene is an excellent example of the blinding blending of all five theatrical techniques, with Jamie Rogers, previously in "Golden Boy," giving a savage and frenzied dance interpretation. The ballroom scene is another.

Also featured in the cast are Harry Bellaver, recreating his

Busy Ifield Cuts Hickory Disk; TV Appearance Set

NEW YORK—Frank Ifield, recently signed by Hickory Records, Nashville-based firm, will make his first American TV appearance in several years June 30 on the NBC-TV summer series, "London Palladium Show." Ifield's first Hickory release will precede the TV appearance. It's "No One Will Ever Know," composed by the late Fred Rose. The side was cut during the singer's visit to Nashville early in May with his recording manager from EMI in England, Norrie Paramour. The sessions were produced by Wesley Rose, president of the Acuff-Rose combine, of which Hickory is part. During the visit, Ifield also cut a number of sides for an album to be released later this year. His first album, "The Best of Frank Ifield," to be released in late June, was produced in London.

Ifield is also signed to Acuff-Rose Artists Corp., which arranged for his guest appearance at the Grand Ole Opry during his visit. The agency is now negotiating for further American TV appearances for the artist next fall.

Eddy Arnold On Concerts

NEW YORK—Eddy Arnold has been set for a flock of concert and fair dates this summer. Among his key engagements are: Brockton (Mass.) Fair, July 9; Convention Hall, Asbury Park, N. J., July 16; State Fair, Minot, N. D., July 17-20; Casper, Wyo., Rodeo, Aug. 3-4. Arnold then swings over to Canada to make his debut concert appearance at Toronto's O'Keefe Theatre, Aug. 8-13. On Aug. 19-20 he headlines the Winnabago County Fair, Oshkosh, Wis.; Loraine County Fair, Wellington, Ohio, Aug. 23-24; and Sept. 4 at the Reading (Pa.) Fairgrounds.

Arnold is currently being booked for concert appearances for the fall period. His TV schedule includes a July 20 appearance on John Gary's show over CBS, as well as appearances on the Andy Williams, Danny Kaye and Dean Martin shows next season. Meantime, Arnold continues to ride high with his RCA Victor recordings.

Deutsch Co., SAC in Deal

NEW YORK—Don Soviero, president of SAC (Shaw Artists Corp.), has made a deal with Milton Deutsch's Coast Artists, Inc., for the representation of all SAC attractions west of a line extending from Denver to Dallas by Coast Artists and representation by SAC of all of Coast Artists' talent east of that line.

The territory in which Deutsch will handle the SAC artists consists of 13 Western States and the Orient. The agreement covers all types of theatrical endeavor including TV, motion pictures, nightclubs, theaters, college concerts and lounges.

original role of Chief Sitting Bull, Benay Venuta, Rufus Smith and Jerry Orbach. All turn in winning performances. And for Miss Merman a personal triumph. **ROBERT SOBEL**



DONOVAN, seated, right, English singer-composer, watches Clive J. Davis, seated, right, administrative vice-president of Columbia Records, affix his signature to contract bringing the singer to Epic Records. Standing, right to left, are Len Levy, Epic's vice-president and general manager; Allen Klein, Donovan's business agent; and Ashley Kozak, Donovan's manager.

Bobbi Martin Headliner Cooking on All Burners

NEW YORK—Bobbi Martin came on like gangbusters at her Living Room debut here Monday (6). The dynamic Coral Records artist dished out a program of standards, contemporary pop, comedy bits, jazz and country-oriented material and came up a winner in every department. And she did it with class.

Show stopper was Miss Martin's version of "Mame," preceded by a baroque satire and larded with some Jolson-like sequences. Her "Milord," with special topical lyrics, was the best since Edith Piaf.

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

ented "Oh Lonesome Me," one of her Coral hit singles. She also scored with her biggest hit, "Don't Forget I Still Love You."

Miss Martin injected a sexy, sultry element in "Shadow of Your Smile," and gave a Top 40 treatment to "High Heeled Sneakers." Her "While We're Young" and "I Wish You Love" were delivered in traditional ballad style, and her "La Bamba" really jumped.

Miss Martin displayed impressive vocal credentials, a polished act with top-quality arrangements, an unerring sense of timing, and a flair for comedy. She ranks with the best.

AARON STERNFIELD

Sparrow's 'Sounds' Score

NEW YORK—Few in the audience could hear the lyrics sung by the Sparrow, a Canadian rock 'n' roll group who opened at the Downtown, Tuesday (7). But it didn't matter.

Their sound is exciting. With a hard, driving beat backed by a wild electric organ, the group scored heavily at the Greenwich Village discotheque. They have

SIGNINGS

Helmut Zacharias, composer-arranger-violinist, to RCA Victor. His first album, "Pop Goes Baroque" which treats current pop songs in classical fashions, was released this month. . . . Guitarist Duane Eddy to Reprise, with Lee Hazelwood producing. Eddy was previously with Colpix. . . . Hugh Jarrett, former WLAC, Nashville, disk jockey to Greengrass Productions for recordings and B-J Enterprises for personal management. He was formerly with the Jordanaires. His debut single is "Make Out Man" which will be released on Tower Records. . . . Buddy Merrill and his Accent Records signed with GNP Crescendo for another three years. Gene Norman has also picked up the option on the Seeds for two years with options. . . . Country Johnny Mathis to Little Darlin' Records. His first singles couple "Black Sheep" and "Something in Your World." . . . Atco Records has signed Frank Hubbel's Washington Square Stompers to a longterm. Their first release, out this week, pairs "I Will Wait for You" and "Dawn in Ankara." . . . Teen vocalist Patty Michaels to Epic Records. Debut

been booked for a two-week stay with two one-week options.

Gordie McJohn on organ, lead singer and guitarist John Kay, Dennis Edmiston, guitar, and his brother Jerry, drummer, and bass guitarist Nick St. Nickolas make up the group. The quintet has been together only since September.

Their type of rock 'n' roll is funk—a bluesy style with a pulsating and pervading beat. The Sparrow's future success rides significantly with electric organist Gordie McJohn. He sparks the group's music with a sharp and rich flavor. The group uses most of its own material.

Riding hot with "Hard Time With the Law" and "Meet Me After Four," both hitting the top of the Canadian charts, the group has just signed with Columbia Records. They were formerly with Capitol of Canada. The Sparrow's first U. S. release is expected in early July.

HANK FOX

single, "Something Happens (Deep Inside Me)" and "Born a Woman," has already been released. . . . Freddie King, who recently left King Records, has now signed with Chess Records and will cut his first session next week for the Chicago-based disk firm. . . . Alan Lorber Productions has signed Eddie Jason and Jesse Odom to exclusive recording contracts. Jason's disks will be released on Lorber's label, General International Records. A disk affiliation is being negotiated for Odom.

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PTA Inks 4 Acts

NEW YORK—Four new acts have been signed by Premier Talent Associates (PTA) for exclusive representation in the United States, Canada and the Far East. In addition to signing Niel Diamond, Terry and the Pack, the Humans and Goldie and the Gingerbreads, PTA has re-signed the Yardbirds and Herman's Hermits. The firm also represents the Swingin' Medallions, currently on the charts with "Double Shot."

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COLLEGE CIRCUIT

ARTIST(S), Label	SCHOOL (Correspondent)	DATE	ATTENDANCE	REVIEW	DEALER REACTION
LOVIN' SPOONFUL MGM SYNDICATE OF SOUND Bell CHARLATANS GAC	University of California Berkeley, California (Samuel Bercholz)	May 23	8,500	Spoonful wowed audience with their hits. Syndicate's "Little Girl" drew strong reaction.	Portals to Music—very steady sales. Gary Davis at USE, Record Dept.—Big sales. Randy Wallace of The Gramophone Shop—more than 25 albums of "Daydream" and "Magic."
KINGSTON TRIO Decca	Kent State University Kent, Ohio (Duncat L. Bieber)	May 25	5,000	Well balanced program of ballads, rousers, comedy and song introductions.	Phyllis Berry of Music Mart—moderate sales on all albums. Record World—slow.
GENE PITNEY Musicor CHAD & JEREMY Columbia	University of Nebraska (Lynne Morian)	May 14	3,500	Highlight was Pitney's current hit "Backstage." One complaint—too many high school students at concert.	Ron Petrus of International Super Store—Pitney always a fast mover, but no increase. Some rise in Chad & Jeremy sales.
JULIE LONDON London	California State College (John W. Hopper)	May 27	850 (Two shows)	Good change of pace material. Best applause to "Cry Me a River."	Mr. Dale at Pedrini Music—no increase. Berry & Grassmuck—no increase.
MITCHELL TRIO Mercury	University of Cincinnati Cincinnati, Ohio (Barry Zelikovsky)	May 21		Highly polished performance. Right combination of humor, seriousness. Audience participation—good.	U. of Cinn. Bookstore—no increase.
VOGUES Co & Co GLENN CAMPBELL Capitol (Bill Egan)	Parsons College Fairfield, Iowa	May 28	1,600	Trouble with P.A. system marked Vogues' songs. Long applause for "Magic World," "You're the One" and their other hits. Poor publicity and badly organized.	Schaefer's Music Box—no increase. College Store—Sales figures not available.

Epstein Goes American—Forms Firm With Lawyer

NEW YORK—Brian Epstein has established a managerial beachhead in the U. S. Epstein, who manages the Beatles, and heads Britain's Nems Enterprises, Ltd., has formed, in as-

sociation with New York attorney Nathan M. Weiss, Nempor Artistes, Ltd., to manage American talent.

The first group to be represented by the newly formed management organization is the Cyrkle. The group, which scored with its first single on the Columbia label, "Red Rubber Ball," has been set to appear with the Beatles on their U. S. tour this summer. The Beatles' U. S. tour will cover 14 cities, where 19 concerts will be given in 18 days. The tour will open at Chicago's International Amphitheater on Aug. 12. The Cyrkle consists of Marty Fried, drummer, and Don Nanemman and Tom Dawes, guitarists. This fall, the Cyrkle will be seen by British audiences for the first time. Their next Columbia single will be "Turn Down Day." The group will be represented by General Artists Corp.

Epstein's Nems Enterprises represents the Beatles, Billy J. Kramer, Gerry & the Pacemakers, Cilla Black, the Moody Blues, Donovan, and Matt Monro. Epstein has been involved with the Cyrkle since first hearing them at New York's Downtown Discotheque last December. The Cyrkle's recordings are produced by John Simon of Columbia's artists and repertoire department.

Charles for Texas

AUSTIN, Tex.—Ray Charles, the famous blind singer, will head a cast of stars at the Municipal Auditorium in this city on July 4 at 8 p.m. The Raelets and Charles' 18-piece orchestra will be featured.

Longhorn Jazz Fest to Try it Again in 1967

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

Festival director Rod Kennedy said the backers "lost a significant amount of money," but the loss was expected and taken in stride. Paid attendance totaled 11,000 fans, in spite of the University of Texas Round-Up and cold weather the first night of the festival.

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

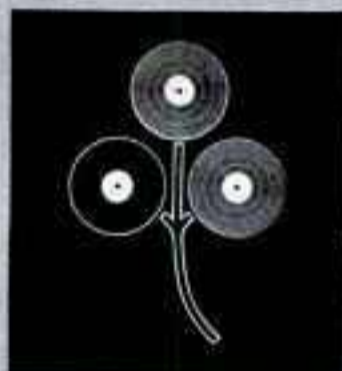
Guarneri Series

CAMBRIDGE, Mass. — The Guarneri String Quartet, RCA Victor artists, will perform in a five-concert series on consecutive Monday nights at Sanders Theater, beginning July 11. Guest artists will be violinist Leonard Shure, clarinetist Harold Wright, and soprano Helen Boatwright. The concerts are affiliated with the Harvard Summer School.

Kitty purrs

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Des Moines—Mid-America

Detroit—Music Merchants
El Paso—Krupp
Great Falls—Music Service
Hartford—Trinity
Honolulu—Music Craft
Houston—Daily Brothers
Indianapolis—Associated
LA—Record Merchandising

Memphis—Record Sales
Miami—Tone
Madison—Tell
Minneapolis—Lieberman
Nashville—Music City
Newark—Apex-Martin
New Orleans—All South
New York—Beta

Oakland—Chatton
Oklahoma City—B & K
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AL MARTINO, left, Capitol Records singer, at a cocktail party in his honor in Hollywood with Stanley M. Gortikov, president of Capitol Records Distributing Corp.

GONE with The GAYLE..

By Tim Gayle

Although this twice-a-month columnette will butter the bread of clients, it won't be all lover's feast. We'll get a word in sideways now and then, irrespective of whose side.

I note how fabulously successful Larry Finley's pillar has become. Larry is one of those rare gents with 24 karat touch.

YVETTE, remarkable and determined personality, who has her own label, Yvette Records, is a member of MOA, once dubbed for Josephine Baker in Paris. Jim Hall, Senior Broadcast Specialist, U. S. Army Recruiting, Fort George Meade, will be Air Specialed Yvette's—"Craw, Baby Craw," for national programming. Yvette & The Lords do it up with big rock and sock sound.

The Kids, four musical lads, 10 to 14, on Frank Mucedola and Fred Mammoliti's Chroma label, have rocked campuses. Dick Clark and Roger Hart have expressed interest, now have their video tape.

From nearby Bath, N. Y., attractive Beverly Roberts is holder of world's championship as accordion player. Lawrence Welk, please note.

Lots of talent from up there. Best-looking girls in America. Marcia, mother of our 2½-year-old prize, Pony Marie, came from that area; proof enough for us.



Hollywood's Wiere Brothers Restaurant, 1644 N. Cahuenga, well located for record-launching parties. Rudy Vallee came by the other night, made impromptu appearance.

One-Liner Notes: Durward Erwin, with strong plug in International Teamster mag., Canary Records' big male bird... Ron Ormond in town, thanked us for bringing Jan Wells and Les Baster to his attention. Took their cleffing for title song to his newest Nashville-based picture, "Tennessee Rebel." Eddy Arnold on camera in it.

Ronnie Kartchner will make Galen Arrington lucky with "Lucky Me" and "Add It Up" on El Dorado. Cash register sound.

Cara Stewart etching Hazel Larsen's "Someone to Love" and Jack Sanders' "Gonna Sit Right Here."

Jimmie Crane ("If I Give My Heart to You"), wrote titer for Presley's recent "Harum Scarum." Aglow over his new Connie Francis slicing.

Read me in two weeks.

TIM GAYLE

Public relations/Music and Record Promotion West Coast Representation.

6376 Yucca Street,
Hollywood, Cal. 90028

Telephone (213)
HO 3-2151 and 465-6258

Motorola Distributors See New Home Entertainment Models

CHICAGO—Motorola consumer products division last week introduced three 8-track tape players, seven portable phonographs and eight new solid-state radios during the firm's annual distributor convention held at the Edgewater Beach Hotel here.

Starting with a mono "kiddy player," which carries a list price of \$24.95, the portable phonograph line featured a \$49.95 listed monaural unit, the MP101C, and seven stereo models which ranged in suggested list from \$69.95 to \$259.95.

The new radios, four table models and four clock units, ranged in suggested price from \$34.95 for an AM clock model

to a \$99.95 FM/AM multiplex table unit.

Cartridge Players

The stereo tape CARtridge players, two for home and one for automotive use, are scheduled for delivery in late summer. The auto unit and the home "deck" unit which is to be used with an existing sound system, did not carry any list price. The third model, a portable self-contained two-speaker unit which resembles a portable phonograph in exterior appearance, was list priced at \$139.95.

The Motorola AC deck used in the home unit is an adaptation of the firm's established DC deck which is the basic element of the Ford Motor Co. factory-installed cartridge tape system. The same AC deck is also used on the recently introduced RCA Victor console home unit and, according to industry sources, will most likely be the mechanism of the soon-to-be-introduced Borg-Warner and Packard-Bell 8-track home units.

The Motorola home cartridge systems are called the CP5C (portable) and the CP7C. The auto system is the Model TM-706S.

The firm's 1967 stereo portable phonographs include: Model PP205C, with detachable speaker wings, 5-inch speakers, \$69.95; Model PP206, with 6-inch speakers, \$79.95; Model PP207C, a pair of 6 x 9-inch speakers, \$99.95; Model PP-209C, \$119.95; Model PP304C, \$139.95; Model PP500C, \$179.95; and Model SP510C, \$259.95.

Table Radios

New table radios include: Model XT4C, \$29.95; Model TT19C, \$59.95; Model TT21C, \$74.95; and Model TT22C, \$99.95. The XT4C is an AM

version, the other three are FM/AM.

Clock radios include: Model XC15C, \$34.95; Model XC16C, \$39.95; Model TC12C, \$69.95; and Model TC14C, \$84.95. The first two models are AM only, the last two are FM/AM.

Besides introducing the new line, Motorola also announced reduced manufacturers' suggested list prices, optional to the dealer, on seven home radios carried over from last year's line. The lower suggested prices cover one vacuum tube unit and three solid-state models in the table radio category and four solid-state clock radios.

Tape Recorders From Admiral

CHICAGO — The Admiral Corp. last week introduced its first batteryoperated portable tape recorders.

Austin J. White, sales manager, radio division, said that the Courier (TR100) and the Diplomat (TR200) have six transistors, monaural dual track recording system (permitting the recording of two complete tracks on one tape), automatic erase, recording microphone, front-mounted controls, plus built-in sound level and battery condition meters.

