

Billboard

The
International
Music-Record
Newsweekly

Chi Dealers Blast Top 40 Charts

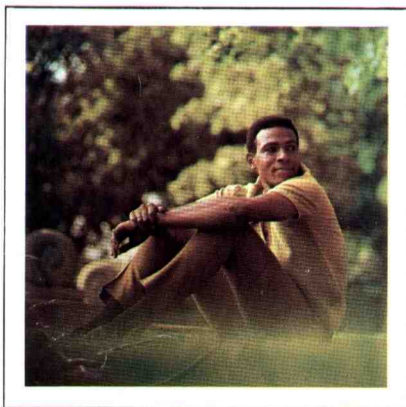
By RAY BRACK and PAUL ZAKARAS

CHICAGO—Dealer pressure may drastically alter Top 40 radio chart concepts here.

Smoldering dealer dissatisfaction with "costly inaccuracies" in local radio sheets has blazed into open criticism. Confronted with statements of local retailers, WLS Radio station manager Gene Taylor conceded last week that the station's influential "Silver Dollar Survey" might be "somewhat inaccurate" and said he would initiate immediate steps to improve the situation. Taylor was responding to complaints by Chicago record merchandisers that vagaries in the station's sheet were hurting dealers who use it as a buying guide.

Though Taylor denied that the "Silver Dollar Survey" is intended as a dealer buying guide, he conceded that "we know this is the way it is frequently used." Acknowledging the station's responsibility as one of the nation's most influential pop music outlets, Taylor declared: "We do not want to hurt the dealers. They are the bread and butter of this business. We must work out some sort of compromise.

"Would cutting our list from a top 40 to a top 30



Marvin Gaye, a consistent hitmaker on the Tamla label, will appear at the Copacabana, New York, Aug. 4 through 17. Just released is his newest single, "Little Darling (I Need You)," Tamla 54138, taken from his current smash album, "Moods of Marvin Gaye," Tamla 266. (Advertisement)

improve the situation?" he asked. "It is difficult to be accurate in the lower half of the list."

He promptly answered his own question by announcing that in the next WLS survey dealers were to

(Continued on page 53)

Wide Interest In BB Tape Seminar

NEW YORK—Registrations for the Billboard Forum's Tape Cartridge Conference, to be held Aug. 29-30 at Chicago's Edgewater Beach Hotel, reveals a nationwide and multi-industry interest in the cartridge field, according to Coleman Finkel, Conference co-ordinator.

Finkel, a specialist in developing educational seminars, said that registrations to date represent 13 States and two foreign countries. Similarly, "executives who will attend the Conference represent a list of corporations which reads like a Who's Who of American business," Finkel said.

The companies are in various fields, including leading equipment manufacturers, the top record companies, plastics manufacturers, the major raw tape suppliers, automotive firms, electronics and accessory manufacturers, record distributors, rack jobbers, music publishers, electronics dealers and distributors, background music firms, tape duplicators and playback installers.

Other registrants include individuals who represent firms and organizations whose immediate link with the tape cartridge industry appears remote, Finkel said, but it is apparent that from their vantage point a deeper knowledge of the field will satisfy a need. These range from representatives of an established church group to executives from a glass company and a chemical corporation.

Among the registrants are executives representing several leading consumer magazine publishing companies.

The intense interest in the cartridge industry by the firms who will be represented, Finkel said, can be found in the unusually high number of multiple registrations from individual companies. This indicates the desire on the part of the firms to expose as many of their key people as possible to the latest information in the cartridge industry.

Finkel also said that requests for exhibit space are being considered, and those that comply with the Forum's ground rules will be approved. Due to limited

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Columbia Record Club Sets Discount Mail-Order Push

NEW YORK—The Columbia Record Club will launch a discount mail-order operation in September similar to that of Record Club of America, Billboard learned last week. The plan is to be "tested" by Columbia offers the privilege of buying LP's on any label at a discount of 33½ per cent or more off list price in return for a \$5 annual membership fee. In several respects the Columbia club's pitch to members is designed to be more enticing than that of Record Club of America.

Columbia will call its new venture Records Unlimited, and will use a Harmony, Ind., mailing address. Harmony is 30 miles from the Columbia Record Club fulfillment headquarters in Terre Haute, Ind.

No mention is made of Columbia in the initial advertisements which will announce Records Unlimited. Columbia, in confirming its move into the record discount mail-order field, told Billboard that Records Unlimited was a "test using limited advertising space" to determine the feasibility of this marketing concept.

Columbia's "test" will utilize space in such mass consumer media as TV Guide, Time, Playboy, Esquire and High Fidelity Magazine. The initial advertisement will break Sept. 14 in TV Guide and Playboy, with other advertisements to appear in publications going on sale Sept. 25. A Columbia spokesman indicated that only the regional edition of some publications will be used, but he was uncertain as to which will be used nationally or regionally in its test.

The Records Unlimited advertisement will be headlined: "The First All-Label, No-Obligation Discount Record Service to Offer All These Advantages." Its offer includes:

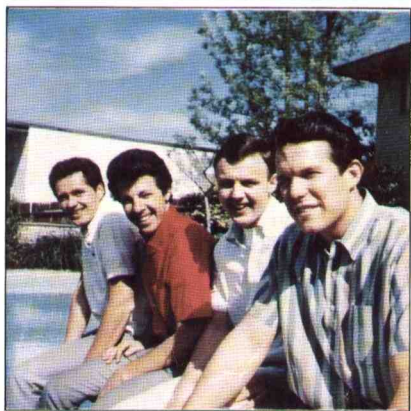
(Continued on page 10)

ITCC Gets Rights To A&M Product

NEW YORK — Larry Finley's International Tape Cartridge Corp. last week won the exclusive CARtridge rights to the A&M Records line on a long-term basis. Finley thus plucked the cartridge plum of the day in gaining sole rights to what continues to be the hottest album line in the business. This acquisition further solidifies ITCC's position in the industry.

ITCC will make A&M product available in Lear-8 and standard 4-track configurations. Finley has agreed to release cartridge versions of new A&M releases day-and-date with their disk release.

(Continued on page 50)

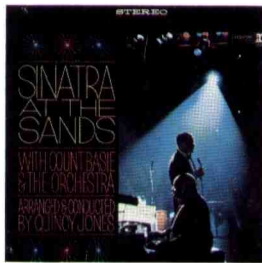


Keeping cool following their hot single chart breaker of "Younger Girl," The Hondells are set to score again with their new Mercury Records' single, "Kissin' My Life Away" (Mercury 72605).

(Advertisement)

(Advertisement)

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SINATRA AT THE SANDS
Reprise Album No. 1019

reprise





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A new, fast-action single from
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Computer Revolution

Through the foresightedness and perseverance of Victor Linn, Epic Records' director of administration, the record industry is now being given another opportunity to become a part of the computer revolution. (See separate story.)

Heretofore, the computer was the sole property of the multi-million-dollar organization, but now it is no longer beyond the reach of the small business man. The new data processing techniques have made big business bigger, and if adopted by the record industry, it, too, will become even bigger.

It cannot be done individually. It must be a unified industry effort to work successfully for the benefit of all in the industry. The computer is here. What's good for General Motors will be good for the record business.

London Gets Bernstein For Three LP Dates

SAN FRANCISCO — In a special arrangement with Columbia Records, Leonard Bernstein recorded three LP's to be released under the London Records banner. The disks, which will be released within the next several months, will mark the first time Bernstein has recorded for any label other than Columbia with which he has a lifetime contract.

London was able to get Bernstein, who is considered one of the top-selling classical artists in the country, in an exchange deal for the Vienna Philharmonic Orchestra. Columbia wanted the Vienna Philharmonic, which is under exclusive contract to London, for its recording of "Falstaff" with Bernstein conducting. The "Falstaff" package will contain three LP's therefore Bernstein was committed to three LP's for London. Bernstein's first release for London with the Vienna Philharmonic will be Mahler's "Das

Liede Von Der Erde," a two-LP set. Following the Mahler release will be a single LP release of a Mozart work.

The release dates for the Bernstein disks have not yet been set, but Terry McEwen, director of London's classical division, unveiled the label's August schedule at the company's regional sales meeting here last week. On tap are two opera's, Verdi's "Nabucco" starring Elena Suliotis, Dora Carral, Tito Gobbi, Bruno Prevedi and Carlo Cava and Bartok's "Bluebeard's Castle" starring Christa Ludwig and Walter Berry. The other packages in the August schedule are Mozart's "Requiem Mass in D Minor" with Elly Ameling, Marilyn Hirne, Ugo Benelli and Tugomir Franc; Bach's "The Art of Fugue" with the Stuttgart Chamber Orchestra; Herbert Von Karajan conducting the Vienna Philharmonic on Dvorak's "Symphony No. 8," and an LP with pianist Vladimir Ashkenazy.

EXECUTIVE TURNTABLE

Saul Saget is the new director of advertising and sales promotion for Epic Records. He transferred to Epic as manager of advertising and sales promotion last year after serving as chief copywriter in advertising and sales promotion for Columbia Records. In his new post, he will be responsible to Leonard Levy, Epic vice-president.

Milton Herson has been named executive head of Tom Anthony as liaison between the creative staff and clients by Music Makers. Anthony takes over the duties previously handled by Herman Edel, who is no longer with the firm.

Artie Kornfield, songwriter-producer, has been appointed to the a&R staff of Mercury Records. His

contractual agreement also includes exclusive songwriting for Mercury. Kornfield, co-author of "Pied Piper," will be involved in the acquisition and recording of new acts. He also will be assigned production duties for acts now under contract to Mercury, Philips, Smash and Fontana. Kornfield will operate out of Mercury's New York offices and will report directly to Charles Fach, director of recorded product. He joins Mercury after a year with Koppelman-Rubin Associates.

Olivier Daniel, BMI assistant vice-president in charge of concert music administration, has been named to the United States National Commission for the United Nations Education, Scientific and Cultural Organization as representative. (Continued on page 10)

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RECORD REVIEWS

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Central Computer Service Could Solve Disk Accounting Problems

By MIKE GROSS

LAS VEGAS — A central computer service for processing data and returning information to local distributors by means of teletype circuits has been proposed by Victor Linn, Epic Records' director of administration. It is aimed at simplifying the accounting methods of disk distributors.

For the time being, Epic will be the supplier of the data processing service. It is expected, though, that the service would be turned over to a yet to be named subsidiary as an additional profit center in the CBS complex.

The central computer service for processing data by means of teletype circuits is being offered by Western Union in a diversification move.

Linn explained that Western Union, based upon data he supplied, designed a system which, if successful, would enable any group of distributors to avail themselves of expertise and equipment which individually they could not afford.

He added that if, after a further 90-day study, the system indicates it can safeguard information, process it and retrieve it as desired at a practical cost, any group of distributors will have the opportunity to use a management tool which was available in the past to only a few large companies. It's been estimated that the cost would come to less than 1 per cent a year of distributor's net.

"The program which has been evolved," Linn said, "leaves full management decisions in the hands of the manager." He further explained that in order for a central processing machine to be put to use, a uniform design of invoices, statements and statistical reporting forms is essential.

New basic data formats have been designed which may be similar to the ones some distributors presently use. To eliminate a step, the clerk who now takes the orders and writes them on the combination order-form

invoice will type the order directly onto the teletypewriter as it is received over the telephone. Once the identifying code has been typed in, the computer will take it from there.

The clerk will type in a terms code, to reflect what, if any, dating arrangements apply, and will then proceed to take the order on a selection-by-selection basis. As the selection, number and quantity is typed, the computer will determine the availability of inventory and the unit price of that inventory.

If the inventory is not available, the machine will so indicate and obviously presume no extension. It will, however, put information into memory for recall later in the day on a daily back-order report.

"At the end of the day," Linn said, "a transmission will be made to the computer center, indicating any necessary adjustments to bring the accounts-receivable file to a current position. As the operator completes the order and the computer performs its extension and totaling work, the computer will combine the former accounts-receivable balance with the value of the new order and compare that total against the credit limits which the managers have previously established. If there is an over-the-limit condition present, the computer will bring this fact to the manager's

attention by asking for the authority to proceed despite the condition. It will not perform the final totalling function until the manager gives the operator the instruction to override the exceeded credit limit.

"In this way, the accounts receivable will be constantly updated by virtue of invoices and credits issued, billing adjustments made and payments received. It will not be necessary to maintain the traditional ledgers. On an inquiry basis, the managers will be able to secure from the computer the status of any or all accounts at any moment. This status report will provide such information as account aging, regular and dating billing status, etc. Statements would be run once a month. The statements will provide the precise accounts - receivable statement data required of each account."

Linn added that a prepared questionnaire revealed inventory control to be far the most pertinent problem for the distributor. The question of controlling 25,000 or more selection numbers is complex in itself, but what complicates it even further is that roughly 15 per cent of the selections in inventory may represent as much as 80 per cent of the dollar volume. Because of this, he pointed out, critical day-by-day control on a limited number of hot items must be exerted.

"Inventory control," Linn reported, "means different things to each distributor. In the case of a small distributor, it may represent a total of 5,000 to 7,000 different numbers.

"To the large, multi-label one, it may represent 30,000 to 45,000 numbers. It is assumed that a very small percentage of these numbers will demand daily tracking, reflecting movement and available inventory. Information such as a hot-item report listing the selection, number, present inventory, five previous days' activity plus a 15-day average would be transmitted during the night and

(Continued on page 50)

BILLB'D NAME USE PROHIBITED

NEW YORK—The existence of an organization by the name of Billboard Record Distribution has just been called to our attention. This organization is in no way affiliated or connected with Billboard or The Billboard Publishing Company, and accordingly we have requested that it immediately discontinue using the word Billboard as part of its name.

11 Diskeries to Exhibit at NARA Convention in N. Y.

NEW YORK—The National Association of Radio Announcers launches its four-day 1966 convention here Thursday (11) at the Waldorf-Astoria. Nearly 500 r&b radio-TV personalities and record company executives were expected, according to Jack Walker, president of the hosting Metropolitan chapter of NARA, and Del Shields, executive vice-president of the national organization.

Eleven record companies and an independent record production firm were slated as of last week to exhibit at the convention — ABC, Atlantic, Capitol, Columbia, Epic, Liberty, Mercury, MGM, Mira, RCA Victor, Scepter and Ramont Enterprises, Pepsi, Ballentine and Ronnies Casuals dress shops were also to exhibit.

Topics for discussion at workshop clinics during the convention include everything from "The Legal Aspect of Radio and the Broadcaster's Responsibility" and Dr. Sidney Roslow of Pulse speaking on audience ratings to

"The Changing Negro Market and Its Effect on Negro Deejays" and "Format Programming vs. Personality Deejays."

The Golden Mike Awards—first annual presentation — will be held Saturday night at a formal dinner. Nominated for best r&b single of the year are "When a Man Loves a Woman," by Percy Sledge, "Uplight," by Stevie Wonder and "It's a Man's World," by James Brown. For best r&b LP are "The Soul Album," by Otis Redding, "Lou Rawls Live" and "Grits and Soul," by James Brown. Nominations for best female vocalist are Dionne Warwick, Nancy Wilson and Fontella Bass; best male vocalist—James Brown, Otis Redding and Joe Tex; best female group—Supremes, Martha and the Vandellas and the Marvelettes; best male group—Temptations, Impressions and the Four Tops.

Up for best jazz single are "In Crowd," by Ramsey Lewis Trio, "Got My Mojo Working," by Jimmy Smith and "Misty,"

by Richard Holmes. Best jazz album—"In Crowd" and "Got My Mojo Working." Best gospel record — "Ain't No Use, Can't Nobody Turn Me Around," by the Mighty Clouds of Joy, and "Peace Be Still," by James Cleveland.

The Sam Cooke Award for distinguished service in human relations will also be presented, along with the Dave Dixon Award for distinguished service to NARA. More than 900 are expected for the dinner.

The convention will be highlighted by a golf tournament, reception and luncheons and dinners. James Brown will star in a revue Friday night. Events for wives have been scheduled. Sunday will mark the Woman of the Year reception and NARA's Hall of Fame inauguration.

Two separate shows featuring a total of 34 acts will wind up the convention Sunday night at the Village Theater, with all funds going to benefit NARA.

London Launches Regional Meets

By MIKE GROSS

SAN FRANCISCO—London Records launched a series of four regional meetings here last week carrying theme of "Product, Stability and Profit" to its distributors and their salesmen. The London team, who hit New Orleans during the middle of last week and have other meetings scheduled this week in Chicago and New York, consists of Herb Goldfarb, national sales manager; Walt Maguire, head of pop a&r and sales; Marty Wargo, director of administration; Terry McEwen, director of the classical division, and More Shulman, Sy Warner and Jack Weldfeld.

The meeting here, keynoted by Goldfarb, pointed to London's upward sales trend over

the past few years and mentioned that the company was going to back up its new product by doubling its advertisement budget for the coming year in consumer magazines and the trade press.

Goldfarb also added that London was unique in that it could boast of 10 catalogs under one roof. The catalogs are: Opera, classical, Phase 4, Mantovani, International, the Richmond budget line, pop and London Group LP's, tapes and singles.

Highlighting the meeting was the unveiling of new product in the pop, Phase 4, London International and classical (see separate story), and the company's entry into the tape CARtridge field via Ampex (see separate story). There are 26 new

LP's in London's fall release.

Featured in the pop release are albums by Marianne Faithfull, Caterina Valente, David Whitfield, and the Jacques Loussier Trio. The Phase 4 albums are by Stanley Black, Ronnie Aldrich, Frank Chacksfield and Ted Heath. London is planning a special push on Aldrich's Phase 4 set when the pianist arrives in the U. S. in September. He'll be sent out on a cross-country promotion tour and London is arranging to have display material on Aldrich's album in 1,500 windows around the country. In the Phase 4 Concert Series are the new packages featuring Leopold Stokowski and Camarata.

The Stokowski package spotlights selections from Tchaikovsky's "Swan Lake" and "Sleeping Beauty" and the Camarata set is titled "Verdi Spectacular." This marks Camarata's debut in Phase 4.

In the eight releases under the (Continued on page 52)

ABC Distributors Hear New Album Product

NEW YORK—Some 31 new albums were introduced to ABC Records distributors last week in meetings here and in Chicago and Los Angeles. Howard Stark, ABC Records Division vice-president, and Bud Katzel, national sales manager, hosted the Chicago meeting Monday (25). The following day, the pair went to the Hotel Warwick for the New York presentation, where they were joined by Larry Newton, president of the label. Jay Lasker and Irwin Garr, ABC vice-presidents, hosted the Los Angeles meeting Wednesday (27).

Product included 11 ABC albums and eight by Impulse, three by Dunhill, one by Tangerine, three by 20th Century-Fox and two by Movietone. The last-named are the first albums released by ABC under its distribution deal with 20th Century.

Artists include Ray Charles, Jamie and the J. Silvia Singers, Frank DeVolo and the Rainbow Strings, Carlos Montoya, Yomo Toro, Yank Lawson and His Yankee Clippers featuring Chico Hamilton, Elton Britt, Peter DeAngelis, Della Reese, Count Basie and the Alan Copeland (Continued on page 52)



BUD KATZEL, ABC RECORDS national sales manager, tells Eastern distributors about the label's upcoming product at the New York distributor meeting.

Don Law Is Winner Of Southard Award

LAS VEGAS — Don Law, executive producer of Columbia Records country and western artists and repertoire, received the Paul E. Southard Award at the closing banquet of Columbia's national sales convention for his industry contributions during his 40 years with the company. The Boston sales office received the Outstanding Distributor Award, which included an engraved plaque to the distributorship and wrist-watches to office personnel and salesmen.

George Ryan, sales manager of the Boston office, and Roy Mollomo, his promotion manager, received 1966 Pontiacs as Columbia's top sales manager and top promotion manager. Charles Graham of the Cleveland sales office received a Pontiac and other prizes as top salesman in the nation. Awards as the leading sales and promotion managers in each division went to Ryan and Mollomo, Boston; Patrick Butler, sales, and Chuck

Gregory, promotion, San Francisco; Bill Kelly, sales, and Chuck Moore, promotion, Cincinnati, and Henry Aubuchon, sales, and Gordon Krahn, promotion, Milwaukee.

Salesmen awards in each division went to: No. 1, Bob Kerns, New York/Newark; Carroll Littlejohn, San Francisco; Graham, Cleveland, and Skip Byrd, New Orleans; second, Burt Whitman, Boston; Jim Slocum, Atlanta, and Bob Hall, Cincinnati; third, Dick Weybright, Chicago; Gene Edwards, Detroit; Carl Denman, St. Louis; Ken Easterbrook, Pittsburgh, and Al Ripley, Milwaukee; fourth, Bill Weiss, Philadelphia; Homan Crawford, Dallas; Jim Patterson, Hartford, and Bill Broege, Milwaukee, and fifth, Atherton Morse, Boston; Grady Steen, Atlanta; Don Walters, Washington, and Ted Marcha, Syracuse.

Arnold Fuld of the Chicopee Service Center received the first. (Continued on page 52)

Hops Help Mercury Break Tight Playlist

By CLAUDE HALL

NEW YORK—Mercury Records uses record hops as one of the major methods of breaking through the tight playlists of many of the nation's Hot 100 format radio stations. Charlie Fach, vice-president and director of recorded product for the Mercury Records combine, said he felt the tight playlist has to be combatted before the record is even recorded.

An artist like Roger Miller is established and almost certain to get airplay, but a new artist or group has an almost insurmountable wall in front of them. When a record by a new group is released, Fach said, the group has to promote right along with the record company by personal appearances and doing record hops.

"Record hops are the one wedge we still have with radio stations," he said. "If a group goes into Philadelphia on a weekend and works five or six

record hops for different radio stations, besides maybe impressing the stations with their sound and influencing the station to play their records, the group is (Continued on page 24)

Beta Develops Latin With Tico, Ceta

NEW YORK—Beta Distributing is developing a strong Latin division with the recent acquisition of the Tico and Ceta lines. Beta previously acquired Allegre, Fonesca, Fenya and Fantasy, other Latin lines. Ed Echevarria was appointed head of the Latin Division for the New York distributor. Echevarria also is in charge of other foreign foreign product.

Other recent acquisitions by Beta were the Roulette line, and the Jay-Gee labels, including Jubilee, Josie, B. T. Puppy, and Port. The Jay-Gee lines were obtained when the Cosnat Corp., which owns Jay-Gee, left the New York distribution field. Before that, Beta gained the lines of Superior Distributors, which went out of business. Labels included Riverside, King, Jamie and Guyden.

Matty Mathews, who was with Superior, and Joe Senkiewicz have been appointed promotion men for Beta. Other recent appointments by Johnny Halonka, Beta manager, were Frank Cama, a former Decca branch manager, who was named general sales manager, and Herbert Merrian to head the shipping department.

Judge Denies Motion to Dismiss Al Huskey Suit

LOS ANGELES — Superior Court Department 63 Judge James Whyte last Thursday



HERMAN GIMBEL, president of Audio Fidelity Records, learns the fundamentals of exotic dancing from Nai Bonet, whose first AF single, "Jelly Belly," was released last week.

denied a motion by Walter Hurst, a defense attorney, to dismiss the Al Huskey payola-damage suit for lack of prosecution. Hurst, representing KDEO (San Diego) deejay Chuck Daugherty, charged that Huskey had not expedited the case properly over the past two years.

Daugherty had denied all wrongdoing in his answer to the charge. Hurst had pointed out in a declaration filed with the motion. He felt his client was the subject of embarrassment because of his association with allegations as yet unproved.

In another motion filed in Department 63 by Hurst for a summary judgment releasing Daugherty on the basis that no evidence has been released tying him to the allegations, Judge Whyte shifted that action to Department 66. A hearing was set on this second motion for Aug. 3.

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Vol. 78 No. 32



PHILIPS, ANGEL TO BOW BUDGET CLASSICAL LP'S

NEW YORK—New budget classical lines by Philips and Angel are being readied for introduction. The Philips label, which will probably be announced this week, will consist mainly of new recordings. The new Angel label, Seraphim, is expected out after Labor Day. Both new and cut-out items will be included.




Chad and Jeremy!

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“Distant Shores”

4-43682

Where the action is. On COLUMBIA RECORDS 

MEN AT BILLBOARD FORUM'S TAPE CARTRIDGE CONFERENCE

Aug. 29-30

Edgewater Beach Hotel, Chicago



ETHAN CASTON, vice-president, record division, Wallich's Music City, Inc., Hollywood.

Caston, one of the music-record fraternity's most respected members, had 15 years' experience as a professional musician and band leader before turning to sales. He started on ground floor with the Wallich's chain 12 years ago.



DARSE S. CRANDALL, product manager-television-stereo, Aimcee Wholesale Corp., New York.

A marketing specialist whose rich experience goes back to his start as Montgomery Ward's assistant television buyer. He is responsible today for AMC's television, console stereo, components, tape recorders, musical instruments, accessories, in all AMC stores.



LARRY FINLEY, president, International Tape Cartridge Corp., New York.

Finley's meteoric rise in the cartridge industry (See Billboard, June 25) symbolizes the field's growth. His firm was founded little more than a year ago as a multiple label duplicating-marketing organization. Today, it's a major source for 4, Lear-8, Orrtronics-8 track cartridges.