The front-mounted sound level meter gives the proper level for distortion-free recording, while the built-in battery meter provides a constant check of batteries, indicating when they are low and should be replaced.

An optional accessory with the TR100 is an AC charger which will operate the tape recorder on house current, and also recharges the battery when the recorder is turned off. The Courier, offered in a black plastic cabinet, has a suggested list price of \$39.95.

The Diplomat, in black and gray, offered with a carrying case and AC charger, lists for \$49.95.



ROGER WILLIAMS, one of the most popular piano record artists in the world, will be featured attraction at the annual banquet of the NAMM convention and Music Show to be held in Chicago July 13.

NEW SYSTEM FOR LEARNING THE TROMBONE

CHICAGO — The trombone might possibly have the popular appeal of the guitar soon. According to Mark R. McDunn an instructor at De Paul University here, the instrument doesn't have to be as difficult to master as some people think. McDunn said he has worked out a system that permits trombone proficiency with less trouble than ever possible before. His system involves exact measurement of 51 positions on the instrument and their corresponding musical notes. McDunn concedes, however, that training is as important as always, but says that many students simply don't know when to quit. They work "their lip muscles beyond their capacity," he said, "until they reach total fatigue."



100-SELECTION JUKEBOX is used by dealer, Myron King, to allow teen customers to sample records. King, pictured above, also has installed a soft drink machine and a popcorn maker in his store, The Record King, in order to get his customers more relaxed and in a "buying" mood.

Scanning The News

Dr. Harper Q. North, president of the Electronic Industries Association, proposed a new federation of associations which would, besides EIA, involve the National Electrical Manufacturers Association, the Aerospace Industries Association, and the National Security Industrial Association. Speaking in Chicago during the EIA's annual report of its members, North said that "a loosely knit federation (of these groups) would be able to improve many of the services which members expect from a trade organization, including marketing, statistics, standardization, industrial relations and legislative information."

The merger of Emerson Radio and Phonograph Corp. into the National Union Electric Corpora-

(Continued on page 51)

Jukebox Aids Record Dealer

SAN RAFAEL, Calif. — A jukebox, a soft drink vender and a popcorn machine are unusual, but effective devices, used by local record dealer Myron King, owner of The Record King, to attract customers.

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

The soft drinks and popcorn, said King, provide good drawing power—especially on warm days—and put customers in a more relaxed and buying mood.

King told Billboard that he does not sell at discount prices—everything at list—but has established a record club. With purchases of \$10 or more, customers are given \$1 credit toward additional purchases, with no limit upon the amount of credit one individual can receive.

problems scheduled for the meeting.

Attendance of this meeting by record dealers who are not currently members of NAMM nor any other association, might lead to a possible tie-in between record dealers and the music merchants association.

NAMM Finishes Preparations For 65th Annual Music Show

CHICAGO—The 65th National Association of Music Merchants (NAMM) Convention and Music Show, to be held here July 10-14, will start with a keynote address by Joseph E. Burger, public relations director of H. V. Nootbaar and Co. of Pasadena, Calif.

Burger, who has had years of selling experience with top U. S. corporations, will talk on "How to Get Better"—a formula for selling success—at the opening luncheon in the Grand Ballroom of the Conrad Hilton Hotel on July 11.

Burger, who believes that the success of a business "depends more upon the people in it than upon any other single factor," will talk about the art of "selling" oneself, one's services, products and ideas, and in motivating one's business associates.

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

Several late registrations for

the Music Show were received by NAMM last week. Those include the following exhibitors who will show products of special interest to record dealers:

Grundig-Triumph-Adler Sales Corp., New York, A. Stambach, president. Rooms: East Hall, 125, 126.

International Tape Cartridge Corp., New York, Larry Finley, president. Rooms: East Hall, 106.

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

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

William R. Gard, executive vice-president of NAMM, said earlier this year that he anticipates a great deal of interest in tape cartridge products at the show. He said it is a growing business—with expectations that "800,000 cars will have added home players using tape car-

tridges have been introduced and industry officials see their big market ahead "in the fact that cartridges can be used interchangeably between home and car units," said Gard.

The Music Show which is annually attended by about 85 per cent of the nation's buyers of musical instruments and electronic entertainment products, had 95 per cent of all available space already booked four months ago and officials predict a total attendance of 20,000. The show has been expanding so rapidly in recent years that NAMM officials moved in 1964 from its previous home at the Palmer House to its present home at the Conrad Hilton. Reports that the show would eventually be moved to McCormick Place have been denied by NAMM officials.

Record Dealers

One of the highlights of the 1966 convention will be a special meeting of the phonograph record committee on Sunday, July 10 at 2 p.m. in Private Dining Room 8. S. H. Galperin, director-chairman of the committee has announced that all record dealers are invited to join the discussion on record retailing



JOSEPH E. BURGER gives NAMM keynote speech prior to convention and Music Show.

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RECORD PROMOTION BY "PINKIE" Pinkston. 5-State coverage. 1 record, \$30. Write or call: 2338 N. Seminary, Chicago. (312) 327-1754.

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INTERNATIONAL EXCHANGE

ENGLAND

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BEATLES NEW ALBUM SOON! Stones' new English album, "Aftermath," English "Rubber Soul," 14 cuts on each, and any other English album, mono or stereo: \$6. airmailed. Stones' "Poison Ivy" E.P.: \$2.20. Pop catalogue airmailed: \$2. Record Centre, Ltd., Nuneaton, Eng.

"AFTERMATH," BRAND-NEW STONES album. New Beatles album soon. Any album of your choice, \$6 incl. airmail. Cash with order. Berkeley Records, 6 Lansdowne Row, Berkeley Sq., London W.1. England.

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England. jy2

TAPE RECORDER OWNERS: EX-change message tapes with British tape. Send \$1.25 and requirement details to: Ward Allen, 55 Great North Rd., Barnet, U. K.

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RECORD COMPANIES, PUBLISHERS, Fans, Collectors: You can find world hits in our new French songs and original music by Pop Artists. 2 LP records sent postpaid for \$5. Order with check or money to: "R.O." Records, 7 Rue St., Lazare, Paris 9e—France. jy2

NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.



GE Phono

Runaway Fun phonograph by General Electric. Operates on four D batteries up to 50 hours, or optional AC converter. Solid-state unit plays 33 1/3 and 45 r.p.m. records, weighs four pounds. Available in olive green and gray beige polypropylene case at \$19.95.



GE Phono

General Electric Dee-Jay phonograph. Five-transistor AM radio, four-speed phonograph, weighs seven pounds, stores up to 10 45 r.p.m. disks. Retail for \$24.95. Child's Play version without radio retails for \$16.95.



Zenith Phonograph

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

Scanning The News

• Continued from page 50

tion became effective last week. As a result of the merger, Emerson now is called the Emerson Television and Radio Co., a division of National Union Electric.

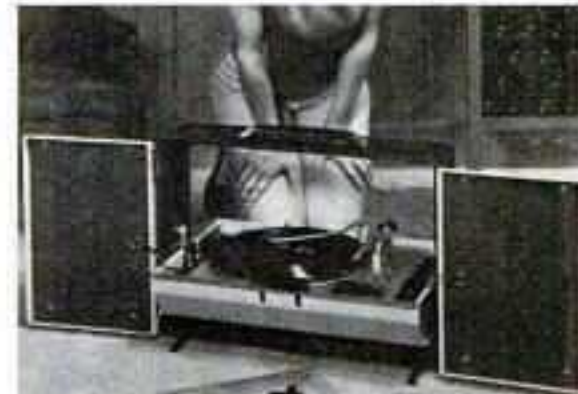
Zenith Sales Corp. announced last week that distributor orders of the firm's products continue at a record-setting pace. Stereo and hi-fi phonographs posted new highs in both units and dollars. Dollar value of orders was up more than 60 per cent over the year-ago figure. Radio orders also showed substantial increases.

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



GE Show 'N Tell

Bantam Show 'N Tell is a smaller version of the one General Electric introduced last year. Screen size is 7 7/8". Plays at 33 1/3 and 45 r.p.m., handles up to 12-inch disks; 4-inch oval speaker. Under \$25.



RCA Victor

RCA Victor swingline series phonograph. Access to record changer and controls from front or back. Four-speed, solid-state stereo automatic. Metal cabinet in white/gray, brown/white or blue alabaster. One above retails for \$99.95.



RCA Victor

Solid-state RCA Victor stereo console. Danish walnut finish, studiomatic record changer, FM/AM/FM stereo radio. Called Yosemite. Retail for \$199.95. Rushmore model available as stereo phonograph only for \$129.95.



Admiral Recorder

Six-transistor Diplomat model tape recorder by Admiral. Monaural dual track system, automatic erase, front mounted controls, built-in sound level and battery condition meters. Operates on battery or AC current. List \$49.95 including carrying case and AC charger.



Admiral Phonograph

Balladier stereo phonograph by Admiral. Solid-state, four-speed automatic tilt-out record changer, two 5 1/4-inch full fidelity speakers, separate tone, volume and balance controls, jeweled stylus. Available in beige at \$59.95.

Industry Waging Debate Over 'Surfers' Emblem

By RAY BRACK

CHICAGO—Dismay and differences of opinion have greeted the emergence of the Iron Cross or Surfers emblem as a bulk vending charm item.

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

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

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

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

Surfers

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

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

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

No!

Outspoken denunciation of the Iron Cross bulk vending charm has come from the Penny King Co. of Pittsburgh. Penny King has mailed the following

N. Y. Operators In Fun Meeting

NEW YORK — The New York Bulk Vendors Association planned to enjoy a social-business meeting here tonight (13) hosted by confection manufacturer Leaf Brands.

According to association president Roger Folz, of Folz Vending, Oceanside, all members were invited to the event, only a half hour of which was to be devoted to business discussion.

Dining, dancing, swimming and excellent live entertainment were planned for the evening, Folz said. The Sheraton-Tenny Inn adjacent to Kennedy International Airport was the site of the meeting.

statement to all customers:

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

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

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

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

Metaphor

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

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

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

Gold-Plated

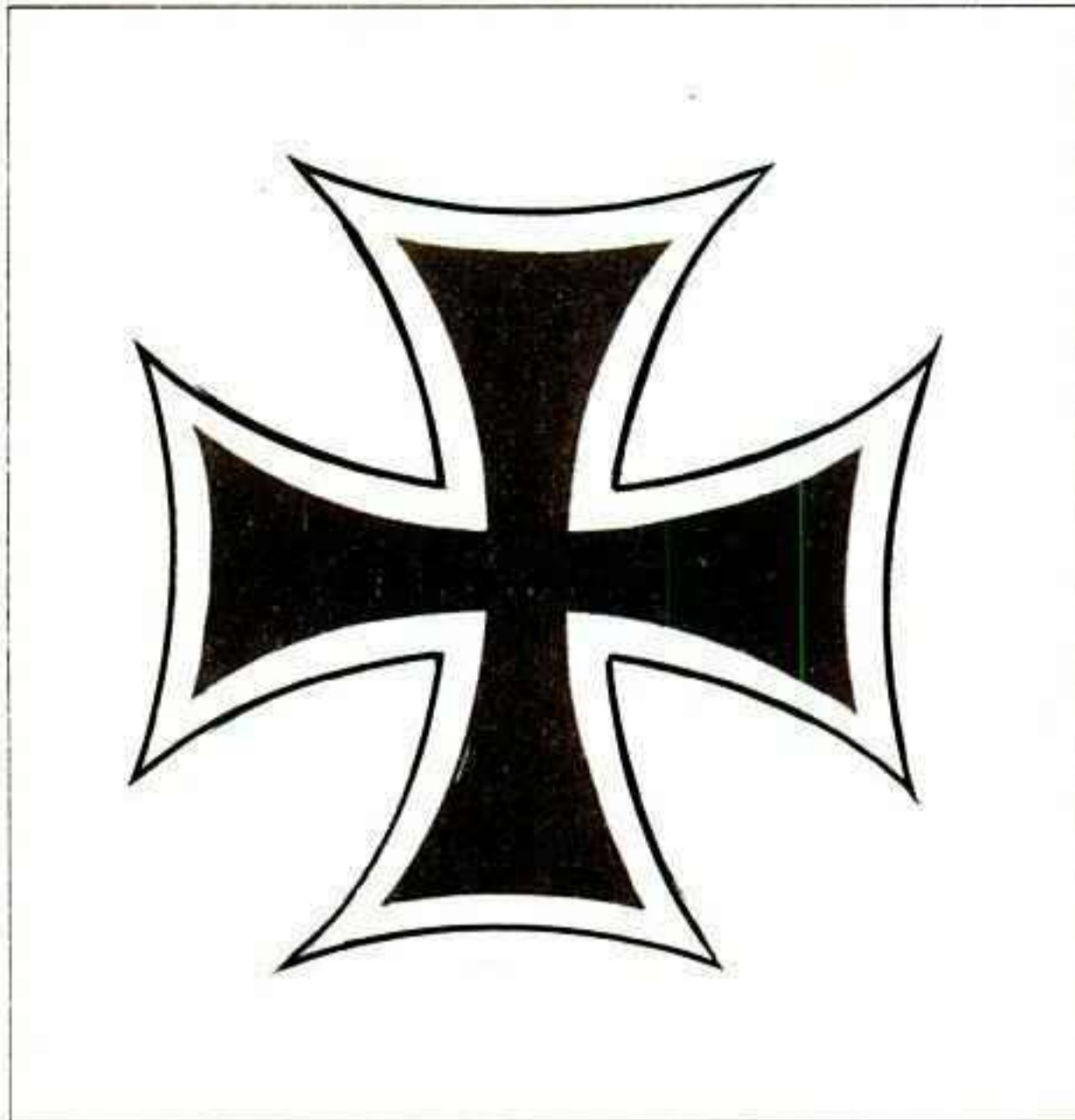
One of the suppliers making the cross available to vendors is Northwestern Sales, Inc., of

Jacksonville, Fla. The firm's Ron Rosen said that the cross, gold-plated rather than the customary black, is supplied as part of a "Surfer's Mix," which also includes rings, bracelets and necklaces.

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

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

(Continued on page 53)



CONTROVERSIAL NEW BULK ITEM, the Iron Cross, or Surfer's Cross, is being vended by some operators, viewed with alarm by others.

Bulk Items Newest Record Promo Idea

CHICAGO—A thousand horribles purchased from Logan Distributors here were mailed out with a new Philips Records release by a group called the Spiders recently.

According to record company publicity director John Sippel, the mailing pulled unusual response.

Most replies, Sippel said, went something like this: "Never pull a stunt like this again."

IF YOU WANT BIG MONEY AND WE MEAN BIG MONEY FROM EVERY LOCATION JUST TRY

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SATURN 2000

Wire or phone your order to the closest Northwestern distributor.

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(213) RE 2-8119

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BIRMINGHAM VENDING COMPANY
540 Second Avenue North
Birmingham, Alabama
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BITTERMAN & SON
4711 East 27th Street
Kansas City 27, Missouri
(816) 923-3900

CENTRAL DISTRIBUTORS
2515 Olive Street
St. Louis 3, Missouri
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CLEVELAND COIN MACHINE EXCHANGE
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Dallas, Texas
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GRAFF VENDING COMPANY
6327 Calhoun Road
Houston 21, Texas
(713) RT 7-9823

GRAFF VENDING OF CALIFORNIA
5215 East 12th Street
Oakland 1, California
(415) AN 1-9037

H. S. HUTCHINSON JR.
1784 N. Decatur Road N.E.
Atlanta 7, Georgia
(404) BR 7-4300

KING & COMPANY
2700 West Lake Street
Chicago 12, Illinois
(312) 523-3303

LANIEL AMUSEMENT, INC.
151 Ave. Buckland Ave.
Montreal 16, Que., Canada
(514) RE 1-8571

LYNN'S VENDING COMPANY
80 West 2265 South
Salt Lake City, Utah
(801) 484-8801

NORTHWESTERN SALES
461 Lenox Square
Jacksonville, Florida
(904) 388-0443 or
703-1658

NORTHWESTERN SALES & SERVICE
1194 West Tremont Street
Boston 20, Massachusetts
(617) HI 5-8935

NORTHWESTERN SALES & SERVICE
446 West 36th Street
New York 18, New York
(212) 564-6407

PARKWAY MACHINE CORPORATION
701-735 Ennor Street
Baltimore 2, Maryland
(301) 327-1021

ROSELYN VENDING
4310 S. E. Division
Portland, Oregon
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SIDMOR VENDING COMPANY
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Pittsburgh, Pennsylvania
(412) AT 1-2540

STAR VENDING COMPANY
510 West 4th Avenue
Denver 23, Colorado
(303) 244-7179

VEEDCO SALES COMPANY
2124 Market Street
Philadelphia, Pennsylvania
(215) LO 7-1448

VENDALL DISTRIBUTING COMPANY
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Minneapolis, Minnesota
(612) 729-8336

VENDORS DISTRIBUTING COMPANY
682 Madison Avenue
Memphis 3, Tennessee
(901) JA 5-1916



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MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c . . . \$14.50
N.W. Deluxe, 1c or 5c Comb. . . 12.00
N.W. 10-Col. 1c Tab Gum Mach. . . 18.00
Atlas 1c & 5c 100 Ct. Ball Gum . . 12.00
Acorn 8 lb. Globe 16.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.92
Pistachio Nuts, Jumbo Queen, White87
Afgan Crown Red Lip Pistachio Nuts70
Afgan Prince Red Lip Pistachio Nuts60
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—Fleets, Topps
Bazooka & Pal, 4M pcs. . . . \$14.00
Mall-ette, 100 ct., per 10035
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct., 25-lb. carton . . 8.35
Rain-Blo Ball Gum, 100 ct. 6.25
300 lb. minimum prepaid on all 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 VICTOR PEN VENDORAMA

THE BEST IN VENDING

Most advanced coin mechanism for rejecting slugs. PLUS PATENTED interlocking dogs.