JACK FRANKFORD, president, Michigan Mobile Radio, Inc., Detroit.

Dynamic, young merchandiser in cartridge playback field whose unique success in both retail and wholesale fields during a short period of time has won for him national attention as one of the leading car cartridge equipment installers.



STAN GORTIKOV, president, Capitol Records Distributing Corp., Hollywood.

Gortikov is recognized as one of the record industry's leading marketing experts and among its most articulate spokesmen. He has contributed considerably to the stabilization of record industry price structures with his revolutionary "one-price-to-all" policies.



ARTHUR C. GROBARY, president, Discount Record Center Stores, Beverly Hills, Calif.

Grobary today heads the highly successful five-store Discount Record Center Stores chain within Greater Los Angeles and has emerged as one of the volume outlets for both tape and disk products. He turned retailer after 20 years as sales executive with Decca Records.



AMOS HEILICHER, president, Heilicher Bros., Minneapolis.

Heilicher, one of the record industry's leading statesmen, was the president of ARMADA prior to its merger with NARM, and today is a member of NARM's board. He was among the first record distributors to move into the cartridge field.



WILLIAM LEAR SR., president, Lear Jet Corp., Wichita, Kan.

Lear is generally recognized as father of the 8-track cartridge concept, who with RCA Victor and Ford Motor Co. is credited with igniting nationwide interest in the car cartridge form of reproducing recorded sound. He's among the country's leading industrialists (See Billboard, March 5).



GEORGE K. MERY, Dynamic Devices, Inc., San Antonio.

One of the pioneer installers of tape cartridge equipment in the Southwest, Mery today heads one of the nation's most successful equipment and playback sales outlets. His experience is valued by many in the field (See Billboard, March 5).



BILL MULCAHY, president, TelPro Industries, Inc., Cherry Hill, N.J.

Mulcahy's firm is the oldest cartridge manufacturer in the business, and owns the Fidelipac cartridge. In addition, the firm also manufactures playback equipment, as well as 8-track cartridges. Mulcahy has been a frequent spokesman for the cartridge industry.



EARL MUNTZ, president, Muntz Stereo-Pak, Inc., Van Nuys, Calif.

Muntz, one of the most colorful figures in a colorful industry, was the first to market tape cartridge playback units on a mass scale, and today is among the industry leaders. He is recognized as founder of the industry.



DAVID NAGER, sales manager, consumer products division, Automatic Radio Sales, Inc., Melrose, Mass.

Nager has been a moving force in the tape cartridge equipment field in heading the sales activities of one of the industry's pioneer manufacturers. His firm specializes in the after-market field.



MORT NASATIR, president, MGM Records, Inc., New York.

He is recognized as a merchandising specialist; his firm is the only important record company whose product is being made available in four different cartridge forms (4, Lear-8, Orrtronics-8, and Playtape-2 track).



JOHN J. NEVIN, car product planning manager, Ford Division, Ford Motor Co., Dearborn, Mich.

Nevin was Lincoln-Mercury's product planning manager, and has held several important positions within the Ford Motor Co. He shares in the credit with several other key Ford executives in recognizing the potential of the car cartridge concept.



JOHN A. O'HARA, director of tape development, consumer electronics division, Philco Corp., Philadelphia, Pa.

O'Hara's background includes serving as marketing manager for RCA International, and as marketing manager for TRW's Bell Sound Division. His leadership in the home equipment field is accentuated by his firm being among the first in the home cartridge field.



WYBO SEMMELINK, assistant vice-president, North American Philips Co., New York.

Semmelink joined North American Philips as a salesman in 1946, and climbed the firm's ranks to where he today serves as manager of the Norelco high fidelity products department. He is spearheading his firm's marketing of the Philips cassette system in the U. S.



JAMES SHIPLEY, executive vice-president, Main Line Cleveland, Cleveland.

Shipley heads one of RCA Victor's leading independent distributorships. Recently, his firm moved into the rack-jobbing field. He was among the first record distributors to move into the cartridge field, handling equipment as well as cartridges.



PAUL STANLEY, general manager, Levine's Auto Supply Co., San Francisco.

Stanley is recognized as among the outstanding sales distribution specialists in the automotive accessory field. His knowledge in the auto after-market field has won wide recognition.



CECIL STEEN, president, Record-wagon, Woburn, Mass.

Steen is a former president of NARM, and today serves as a member of its board. He is one of the record industry's most successful merchandisers, and among the first to handle tape cartridge product and playbacks.



IRWIN STEINBERG, executive vice-president, Mercury Record Corp., Chicago.

Steinberg is a leading statesman within the ranks of the recording industry. His firm today is pioneering the Philips Cassette cartridge system, in addition to making its recordings available in 4 and 8-track forms.



VINCENT VECCHIONE, manager, consumer products, Borg-Warner, Bellwood, Ill.

Vecchione is recognized for his foresight in leading his division into the cartridge field more than a year ago, and today has reaped the reward of having established a firm hold on a share of the playback equipment market.



W. B. WILFONG, radio-phonograph merchandiser, Goodyear Tire & Rubber Co., Akron, Ohio.

Bert Wilfong came to Goodyear in 1957 with 10 years' retailing experience from Allied Stores. He joined Goodyear as assistant automotive merchandiser, and four years ago assumed his present post. In his current capacity, he led his firm into the cartridge field.

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5.79	3.59	.72	2.87
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3.79	2.35	.47	1.88
1.89	1.17	.23	.94

THE NEW HITS OF T. TEXAS TYLER



SLP 379

RED SOVINE



SLP 383

THUNDER ON THE ROAD



SLP 386

THE TALL TWELVE



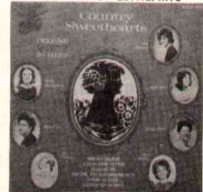
SLP 391

THE LEWIS FAMILY ALBUM



SLP 381

COUNTRY SWEETHEARTS



SLP 8-385

STARDAY RECORDS, P.O. BOX 115, MADISON, TENNESSEE



GATHERED IN THE OFFICE of Herbert Marks, the trainees and their immediate department heads are (left to right) Bob Jewels, director of special projects; Robert Schenck, University of Rochester; Steve Millner, Yale University; Ed Delfino, production manager; Tom Engelman, University of Wisconsin; Jim Fiorato, Yonkers High School; George Bickman, head of the shipping department; Kathy Diamond; Jeff Lewis, University of Buffalo, who is serving here for his fourth summer, and Hrair Megerian, Northeastern University. The eighth worker is Tom Martin, who was ill when the photo was taken.

Decca Moves on Dubbing Action

By ELIOT TIEGEL

LOS ANGELES—Decca Records has threatened "appropriate action" against Merrimac Music Industries, which duplicated a Bert Kaempfert stereo tape without authorization onto a background programming cartridge July 20.

The dubbing overseen by Merrimac's sales manager, Neal Ames is meant to point up flagrant bootlegging practices of hundreds of background music companies and create an awareness among the record manufacturers that their products are being misappropriated.

Decca's reply to the intentional dubbing of "The Magic Music of Far Away Places" reel tape, followed a letter sent president Milton Rackmil in New York revealing the dubbing session. The New York headquartered company fired off a telegram received by Merrimac on Friday (22) stating: "No permission granted to you or anyone to duplicate our product. Action will be taken in any appropriate case. Letter follows."

Yamin Letter

Ames received the follow-up letter, signed by Samuel Yamin, vice-president and secretary, last Tuesday (26) in which the executive wrote: "We require your immediate advice, either that you did not, in fact, make the duplication as reported, or that you will immediately destroy it and any and all derivatives thereof, without making use thereof in any other way. Your failure to advise us within one week from this date will result in appropriate action against you without further notice."

Yamin further warned: "You are, of course, fully aware of the fact that such action on your part will constitute an unlawful appropriation of property rights belonging exclusively to Mr. Kaempfert and us, will interfere with contractual relations between us, may constitute copy-

right infringements and that your use of Mr. Kaempfert's name or picture by you for the sale or lease of the material will be an invasion of Mr. Kaempfert's right of privacy and/or civil rights."

The Decca executive further noted that his company was investigating the West Coast company singled out in Ames June 30 letter as an alleged bootlegger of products by majoring recording companies.

Reply to Yamin

In replying to Yamin's letter, Ames noted last week the new company was "involved in a highly competitive industry and paying substantial amounts of money for the use of recorded product." He said a market survey had "produced information that bootlegging of recorded products, including that of your company, is so widespread, that it is impossible to compete with people who are stealing this product."

"As we indicated in our first letter to you (June 30), we can only infer that the practice is legal or that the practice is illegal and you couldn't care less. If we are forced in order to be competitive, to emulate the hundreds of bootleggers in the United States, please be assured that we will do so. The next move is up to you. If you want further information concerning bootleggers, we will be most delighted to supply you with it."

Ames said the four-hour master tape incorporating the Kaempfert material as well as material purchased and recorded by Merrimac itself, was in the company's library. Dubs of this master had been made, but Ames was hesitant to reveal how many copies had been duplicated. He admitted having offered the programming, highlighted by Kaempfert's playing, to potential customers, who showed a willingness to buy it if they were indemnified against any legal ramifications. Ames further admitted he hadn't de-

livered any of the dubs to anyone, but he cited a "hold harmless" clause in his distributor's music and record licensing agreement which states that the licensor "indemnifies the licensee and will save it harmless from all claims, demands, suits or judgments for such costs."

Merrimac is currently duplicating programming material for use via reel-to-reel tape at both 17% and 3 3/4 inches per second, tape CARtridges at 1 1/2 i.p.s. and nine-inch recordings at 16 2/3 r.p.m. for use on Seeburg type background systems phonographs.

Referring to his flaunting of Decca's property rights and his public avowal to seek a lawsuit and make the bootlegging of phonograph records in the background industry a criminal offense—Ames said that unless some precedence was set he'd go to Music City and secure tapes of other companies for re-sale to potential clients.

Welcomes Legal Action

He said he welcomed legal action by Decca, which he thought would draw out what he termed the activities of the "backyard entrepreneurs." The unchecked activities of these bootleggers—an executive with a Muzak franchise in L. A. indicated there were 300 such firms in the country—was hurting the legitimate background operators who had to fight lower prices and unfair competition situations.

"Our action is based purely on principal," Ames stated. "We want Decca to make a decision as to whether no one can use their music or everyone can."

The user of unauthorized duplicated music shares the same liability for any civil action as does the provider, Ames pointed out. The record companies have fought against the pirating of their products for re-sale to consumers. Why, he mutters, aren't they concerned about protecting their property in the background field?

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Columbia's New Staff Line-Up

NEW YORK—Goddard Lieber-son, who recently took over as president of the newly formed CBS/Columbia Group, lined up his staff assignments last week, and at the same time Columbia Records realigned several key posts.

Under Lieber-son in the CBS/Columbia Group will be Leonard Burkart, vice-president of information services; Seymour Gartenberg, vice-president and assistant to the president; Irving Townsend, vice-president of West Coast, and James Dalgeish, director of organization and management development.

Burkart, who moves up to Group from his post as vice-president of Creative Services at Columbia Records, will maintain close relation with the record division's Information and Design departments of the divisions. Gartenberg, who now has over-all responsibility for the finance, administration, planning and diversification activities of CBS/Columbia and the Divisions in the Group, had been vice-president of Finance at Columbia Records. Townsend, who had been vice-president of West Coast at Columbia, will act as liaison representative for the Group in the 12 Western States. Dalgeish had been director of Organization and Management Development of Columbia since 1962.

On the Columbia level, Stan-

ley Kavan has assumed broad-ened responsibilities as vice-president of Merchandising and Creative Services. Kavan, who had been vice-president of Merchandising, will now be responsible to William P. Gallagher, Columbia Records vice-president, for directing not only Columbia label's merchandising activities but those of art and design, editorial services and advertising as well. Under Kavan, Robert Cato has taken on increased responsibilities as Columbia's Director of Art, Design and Editorial Services. In

addition to all members of the Art and Design Department, Jay Harrison, director of editorial services, and Maida Schwartz, manager, Administration, will report to Cato.

Also, John Ryan has been promoted to vice-president of Manufacturing of CBS Records. He'll be responsible to Albert Earl, vice-president of Operations for CBS Records, for directing the manufacture of records, tapes and related product at the Pitman, Terre Haute and Santa Maria plants. He will also be responsible for the printing activities at the Hawthorne, N. J., printing facilities.