KOMET

NEW "T" handle prevents loss of merchandise or parts if forced or broken or damage to coin mechanism.

Non skip or jamming on all models.

Waterproof, PATENTED top lock prevents spillage of gum or candy & prohibits adhering.

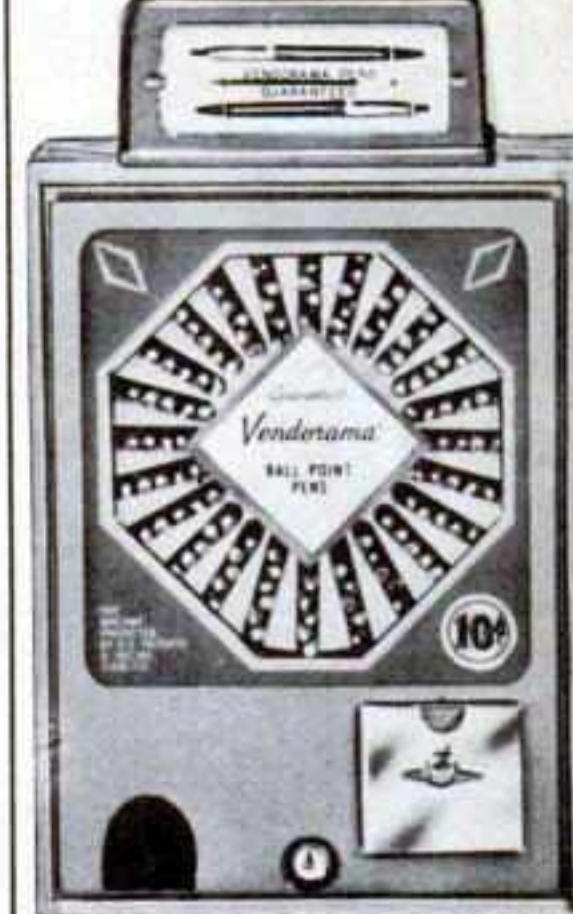
Has the only adjustable wheel with the greatest range (reduces to a 1-cent portion and up to a full 5-cent portion).

Diamond chrome styling on the coin mechanism was designed both for eye appeal & to keep it smudge free.

For craftsmanship, durability & sales appeal get the best tool for your business, "KOMET."

"YOUR PROFIT IS OUR BUSINESS" (FEW distributorships available)

HARBY INDUSTRIES
702 North Mariposa Street
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Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

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Eisenberg Tells History Of Controversial Medal

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

"This letter concerns the latest fad to hit the bulk vending industry, namely the Surfer's Medal. The Surfer's Medal, like many other fads before it, has aroused a considerable amount of controversy. This item differs from many of its predecessors, however, by the fact that the argument over the use of the Surfer's Medal, or Maltese Cross

as it is more correctly called, is based on total lack of information instead of legitimate differences of opinion.

Historic Description

"A simple historic description of what the Maltese Cross is and what it has stood for in the past will suffice to set the record straight and curb unfounded rumors. The Maltese Cross was originally adopted by a group of European knights during medieval times. First of all, it is a cross which, along with several other forms of crosses, have become a basic symbol to Christianity as we know it. This cross is distinguished by the fact that it has eight distinct points. Since its introduction in the Middle Ages, the Maltese Cross has become a symbol used to decorate brave and outstanding men by every great power in the Western World. The Maltese Cross forms the central part of Britain's Victoria Cross and Military Cross, France's Croix de Guerre and Legion of Honor, Russia's Cross of St. George and Germany's Iron Cross. More important is the fact that the Maltese Cross is used by the United States in at least six different awards ranging from such cherished medals as the Navy Medal of Honor, Distinguished Flying Cross, Victory Medal and Specially Meritorious Medal of the Navy Marine Corps, to such lesser awards as the Marksman Medal or Sharpshooter's Medal.

"Any observer can clearly see that the Maltese Cross is a symbol not restricted to any particular country or time but rather is a universally accepted award that has been given by any country that wishes to honor its best. The fact that Germany used the Maltese Cross in the form of the Iron Cross to honor its fighting men during World War II makes it no more a German symbol than a French, Russian, British or American symbol. What the critics of the Surfer's Medal have said is as ridiculous as telling an American fighting man who just won the Navy Medal of Honor or Distinguished Flying Cross that he is unpatriotic and should be ashamed to wear it in public. Our young people have chosen a symbol of goodness

NEW PRODUCTS

PENNY KING

KISSING, HEAD AND SPACE RINGS. For 1-cent vending, go-go type rings. Half Kissing Rings and half he-man Head and Space Rings in clear, summer Go-Go colors.

1-CENT GO-GO RINGS. Available about May 26, "His" and "Her" wedding bands.

5-CENT ROCKET MIX. Instead of one large charm or ring for a nickel, this mix has an assortment of large and small charms, including the following in a bag of 1000 items: 200 Space & Head Rings, 100 Hot Dogs, 100 Hamburgers, 100 Jumbo Monster Heads, 100 Kissing Rings, 100 Large Plated Baseballs, 100 Large hand painted baseballs, 100 Gold plated lucky rings and 100 dogs.

and religion unsurpassed in history by using the Maltese Cross as the Surfer's Medal.

"How gullible can we be in accepting the defamation of people and products by the use of 'isms' without reference to the facts?"

COINMEN IN THE NEWS

CHICAGO

WIND-Radio here is watching the town's jukeboxes for programming ideas, says program director **Jack Williams**. "We send people out to see what's on the jukeboxes, because part of our playlist is made up of what we call 'jukebox hits,' or 'oldies.'" . . . **Brunswick Corp.** is reportedly evaluating one of the 45-rpm record venders. Should they take a liking to it, they'll give it the full merchandising treatment. . . . MOA executive committee members **Lou Casola, John Wallace, James Toliano, Bill Cannon, Clint Pierce, Frank Fabiano and Les Montooth** with MOA Executive Vice-President **Fred Granger** hosted the phonograph and game manufacturers for MOA convention talks last week. On Wednesday the MOA people lunched with **Morris Bristol of Wurlitzer, Les Rieck of Rock-Ola, Ed Claffey of Seeburg and Jim Newlander of Rowe**. On Thursday a dozen game manufacturer representatives were guests of the MOA at lunch (see story elsewhere, this issue). . . . Reports indicate the Amusements Division of the CJA, headed by **Sam Stern**, will raise a record sum this year.

Judge Rules Against Both Sides in St. Louis Case

By EARL PAIGE

ST. LOUIS—U. S. District Court Judge James H. Meredith ruled against motions for summary judgment on the part of both plaintiff and defendant last week in its now more than a year old \$535,000 **Jason Koritz & Four Jems, Inc. vs. Ford Gum & Machine Co.** case.

Denial of the joint motions filed by counsel for both sides is seen as assuring that the case will go before a jury trial set for July 25 (Billboard, March 19, 1966).

The long 2,856-word amended and supplemental memorandum in support of defendant's motion for summary judgment had contended that Jason Koritz was bound by fiduciary obligations to fulfill a franchise contract entered into by his son, Mark.

Plaintiff's refile of a previously denied summary judgment held that, ". . . the question of fiduciary duty is a genuine issue

of fact . . . said issue of fact must be determined by the jury."

Other aspects of the long-fought case dealt with in the joint motions centered around plaintiffs' charge of restraint of trade (Billboard, Dec. 25, 1965) and separate charge of libel and slander (Billboard, July 3, 1965).

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.



NAME.....
COMPANY.....
ADDRESS.....
CITY.....
Fill in coupon, clip and mail to:
BITTERMAN & SON
Member National Vending Machine Distributors, Inc.
4711 E. 27th St., Kansas City 27, Mo.
Phone: WA 3-3900
We handle complete line of machines, parts & supplies.
"It's 30 in KCMO"

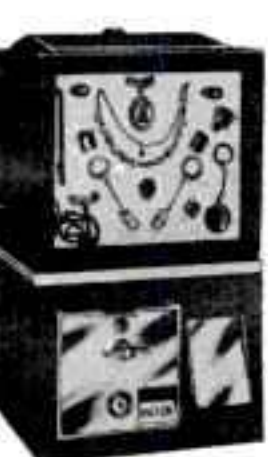
NORTHWESTERN

Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.

Bulk loading.
BIRMINGHAM VENDING COMPANY
529 Second Ave., North Birmingham, Alabama
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NEW VICTOR 77 GUM & CAPSULE VENDORS



A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front
WRITE, WIRE OR PHONE

PARKWAY MACHINE CORP.
715 Ensor St. Baltimore 2, Md.

Debate on 'Surfers' Emblem

Continued from page 52

necessary for us to supply the item."

Roger Folz, principal in the country's largest bulk vending

operation, Folz Vending of Oceanside, N. Y., said the company will not vend the Iron Cross.

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

Protest

He added that in his opinion the Iron Cross, as some have claimed, does not bear a distinct resemblance to the Maltese and Fireman's crosses.

"I almost hate to admit it," declared veteran Chicago operator **Bob Kantor**, "but I am putting out the Surfers emblem. I'm sure that if the kids don't get it from a bulk vending machine, they'll get it somewhere else. Most kids are not aware of the history of the item and think of it only in a kind of protest frame of reference. Perhaps if their attention is called to the bad past of the item by adults, the children will learn a valuable lesson."

Kantor observed that the Surfers cross is not doing too well in his machines.

NEW VICTOR 77 GUM & CAPSULE VENDORS



A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front
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Manufacturers Representative
Acorn - Amco Distributor

MACHINES
GREAT TIME SAVER!
COIN WEIGHING SCALE



\$23.50

HOT - HOT 10¢ VEND ITEMS

(all 250 per bag)
Go-Go Rings \$8.00
Marvel Mini-Books (3 Books per Capsule) 9.50
Batman 9.50
Key Chain Assmt. 9.00
Necklaces, Brooches, Bracelets (Penny King) ... 8.00
Mr. Say So 7.50

HOT 5¢ VEND ITEMS

(From \$4 to \$5 per bag)
Batman Items \$5.00

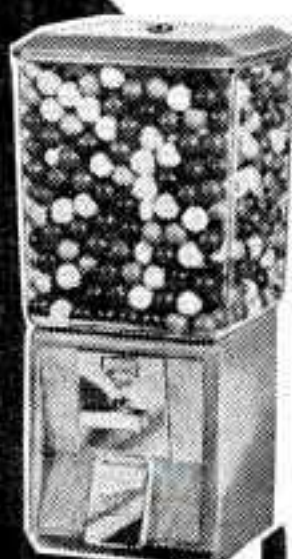
1¢ VEND ITEMS

(all price per M)
Mini-Books \$10.00
Batman Buttons 11.50
Batman Emblems 5.95
1¢ mixes from 3.50

Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

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NAME.....
COMPANY.....
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Fill in coupon, clip and mail to:

KING & COMPANY

2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

YOU COUNT MORE WITH OAK



THE OAK VISTA MODEL CABINET MACHINE...

It is constructed with 4 separate glass panels. YOU NEEDN'T STOCK HIGH-PRICED GLOBES! Damaged panels can be

replaced with ordinary double-strength window glass from any local hardware store or glazier.

The service head can be filled in the shop rather than on-route. With the service cap, displays can be mounted easily by loading from any side panel with the head lying on its side. The built-in handle makes it easy to carry anywhere.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

Background Music Today

How Industry Lives With It

NEWS ITEM: California operators Harry Policar and George Pizante feel there is a trend by some of the newer cocktail lounges to install continuously playing background music instead of a coin-operated phonograph. According to Policar, the number of calls for background music is growing in proportion to the number of new clubs being opened. Policar added that his firm charges such locations a monthly fee for maintaining a background music system.

By PAUL ZAKARAS

CHICAGO—Background music has been described as music that is "heard, but not listened to." More important to the coin machine operator, however, are the facts that background music is a means of grossing between \$25 and \$40 per month per loca-

tion, and that some background music locations are tailor-made for the operator.

To date, however, most coin operators resist background music. Many of those that have diversified into it claim they were forced by locations. The reasons for operator resistance are varied
(Continued on page 57)

Ex-Coinman, Now Muzak Operator, Compares Fields

SIoux FALLS, S. D.—Norm Gefke, local franchise holder for the Muzak background music system, was a jukebox operator for 24 years. In 1964 he decided
(Continued on page 56)

B-Music Supplier Sees You as Good Customer

By BRUCE WEBER

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

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

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

Since the coin machine industry became interested in background music as a means of additional profits, Anthony said, the rate of business growth of Tape-Athon has been gratifying. "Business has increased some 18-22 percent in the last five years," he said, "and some 27-30 per cent in the last two years." First quarter figures at Tape-Athon show an increase of about 30 per cent for 1966.

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

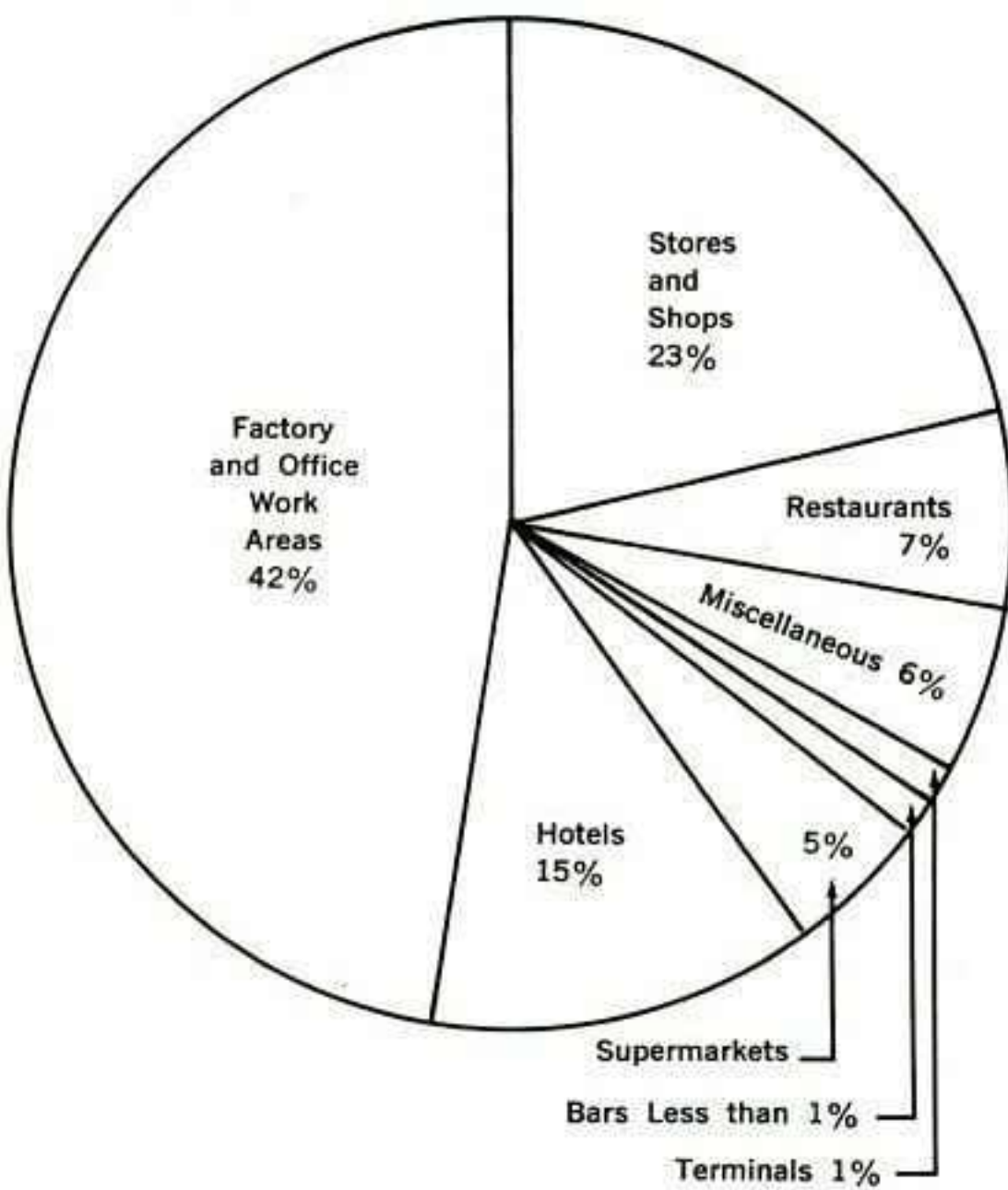
"the operators became as excited with the product as Tape-Athon executives. Now they
(Continued on page 57)

Abe Lipsky Honored in NY

NEW YORK—Nearly 550 friends of Abe Lipsky, New York coin machine jobber and Coinman of the Year, gathered at a banquet in his honor at the Statler Hilton Hotel's Grand Ballroom Saturday night (4). Representatives of the coin machine industry, record manufacturers and trade press attended the dinner given by the Coin Machine Division of the United Jewish Appeal of Greater New York.

Mayor Milton H. Elzefon of Newark, N. Y., paid tribute to the guest of honor and to the entire UJA campaign, as did Al Denver, president of the Music Operators of New York. The speakers emphasized the excellent work of the campaign committee which succeeded in raising \$43,000 in pledges to the UJA.

Seated on the dais with Mr. and Mrs. Abe Lipsky were Mr. and Mrs. Gil Sonin, New York operator and chairman of the campaign; Mr. and Mrs. Meyer Parkoff, Atlantic New York Corp., and co-chairman of the Campaign Cabinet; Mr. and Mrs. Harold Kaufman, Musical Distributors and co-chairman
(Continued on page 58)



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

Recover 'Lost' Locations With Background Music, Says Expert

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

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

At Rowe we believe that there is real profit opportunity in background music for the coin operator. The operator should only realize that background is not a competitor, but an allied field—a source of increased profits from locations.

The best way to describe background music is to call it "music recorded and pro-

grammed for a specific purpose for which a subscriber is willing to pay." This is certainly different from the accepted definition of coin-operated music. With background music, the subscriber selects the type of music to fit his operation. With coin-operated music, the customer selects the type of music.

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

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

(Continued on page 57)



DONALD M. LUNDAY

MOA Meets With Manufacturers; Will Make Most of Show Hours

By RAY BRACK

CHICAGO—Music Operators of America officials had two productive meetings with prospective 1966 trade show exhibitors here last week. Company representatives and MOA people agreed on the desirability of arranging exhibit hours for maximum meshing of gears with the National Automatic Merchandising Association exhibit which overlaps two MOA show days.

The MOA show will be held at the Pick-Congress Hotel here Oct. 28-30, Friday through Sunday. The NAMA affair opens on Oct. 29 at McCormick Place.

Spokesmen for several long-time MOA show exhibitors suggested that the exhibit hours be scheduled to make most use of time when operators will not

be touring McCormick Place. Because NAMA traditionally schedules afternoon exhibit hours, expanded morning MOA exhibit periods were strongly advocated by, for example, Hank Ross of Midway Manufacturing Co., Bud Lurie of Williams Electronic Manufacturing Corp. and Dick Boylan of Logan Distributing Co., all Chicago area firms.

Harmonious

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

On Wednesday, MOA representatives had what the association's executive vice-president

Fred Granger described as "our most harmonious" meeting with the phonograph manufacturers. On hand with Granger were MOA president John Wallace, secretary James Tolisano, treasurer William Cannon, board chairman Lou Casola, and vice-presidents Les Montooth, Clinton Pierce, and Frank Fabiano. Montooth and Fabiano are co-chairmen of the convention.

Phonograph firm representatives meeting with the MOA group were Wurlitzer's Morris Bristol, Seeburg's Ed Claffey, Rock-Ola's Les Rieck and Rowe's Jim Newlander.

Manufacturer representatives at the Thursday meeting were Clarence Hank of Patterson International, Gene Daddis of American Shuffleboard Co., Mort Secore of Chicago Coin, Hank Ross of Midway, Dick
(Continued on page 56)



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

Operator Wins Injunction Against High License Fee

YOUNGSTOWN, Ohio — Mahoning County Common Pleas Judge Sidney Rigelhaupt has granted a permanent injunction against the enforcement of a local city ordinance setting a \$1,500 annual license fee for coin-operated amusement machines.

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

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

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

The case came before the court in February when Donald Vross of Canfield, describing himself as a small operator of

amusement devices, brought suit challenging the new ordinance and asking for a declaratory judgment. Vross alleged that the ordinance was unconstitutional, discriminatory, and that it was illegally passed by the city council.

Changed

A member of the council alleged that the body voted for the measure under the impression that it called for a \$15 annual fee for the first machine and a \$3 fee for others. He said the figure was changed from \$15 to \$1,500 between the time the bill was read and the time it was brought up for a vote.

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

At a hearing prior to the injunction ruling, Mayor Anthony B. Flask testified that he removed his name as a sponsor of the measure after he learned that his original recommendation of \$55 for the first machine, \$10 for the second and \$5 for all additional machines had been changed to the \$1,500-\$3 schedule.

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

In comparison, Judge Rigelhaupt noted that the coin-operated devices category includes miniature bowling and pool games and that the city ordi-

Wurlitzer Reports Best Phonograph Sales Year

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

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

portant products," Roling stated in a letter to shareholders. "More of these instruments were sold during the year ended March 31, 1966, than the preceding year. For 33 years, we have been one of the world's largest producers."

portant products," Roling stated in a letter to shareholders. "More of these instruments were sold during the year ended March 31, 1966, than the preceding year. For 33 years, we have been one of the world's largest producers."

Sales	Earnings	Per-Share
\$51,005,459	\$4,622,612	\$1.95 (1966)
44,154,835	3,712,271	1.61* (1965)
41,104,225	4,063,608	1.69* (1964)
40,743,330	3,254,157	1.34* (1963)
40,522,730	2,451,859	1.01 (1962)

(*Restated to reflect 33 1/3 per cent stock distribution, Jan. 21, 1966.)

portant products," Roling stated in a letter to shareholders. "More of these instruments were sold during the year ended March 31, 1966, than the preceding year. For 33 years, we have been one of the world's largest producers."

Alluding to the manufacture of phonographs at the company's North Tonawanda, N.Y., division, Roling remarked, "The modern 'jukebox' is an American institution like the 'hot dog' and the 'hamburger.' While Wurlitzer has been building coin-operated musical instruments of various types for almost three-quarters of a century, the manufacture of the modern type coin-operated phonograph was not started until 1933 . . . since 1933 many changes have been made in the design and performance of these ingenious and popular instruments."

Five-Year Roling also disclosed in the

Regarding foreign operations, Roling reported: "Our three wholly owned European subsidiaries are growing. Deutsche Wurlitzer GmbH, Hullhorst, Germany, is an engineering, manufacturing and sales subsidiary, while Wurlitzer Overseas AG, Zug, Switzerland and Wurlitzer Limited, Wilmslow/Cheshire, England, are primarily sales organizations. We are firmly established in Europe and our people know the markets for which they are responsible."

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



COME TO THE DELLS, says Clinton Pierce (left), president of the Wisconsin Music Merchants Association, as he invites Chicagoans Sam Greenburg (center), Elliott Music Co., and Irv Ovitz, World Wide Distributors, to the next meeting of the WMMA at the Wisconsin Dells June 19. Photo was taken at meeting of the Illinois Coin Machine Operators Association two weeks ago.

Higdon Joins Al Calderon

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

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

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

nance for regular bowling lanes is \$35 for the first lane and \$5 for each additional lane. He also pointed out that public pool rooms pay only \$35 for the first table, \$10 for the second and \$5 for each additional table.

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- 57-102 GOLDEN TRUMPET HITS—Seymour & His Trumpet
- 57-103 GOLDEN TRUMPET HITS—Seymour & His Trumpet
- 57-104 MILLION SELLERS 60'S—101 Strings
- 57-105 MILLION SELLERS 50'S—101 Strings
- 57-106 MILLION SELLERS 40'S—101 Strings
- 57-107 MILLION SELLERS 30'S—101 Strings
- 57-108 POPS CONCERT (Pipe Organ Plus)—Buddy Cole
- 57-109 MUSIC MAN/SOUTH PACIFIC—Hollywood Theatre Orch.
- 57-110 EXODUS (and other Movie Themes)—101 Strings
- 57-111 MY FAIR LADY—101 Strings
- 57-112 DANCE BANDS HITS (Pipe Organ Plus)—Buddy Cole
- 57-113 THE BEST OF AMERICAN THEATRE—George Montalba
- 57-114 I LOVE PARIS—101 Strings
- 57-115 BROADWAY COCKTAIL PARTY—101 Strings
- 57-116 GOLDEN AGE OF DANCE BANDS—Poll Winners
- 57-117 THE SOUL OF MEXICO—101 Strings
- 57-118 FLY ME TO THE MOON—101 Strings
- 57-119 WORLD'S GREAT STANDARDS—101 Strings
- 57-120 AMERICAN WALTZES—101 Strings
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- 57-122 HAWAIIAN PARADISE—101 Strings
- 57-123 ITALIAN HITS—101 Strings

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Say You Saw It in Billboard

Ex-Coinman, Now Muzak Operator, Compares Fields

• Continued from page 54

to sell his coin-operated route and devote his time exclusively to the background music franchise he had been building up for about 10 years.

Due to Gefke's experience with the coin machine industry as well as background music, Billboard felt he was uniquely qualified to talk about differences and similarities of these two businesses.

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

Gefke: My personal experience, which would not necessarily be similar to many other situations, is that background music involves fewer headaches.

Which type of business have you found more profitable?

Gefke: Well, in the coin machine business you handle more money; you have a greater gross income. In background music you have a small gross per location. However, background music gives you a much higher profit margin than the coin machine business.

You're saying that the coinman's operating expenses are considerably greater. What are some of the areas of reduced expense in the background music business.

Gefke: I can't speak for the whole background music business, but in my particular situation the cost of original investment, service costs, and "competition" expenses have all gone down. In my case, and in most other background music systems, the cost of the installation is less than the cost of a new jukebox. My service costs have been reduced by about 90 per cent. When I sold the jukebox route I also sold several trucks that were needed for the route. All I require for the background music route is one station wagon. Also, while the background music business is very competitive, it is not as costly to meet the competition as in the coin industry. I have five-year contracts with all my background locations, and I don't have to worry about fluctuating commissions, bonuses and other competition costs which come right out of a jukebox operator's pocket.

Do you compete with jukebox operators for locations?

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

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

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

Do you think that the background music business is a rational area of diversification for the coin machine operator?

Gefke: Yes. And I think many of them are doing it today. This country is undergoing many



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

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

Primer on Placement

HAYWARD, Calif. — Strategic placement of a juke box inside the premises of any given location can make the difference between flop and top plays, according to the experiences of Albert Andrade, for 17 years the owner of the Hayward Automatic Amusement Co., Hayward. The only trouble is that you can't make a universal rule that applies to all locations.

Generally, Al has learned, you have to place the box where it can be very much in evidence and will be in the line of traffic. The more it can be seen, the more activity it will receive. This might be near the entrance, or near the bar, or perhaps in the line of travel between tables and the respective "retiring room."

In one case Al found that by moving the box from one end of the bar to the middle he was able to step up plays by a considerable amount—because it was equidistant to more customers than way down at the

(Continued on page 64)

MOA Meets Mfrs.

• Continued from page 54

Boylan of Logan Distributing, Dave St. Pierre of Empire Distributing, Inc., representing Automatic Products, Dick Cole of the Ditchburn Co., Bud Lurie of Williams, Herb Jones of Bally and Dick Utanoff and Dennis Ruber of D&R Industries.

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

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

Empire Premieres Imperial; Many Showings Scheduled

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

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

Vending sales manager for Empire, Dave St. Pierre, along with sales representative Bob Vihon and Bill Milner were busy acquainting operators with the new equipment during the evening.

Premiere

Executives from Empire branch offices were also on hand, including Sam and Jack Hastings from Milwaukee, Jim Frye from Detroit, Dick Flaherty from Grand Rapids, Mich., and Bob Rondeau from Menominee, Mich.

Also displayed at the showing was the new Premier Shuffle Alley manufactured by Midway Manufacturing Co., products of which are also handled by Empire. Hank Ross of Midway was on hand to greet the Chicago trade community.

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

This Week

Meanwhile, operators around the U. S. have been receiving invitations from the following

firms for open-house showings, the majority of which will be held this week:

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

The new machine will be viewed in Lacawanna, N. Y., at 1286 Electric Avenue, courtesy Joseph H. Shaw at Ace-Hi Distributors.

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

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

Kansas

Kansas operators will view the unit in Manhattan at Bird Music Distributors, Inc., 124-126 Poyntz Avenue, hosted by A. L. Ptacek and Floyd Evers.

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

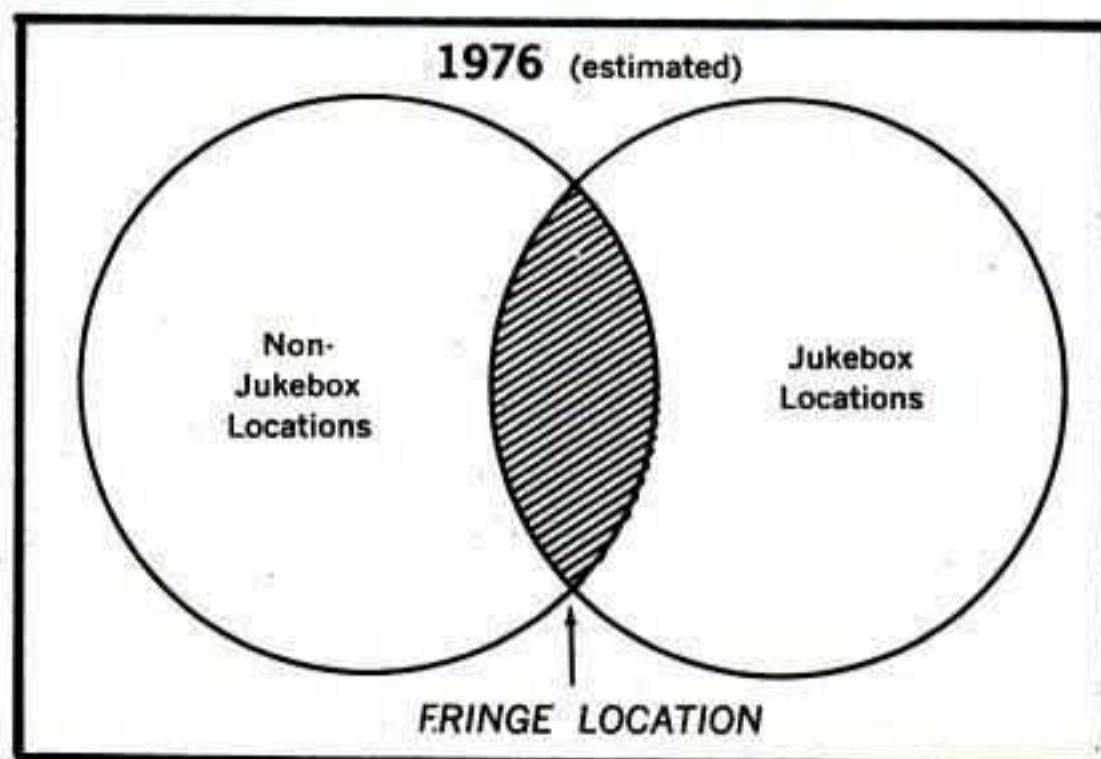
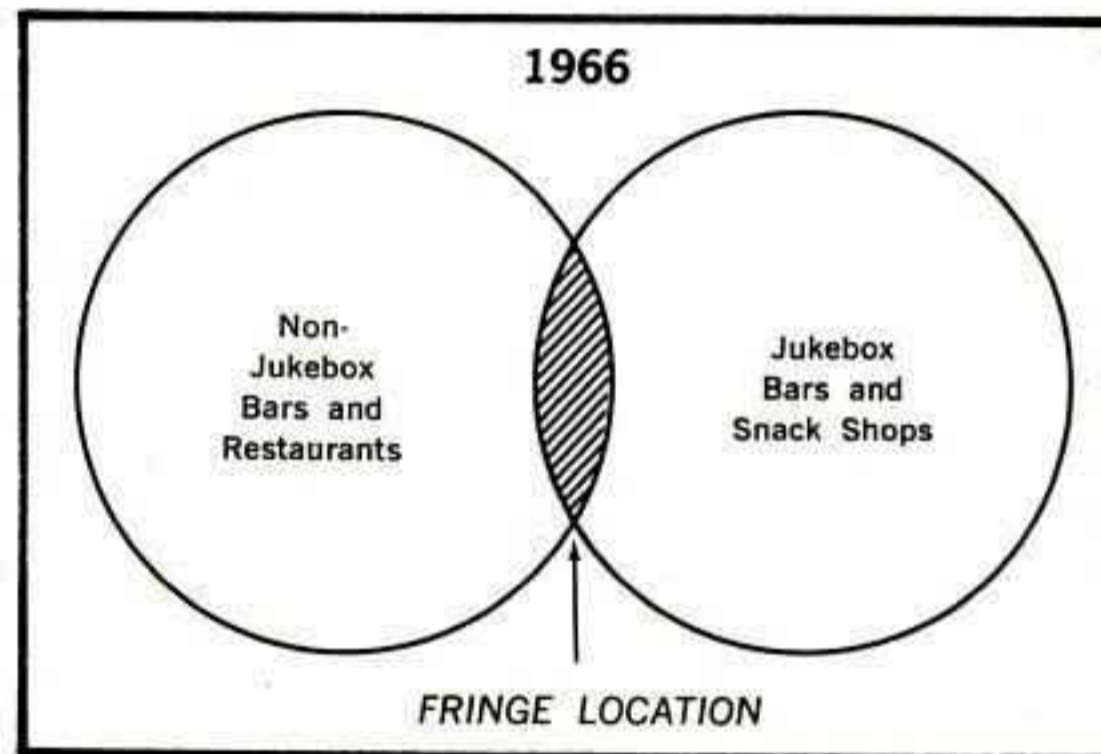
In Indianapolis, CMI Distributing Co., Inc., represented by Ernie, Charles and Morris Calderon, will open their doors to curious operators at 527 North East Street.

Businessmen in the vicinity of

(Continued on page 58)

Billboard

America's only weekly business newspaper published for any industry in FULL COLOR.