Also on the CBS Records level, Richard Bellach has been named director of Finance. He will be responsible to Clive J. Davis, vice-president and general manager of CBS Records, for organizing and directing the CBS Records Finance function in accordance with CBS/Columbia Group Finance policies. And, Robert Altschuler has been set as director of Press and Public Information of CBS Records. Altschuler, whose previous title was director of Press and Information of Columbia Records, will report directly to Davis. He will direct the publicity activities in both the consumer and trade press for all of CBS Records, which includes the Columbia, Epic, Date, Okeh, Harmony and Crossroads labels and the CBS Legacy Collection.

E. B. Marks Hires Summer Brigade

NEW YORK—E. B. Marks Music has long had a program of hiring high school and college students for summer work. This year some eight youngsters form the summer brigade. One of them is a woman, Katherine Diamond, who is considering steady employment at Marks this fall.

First woman in the program was Victoria Marks, whose father is foreign manager and vice-president of the firm. She worked at the publishing company last summer before spending her junior college year in Paris.

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He sings! He plays! He flies
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From Jimmy's
new album*
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*Also available on Ampex tape
Verve Records is a division of Metro-Goldwyn-Mayer Inc.

Columbia Record Club Sets Discount Mail-Order Push

• Continued from page 1

"Big Discounts! Always at least 33 1/3 per cent . . . in many cases up to 79 per cent!

"Pay After You Play! Charge all your purchases . . . an exclusive Records Unlimited feature!

"Unlimited Selection! Any Record on any label available in the United States!

"No Minimum Purchase Re-

quired! You order only the records you want . . . when You want them!

"Plus a unique extra bonus . . . A Free Record of Your Choice when you pay the Records Unlimited enrollment fee."

The advertisement carries a discount schedule listing the following: records listed from \$1.79 to \$1.98 will be sold by Records Unlimited for \$1.19; \$2.79-\$2.98 for \$1.84; \$3.79-

\$3.98, \$2.38; \$4.79 - \$4.98, 2.98; \$5.79 - \$5.98, \$3.68; \$6.79-\$6.98, for \$4.32. In addition, members will pay "a small handling fee" on records ordered.

A Records Unlimited special feature is the fact that it extends credit to its members. Record Club of America requires cash with order. Records Unlimited will also tie in the sale of audio equipment and musical instruments on a charge basis.

Members will receive a monthly "magazine" which "will carry listings of new releases and best selling hit records. And, as an extra service, the magazine will also contain full information on selected items of particular interest to Records Unlimited members—such as phonographs, high fidelity components, audio equipment and musical instruments—all available on credit and special savings!"

Records Unlimited will function as a division of the Columbia Record Club under Neil Keating, CBS direct-mail services vice-president and general manager. Its operation will be as a separate entity from the Columbia Record Club in product procurement. Wherein the Columbia Record Club acquires club rights to specific releases of various labels and then

At Columbia Convention



COLUMBIA RECORDS' top echelons gather at the label's national sales convention in Las Vegas. Left to right, Goddard Lieberman, president, CBS Columbia Group; Clive Davis, vice-president and general manager, CBS Records, and Bill Gallagher, vice-president of the Columbia label.

presses the disk for club distribution, Records Unlimited will be buying finished product of all the labels it will be selling.

Thus, Columbia's Records Unlimited, as a discount mail-order operation, will be selling the product of such competitors as RCA Victor and Capitol Records, among others. It is evident that it will purchase major label wares from distributors as opposed to buying them on a factory-direct basis.

Records Unlimited becomes the latest addition to the Colum-

bia Record Club's divisions. Others include its Tape Club and its more recent wing, Columbia Masterworks Subscription Service, which was started several years ago to move classical product.

EXECUTIVE TURNTABLE

• Continued from page 3

tative of the National Music Council.

★ ★ ★

Hugh Dallas has joined Tower Records as national sales and promotion manager. Dallas, who is leaving a similar post with Phillips, started in the music business in 1954 as a salesman for Florida Music Sales. Other positions in the industry included Midwestern sales manager for Command Records and Midwestern promotion director for Columbia Records. He will operate out of New York. Sal Licata, who was Eastern regional sales and promotion manager for Tower, has been promoted to assistant national sales manager. He will report directly to Dallas.

★ ★ ★

Carl Deane joins Warner Bros.-Reprise as New York-New Jersey promotion head. He replaces his brother Marvin, shifted to California as the label's national promotion manager. The new employee was formerly with London and before that with Mercury and Shapiro-Bernstein.

★ ★ ★

Tommy Walker has resigned as entertainment director at Disneyland after 11 years. He has opened Entertainment Attractions with headquarters in Anaheim to produce shows.

★ ★ ★

Vince Carbone has joined Jerry Purcell in the New York office. He will be in charge of club dates and college concerts. Carbone had been associated with Tino Barzi and had managed the Tommy and Jimmy Dorsey and the Glenn Miller orchestras. . . . Barry Resnick has joined London Distributors as promotion man. He will handle the Kapp, Hi, Parrot and Congress labels. Resnick previously was promotion man for Sue Records.

★ ★ ★

Barbara Lewis has joined Richard Gersch Associates as vice-president. Miss Lewis, who formed her own firm, Lewis Associates Public Relations earlier this year, previously was a newswoman with the Newark Star-Ledger and the New York Journal-American. She will be in complete charge of client and media contact and service for the Gersch public relations firm. . . . Mark Wildey has been named associate professional manager of Ridge/Tannen Music and their affiliates. Wildey previously was associated with Contemporary Records in England and with Davron Ltd., an English concert booking agency for American artists. He produces the Nashville Teens records for MGM with Dennis Lambert.

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SUMMERTIME
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Etta James & Sugar Pie DeSanto
IN THE BASEMENT
CADET 5539

Little Joe Blue
DIRTY WORK GOING ON
CHECKER 1141

Kip Anderson
WITHOUT A WOMAN
CHECKER 1145

The Dells
THINKIN' ABOUT YOU
CADET 5538

The Strangers
LAND OF MUSIC
*KR 0115

Cash McCALL
WHEN YOU WAKE UP
*THOMAS 307

Monk Higgins
WHO-DUN-IT
*ST. LAWRENCE 1013



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TALENT

Lanie Kazan Scores With Standards at Persian Room

NEW YORK — Lanie Kazan has come a long way as a performing artist in the year she's been under contract with MGM Records. At her Persian Room opening Wednesday night (27),

Miss Kazan came through with a slick, polished, yet emotional program of standards to the delight of the sophisticated and too-often jaded habitués of the posh club.

The fare consisted largely of the oldies which aren't performed too often nowadays—"Blues in the Night," "I Cried for Blues," "Shootin' High," "The Trolley Song" from "Meet Me in St. Louis," "If You Were the Only Girl in the World," "Blue Skies" and a medley from "Porgy and Bess."

She displayed formidable equipment—vocal and otherwise—combined with a clarity of pitch, a considerable range, and diction that enabled the audience to savor each word of the lyrics. She's also acquired a distinctive style.

In "Joey" from "Most Happy Fella," Miss Kazan demonstrated a fine dramatic quality, while she revealed a sharp comic sense in "Peel Me a Grape."

Her concessions to contemporary music were "Feeling Good" and "What Now My Love," both delivered in impressive fashion. Her bit about the girl who waited in a phone booth for 18 years for a call from her beau gave the evening just the light touch it required.

Miss Kazan's future as a singer of standards seems assured. A performance like Wednesday night's is better than par for the course in any supper club in the country, and her simple and direct treatment of Gershwin, Berlin and Loesser material should attract a wide audience of record buyers.

AARON STERNFIELD

Rheingold Festival Pulls Full Houses

NEW YORK—With only one performance under capacity, an attendance of 24,050 was reported by the Rheingold Central Park Music Festival for July 11-17. Arthur Prysock and Johnny Silver, and the Four Tops put on two shows to handle the crowds. Attendance figures were: Prysock and Silver (two shows), 6,200; Freddie and the Dreamers and the Myddle Class, 2,000; the Blues Project, Tom Rush, Jesse Colin Young, 4,250; the Four Tops (two shows), 7,350, and Salute to Greece, 4,250. Extra performances also were slated for Judy Collins and Tom Paxton, Miriam Makeba and the Animals to meet advance demand.



EDDIE FISHER signs an exclusive recording contract with RCA Victor Records. Going over the contract with him is Joseph E. D'Imperio, division vice-president, product and talent development. Fisher was previously with the label from 1950 to 1959 and some of his biggest hits were during that time, including the million-selling "Anytime," "I'm Walking Behind You," "Oh, My Papa" and "I Need You Now." The label recorded him last week in Hollywood where he is appearing at the Cocoanut Grove.

Leonetti Smooth, Assured; Scores Best With Ballads

SAN FRANCISCO—Tommy Leonetti was brought into the hungry i here on a four-week booking and was held over for four more. The extension attests to his drawing power and his development as a legitimate singer of songs. He was in top form at show caught last Monday (25), blending a high-caliber song repertoire with easygoing patter in a highly personable manner.

Leonetti, who records for RCA Victor, is at his best with ballad material and he knows how to pick them. Best of the lot were "My Shining Hour," "The Shadow of Your Smile," "What Now My Love" and "The Impossible Dream." He's now a smooth and assured performer

and top spots should open up to him.

Also on the bill were comedian Howard Storm and blues singer Novella Nelson. Storm is a bright young lad with an amiable style and a pungent wit. He covers a wide field but all his remarks are on target. Miss Nelson's blues delivery is quite stirring and she gets a lot of mileage out of her songs, especially "Lilac Wine."

MIKE GROSS

Fisher Needs New Material

LOS ANGELES — Eddie Fisher opened his fifth engagement at the Cocoanut Grove Thursday (14) before a partisan audience.

He sang 18 songs, or parts thereof, including three salutes to "Mame," which was a bit too much.

He sang standards and offered 11 Jolson-associated songs in his usually accomplished manner, but on "Rockabye" he had a funky "yeah, yeah" ending.

Recently returned to the RCA Victor fold, Fisher hit briefly, current material with "I Will Wait for You," "Do-Re-Mi" and "Strangers in the Night" with a tinge of Yiddish flavor.

Fisher's opening number was shaky, but once through the tune, "Open a New Window," he regained his composure and was in command.

Fisher needs a boost in repertoire. His voice certainly has the rich, smooth qualities to handle new good tunes.

ELIOT TIEGEL

Yardbirds Tour

MINNEAPOLIS—The Yardbirds begin a one-month Summer United States Tour here on Friday (5). The tour concludes on Sept. 4 in Honolulu. Included in the 27-city tour are stops in Chicago, Tulsa, Tucson, San Francisco and San Diego.

Blues Project Finds Rapt Audience at Phone Booth

NEW YORK—Although the Blues Project aroused no one to dance at their opening Monday night (25) at the Phone Booth here, such hit-potential tunes as "Cheryl's Going Home" and "I Just Can't Keep From Crying Sometimes" found rapt listeners. The group is aimed more toward the album market (it's first LP went high up the charts) than single-buying teens, but they showed the versatility and impact to make it in both categories.

Danny Kalb, the leader, did some fancy guitar work on "Catch the Wind"; the entire group sparkled on "Gonna Get me a Mojo Hand." On the other hand, "Alberta" was soft and

mellow. One member switched to a flute on one song; another tune was hard, soulful blues featuring a driving harmonica.

The group consists of Kalb, lead guitar; Al Kooper, electric organ; who arranges and writes most of their material; Roy Blumenfeld, drums; Andy Kulberg, electric bass and flute; Steve Katz rhythm guitar and harmonica. Kooper performed while ill Monday and later entered the hospital.

Appearing on the same bill were the Shags. Their first number was a brilliant jazz rock tune featuring flute and maracas; their second effort was "I'm Happy," a hard jazz rock tune. After that, everything was downhill. CLAUDE HALL

Restrained Style Wears Well With Nancy Ames

LOS ANGELES — Nancy Ames in her Los Angeles night club debut at the new Century Plaza's Westwood Room Tuesday (19), unveiled a restrained style in her 18 selections, which included renditions in English, French and Spanish.

On previous recordings and as the "TW3 Girl" on NBC-TV Miss Ames had presented a stronger, harsher sound than was in evidence. The contrast was welcome and set her off in a new groove. She was soft and caressing on "Where Am I Going?" "Michelle" and "What's the Use of Wondering," all tied together in a unified medley.

Frankie Ortega's 14-piece orchestra was equally restrained in its support, which allowed Miss Ames to remain the dominant instrument.

She switched into a surging pace for "Time After Time" and "What the World Needs Now Is Love" before switching still another time into a third groove—satirical comedy. This material was right off the short-lived "This Was the Week That Was" series and the remembrances broke up both her and a full-house crowd. Miss Ames scored on all counts and her mature presentation sparkled brilliantly.