OPERATOR'S ENTRY INTO BACKGROUND MUSIC will increase as the number of the fringe locations increases through the years. If recent trends toward plush cocktail lounges continue, the number of bars and restaurants seeking background music will rise significantly. Coinmen's actions indicate they would rather provide background music service for such locations than lose them entirely. Circles on the left indicate bar and restaurant locations served by background music systems. Circles on the right indicate traditional jukebox locations.

B-Music Supplier Sees You as Good Customer

• Continued from page 54

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

Sales Tool

Although Anthony feels background music will never replace the jukebox, he believes the phonograph is limited in use and in location. "Background music must be used as a sales tool to create additional revenue for the operator and the location owner."

Anthony also explained his firm's position to coin operators not familiar with background music. We feel that background music can be fatal unless it is properly applied," he said. "To be effective to the operator background music must be properly programmed for a specific location, whether it be a bar, pool hall, or even a mortuary."

"It is our belief," Anthony said, "that 'just-any-music' cannot be employed for this purpose. It requires special arranging, orchestration, presentation and recording techniques."

"Operators must learn that background music must be custom-fitted to meet the specifications of a bowling alley, a carnival location, a restaurant, or even a poor-section location."

Now that coin operators are convinced background music is not a fad, and not likely to fade, Anthony said, the two industries are bound to come close together.

"Many new avenues will open to the coin operator. We have not yet scratched the surface of background music. Any many coin operators and distributors are going to help a new industry emerge within the coin machine industry."

Tape-Athon background music is designed for every purpose, but always in conjunction with the distributor and operator, said Anthony.

"Soon," he said, "the coin machine operator will be branching into supermarkets, retail stores, shopping centers, department stores, banks, motels and even churches to promote background music. No longer will his route be limited to cafes, billiard halls, bars and restaurants. With additional locations come increased profits."

Anthony said Tape-Athon prefers to work with the operator through the distributor, but always with the individual coin operator in mind.

Why background music for the modern coin operator? According to Anthony the reasons are simply stated.

1. Custom programmed to fit the specific needs and requirements of the operator.
2. Economically priced.
3. Professionally reliable.
4. Stimulates profits.
5. "Built-in" psychological advantages to employ and patron.
6. Lends privacy to conversation — masks objectionable noises.

A Background Music Report

• Continued from page 54

—some of them are based on logic, others on misunderstanding.

COMPETITION. The operator instinctively fears competition from the background music business. The main reasons for this seem to be that background music people don't play by the operator's set of rules. Direct location leasing, and even worse, direct location selling by some manufacturers of background music systems, is being carried on right in the operator's backyard. From his point of view this type of competition is somehow "unfair."

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

Finally, the operator admits that he is awed by the sheer "bigness" of some of the background music companies. Operators generally regard themselves as small, independent businessmen; like any small businessmen they fear competition with giant firms.

To the operator then, background music often appears to be a direct, unfair and gigantic competitor. Research shows that such a belief, fortunately, is not quite true.

An examination of the typical customers of a large background music firm reveals that the majority of these are locations that would not be considered for a jukebox. (See chart.) Office buildings, banks, supermarkets, factories—"industrial" locations are prime targets for the background music salesman. A little closer to the coinman's territory is the background music installation in restaurants—but most of these locations are of the type that have never had a jukebox, or have never been profitable for the coin machine operator.

ROY'LTY ASPECT OF BACKGR'ND MUSIC SYSTEM

CHICAGO — Operators of background music systems must be informed about the amazingly complex matter of payment of royalties to performance rights societies. The matter is complicated further by the fact that a couple of systems offer libraries for which performance fees have been paid. Other systems do not. Nevertheless, there are some general facts, based on policies of the American Society of Composers, Authors & Publishers (ASCAP) which should be kept in mind. 1. If a location's system is not supplied by a regular music service company, the location will be billed for performance fees (provided the fees are not prepaid). 2. Background music service companies are charged at a minimum performance fee per location per month or a percentage of their gross income from all locations per month—whichever figure is higher. (ASCAP's minimum per location per month was \$2.17, but a brand-new contract has been drawn up and the figure may have changed.)

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

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

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

Operators also soon realize that their "giant" competitors are not as all-powerful as they might seem. In the type of location where competition is most apt to occur, the operator has several distinct advantages. The cocktail lounge, unlike a factory or office building, is a small business—with many individualistic needs and problems. The operator, as a small businessman, has the necessary flexibility to make the kind of arrangements

that a large firm is not geared for. Also, in non-urban areas, the large firm finds expansion too costly and leaves the field to local businessmen.

USING BOTH SYSTEMS.

Coin machine operators who start to dabble in the background music business say that they try to get the location to keep the jukebox along with the system. Operators approached by newly built locations in search of a background music admit that they will install such systems with the hope that someday they can turn the location into a jukebox spot.

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

Precautions

World-Wide Distributors, Seeburg representative in Chicago, whose first loyalty is to jukeboxes, told Billboard that several types of precautions are taken to eliminate any possible collection drops in situations where Seeburg background systems are installed along with jukeboxes.

"First of all," said World Wide's Harold Schwartz, "when an operator comes to us and says his location wants background music, we suggest a way that background music can be put right on the jukebox. Forty of the 160 selections can be equipped with a switch which makes it impossible to play any-

(Continued on page 59)

Expert Suggests Background Music

• Continued from page 54

jukebox operator has everything going for him in that "lost location." He knows the owner. He had the location as a jukebox spot. Rather than giving it up to some other firm, the operator should be able to convert it to a background music spot and to keep doing business with the owner.

Converting is easier than some operators think. In most cases the location's speakers and wiring are already installed. Background music equipment is readily available. So is the music library service. The operator already has the necessary service department. And his bookkeeper can send out monthly invoices as easily as he can count the dimes from a jukebox.

Our industry has changed considerably in the past 20 years. What was once a music operator became a music and games operator. Then he changed again to become a music, games and cigaret operator. Vending is making inroads to the operator. And background music is clearly on the way in. The operators aware of this fact have already begun to build a recurring income in their businesses by securing long-term location contracts for background music service.

Customusic, a product of Rowe Manufacturing, a firm well acquainted with the specific needs of the coin machine operator, is a background music system designed to meet the needs of the changing location. The Customusic Libraries are "music programmed for a purpose," providing three basically different libraries of music as well as special cartridges like "Hawaiian" and "Rhythm" to serve a variety of location needs.

We at Rowe feel that with Customusic we are providing a simple means for the operator to keep locations and also to

gain new locations by offering to meet the owner's background music needs with Customusic.

Donald M. Lunday, 34, head of the Rowe Manufacturing Co. Customusic division, is one of the country's leading experts in the background music field. Lunday has been working in the business for almost 10 years, the last five of them with Rowe. His rapid rise through the ranks, from salesman in 1957, to national division manager of a large firm, is perhaps one of the strongest indications of the potential and increasing importance of the background music business today.

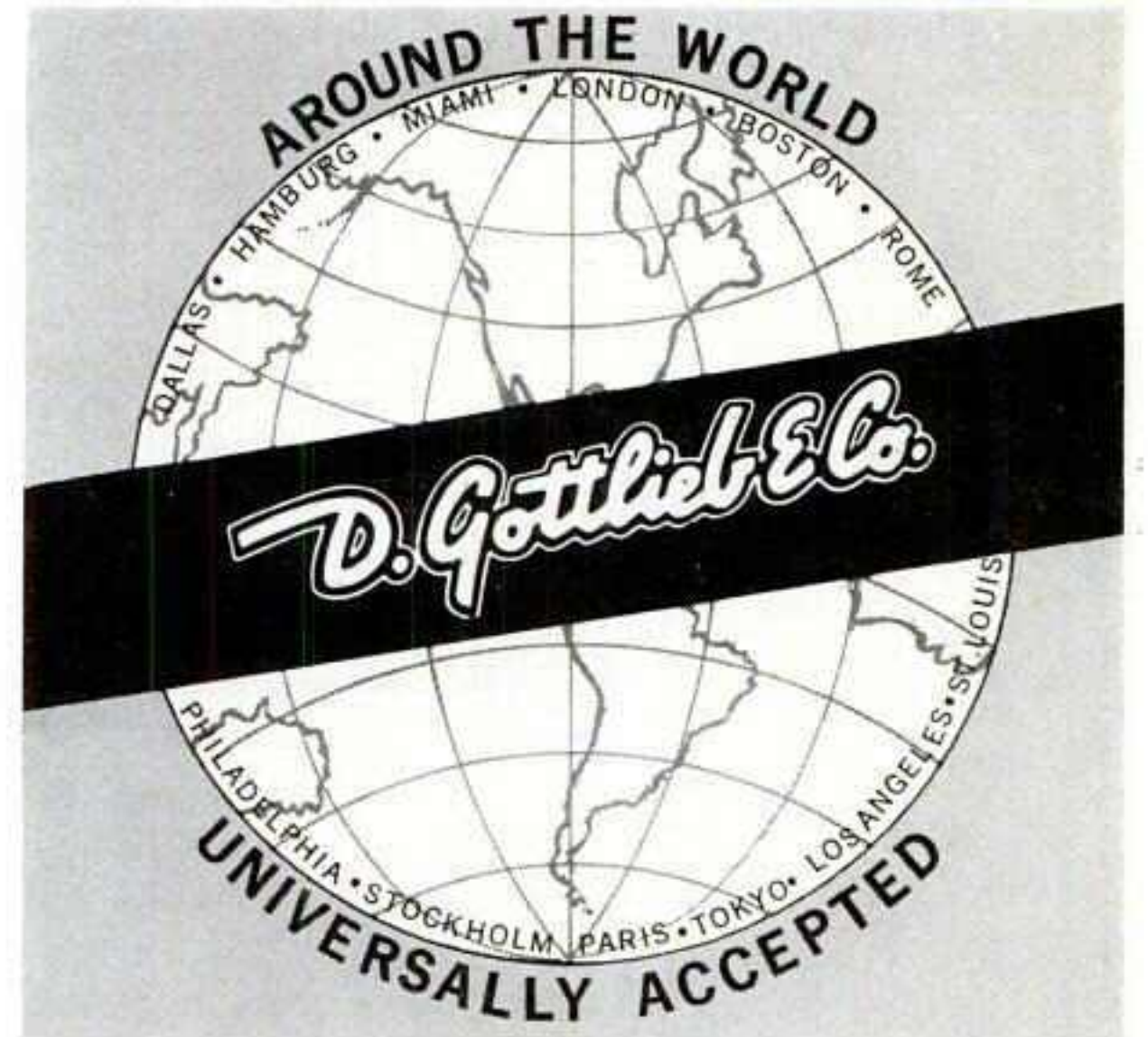
Bally Issues a 3-Chute Report

CHICAGO—Bally Manufacturing Co. sales manager Paul Calamari says that operators indicate preference for all three chutes when one-, two- or three-chute options are available on flipper games.

"European operators," he said, "seem to be a little ahead of their U. S. friends in their adoption of the triple-chute concept. German operators, for example, promptly demanded triple chutes when we introduced the triple option idea."

He said that U. S. operators "are increasingly aware of the earning advantages of three chutes. Even in territory still on 5-cent play," he said, "the addition of the dime and quarter chutes increases average earnings by getting play from people who would not bother to get change."

He predicted that "as more operators catch on to the sensible economics of triple chutes, 95 per cent of Bally games will go out of the factory with all three chutes ready for maximum action."



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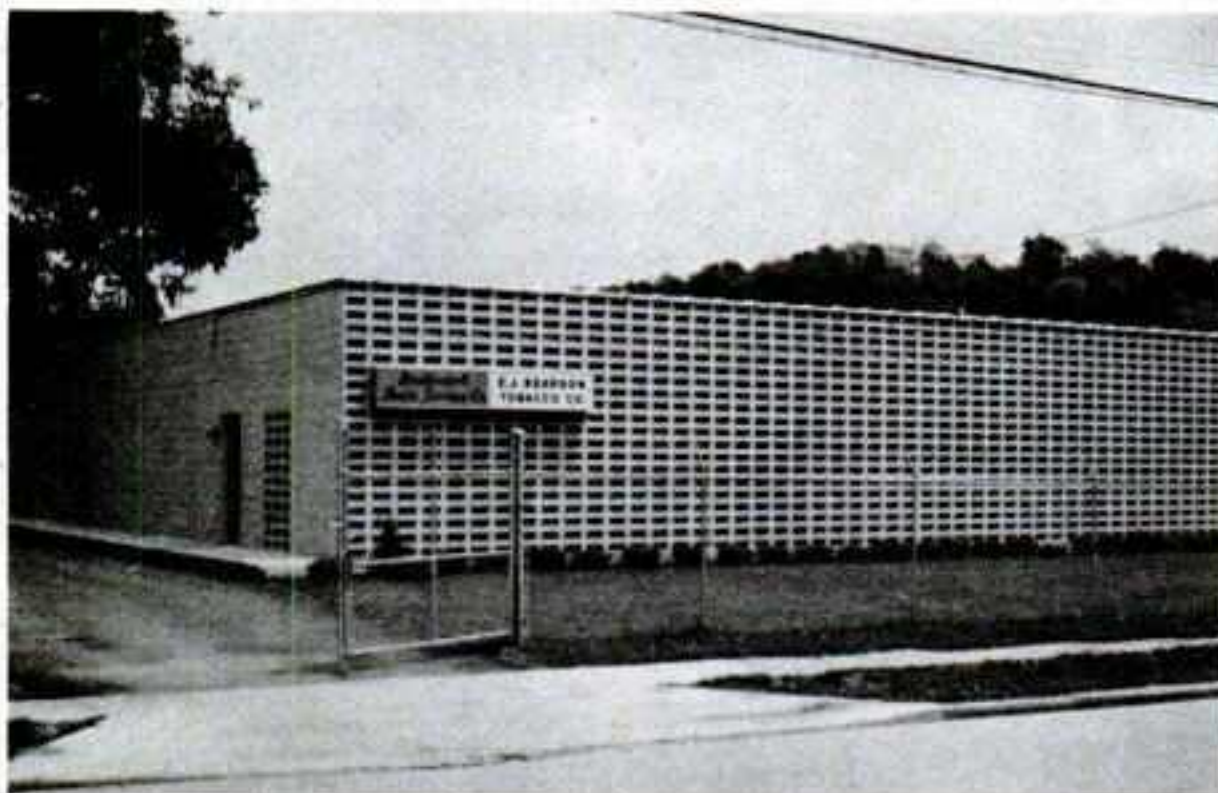
• Continued from page 54

of the Campaign Cabinet; Mr. and Mrs. Al Denver, Lt. Col. and Mrs. Herman Bicker, Fr. Frederick Gehring, The Hon. Milton Elzufon, and Mr. and Mrs. Jackie Phillips.

Phillips was master of ceremonies for the entertainment portion of the dinner which featured recording stars Al Martino, Capitol; Theodore Bikel, Elektra; The Cyrkle, Columbia; discotheque dance master Killer Joe Piro and his dance troupe, singers Myrna Lee and Johnny Bennett, with comedian Joe E. Lewis providing the light touch.



GRAND OPENING of Pat's One Stop in St. Louis recently attracted a who's who of the area record and coin machine industries. A sampling, from left: Sid Kayman, Record Merchandisers; Jim Salzman of Liberty; Mrs. Pat Blunda, Robert Decker of RCA, Robert Van Meter of Columbia, Mrs. Van Meter, Pat Blunda and Clem Diedrich. Pat is open at 1911 Washington Avenue.



BOULEVARD MUSIC SERVICE CO., a Kansas City, Mo., operation, has recently moved into the spacious new location shown above. Formerly operation only phonographs and games, the firm, headed by Charles Egan, has gone into cigarets and found them very profitable.

ALL MACHINES READY FOR LOCATION

Bally Deluxe Jumbo Shuffle	\$ 65.00
CC Champion Rifle Range	295.00
CC 4 Game Shuffle	95.00
CC Pro	150.00
CC 6 Game Shuffle	125.00
AMI H 120	165.00
AMI I 120	195.00
AMI M	595.00
Rock-Ola 1458	185.00
Seeburg 222	355.00
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Wall Box	35.00
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Empire Premieres Imperial; Many Showings Scheduled

• Continued from page 56

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

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

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

Harry Hoffman

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

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

The Grecos, Tom, Frank, Joe and Jack, will be hosting operators at the Greco Bros. Amusement Co., Inc., Glasco, N. Y.

The Zorinskys, Hymie and Ed, will do likewise at H. Z. Vending & Sales Co., 1201-1207 Douglas Street in Omaha.

Amos and Dan Heilicher with Norman Pink are looking forward to introducing their first new phonograph for Rock-Ola since joining the distributor family. They'll greet the trade at Heilicher Bros., Inc., 7600 Wayzata Boulevard, Minneapolis.

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

Welcoming operators to a showing at the B. D. Lazar Co., 1635 Fifth Avenue, Pittsburgh, will be J. D. Lazar, E. H. Goldvarg and Allan J. Kanarek.

No less welcome will be operators who greet Lawrence Lestourgeon, Charley Fischer Jr., L. Holder Jr., and Oscar Hedrick at Lestourgeon Distributing Co., 3100 S. Tryon Street, Charlotte, N. C.

Mile High

The thriving Cleveland area trade will be met at the front door of Monroe Coin Machine Exchange, Inc., 2433 Payne

Avenue by Norman Goldstein.

Pete Geritz takes the new model into the Mile-High City. It'll be shown at Mountain Distributors, 3630 Downing Avenue, Denver.

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

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

The Pattons, Bud and W. R. Sr., are looking forward to showing the new unit in their Patton Music Co. showroom at 611 Eye Street, Modesto, Calif.