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COSBY GUEST ON MILLER SEG

BURBANK, Calif. — Bill Cosby will be the first guest star on NBC-TV's "The Roger Miller Show," which will premiere on Sept. 12. Other guests slated during the 1966-67 season are Bobby Darin, Vince Edwards, Arthur Godfrey, Liberace, George Burns, Petula Clark, the Kingston Trio, Tennessee Ernie Ford, Anna Moffo, and Peter, Paul and Mary. The Doodletown Pipers will appear on six out of the 16 shows, including Sept. 12 premiere.



**"...greatest soul-jazz
singer of the '60's"**

Lou Rawls is an artist whose deep-stirring performances move an audience with him no matter what he sings. From the low-sizzling sad blues to the finger-snapping ballads, Lou Rawls is one of the few who have made the transition from "fine singer" to "star." He has arrived. This new single is Lou Rawls in a perfect setting, once again. It's his soul-sounds interpretation of Love Is A Hurtin' Thing.

LOVE IS A HURTIN' THING

b/w Memory Lane 5709



Fifth Estate Has Broad Bag of Rock Material

NEW YORK—Armed with everything from a rock treatment of "Taste of Honey" to a slow-paced moving rendition of "You Better Move On," the Fifth Estate took the Downtown by storm Tuesday (26) opening a two-week stay.

The Red Bird recording artists combined their own material with some of the top rock and folk-rock songs to fill the Greenwich Village discotheque with an exciting air. The group's versatility is marked by their broad bag of songs. Standout

numbers included "Tobacco Road," a combination of "Shout" and "Cool Jerk," their own "I Wanna Shout," "Just a Little," and "I Feel a Whole Lot Better When You're Gone." "Love Is All a Game" is the group's latest release.

The Connecticut boys with an English accent are D'arcy Evens on drums; D. William Shute, lead guitar; Chuck LeGros, lead singer; organist Wayne Wadhams; Doug Ferrara on bass, and guitarist Rick Engler. LeGros' strong delivery and dy-

namic performance sparks the entire act. Playing to a packed house, the Fifth Estate put together a rocking professional show. **HANK FOX**



DOUBLE WINNER Johnny Mathis with two awards received during his recent Greek Theatre, Los Angeles, appearances. James Doolittle, left, president of the Greek Theatre, holds a Department of Defense commendation lauding Mathis' two months in the Pacific entertaining servicemen. The vocalist displays a Billboard award in recognition of his "Johnny's Greatest Hits" being on the Top LP chart over 400 weeks.

SIGNINGS

The Hi-5 to Vanguard with "You'll Never Know" their first release. . . . **Lana Cantrell**, Australian who has guested frequently on the "Tonight" NBC-TV show, has been signed by RCA Victor Records; first single produced by Danny Davis is "Stay (Reste)" b-w "I Love Him," which is being released to coincide with Coconut Grove opening Wednesday (3) in Los Angeles. . . . **The Orphans—Mark Devlin and Bill Dorsey**—To Double Shot Records, a new Los Angeles label. . . . **MGM Records** has signed the **Invitations**, a group

MUSIC ON CAMPUS

By **ROGER LIFESET**

Palm Beach Junior College recently played host to the **Clefs of Lavender Hill**. The program was well balanced, but faulty mikes hampered the groups effectiveness, says **Jon R. Miller** of the College Bureau. . . . New college correspondents who will be representing Billboard in the fall are: **Jack F. Abell**, Nevada Southern University; **George B. DeWoody**, Oklahoma State University and **Judson G. Rosebush III**, College of Wooster.

SUMMER CAMPUS PROFILES

Ohio University will have a new \$7 million convocation center, with a seating capacity of 14,000

and facilities for both indoor athletic events and professional entertainment. The school station, **WUOB**, is currently broadcasting a series of live concerts called "Under the Elms." . . . **University of Tennessee**, will play host to folk artists **Shelly & Paul** on Aug. 17. **WUOT**, UT's 68,000-watt FM station, is featuring live broadcasts of the New York Philharmonic.

Keep Billboard posted on your campus events, and let us be your link with the music-record industry. If your college isn't represented by Billboard's College Bureau, write, Billboard College Bureau, c/o Roger Lifeset, Box H, 165 West 46th St., New York, N. Y.

Upstairs Review Parodies Sacred Cows and Trivia

NEW YORK—Taste, urbanity and style are the trademarks of "Below the Belt," a witty, incisive review which opened at Upstairs at the Downstairs here last week.

Six talented performers (three female and three male) parody such tempting targets as Doris Day, the Johnson family, the mania for "camp" and the mating habits of young marrieds in suburbia.

produced by **Allan Norber**; first single is "The Skate" based on a new dance. . . . **A. B. (Happy) Chandler** has signed with Miranda Records; debut record is "Come Back to Your Kentucky" b-w "Roses in December."

Their treatment of the vapidly surrounding the Miss America contest and the Academy Awards presentations is a pure delight. The group keeps its exaggerations within bounds, and the satire never becomes slapstick.

There's enough material for an album, although sales would be limited to a hip, literate audience. It's not for your aunt from Dubuque, nor is it geared to the Village hippie. But there are enough adult sophisticates around to provide a respectable market for this inventive and amusing group. Music and lyrics by **Rod Warren** are outstanding.

AARON STERNFIELD

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MISS PERRI LEE AT THE PARISIAN ROOM
(M)DLP 3729 (S)DLP 25729



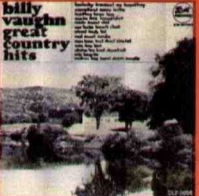
COUNTRY MUSIC'S GREAT HITS
Lawrence Welk
(M)DLP 3725 (S)DLP 25725



IT'S OVER • Jimmie Rodgers
(M)DLP 3717 (S)DLP 25717



SLIPPIN' AROUND • Jimmy Wakeley
(M)DLP 3711 (S)DLP 25711



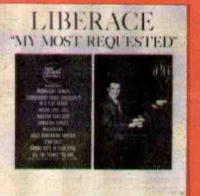
GREAT COUNTRY HITS
Billy Vaughn
(M)DLP 3698 (S)DLP 25698



EDDIE FISHER TODAY
(M)DLP 3631 (S)DLP 25631



LENNON SISTERS SING 12 GREAT HITS, Vol. 2
(M)DLP 3622 (S)DLP 25622



MY MOST REQUESTED • Liberace
(M)DLP 3563 (S)DLP 25563



GREATEST ORGAN HITS
Jerry Burkle
(M)DLP 3450 (S)DLP 25450



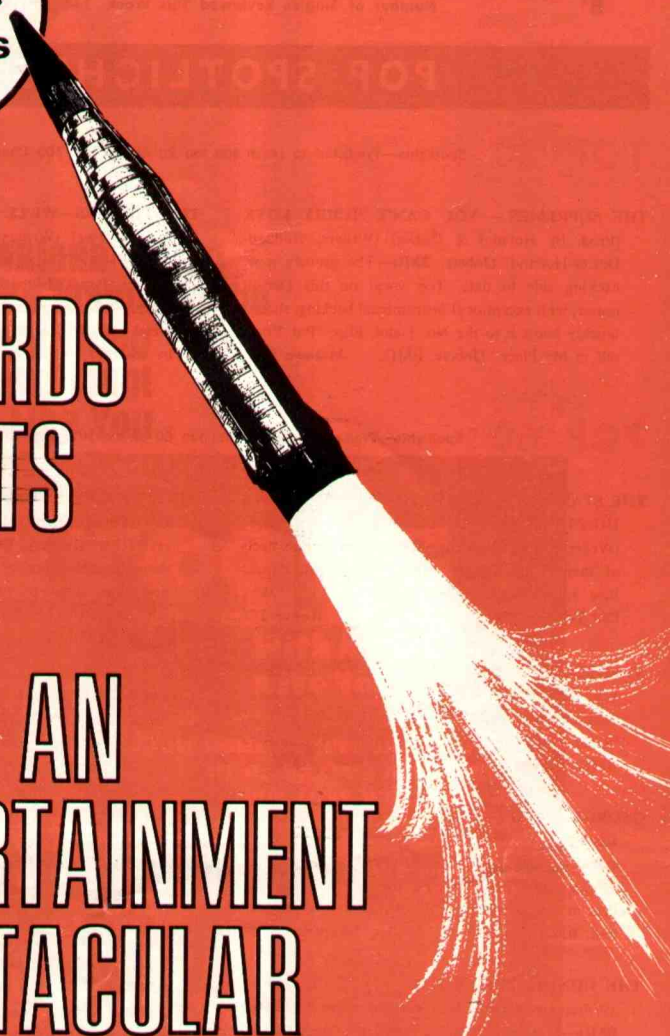
MOON RIVER • Lawrence Welk
(M)DLP 3412 (S)DLP 25412



POLKAS • Myron Floren—
Lawrence Welk
(M)DLP 3302 (S)DLP 25302



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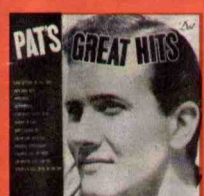
WIPE OUT • The Surfaris
(M)DLP 3535 (S)DLP 25535



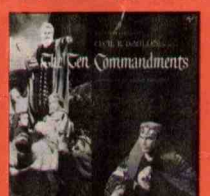
RAGTIME PIANO GAL • Jo Ann Castle
(M)DLP 3249 (S)DLP 25249



THE MILLS BROTHERS GREAT HITS
(M)DLP 3157 (S)DLP 25157



PAT'S GREAT HITS • Pat Boone
(M)DLP 3071 (S)DLP 25071



"THE TEN COMMANDMENTS"
Sound Track
(M)DLP 3054-D (S)DLP 25054-D

THE NATION'S BEST-SELLING RECORDS





SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 144—Last Week, 157

*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 SUPREMES — YOU CAN'T HURRY LOVE (Prod. by Holland & Dozier) (Writers: Holland-Dozier-Holland) (**Jobete, BMI**)—The group's most exciting side to date. Top vocal on this Detroit rouser, with exceptional instrumental backing, should quickly boost it to the No. 1 slot. Flip: "Put Yourself in My Place" (Jobete, BMI). **Motown 1097**

THE TURTLES—WE'LL MEET AGAIN (Prod. by Bones Howe) (Writers: Burnett-Griffin) (**Remick, ASCAP**)—**OUTSIDE CHANCE** (Prod. by Howe) (Writer: Iyme) (**Ishmael, BMI**)—Two chart-topping tunes. Bouncy, music-hall melody and top vocal blend is backed by a teen-aimed rock ballad penned by one half of Iyme & Cybelle. **White Whale 234**

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

THE STANDELLS — SOMETIMES GOOD GUYS DON'T WEAR WHITE (Prod. by Ed Cobb) (Writer: Cobb) (**Equinox, BMI**)—Hot on the heels of their "Dirty Water" smash comes this dance-beat rouser with wailin' lead vocal. Flip: "Why Did You Hurt Me" (Co-Jac, BMI) **Rower 257**

THE SWINGIN' MEDALLIONS—SHE DRIVES ME OUT OF MY MIND (Prod. by Karris Prods.) (Writer: Weller) (**Lowery, BMI**)—In the same groove as their "Double Shot of My Baby's Love" hit, this up-tempo, dance-provoking number should meet with equal success. Flip: "You Gotta Have Faith" (Lyresong, BMI). **Smash 2050**

SYNDICATE OF SOUND—RUMORS (Writer: Sharkey) (**Duane-Aim, BMI**)—The group offers a hard-rock rhythm number to replace their top 10 disk, "Little Girl." Flip: "The Upper Hand" (Duane-Aim, BMI). **Bell 646**

CHRIS MONTEZ—THERE WILL NEVER BE ANOTHER YOU (Prod. by Tommy LiPuma) (Writers: Warren-Gordon) (**Morris, ASCAP**) — Montez has himself another chart-topping tune in this slow-beat rhythm number with an infectious melody. Flip: "You Can Hurt the One You Love" (Irving-Chris Montez, BMI). **A & M 810**

GEORGIE FAME — GET AWAY (Prod. by Denny Cordell) (Writer: Powell) (**Noma-Gunnell, BMI**)—Rapidly climbing the British charts, this unusual off-beat lyric ballad should meet with equal success in the U. S. Flip: "El Bandido" (Noma-Gunnell, BMI) **Imperial 66189**

LLOYD PRICE — THE MAN WHO TOOK THE VALISE OFF THE FLOOR OF GRAND CENTRAL STATION AT NOON (Prod. by Hugo & Luigi) (Writers: Hugo-Luigi-Weiss-Meshel) (**H & L, BMI**) — Off-beat, banjo-backed novelty should quickly hit the chart. Exciting comeback for Price. Flip: "I Won't Cry Anymore" (United, ASCAP). **Reprise 0499**