Eli Ross

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

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

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

The doings in Nashville will be at Sanders Distributing Co., 612 Eighth Avenue, South, Harry R. Sanders and George Happel attending.

Marie

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

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

The Hogards, Romine and Roy, have the new machine at Tulsa Automatic Music Co., 739 W. 5th Street, Tulsa, Okla.

Bluegrass businessmen will find the new Rock-Ola model at the S. L. Stiebel Co., 635 West

(Continued on page 64)

BACKGROUND SYSTEMS THAT ARE AVAILABLE

Manufacturer	Description
Rowe Manufacturing Co.	Unit called Customusic. Totally automatic tape changer type. Offers six, 10-hour tapes that never repeat in the same sequence. Three libraries: "Atmosphere," "Commercial" and "Production." Full line of accessories available. Available from Rowe distributors.
Seeburg Corp.	Called the Seeburg Tailored Background Music system. Unit dubbed Seeburg "1,000" because capacity is 25 phonograph discs each with 40 selections. Two models: BMS-2 (with amplifier) and BMC-1 (with preamp). Three music libraries: "Industrial," "Basic," and "Mood." Available from Seeburg distributors.
Tape-Athon Corp.	Compact, reel-to-reel tape system with emphasis on tailoring background music program to individual locations. Has several standard libraries plus new "ethnic" libraries. Available from Inglewood, Calif., headquarters and some coin machine distributors. Firm seeking wider coin machine industry distribution.

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A Background Music Report

• Continued from page 57

thing but these 40 tunes during the dinner hour. After that, the switch is thrown again and the customers can play the hits. This compromise sometimes satisfies the location and it keeps the operator happy."

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

Operators generally agree that such safeguards are necessary, but feel that getting a location to limit the background music in such ways is not always easy. "We often disagree with locations on how long the background music should be left on," said Wayne Hesch, a Chicago-area operator. "If we can get them to follow our suggestions—which is sometimes difficult—we can keep jukebox play from suffering."

A NON-CASH BUSINESS. Many operators say they don't like the background music business because, unlike the coin machine industry, it does not operate on a cash basis.

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

Industry observers feel, however, that the coinman's unfamiliarity with doing business by check, is most responsible for such points of view. "In this country," said one distributor, "there are very few businesses left that exist on a cash basis. In fact, most successful businesses, like department stores, prefer to receive small monthly payments rather than cash with each purchase. The coin machine operator is used to having the money right there and it will probably take him a while before he can feel comfortable with an invoice-and-check type

of business arrangement.

Potential Loss

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

Several operators told Billboard that they do not mind the non-cash aspect of the business. "Actually," said one coinman, "when you lease a background music set-up to a location, you just wait for the money to roll in at the end of the month. By eliminating the 'coin' aspect of the business you automatically cut your service calls and your service costs. That, and the security you have with a long-term contract, somehow seem to eliminate a lot of the worries that you normally might have with a coin machine location."

COIN MACHINE OPERATORS AND BACKGROUND MUSIC. One operator, in a Billboard interview, made the following two statements:

(1) "I don't want to be in the background music business. I'm in it only because I have to. I must keep my foot in the door because I'm not willing to give up any locations.

(2) "I think that the operator

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

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

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

Seeburg's background music man, Mill Trout, said that "the future holds room for both background music and for the jukebox. The fact that these two systems will exist in the same locations will have to be accepted. The type of plush locations which likes background music is becoming more common—yet many of these locations find that during certain parts of the day, say, during cocktail hour—the jukebox has the music people want to hear.

"Background music itself," said Trout, "is improving all the time. We are learning more about various types of locations and we are providing music that is better fitted for their needs.

I think coin machine operators who have shied away from background music in the past will be taking a second look at it. It is an interesting field and a growing industry."

Coin machine operators are reluctant to admit it, but they seem to be irrevocably committed to background music. Certain types of locations are suited for either background and coin-operated music or both. With increasing urbanization, and expanding national wealth, the number of "red-carpet" bars is expected to keep on growing rapidly. (See chart, page 56.) Operators say they are not willing to concede such locations to competitors. If this is true, then the coin machine operator cannot help becoming more and more a background music man.



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VENDING NEWS DIGEST



NEW OFFICERS OF THE INFANT Illinois Automatic Merchandising Council are (from left) Treasurer Leonard P. Leverich, Eastern Illinois Canteen Service, Inc., Champaign; President Matthew L. Cockrell, Cockrell Coffee Service, Arlington Heights; Vice-President B. M. Montee, Cater-Vend, Inc., Jacksonville and Secretary William Grand, J-G Vending Service, Inc., Streator.

Marti of Canteen Elected in Ohio

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

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

School Board Wants Cigaret Tax

HARRISBURG, Pa.—Philadelphia board of education President Richardson Dilworth has reportedly requested that the General Assembly authorize the assessment of a 4-cent-per-pack cigarette tax, with revenue earmarked for Philadelphia city schools.

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

At present the State imposes a cigarette tax of eight cents a pack. If the proposed tax should pass, cigarettes bought in Philadelphia would be subject to 12 cents a pack taxes, exclusive of Federal excise taxes.

Under State law the Legislature must give permission for municipalities or other taxing bodies to enter any field where the commonwealth already occupies a position.

Gov. William Scranton says he'll support the tax only if it has the backing of the school board, city administration, city political leaders and the Philadelphia delegations to the General Assembly.

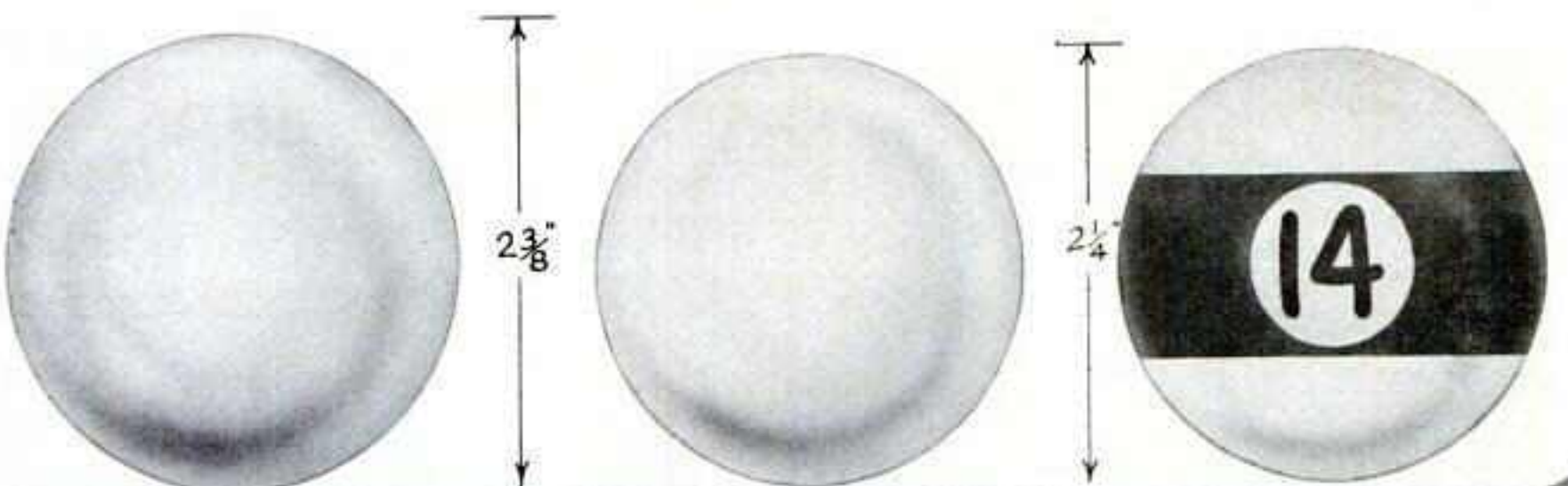
American Automatic Sales Record

CLEVELAND—Last week the American Automatic Vending Corp. here announced earnings of \$790,510 at fiscal year's end compared to \$599,948 for the preceding period. This, the company says, is a record. It is a 32 per cent increase over the year before.

Sales totaled \$25,548,899 compared to last year's record figure of \$24,221,365.

The firm operates food and vending service throughout Ohio and through its hospital specialty subsidiary does business nationally.

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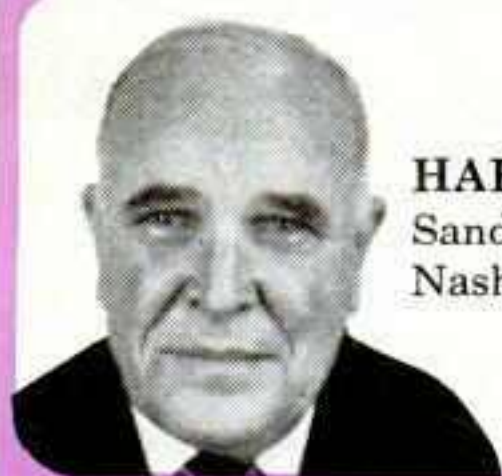
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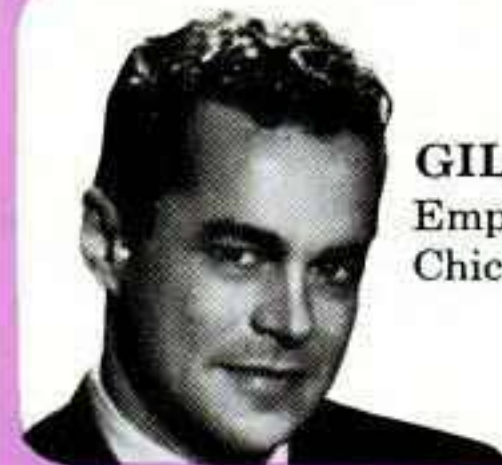
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Sanders Distributing Company
Nashville, Tennessee



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



ROMINE C. HOGARD
Tulsa Automatic Music
Company
Tulsa, Oklahoma



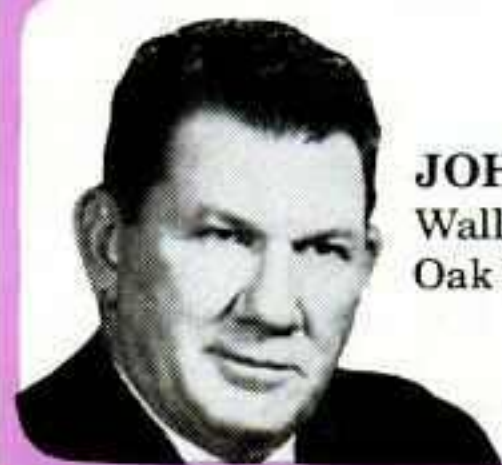
GIL KITT
Empire Distributing, Inc.
Chicago, Illinois



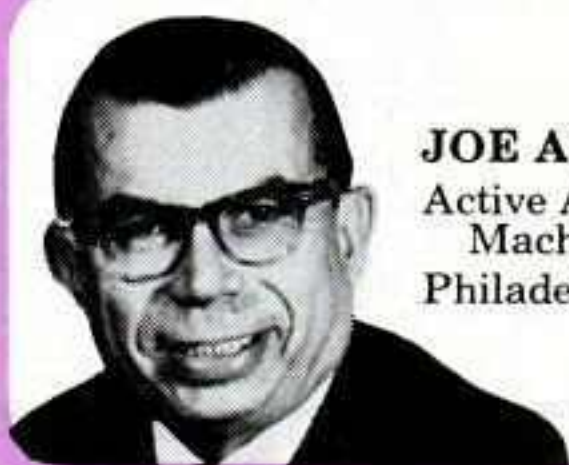
VIC CONTE
Victor Conte Music Company
Utica, New York



WALTER WALDMAN
S. L. Stiebel Company
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JOHN WALLACE
Wallace & Wallace Music, Inc.
Oak Hill, West Virginia



JOE ASH
Active Amusement
Machines Co.
Philadelphia, Pennsylvania



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



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



**HYMIE AND EDDIE
ZORINSKY**
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Omaha, Nebraska



JOE ROBBINS
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BUD PATTON
Patton Music Company
Modesto, California



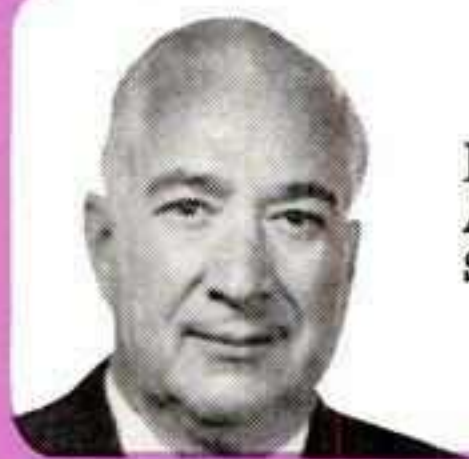
**FRANK, JACK, TOM
AND JOE GRECO**
Greco Bros. Amusement
Co., Inc.
Glasco, New York



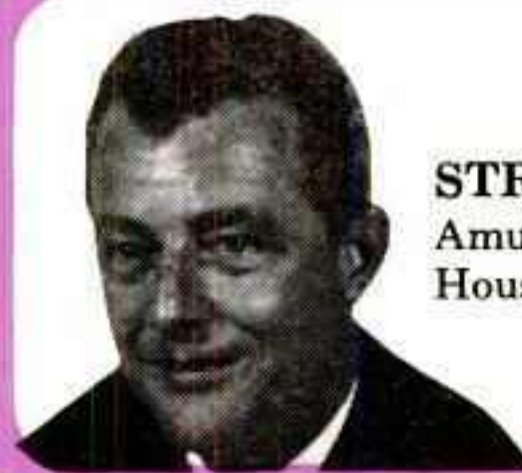
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Eli Ross Distributors, Inc.
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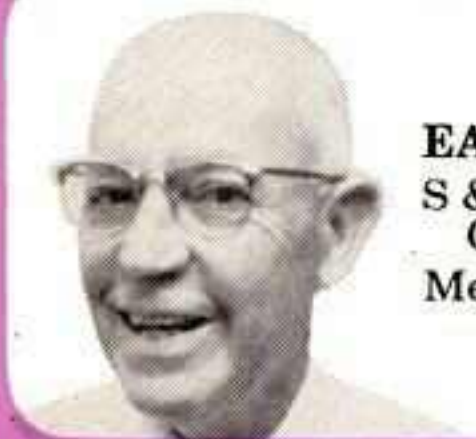
HARRY HOFFMAN
General Vending Sales
Corporation
Baltimore, Maryland



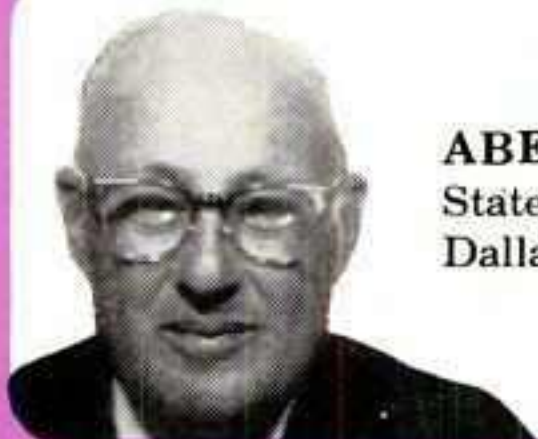
PHIL WEINBERG
A's Vending, Inc.
San Antonio, Texas



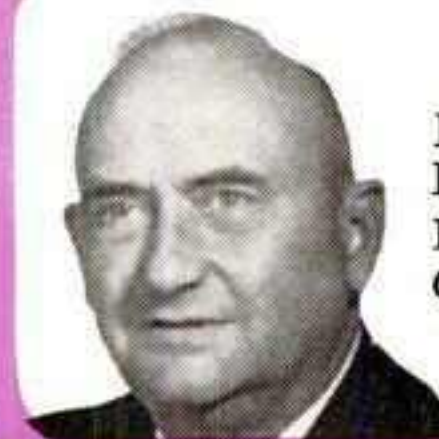
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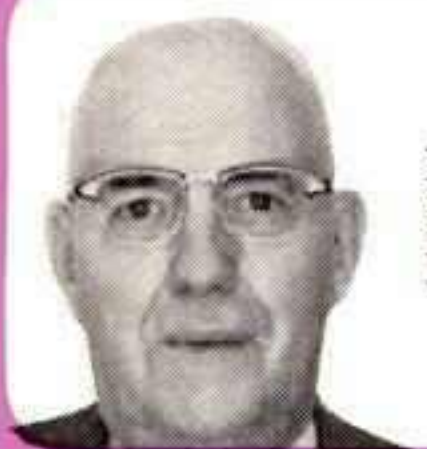
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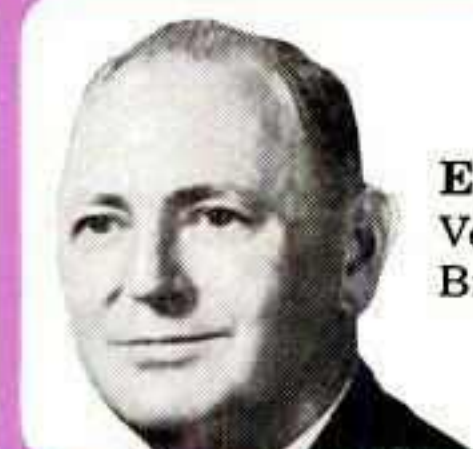
NICK CARTER
Kings Distributing Company
Los Angeles, California