THE HONDELLS — KISSIN' MY LIFE AWAY (Writers: Sedaka-Atkins) (**Screen Gems-Columbia, BMI**)—More chart potential in this Neil Sedaka-penned rocker than in their "Younger Girl" single. Top group vocal. Flip: "A Country Love" (Four Star, BMI). **Mercury 72605**

MARGARET WHITING—NOTHING LASTS FOREVER (Writers: Geld-Udell) (**Geld-Udell, ASCAP**) —**THE WHEEL OF HURT** (Writers: Singleton-Synder) (**Roosevelt, BMI**)—Two outstanding vocals by Miss Whiting. Top is a chart-bound, easy-go rocker, while the flip is an easy-listening item perfect for non-rock programming. **London 101**

THE PLATTERS—DEVRI (Prod. by Luther Dixon) (Writers: Dixon-Fox) (**Vee Vee, BMI**) — This Luther Dixon-Inez Foxx-written wailer, gets an exciting, dance-beat reading for a strong follow-up to their hit, "I Love You 1000 Times." Flip: "Alone in the Night" (Vee Vee, BMI). **Musico 1195**

THE KIT-KATS—THAT'S THE WAY (Prod. by Bob Finiz) (Writers: Hauseman-Stewart) (**Dandelion, BMI**)—Unique rhythm rocker with electric piano backing is the dark-horse disk of the week. Impressive debut for the group. Flip: "Won't Find Better Than Me" (Dandelion, BMI). **Jamie 1321**

LOU RAWLS—LOVE IS A HURTIN' THING (Prod. by Dave Axelrod) (Writers: Raleigh-Linden) (**Rawlou, BMI**)—From his new album, "Soulin'," Rawls offers a warm, emotional performance of the well-written blueser. Top commercial potential. Flip: "Memory Lane" (Kags, BMI). **Capitol 5709**

CHART Spotlights—Predicted to reach the HOT 100 Chart

FREDDIE & THE DREAMERS—Short Shorts (Figure & Admiration, BMI). **MERCURY 72604**
MARIANNE FAITHFULL—Counting (Metric, BMI). **LONDON 20012**
LIVERPOOL FIVE—New Directions (Spectacular, BMI). **RCA VICTOR 8906**
JOSE FELICIANO—Quit While You're Ahead (Devon, BMI). **RCA VICTOR 8884**
BURL IVES—Evil Off My Mind (Wilderness, BMI). **DECCA 31997**
JACOBSON & TANSLEY—Dream With Me (Sinca, BMI). **FILMWAYS 106**
BILLY & THE ESSENTIALS—Babalu's Wedding Day (Manor, BMI). **SMASH 2045**
NAI BONET—Jelly Belly (B. W. BMI). **KARATE 532**
BOUND BROOK SOUND—Guantanamera (Fall River, BMI). **CEPTER 12158**
PATTI AUSTIN—Take Away the Pain Stain (Fling, BMI). **CORAL 62491**

THE BELFAST GIPSIES—Gloria's Dream (Living Legend, ASCAP). **LOMA 2051**
PAUL & BARRY RYAN—Twas on a Night Like This (Miller, ASCAP). **MGM 13546**
THE MASQUE—Black is Black (Elmwin, BMI). **BELL 647**
THE FIFTH ESTATE—Love Is All a Game (Trio & Waterviv, BMI). **RED BIRD 064**
THE LEGEND—Raining in My Heart (Acuff-Rose, BMI). **DATE 1521**
THE BLUES GROOVE—Makin' It (Rambled, BMI). **VERVE 10417**
JACK MONTGOMERY—Dearly Beloved (Traveler, Flomar, BMI). **CEPTER 12152**
LES LEDD—You'll Be Back (Serene, ASCAP). **EPIC 10047**
BOBBY HARRIS—Sticky, Sticky (Web IV, BMI). **SHOUT 203**

COUNTRY SPOTLIGHTS

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

MERLE HAGGARD—THE BOTTLE LET ME DOWN (Writer: Haggard) (**Blue Book, BMI**)—Hot follow-up to his "Swingin' Doors" hit is a well-produced rhythm ballad bemoaning a lost love. Flip: "The Longer You Wait" (Owen, BMI). **Capitol 5704**

BILL ANDERSON — THE FIRST MRS. JONES (Writer: Anderson) (**Stallion, BMI**)—**I GET THE FEVER** (Writer: Anderson) (**Stallion, BMI**)—Two Anderson-penned tunes have strong commercial potential in the country market. Lyric love-weeper is backed by an up-tempo number in the "travelin' groove." **Decca 31999**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

TEX WILLIAMS—Another Day, Another Dollar in the Hole (Richwil, BMI). **BOONE 1044**
BILLY GRAMMER—Bottles (Barmour, BMI). **EPIC 10052**
JOYCE PAUL—Kiss Away My Yesterday (Tree, BMI). **UNITED ARTISTS 50003**
KENNY BIGGS—Loving You is What I Do the Best (Yonah-Greenback, BMI). **CHART 1345**
NORMAN ANDRE—Big Rig Man (Palomino, ASCAP). **PALOMINO 4501**
WARREN SMITH—Future X (Crazy Cajun, BMI). **SKILL 007**
GARY PAXTON—Gain' Thru the Motions (Gary S. Paxton, BMI). **CAPITOL 5707**
GLEN GARRISON—Green to Blue (Nashville, BMI). **IMPERIAL 66191**
POLLY HUITT & HER CRACKERS—Why Buy the Cow (Starday, BMI). **STARDAY 768**

R&B SPOTLIGHTS

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

CARLA THOMAS—B-A-B-Y (Writers: Hayes-Porter) (**East, BMI**)—Wailin', emotional vocal by Miss Thomas on this shuffle-beat song has equal possibilities in the pop market. Flip: "What Have You Got To Offer Me" (East, BMI). **Stax 195**

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

JIMMY HUGHES—I Worship the Ground You Walk On (Fame, BMI). **FAME 1006**
MARVA JOSIE—Crazy Stocking's (TamJay-Beam, BMI). **CITY 500**
THE DELLS—Thinkin' About You (Chevis, BMI). **CADET 5538**
JARVIS JACKSON—The Long Dog (Edwina, BMI). **SIMS 291**
THE DANIELS—Big City (Lantam, BMI). **LANTAM 01**

RUBY WINTERS—In the Middle of a Heartache (Counterpoint & Falls City, BMI). **DIAMOND 207**
ADRISS & CROFUT—A Ballad From Vietnam (The Rain on the Leaves (Melody Trails, BMI). **COLUMBIA 43744**
BOB TROY—Tell You What I'm Gonna Do (Metric, BMI)—I Never Worry (Metric, BMI). **COLUMBIA 43734**
LONNIE MACK—Wildwood Flowers (Carlson, BMI). **FRATERNITY 969**
PYRAMIDS—Stay with Me (Fairchild, BMI). **ARCHER 103**
SAMMY DAVIS—Ev'ry Time We Say Goodbye (Chappell, ASCAP). **REPRISE 0502**
STEVE LAWRENCE—The Ballad of the Sad Young Men (Empress, ASCAP). **COLUMBIA 43758**
JAMES DARREN—Crazy Me (American, BMI). **WARNER BROS. 5838**
LENA HORNE—Love Bug (Rayven & Trigva, BMI). **UNITED ARTISTS 50051**
COUNT BASIE—Happiness Is (Mills, ASCAP). **ABC 10830**
MASON WILLIAMS—Love, Arise, Wine (Davon, BMI) — Exciting Accident (Davon, BMI). **MERCURY 72603**
TERRY KNIGHT & THE PACK—A Change on the Way (Cameo-Parkway-Ann Arbor, BMI). **LUCKY SEVEN 229**
THE BUFFALO SPRINGFIELD—Nowadays (Canyan Can't Even Sing (Ten-East-Springal-Cottilion, BMI). **ATCO 6428**
GABRIEL & THE TEENAGE CHOIR—Tweedie Dum's Drive-In (Great Honest, BMI). **DUNHILL 4039**
THE IN-OVATIONS—Things Ain't the Same (Eden, BMI). **ASCOT 2219**
THE GUILLOTINES—I Sit and Cry (Press, BMI). **HR 486**
THE DISCIPLES—Only the Blind Can See (Bob-Cor, BMI). **IVANHOE 50,001**
THE TAMS—It's Better to Have Loved a Little (Lowery, BMI). **ABC 10825**



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and their new giant
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The Troggs

WILD THING

With A Girl Like You



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OUR LOVE WILL STILL BE
THERE · JINGLE JANGLE
WHEN I'M WITH YOU
YOUR LOVE · I
WANT YOU

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WILD!

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

RESPECTABLE

Outsiders, Capitol 5701

★ REGIONAL BREAKOUTS

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

I WANT TO BE WITH YOU . . .

Dee Dee Warwick, Mercury 72584 (Morley, ASCAP) (St. Louis-Washington)

YOU'RE GONNA MISS ME . . .

Thirteen Floor Elevators, International Artists 107 (Acquire, BMI) (San Francisco-New Orleans)

WHO-DUN-IT? . . .

Monk Higgins, St. Lawrence 1013 (Special Agent & Crag-vee, BMI) (Pittsburgh-Baltimore)

WHEN YOU WAKE UP . . .

Cash McCall, Thomas 8830 (Cragvee & Special Agent, BMI) (Baltimore-Washington)

EL PITO . . .

Joe Cuba, Tico 470 (Cordon, BMI) (New York)

FUNCTION AT THE JUNCTION . . .

Shory Long, Soul 35021 (Jobete, BMI) (Los Angeles)

ALFIE . . .

Cilla Black, Capitol 5674 (Famous, ASCAP) (Chicago)

DIRTY WORK GOING ON . . .

Little Joe Blue, Checker 1141 (Chevis & Little M, BMI) (Washington)

MOST OF ALL . . .

Cowells, Philips 40382 (Geld-Udell, ASCAP) (Boston)

SOCK IT TO 'EM, J.B. . . .

Rex Garvin, Like 301 (Verdunn, BMI) (Baltimore)

IN THE BASEMENT . . .

Etha James & Sugar Pie DeSanto, Cadet 5539 (Chevis, BMI) (Washington)

OPEN UP YOUR DOOR . . .

Richard & the Young Lions, Philips 40381 (Saturday, BMI) (Seattle)

WHAT BECOMES OF THE BROKEN-HEARTED . . .

Jimmy Ruffin, Soul 35022 (Jobete, BMI) (Baltimore)

NEW ALBUM RELEASES

ARGO

ELIZABETHAN SINGERS—I Love My Love; ZRG 5496.

The Great Western; DA 39

BERNADETTE GREELY—Over Here; RG 459

MICHAEL MAC LIAMMOIR—I Must Be Talking to My Friends; RG 493

OLIVIER MESSIAEN Organ Works; ZRG 5447

SHAW: SAINT JOAN—Various Artists; ZRG 5470/2

VARIOUS ARTISTS—Elizabethan Sonneters and Spenser; RG 485

AVANT

Joy Is Like the Rain; AVM 101, AVS 101

BROADSIDE

JOHN DRABINE—The Investigator; BR 451

VARIOUS ARTISTS—The Psychedelic; BRX 601

CAPITOL

AMALIA RODRIGUES—Haunting Fire of the Fado; T 10441

CAPITOL IMPORTS (ENGLAND)

ELGAR: CONCERTO IN B MINOR FOR VIOLIN OP. 61—Yehudi Menuhin, London Symphony Orch. (Egar); ALP 1456

HOLST: MOODS SUITE NO. 1 IN E FLAT MAJOR OP. 28—Central Band of the Royal Air Force (Holst); CSD 3507

CHOIR OF THE CARMELITS PRIORY—Plain-song to Polyphony Vol. 2 (McCarthy); CSD 3519

CAPITOL IMPORTS (ARABIC)

SABAH, NASRI SHAMSUDDINE & THE LEBANESE POPULAR TROUP—The Pinwheels; LPV0X 135/6

FAIRUZ in a Sentimental Mood; LPV0X 137

COLUMBIA

BEETHOVEN: THE NINE SYMPHONIES—The Philadelphia Orch. (Ormandy); D7L 345, D7S 745

THE GEORGE BENSON QUARTET—The Most Exciting New Guitarist on the Jazz Scene Today; CL 2525, CS 9325

E. POWER BIGGS—Holiday for Harpsichord; ML 6278, MS 6876

LEONARD BERNSTEIN Conducts a Concert in the Park—N. Y. Philharmonic; D2L 349, D2S 749

DAVE BRUBECK—Time In; CL 2512, CS 9312

THE BYRDS—Fifth Dimension; CL 2549, CS 9349

The Dynamic TOMMY COLLINS—If You Can't Bite, Don't Growl; CL 2510, CS 9310

JIMMY DEAN Sings the Big Ones; CL 2538, CS 9338

DVORAK: CONCERTO IN A MINOR FOR VIOLIN & ORCH. OP. 53—The Philadelphia Orch. (Ormandy); ML 6276, MS 6876

PERCY FAITH & HIS ORCH.—Bim Bam Boom; CL 2529, CS 9329

THE FANTASTIC LOS VEGAS—The Newest Sound in Sounds; CL 2522, CS 9322

ROBERT GOULET on Tour, Traveling On; CL 2541, CS 9341

GRIEG: PEER GYNT SUITE NO. 1 OP. 46—The Cleveland Orch. (Szell); ML 6277, MS 6877

ANDRE KOSTELANETZ & HIS ORCH.—Today's Golden Hits; CL 2534, CS 9334

ANDRE KOSTELANETZ Plays the Light Music of Shostakovich; ML 6267, MS 6867

MAHLER: SYMPHONY NO. 7—New York Philharmonic (Bernstein); M2L 339, M2S 739

VAN MCCOY—Night Time Is Lonely Time; CL 2497, CS 9297

THE MOLDAU & OTHER FAVORITES—New York Philharmonic (Bernstein); ML 6279, MS 6879

EDWARD R. MURROW—A Reporter Remembers Vol. 1—The War Years; O2L 332

PATTI PAGE'S Greatest Hits; CL 2526, CS 9326

RAY PRICE—Another Bridge to Burn; CL 2528, CS 9328

MARTY ROBBINS—The Drifter; CL 2527, CS 9327

The Magic of the SPELLBINDERS; CL 2514, CS 9314

THE TRIO LOS PANCHOS—Hey, Amigo!; CL 2520, CS 9320

COLUMBIA (EX SERIES)

JAVIER SOLIS—I Need You; EX 5170, ES 1870

LINDA VERA—Tropical Fiesta; EX 5172

CORAL

PETE FOUNTAIN—Mood Indigo; CRL 57484, CRL 57484

DECCA

Aloha From Haunani; DL 4705, DL 74705

BILL ANDERSON—I Love You Drops; DL 4771, DL 74771

LOUIS ARMSTRONG & THE ALL STARS—Satchmo at Symphony Hall; 7195

LES BROWN—A Sign of the Times; DL 4768, DL 74768

MARA LYNN BROWN—My Mood Is You; DL 4797, DL 74797

NOEL COWARD & MEL FERRER—The Critic; DL 9154, DL 79154

JESSE CRAWFORD—Organ Favorites; DL 4749, DL 74749

JAN GARBER & HIS ORCH.—Medley Time; DL 4730, DL 74730

EURL INES—Something Special; DL 4789, DL 74789

The Best of the MILLS BROTHERS; DXSB 7193

QUARTETE TRES BIEN—"In" Motion; DL 4791, DL 74791

DICK RODGERS—Prize Polkas & Waltzes; DL 4762, DL 74762

OHTA SAN—Ukulele Isle; DL 4704, DL 74704

EPIC

NANCY AMES—Latin Pulse; LN 24189, BN 26189

GODFREY CAMBRIDGE Toys With the World; FLN 13108, FLIS 15108

THE VIBRATIONS—New Vibrations; OKM 12114, OKS 14114

BOBBY VINTON—More of Bobby's Greatest Hits; LN 24187, BN 26187

BOBBY VINTON WITH THE VILLAGE STOMPERS—Live at the Copa; LN 24203, BN 26203

CHARLIE WALKER—Wine, Woman and Walker; LN 24209, BN 26209

THE YARDBIRDS—Over Under Sideways Down; LN 24210, BN 26210

ESP

PATTY WATERS Sings; 1025

HELIODOR

PACH: VIOLIN PARTITA NO. 2 IN D MINOR—Wolfgang Schneiderhan/Gustav Scheck; H 25030, HS 25030

BRAMMS: LIEBESLIEDER WALTZES FOR STRING ORCH.—Arthur Winograd; H 25026, HS 25026

BERNSTEIN: TROUBLE IN TAHITI—Various Artists; H 25020, HS 25020

HAYDN: THE CREATION—Various Artists; H 25028, HS 25028

PISTON: QUINLET FOR PIANO & STRINGS—Earl Wild; H 25027, HS 25027

RACHMANINOFF: SYMPHONY NO. 2 IN E MINOR—Leningrad Philharmonic (Sanderling); H 25029, HS 25029

WELLS: DER JASAGER—Various Artists; H 25025, HS 25025

RCA VICTOR

PAUL ANKA—Strictly Nashville; LPM 2580, LSP 2580

FLOYD CRAMER—Class of '66; LPM 3650, LSP 3650

JOSE FELICIANO—Fantastico Feliciano; LPM 3581, LSP 3581

TONY FONTANA—Farther Than My Eyes Can See; LPM 3572, LSP 3572

THE FRIVOLOUS FIVE; LPM 3663, LSP 3663

MARTY GOLD & HIS ORCH.—The Sound-arounds; LPM 3599, LSP 3599

GEORGE HAMILTON IV—Steel Rail Blues; LPM 3601, LSP 3601

LIVING JAZZ—A Lover's Concerto; CAL 985, CAS 985

The Best of HANK LOCKLIN; LPM 3559, LSP 3559

HENRY MANCINI & HIS ORCH.—What Did You Do in the War Daddy?; LPM 3648, LSP 3648

GARY MARSHALL—England's; LPM 3602, LSP 3602

The Best of GLENN MILLER Vol. 2; LPM 3564

HUGO MONTENEGRO—Come Spy With Me; LPM 3540, LSP 3540

ORIGINAL CAST—Showboat; LOC 1126, LSO 1126

BOB RALSTON as Featured on the Lawrence Welk Show Play His Most Requested Songs; LPM 3596, LSP 3596

CONNIE SMITH Sings Great Sacred Songs; LPM 3589, LSP 3589

The Best of PORTER WAGONER; LPM 3560, LSP 3560

WOMENFOLK—Man Oh Man!; LPM 3527, LSP 3527

Billboard TOP 40

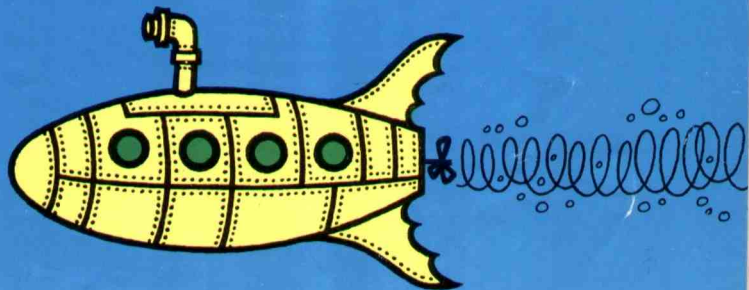
EASY LISTENING

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

THIS WEEK	Wk. Ago	1	2	3	TITLE	Artist, Label & Number	Weeks on Chart
1	1	2	3	1	SOMEWHERE MY LOVE	Ray Conniff & Singers, Columbia 4362 & (Robbins, ASCAP)	8
2	3	6	6	6	THE WORK SONG	Herb Alpert & Tijuana Brass, AAM 805 (Upam, BMI)	7
3	2	1	2	2	THE IMPOSSIBLE DREAM	Jack Jones, Kapp 755 (Fox, ASCAP)	14
4	4	3	1	1	STRANGERS IN THE NIGHT	Frank Sinatra, Reprise 0470 (Rosevelt-Champion, BMI)	15
5	6	7	9	7	LARA'S THEME FROM "DR. ZHIVAGO"	Roger Williams, Kapp 738 (Robbins, ASCAP)	15
6	10	11	18	11	GEORGIA ROSE	Tony Bennett, Columbia 43715 (Folst, ASCAP)	5
7	7	12	15	15	HAPPY SUMMER DAYS	Ronnie Dove, Diamond 205 (Picturestone, BMI)	8
8	15	24	35	35	I COULDN'T LIVE WITHOUT YOUR LOVE	Petula Clark, Warner Bros. 5835 (Northern, ASCAP)	4
9	18	20	27	27	MISTY	Roger Miller, Smash 2043 (Tree, BMI)	7
10	14	15	17	17	UPTIGHT	Nancy Wilson, Capitol 5673 (Jobete, BMI)	6
11	30	—	—	—	BORN FREE	Roger Williams, Kapp 747 (Columbia, BMI)	2
12	8	10	10	10	YOU DON'T HAVE TO SAY YOU LOVE ME	Dusty Springfield, Philips 4027 (Robbins, ASCAP)	7
13	26	33	—	—	A MILLION AND ONE	Duan Marlin, Reprise 5509 (Silver Star, BMI)	2
14	19	23	29	29	YOU YOU YOU	Mel Carter, Imperial 66183 (Mellin, BMI)	5
15	23	29	—	—	THE TIP OF MY FINGERS	Eddy Arnold, RCA Victor 8804 (Tree & Champion, BMI)	3
16	13	17	20	20	SUMMER LOVE	John Davidson, Columbia 43635 (Mutual, ASCAP)	8
17	12	14	21	21	CAN I TRUST YOU?	Bachelors, London 20010 (Miller, ASCAP)	6
18	9	8	8	8	STRANGERS IN THE NIGHT	Bert Kaempfert & His Orchestra, Decca 31945 (Emanor-Champion, BMI)	14
19	24	30	40	40	IT'LL TAKE A LITTLE TIME	Jerry Vale, Columbia 43696 (Leeds, ASCAP)	4
20	25	31	—	—	YOU'VE GOT YOUR TROUBLES	Nancy Wilson, Capitol 5673 (Mills, ASCAP)	4
21	11	5	5	5	IF HE WALKED INTO MY LIFE	Eydie Gorme, Columbia 43660 (Morris, ASCAP)	9
22	29	32	36	36	WADE IN THE WATER	Ramsay Lewis, Cadet 5541 (Ramsel, BMI)	5
23	5	4	4	4	I ONLY HAVE EYES FOR YOU	Latterman, Capitol 5649 (Remick, ASCAP)	10
24	32	40	—	—	LET ME TELL YOU, BABE	Nat King Cole, Capitol 5483 (Comet, ASCAP)	3
25	—	—	—	—	NON C'EST RIEN	Barbra Streisand, Columbia 43739 (Kiki, BMI)	1
26	31	35	—	—	JUST YESTERDAY	Al Martino, Capitol 5702 (Damian, ASCAP)	3
27	38	—	—	—	IN THE ARMS OF LOVE	Andy Williams, Columbia 43737 (Folst, ASCAP)	2
28	17	19	25	25	YOU CAN'T ROLLER SKATE IN A BUFFALO HERD	Trini Lopez, Reprise 0480 (South Mountain, BMI)	7
29	35	38	—	—	A MILLION AND ONE	Vic Dana, Dolton 222 (Silver Star, BMI)	3
30	27	27	28	28	TRUMPET PICKIN'	Al Hiatt, RCA Victor 8854 (Mayhew, BMI)	7
31	28	28	33	33	LET IT BE ME	Arthur Prysock, Old Town 1196 (Leeds, ASCAP)	6
32	—	—	—	—	GUANTANAMERA	The Sandpeeps, AAM 806 (Fall River, BMI)	1
33	34	37	39	39	KHARTOUM	Ferrante & Teicher, United Artists 50038 (Uart, ASCAP)	4
34	—	—	—	—	ALFIE	Jeanie Sommers, Columbia 43731 (Famous, ASCAP)	1
35	—	—	—	—	A SIGN OF THE TIMES	King Richard's Flogel Knights, MCA, LSP (Ortchiss, BMI)	1
36	—	—	—	—	MAS QUE NADA	Sergio Mendez, AAM 807 (Peer Int, BMI)	1
37	40	—	—	—	TRAINS AND BOATS AND PLANES	Dionne Warwick, Scepter 12152 (U.S. Songs, ASCAP)	2
38	39	—	—	—	LOVE LETTERS	Elvis Presley, RCA Victor 8870 (Famous, ASCAP)	2
39	—	—	—	—	I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME	Faron Taylor, Columbia 43630 (Mills, ASCAP)	1
40	—	—	—	—	PUT YOURSELF IN MY PLACE	Buddy Greco, Reprise 0459 (Screen Gems-Columbia, BMI)	1

OUTLANDISH!

THE FRIVOLOUS FIVE



b/w Eleanor Rigby



5715

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See details and registration form in this issue.



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.



POP SPECIAL MERIT

IT'S TOO LATE

Irene Reid. Verve V 5003 (M); V6-5003 (S)

Irene Reid's first starring disk could be a sleeper. Swingin' versions of a host of familiar tunes from "Smile" and "Happyness Is Just a Thing (Called Joe)" to "The Shadow of Your Smile" and "Big Spender" help produce a notable debut LP.