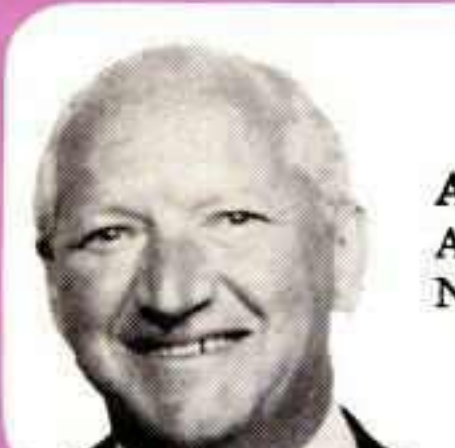
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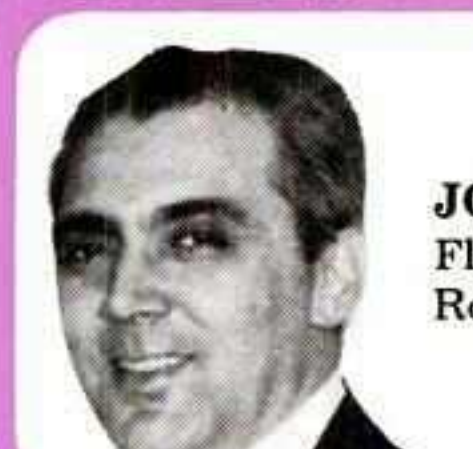
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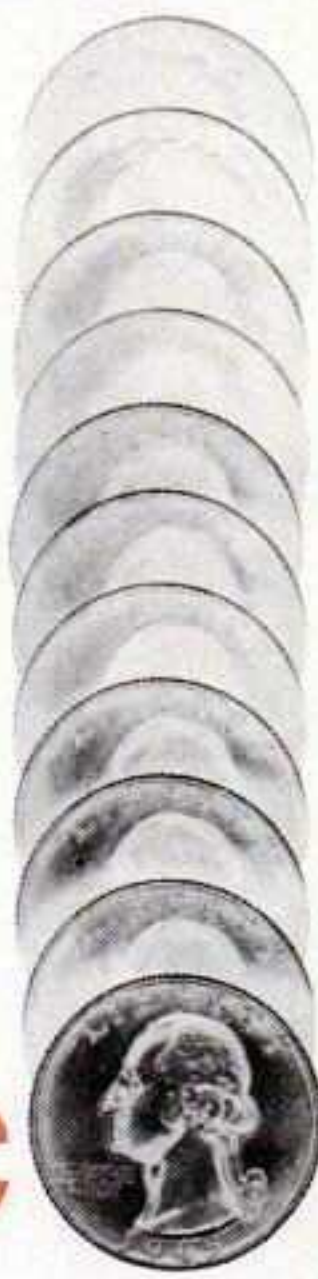
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SO LONG, MY LOVE	BULLSEYE
HANG ON SLOOPY RAMSEY LEWIS	TREAT HER RIGHT ROY HEAD
MOVIN' EASY	SO LONG, MY LOVE
RESCUE ME FONTELLA BASS	A LOVER'S CONCERTO THE TOYS
SOUL OF THE MAN	THIS NIGHT

THE WALL-ETTE

HIGH
MED
LOW
service

A B C D E F G H J K
L M N P Q R S T U V
1 2 3 4 5 6 7 8 9 0

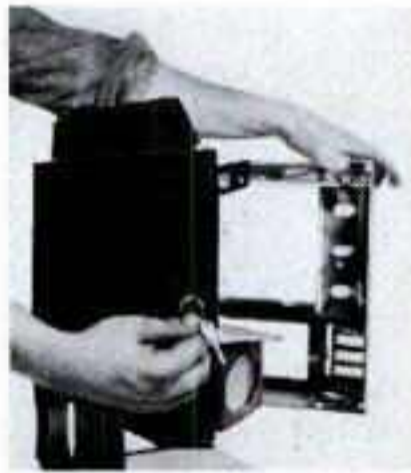
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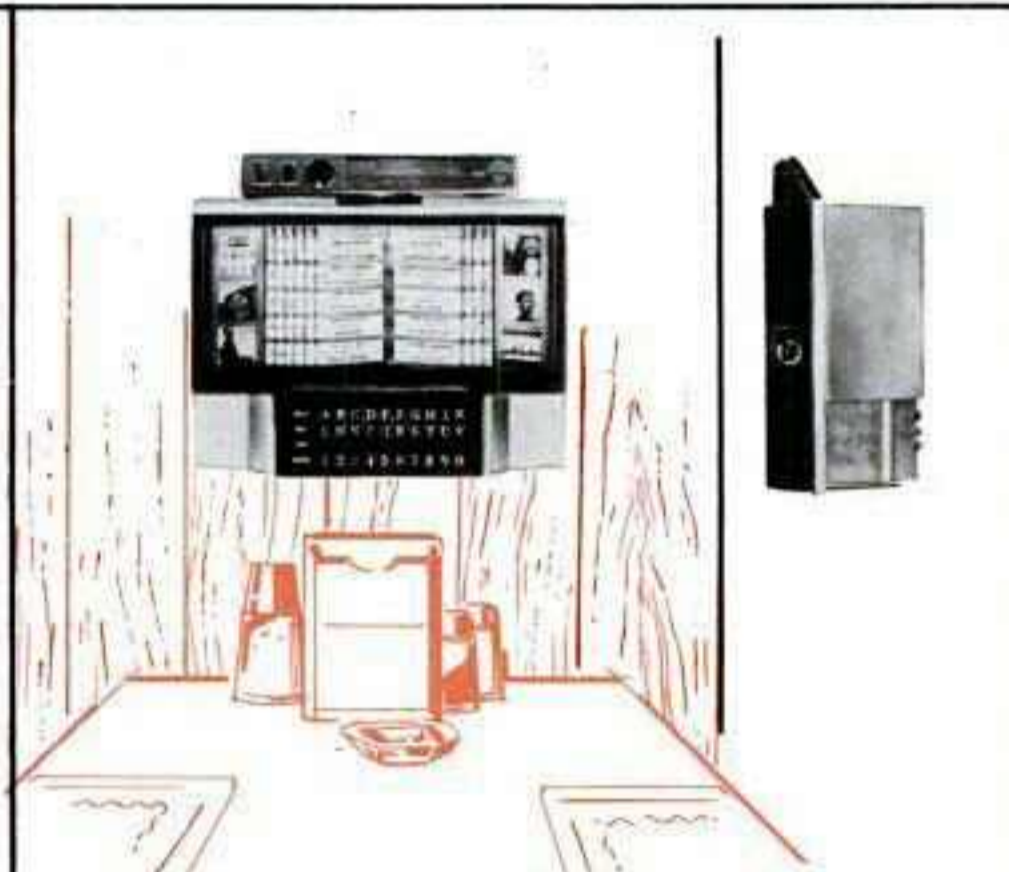
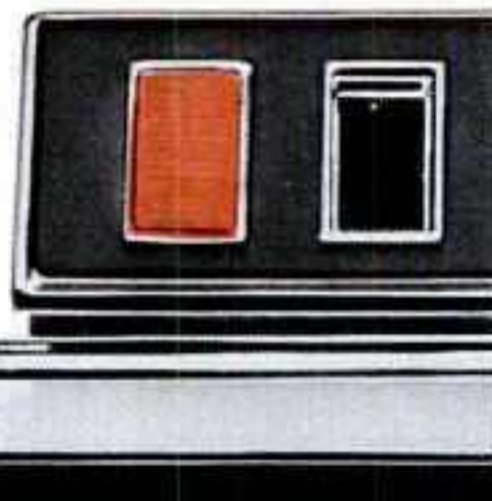
On the other side of the coin . . . the new Wall-Ette's sleek, compact design, "soft-touch" selector buttons and personalized stereo sound will captivate your customers. Results: more play, bigger collections!



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MANUFACTURING

Troy Hills Road, Whippany, New Jersey

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



R-3

COINMEN IN THE NEWS

• Continued from page 53

office indicate that the gang of blue-skyers that recently hit Cleveland is hard at work in St. Louis. Watch these pages for a full report. . . . **Tom Higdon**, known about these parts through his affiliation with World Wide Distributors, has been named sales manager for mu-

sic and vending by **Al Calderon** in Indianapolis. . . . The Seeburg Corp. is "loaning" national promotion manager **Stan Jarocki** to the Chicago Metropolitan Crusade of Mercy for six months in co-operation with a "loaned executive corps" program involving Chicago business and industry. Seeburg Executive Vice-President **Louis J.**

Nicastro announced the executive loan, calling Jarocki "a very capable, energetic young fellow who we are confident will do a good job on the campaign."
RAY BRACK

DETROIT

Sam Willens, prominent music operator and himself a former band leader, has moved his business, the Willens Music Systems, formerly on Santa Rosa Avenue, to the north end suburb of Oak Park. . . . **James Passanante**, of Grosse Pointe, who was for years a leader of the jukebox business here as head of J & J Novelty Co., and his wife, **Loretta**, are enjoying several weeks' vacation in Florida. Empire Distributor, jukebox distributor, with **Bob Wiley** as Detroit branch manager, is planning a special showing introducing new models soon.
HAL REVES

LOS ANGELES

. . . **Bob McCoy**, shipping clerk, joined the Wurlitzer team. . . . **George Muraoka** at Simon Distributing is crying for more Valley pool tables. He says he's turning down sales because he can't get tables. . . . Coin Machine Service Co. will handle the All-Tech Raceway. . . . **Jay Morris**, mechanic, added to the Coin Machine Service staff. . . . **Ann Sher**, bookkeeper, also joined the Coin Machine team.

The Wurlitzer branch office has a new look, according to **Clayton Ballard**, manager. Ballard reports the branch office redecorated its showroom, making additional space available to better display phonograph and billiard equipment. . . . Wurlitzer displayed its equipment at the recent California Tavern Association exhibit in the Disneyland Hotel, Anaheim. . . . **Marvin Miller** of Coin Machine Service Co. has a new gimmick to attract customers—trading stamps. Miller said Blue Chip stamps will be given with each purchase of a pool table (5,000 stamps) and phonograph (5,000). . . . **John Lamb**, business office, has joined the Simon Distributing Co. team. . . . **George Muraoka** reports business in April was excellent, better than April 1965. . . . The DuKane Grand Prix car racing game is earning attention in Los Angeles. Operators shopping at Simon included **Bill Worthy** of San Diego and **Vern Wexler** of Long Beach.

Al Bettelman of the C.A. Robinson Co. left **Henry Tronick** in charge of the store so he could watch his son swim in the Los Angeles City High School swimming championships. . . . **Bill Happel** (president) and **Leo Simone** (sales manager), Badger Sales & Vending Co. executives, toured a golf course with **Monty Robison**, West Coast representative for A&F. Simone beat the boss, posting an 80, while Happel carded an 89 and Robison a 94. . . . Out-of-town shoppers at Badger included **Odolfo Obeso** of Mexico, **Jack Rooklyn** of Australia and **Dave Liebling** of the Cleveland Coin Machine Exchange of Cleveland, Ohio. . . . Liebling, an operator and distributor in Sydney, is on an around-the-world business trip. . . . **Paul A. Laymon** left Los Angeles for Arizona to attend the funeral of his brother-in-law, **Frank Bobinic**. . . . Laymon and **Charley Daniels** of the Laymon Co. are entertaining kinfolk visiting Los Angeles from Indianapolis. **Leonard Hicks** and **Walt Petet** in San Francisco for a Wurlitzer service school. . . . **George Muraoka** of Simon Distributing says arcade equipment is selling well. . . . **Harry Rooklyn** stops off from his world-wide business-pleasure trip for a few days along Coin Row. . . . **Stan Borden** shopping at Badger Sales & Vending and the C. A. Robinson Co.

Operators shopping at Laymon included **Ben Butler** of Ridgcrest, **Frede Anderson** of Solvang, **Charles Cahoon** and **Charles Koski**, both of Long Beach; **Ed Elmore** of Buena Park, **Jerry Druker** of Upland and **Ray Brandenburg** of La Habra. Also **Harry Hall** of Big Pine, **Gene Gordon** of Santa Monica, **Bill Bradley** of Covina, **Tom Henderson** of Arcadia, **Emil Nelson** of La Habra, **Art Hults** of Whittier and **Guy Lofaso** of North Hollywood. **Frank E. Negri**, Struve Distributing executive, leaves Los Angeles to accept an office manager's posi-



SEATED ON THE DAIS at the UJA Coin Machine Division Banquet are, left to right, Mrs. Milton H. Elzufon; Mayor Milton H. Elzufon, keynote speaker and mayor of Newark, New York; Albert S. Denver, chairman emeritus, and Mrs. Albert S. Denver.



UJA'S GUEST OF HONOR **Abe Lipsky**, seated, second left, beams at the announcement that the Coin Machine Division raised \$43,000 in pledges for the UJA. Sitting with Lipsky are his wife, left, and Mr. and Mrs. Gil Sonin. (See story page 54.)

tion at the Struve Denver branch. **Gus Brown** also joined the Struve Denver team as a salesman. . . . **Cliff Nugent**, salesman for Struve Los Angeles, on a business trip in Blyth, Needles, Barstow and Palm Springs.
BRUCE WEBER

BOSTON

Al Levine, who for several years operated the Rock-Ola distributorship here, has gone on the sales of W. S. Music Distributing Co. (Seeburg). Al had previously been on the sales staff of the Redd Distributing Co. for years, and is happy back on the road without the responsibility of running a business. He has recently moved into swanky Town House apartments in Boston's Chestnut Hill section. A large route Al had masterminded was sold to Melo-Tone Vending Co., Inc., of Somerville. . . . The New England music industry had been saddened by the death of **George Chopelas** of Melo-Dee Music Co. of Malden, a veteran in the business. . . . **Lennie Schneller** of the W. S. Music sales staff is back at fighting weight after a bout with gallstones at Boston's

Beth Israel Hospital. . . . **George** and **Jack Swartz** have broken away from brother **Phil** in Winrox Vending Co., Brookline, and have established a company of their own called Hilltop Vending Co., in Quincy to operate music and vending throughout the Greater Boston area. . . . **Ben Ross** of Gra-Ben Vending Corp., has moved to a more expansive plant at 185 Norfolk Street, Dorchester. A past commodore of the Metropolitan Yacht Club, he has sold his power boat and bought another larger one. . . . Now that Rock-Ola has no present Boston distributor, only two remain since the Redd company relinquished Wurlitzer at the start of the year. Remaining two are AMI, distributed by Tri-mount Automatic Sales Co. of Boston and Seeburg by W. S. Music Distributing Co. of Brighton.
CAMERON DEWAR

Placement Primer

• Continued from page 56

opposite end. Yet in another instance the reverse was true. A box near the middle of the bar was producing a gross of around \$18 a week intake, he told BB recently. So he moved it to the front end of the bar where it was spotlighted for customers entering the location. Now the box produces a gross of \$40 a week—with no other change.

The middle is generally the best, he says, although this instance was an exception.

When a box is moved, the operator usually has to convince the location owner that he has to make some other shifts—such as moving tables about to accommodate the change. Some spots will resist this, but if you can show it is to their good, the switch can be accomplished. If the box alone more than doubled in plays during a week, generally activity in the location probably went up proportionately, **Andrade** believes.

Empire Premieres

• Continued from page 58

Main Street, Louisville, Ky., and may ask all questions of **Walter Waldman** and **Harvey Weingarten**.

Abe Susman with **Tom Chatten** will greet all parties stopping by 3100 Main Street, Dallas, location of State Music Distributors, Inc.

Mike Stanley has big premiere plans to unfold at his offices in Bellevue, Wash., 309 112th N.E., the M. J. Stanley Co.

At **Albert Simon, Inc.**, 587-9 Tenth Avenue, New York, **Albert Simon** and **Al D'Inzillo** will bring men and equipment together.

David Stern is the man to greet at Seacoast Distributors, 1200 North Avenue, Elizabeth, N. J., when stopping in to look at the new Rock-Ola machine.

RECONDITIONED SPECIALS GUARANTEED IN STOCK—SUBJECT TO PRIOR SALE

PIN BALLS—BOWLERS

BALLY	UNITED BALL BOWLERS
HOOTNANNY . . . \$190	TEAM MATE . . . \$195
BULL FIGHT . . . 285	FALCON . . . 195
50/50, 2-PI. . . 375	SAVOY . . . 195
SHEBA, 2-PI. . . 325	TIP TOP . . . 195
STAR-JET, 2-PI. . . 195	DIXIE . . . 180
SKY DIVER . . . 205	CLASSIC . . . 275
MAD WORLD, 2-PI. . . 315	FROLIC . . . 315
GRAND TOUR . . . 250	7 STAR . . . 325
2-IN-1, 2-PI. . . 310	HOLIDAY . . . 360
HARVEST . . . 265	TROPICS . . . 385
BUS STOP, 2-PI. . . 315	ALAMO . . . 385
3-IN-LINE, 4-PI. . . 225	
BONGO, 2-pl. . . 250	
	CHICAGO COIN BOWLERS
	KING . . . \$210
	QUEEN . . . 210
	PRINCESS . . . 275
	CONTINENTAL . . . 335
	ROYAL CROWN . . . 385
	GRAND PRIZE . . . 475
WILLIAMS	
OH BOY, 2-PI. . . \$205	
SKILL POOL BALL . . . 180	
CARAVELLE, 4-PI. . . 145	
GOTTLIEB	
SHIPMATES, 4-PI. . . \$340	

Bally ALL-THE-WAY, \$250

CHICAGO COIN'S
TOP BRASS, \$250

Write for complete 1966 Catalog of
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COINMEN IN THE NEWS

MID-SOUTH

Lester Godwin, owner of Hope Novelty Co., Hope, Ark., recently sold the company back to C. O. Temple, also of Hope. Temple sold out to Godwin some four years ago and thought that he wanted to retire. He says, however, "The coin machine business gets into your blood and you can't get away from it." So he asked Godwin, who is the local Wurlitzer distributor, to sell it back to him. Godwin sold out all holdings in Hope and moved to Little Rock, leaving Temple a very happy man back in the music business. . . . Leonard Robbins, president of American Vending Co., Memphis, reports that he is selling his vending route and moving back home to New York. The new owner is Allen C. Smith, former vending salesman for Southern Amusement Co. and Sammons-Pennington Co., Memphis. Smith is experienced in the vending business and should make a big success with same. It is reported that the sale price was \$275,000. Smith will make his headquarters at 518 South Main Street. . . . Cotton Pennington, of Sammons-Pennington Co., Memphis Seeburg distributor, is back in the saddle after a 30-day stay in the hospital where he was operated on for a perforated ulcer. He is getting along fine and should be back to full strength in a few months. . . . George Sammons, president of the local Sammons-Pennington Co., was in Nashville recently visiting his branch there. . . . After 35 years in the music business as dean of the Memphis trade, Jake Kahn, president of Tri-State Amusement Co., decided to sell out and retire. He sold for a reported \$85,000 to Mrs. Celia G. Hodge, president of Southern Amusement Co., Memphis. Kahn's son, Charles, who was vice-president of Tri State and is owner of a restaurant fixture company in Memphis, states that he is too young to retire and he plans to continue selling his restaurant and lounge fixtures. Jake was last seen headed for the lake with his fishing gear.

ELIZABETH, N. J.

Seacoast Distributors here, assisted by Rock-Ola field service representative William Findlay, conducted service schools on April 21 and 22. Operators and servicemen present were Robert Harvey, Belleville, N. J.; C. H. Kolker Jr., Service Enterprises, Inc., Deal, N. J.; Gerard Avoglia, H. Betti & Sons, North Bergen; Vincent Ruggiero, J & M Amusement, Jersey City; Richard Rizzo, J & M Amusement, Jersey City; Ernest Krautir, Acme Vending Co., Inc., Maplewood; Artie Arcelli, H. Betti & Sons, North Bergen; Michael Cignarelli, H. Betti & Sons, North Bergen; Harry A. Hunt, McFarland Music Service, Newark; Richard Jarrett, McFarland Music Service, Newark; Ben Gordon, Eskin Corp., East Brunswick, N. J.; Leonard Schlesinger, Emerson Music, Newark; Harry Milkin, Emerson Automatic Music, Newark; Victor Balasthy, The Eskin Corp., East Brunswick; Larry Gangi, J & M Amusement, Newark; Nelson Jarrett, McFarland Music, Newark; Robert Draper, H. Betti & Son, North Bergen; Joseph A. Maroon, Maroon National Vending, New Brunswick; Herb Ruetsch, G. M. Amusement Co., Woodbridge; Mike Wasnick, G. M. Amusement Co., Woodbridge; Victor Edelstein, Jersey Amusement, Jersey City; Walter W. Wilson, Ajax Amusement Co.; Elizabeth and Frank Eska, E & E Sales, Elizabeth.

Joseph Kazlauskas, Majestic Cigarette Service, Shrewsbury; Bill Anderson, Majestic Cigarette Service, Shrewsbury; Sam Roselfeld, Eskin



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You're off to a career with a future . . . a Navy career! Become a seagoing specialist.

NAVY

COMING EVENTS

June 19—Wisconsin Music Merchants Association meeting, Deleview Motel, Wisconsin Dells, Wis.

Oct. 29-Nov. 1—National Automatic Merchandising Association convention and trade show, McCormick Place, Chicago.

Sony Unit Vends Patron's Image

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

Operated at a quarter and reportedly priced at \$3,000, the unit takes the customer's picture with a small TV camera and records it on a revolutionary

magnetic disk for instant playback. The disk may be erased and re-used indefinitely.

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

Say You Saw It in Billboard

Out-hole scores

IN SENSATIONAL NEW

Single
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Bally GOLD RUSH

MYSTERY BONUS

Each and every ball entering out-hole activates the Mystery Ball in Gold Mine Panel on Backglass to score up to 100 points on mystery-bounce basis.

Free Bonus Shots

Free Balls do not reset Build-Up Bonus and every Free Ball gives players extra chance to advance and collect Bonus.

Alternating Targets

Positions of top-scoring Target constantly shift by action of the ball, adding suspense and skill-appeal. 1000 per cent Targets jump from 10 to 100 when lit by skill.

BUILD-UP BONUS

Build-up Bonus on Playfield scores up to 500 points. Extra skill appeal is added by gate-guarded Bonus Bumper, scoring only by ball shot from Kick-Out Hole.

GOLD RUSH is loaded with "came-close" excitement, every ball surging toward a climax of last-ball suspense and the "try again" repeat play appeal that insures top earnings. See and play GOLD RUSH at your distributor today.



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ALBUM REVIEWS

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1146
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32 R



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.

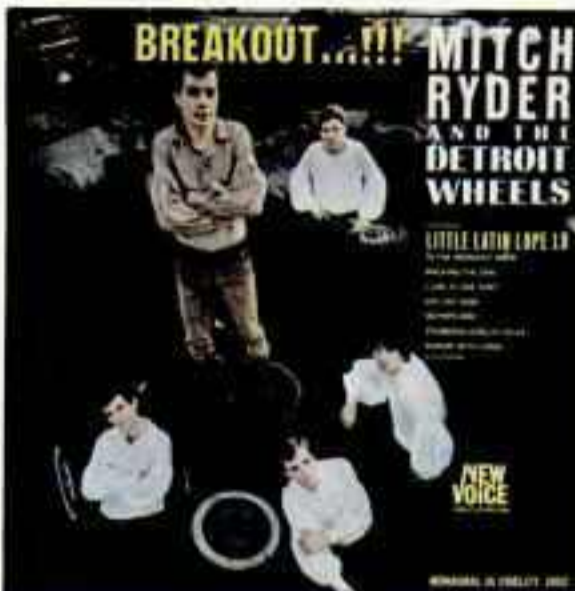
STRANGERS IN THE NIGHT
Frank Sinatra. Reprise F 1017 (M); FS 1017 (S)
With the spotlight upon his top 10 single, "Strangers in the Night," this new Sinatra package should zoom right to the top of the LP chart. Combining the old with the new, the song master swings through "All or Nothing at All," "Call Me," "Downtown" and "You're Driving Me Crazy" with his unusual impeccable grace and timeless pop music feel. A winner, with the aodae plus of Nelson Riddle's arrangements.



POP SPOTLIGHT
THE MORE I SEE YOU—CALL ME
Chris Montez. A&M LP 115 (M); SU 4115 (S)
Featuring his current hit single, "The More I See You" and his recent "Call Me," this album has the sales insurance to put Montez at the top of the LP heap. He offers first-rate renditions of "One Note Samba," "Fly Me to the Moon," and "Little White Lies." Well produced package by Herb Alpert and Tommy Lipuma.



POP SPOTLIGHT
BREAKOUT...!!!
Mitch Ryder and the Detroit Wheels. New Voice LP 2002 (M); S 2002 (S)
The frenetic dance beat and all the pulsating excitement of Ryder's in-person performances are captured in this hard-driving rock package featuring the group's hit single "Little Latin Lupe Lu." Teen reaction to the album will rush it up the LP charts.



POP SPOTLIGHT
TIME
Poza-Seco Singers. Columbia CL 2512 (M); CS 9315 (S)
The talented, folk-singing trio apply their well-blended voices to a variety of tunes from their hit singles "Time" and "I'll Be Gone" to "The House of the Rising Sun" and "You've Lost That Lovin' Feelin'." Well-programmed package will appeal to every age group.



POP SPOTLIGHT
GYPSY!
Werner Muller and His Orch. London SP 44086 (S)

Werner Muller's lush string orchestra captures the brilliance, fire and passion of gypsy music in this stirring album. The superb sound engineering of Phase 4 Stereo enhances the beautiful compositions of Liszt, Brahms, Roubaud and Lehar.



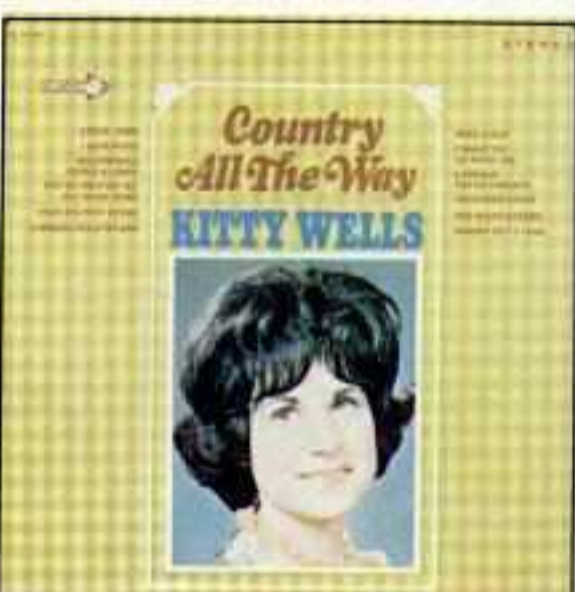
POP SPOTLIGHT
THE MAGNIFICENT MIRIAM MAKEBA
Mercury MG 21082 (M); SR 61082 (S)

Miriam Makeba, who won a Grammy award this year for the album she recorded with Harry Belafonte on RCA Victor, is in strong position for a solo Grammy with this package. Recording director Luchi De Jesus has dug deep into her talents and brought forth a memorable LP.



POP SPOTLIGHT
GREAT LOVE THEMES
Cannonball Adderley Quintet With Strings. Capitol T 2531 (M); ST 2531 (S)

Cannonball Adderley sacrifices none of his artistry as a jazz musician when, with the aid of some lush strings, he plays such plaintive standards as "The Song Is You" and "Stella by Starlight." He gets his jazz licks in on "Autumn Leaves" and gets a Latin feeling in "Morning of the Carnival."



COUNTRY SPOTLIGHT
COUNTRY ALL THE WAY
Kitty Wells. Decca DL 4776 (M); DL 74776 (S)

Aimed right at the top of the sales charts, Miss Wells interprets the recent hits in the country field as only she can, which is perfection. Her readings of "I Want to Go With You," "Cryin' Time" and her own hit, "A Woman Half My Age," are hard to equal.

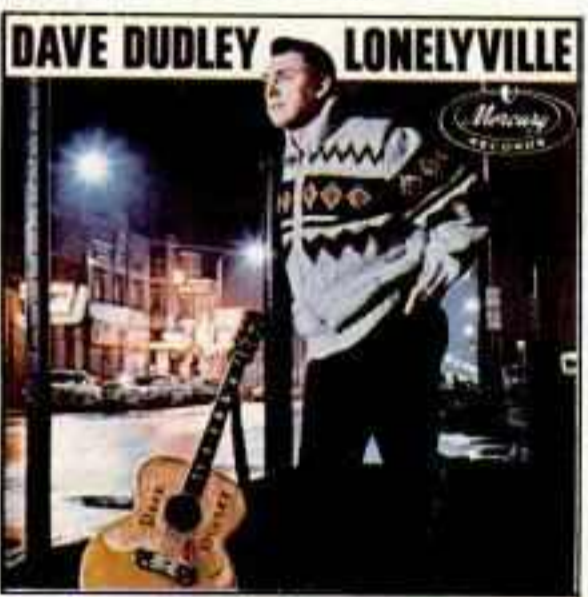


C&W SPOTLIGHT
JOHNNY PAYCHECK AT CARNEGIE HALL
Little Darlin'. LD 4001 (M); SLD 8001 (S)

Paycheck will score with this one. The hot artist tees off with a great reading of "King of the Road" and follows through with "Ballad of the Green Berets," "Bayou Bum" and others. Well recorded.

C&W SPOTLIGHT
LONELYVILLE
Dave Dudley. Mercury MG 21074 (M); SR 61074 (S)

Dudley's latest album is built around the tune concept of loneliness, and he's picked a batch of tunes to develop the theme. Included are "Lonelyville," "Oh Lonesome Me" and some great standards like "Have You Ever Been Lonely." The performances are very fine.



COUNTRY SPOTLIGHT
COUNTRY MUSIC SPECIAL
Johnny Wright. Decca DL 4770 (M); DL 74770 (S)

In one of his best planned album programs, Wright has combined his current hit single, "Nickels, Quarters and Dimes" with his recent best seller, "Keep the Flag Flying," plus exceptional interpretations of the hits of other country stars. The standouts include "Waiting in Your Welfare Line," "Ballad of the Green Berets" and "Giddyup Go."



COUNTRY SPOTLIGHT
THE WHO'S WHO IN COUNTRY & WESTERN MUSIC
Various Artists. Capitol TT 2538 (M); STT 2538 (S)

A sensational collection of country hits by various artists like Buck Owens, Tex Ritter, Wanda Jackson, Sonny James, Charlie Louvin, New Miller, Tennessee Ernie Ford and others. "I've Got a Tiger by the Tail" and "Behind the Tear" show the quality of these tunes.



COUNTRY SPOTLIGHT
TOGETHER AGAIN
Roy Drusky & Priscilla Mitchell. Mercury MG 21078 (M); SR 61078 (S)

A sequel album to their successful "eternal triangle" album, this selection includes tunes of love going right—"You Are the One" and "Together Again" from the country field and standards like "Dear Heart." A winning package by a winning duo.



C&W SPOTLIGHT
STRINGIN' ALONG WITH THE BLUES
Roy Clark. Capitol T 2535 (M); ST 2535 (S)

These instrumentals by Roy Clark are full of soul. He is an excellent guitarist and he really clicks with this material. It is blues, or blues-oriented—such as "St. Louis Blues," "Worried Mind," "South," "Blues Stay Away From Me." Fine product.



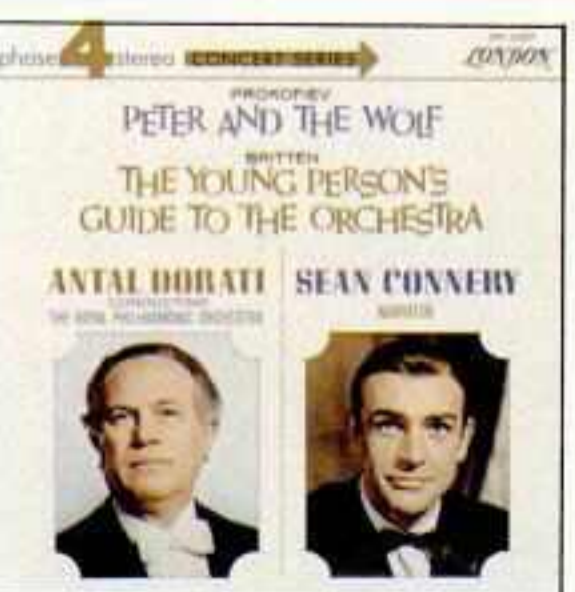
COUNTRY SPOTLIGHT
IF YOU AIN'T LOVIN' YOU AIN'T LIVIN'
Faron Young. Capitol T 2536 (M); DT 2536 (S)

Some of the great hits of the country field wrapped up in true Faron Young style, including many of his own hits. Tunes featured include "Live Fast, Love Hard, Die Young"; "I'll Be Satisfied With Love" and "It's a Great Life (If You Don't Weaken)."



GOSPEL SPOTLIGHT
HAPPY LAND
Hovie Lister & the Statesmen Quartet. Capitol T 2539 (M); DT 2539 (S)

Fans of the gospel quartet genre will love this package. It is made up of outstanding performances by Hovie Lister and the Statesmen, and includes "Let Out of Bondage," "Happy Land"; "Hide Me, Rock of Ages," etc. All the performances are memorable.



CLASSICAL SPOTLIGHT
PROKOFIEV: PETER AND THE WOLF / BRITTEN: THE YOUNG PERSON'S GUIDE TO THE ORCHESTRA
Royal Philharmonic Orch. (Dorati)/Sean Connery. London PM 55005 (M); SPC 21007 (S)

Prokofiev's orchestral fable is brilliantly performed by the Royal Philharmonic conducted by Antal Dorati, with a dramatic narration by Sean Connery.



CLASSICAL SPOTLIGHT
BRITTEN: CURLEW RIVER
Peter Pears / John Shirley-Quirk. London OSA 1156 (S)

Britten's beautifully lyrical "parable for church performance music" is a sensitive, majestic work composed from a Japanese No-play. In this disk the story is told in a blending of singing, simple instrumentation and chanting, featuring Peter Pears, John Shirley-Quirk, Harold Blackburn and excellent instrumentalists. Box cover and libretto included.



JAZZ SPOTLIGHT
LES McCANN LTD. LIVE AT SHELLY'S MANNE HOLE
Limelight LS 86036 (S)

Les McCann's irreverent approach toward his music is evidenced by the titles of his own compositions played in the album—"She Broke My Heart (And I Broke Her Jaw)" and "That Was Freak That Was." He emerges in the top rank of jazz pianists. McCann also sings one number—"All Alone." He's not a classic-type singer, but his voice carries conviction and he shows an understanding of the lyric.