JAZZ SPECIAL MERIT

WALK ON BY

Brother Jack McDuff. Prestige PR 7476 (M)

A wild blend of jazz, pop, soul and funk, this album will find a place in many collections. With big-band arrangements by Benny Golson and very moving organ and rhythm selections, McDuff proves once again that his is an all-encompassing bag. The discotheque and cool jazz scenes come together with musical finesse.



JAZZ SPECIAL MERIT

TOUGH!

Pucho & the Latin Soul Brothers. Prestige PR 7471 (M)

This group excited a recent Carnegie Hall audience and this album contains a lot of that same excitement, offering everything from soft, melodic jazz to explosive rhythms. Big things could happen to this group and sales for any dealer who stocks it could also be big.

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

HOLD ON, I'M COMIN'

Sam & Dave, Stax 708 (M); 708 (S) (833-00708-3; 833-00708-5)

★ 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.

LOUIS . . .

Louis Armstrong, Mercury MG 21081 (M); SR 61081 (S) (650-21081-3; 650-61081-5)

LITTLE GIRL . . .

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

AND THEN . . . ALONG COMES THE ASSOCIATION . . .

Valiant VLM 5002 (M); VLS 25002 (S) (892-05002-3; 892-25002-5)



HYMN SPECIAL MERIT

○ DIVINE REDEEMER

Ronnie Avalone. Supreme SS 2034 (S)

The compelling voice of Ronnie Avalone backed by the London Concert Orchestra and Choir perform superb renditions of "God Did a Wonderful Thing," "I'd Rather Have Jesus" and "I Never Walk Alone."



SPOKEN WORD SPECIAL MERIT

ARE YOU RUNNING WITH ME, JESUS?

Father Malcolm Boyd & Charlie Byrd. Columbia CL 2548 (M); CS 9348 (S)

Malcolm Boyd's short, often-bitter prayers on a wide range of subjects are powerfully delivered by the Episcopal priest who is considered one of the spokesmen for this country's rebellious youth. The guitar accompaniment by Charlie Byrd accents Boyd's comments on subjects ranging from prejudice, sex and the atomic bomb to "Zorba the Greek." A strange, absorbing recording.



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.

ORIGINAL SOUNDTRACK

THE SHOP ON MAIN STREET
Soundtrack, Mainstream 56082 (M); S 6082 (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.

SEE ALBUM REVIEWS ON BACK COVER

WASHINGTON IS FOR THE BIRDS . . .

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

BAREFOOTIN' . . .

Robert Parker, Nala LP 1001 (M); (No Stereo) (684-01001-3)

ONE OF THOSE SONGS . . .

Ray Charles Singers, Command RS 898 (M); RS 898 SD (355-00898-3; 355-00898-5)

KHARTOUM . . .

Soundtrack, United Artists UAL 4140 (M); UAS 5140 (S) (875-04140-3; 875-05140-5)

THE FANTASTIC BOOTS RANDOLPH . . .

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

THE RUSSIANS ARE COMING, THE RUSSIANS ARE COMING . . .

Soundtrack, United Artists UAL 4142 (M); UAS 5142 (S) (875-04142-3; 875-05142-5)

POPULAR

CAROUSEL

Jan Clayton, Disneyland ST 3939

JAZZ

THE VELVET GROOVE

Howard Roberts with Woodwinds & Strings, Verve V 8662 (M); V6-8662 (S)

GOSPEL

SOUND OF JOY

Revivalaires Trio, Corner Stone CRS 4001 (S)



THREE-STAR ALBUMS

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

POPULAR

SOUND SPECTRUM VOLUME SEVEN—FOR STAGE BAND
Murphy LP6003 (M)

INTERNATIONAL

THE ZIGANI BALLET
Hungarian Gypsy Ork. Audio Fidelity AFLP 2158 (M); AFSD 6158 (M)

Today, Americans hold over \$49 Billion in U. S. Savings Bonds . . .



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GRANNIES ON THE GO!

THE FRIVOLOUS FIVE

"UNDER MY THUMB" DEL SHANNON

#55904



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

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

Table with columns: WEEK, Wks. Ago, Wks. Ago, TITLE, Artist (Producer), Label & Number, Wks. on Chart

Main chart listing songs and artists, including Wild Thing, Lil' Red Riding Hood, Summer in the City, The Pied Piper, They're Coming to Take Me Away, Ha-Haa!, I Saw Her Again, Hanky Panky, Sweet Pea, Mother's Little Helper, Somewhere My Love, Sunny, Hungry, This Door Swings Both Ways, Over Under Sideways Down, See You in September, I Couldn't Live Without Your Love, Sweet Dreams, Paperback Writer, The Work Song, I Want You, Love Letters, Trains and Boats and Planes, Red Rubber Ball, Blowin' in the Wind, Ain't No Proud to Beg, You Don't Have to Say You Love Me, Strangers in the Night, Searching for My Love, Pretty Flamingo, Where Were You When I Needed You.

Main chart listing songs and artists, including Dirty Water, Along Comes Mary, Summertime, Billy and Sue, Warm and Tender Love, Friday's Child, The Joker Went Wild, Born a Woman, Lady Jane, The Impossible Dream, Distant Shores, Tar and Cement, Land of 1000 Dances, 5 D (Fifth Dimension), Working in the Coal Mine, Make Me Belong to You, Misty, The Tip of My Finger, Little Girl, You You You, Guantanamera, Alfie, Almost Persuaded, Happy Summer Days, Wade in the Water, A Million and One, My Heart's Symphony, Bus Stop, (You Make Me Feel) So Good, You Wouldn't Listen, Sunshine Superman, Wouldn't It Be Nice, Look at Me Girl, Money Won't Change You, I Guess I'll Always Love You.

Main chart listing songs and artists, including Open the Door to Your Heart, Can I Trust You?, I Believe I'm Gonna Make It, Whole Lot of Shakin' in My Heart, Respectable, Say I Am (What I Am), Go Ahead and Cry, Lonely Soldier, Sugar and Spice, With a Girl Like You, WIPE OUT, Too Soon to Know, Bring Back the Time, 7 and 7 is, Lonely Summer, A Million and One, (We'll Be) UNITED, Livin' Above Your Head, Uptight, Petticoat White, Out of This World, Let's Call It a Day Girl, I Put a Spell on You, Georgia Rose, Sunny Afternoon, Let Me Tell You, Babe, The Dangling Conversation, World of Fantasy, The Philly Freeze, How Sweet It Is, Your Good Thing (Is About to End), Just Yesterday, To Show I Love You, Suspicious, That's Enough.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Large table listing songs and artists, including Let Me Tell You, Babe, Almost Persuaded, Little Girl, Look at Me Girl, Love Letters, Make Me Belong to You, Misty, My Heart's Symphony, Open the Door to Your Heart, Out of This World, Over Under Sideways Down, Petticoat White, Red Rubber Ball, Searchin' for My Love, See You in September, So Close to Your Heart, Strangers in the Night, Summer in the City, Sunny Afternoon, Tip of My Finger, Sweet Pea, The Joker Went Wild, The Tip of My Finger, Trains and Boats and Planes, Uptight, Wade in the Water, We'll Be United, Whole Lot of Shakin' in My Heart, You Don't Have to Say You Love Me, You Wouldn't Listen, You You You, Your Good Thing.

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



Los Bravos
***BLACK
IS BLACK***

#60002

Prod. and dir. by Ivor Raymonde



Division of **LONDON**
RECORDS

RADIO-TV programming

Mercury Uses Record Hops as Wedge to Get Radio Exposure

• Continued from page 4

also exposed to several thousand record buyers."

But a tremendous promotion campaign is necessary to launch a new group and "they have to want seriously to be in the business and know that they'll have to devote time to it."

Record hops are, naturally, a steady diet for local groups. That's why artists have a better chance these days of making it in their home area where they're known and radio stations are more co-operative with airplay.

The Robs on Mercury Records developed via record hops to some extent; the group is now a regular on Dick Clark's "Where the Action Is" TV series. Spanky and Her Gang in

Chicago is on the verge of happening. Fach said, along with Jayne Cochran, who's been performing in Miami at a club. The Swingin' Medallions were high on Birmingham radio station charts with "Double Shot (Of My Baby's Love)" and gained enough impetus from that to break in other markets. Deejay and the Runaways is a group out of Iowa that went on to national fame from local exposure.

The "local" situation has helped the growth of indie record producers. Mercury, for example, just purchased the master of "The Clown," by Gene Summers, an indie record that was happening in the Dallas-Fort Worth area.



GENE NOBLES, air personality of KJOE, Shreveport, La., chats with Warner Mack, left, and Stonewall Jackson, right, who appeared on the country music station's recent "Cavalade of Stars" live show along with Jan Howard, Marion Worth, Justin Tubb and Tex Williams. The station held a remote broadcast recently and station manager Joe Foster drew more than 7,000 fans to Clarence King Trailer Sales in nearby Bossier City and helped sell 10 trailer units.

Power Behind WNEW's Throne—Gertie Katzman

NEWARK, N. J.—The major radio station for influencing sales of albums in New York—WNEW—is also the major cause of most album sales here. This is prime indication of a vast adult and young adult audience and ability to sway them. Billboard's latest Radio Response Rating survey of the market showed the Easy Listening format station with 63 per cent of the votes of record dealers, distributors, one-stops, and local and national record company executives.

For Manhattan, the station had 53 per cent of the votes in the same category. The major air personality who influences sales of albums, in both markets,

R&R COMEDY SERIES ON NBC

NEW YORK — "The Monkees," a half-hour situation comedy series about a rock 'n' roll group, begins Sept. 12 on NBC-TV stations coast-to-coast. The series is being created by Screen Gems. It will be "tongue-in-cheek" variety with the group's wild pranks, music and similar to the films "A Hard Day's Night" and "The Knack" in visual effects.

in WNEW's William B. Williams, actually a deejay legend in his own time.

But, behind the scenes is an unsung hero of both the radio and record industry — Gertie Katzman, record librarian. It's Gertie who screens records for a weekly management listening session, headed by general manager Harvey Glascock. Her role at that listening session is also highly important.

To illustrate the influence of the station, while the album cut of "Misty" by Groove Holmes was receiving wide play on both r&b and jazz stations, it was Gertie who told Prestige Records executives, "For god's sake, make a single out of it, but cut it! It's too long." She made the suggestion, she said, because she loved the record. Singles are easier to program than albums and it's stations like WNEW across the nation which have brought such album artists as Frank Sinatra and Perry Como back into the singles-selling field.

On the average the station plays about three singles to one album cut, but these singles are Easy Listening-type artists like Sinatra, Brook Benton, Nat Cole, Buddy Greco, plus a lot of new ones. Gertie gets pleasure out of finding a new record or

(Continued on page 30)

"About 50 per cent of our records are outside productions," Fach said. He pointed out that the label received, however, a lot of product through its Philips affiliate overseas. "But, between our a&r staff and indie producers here and abroad we're furnishing four pop labels and Limelight Records with product — and that requires many sources. No one has a corner on hit records." Bob Crewe, he said, was producing a Lesley Gore session—"this is a case where we've taken an indie producer who's been successful and assigned him an artist under contract."

Most of the indie records are released under one of the Mercury labels—Mercury, Smash, Fontana, or Philips — because it's easier for a record to happen on our label. One-stop and distributors know the firm is not going out of business tomorrow."

Fach saw a possible stronger action by Mercury in the r&b field. "Sunny," by Bobby Hebb, is a current chart hit for the firm that started on Detroit's r&b radio station. After it reached about 15,000 in sales there, the pop stations became aware of it and pushed it on to national success. "Based on a careful survey of the chart action of r&b records, we may get into the field on a larger scale." Norman Rubin is presently handling r&b record promotion for the firm.



BOBBY BARE, of RCA Victor Records, appearing on a country music show of WYLO in Milwaukee, visits the Hi-Fi Salon record shop for a remote broadcast. The hour radio show was co-sponsored by RCA Victor's Milwaukee distributor and the record shop. From left: Pete Stocke, RCA Victor Records distributor manager; Don Bergman, salesman for the distributor; Redd Hall, air personality at WYLO; Bare, and Chuck Phillips, general manager of WYLO. Group left the shop to visit a parade in West Allis suburb for Wild West Days festivities.

FM Broadcasters to Plug Use of FM in Car Radios

NEW YORK—The National Association of FM Broadcasters last week launched an all-out campaign to promote FM radios in cars. Headed by Lynn A. Christian, station manager of WPIX-FM Stereo here, who's serving as director of the NAFMB's Drive With FM Campaign, the association mailed forms to nearly 1,200 FM radio stations. The NAFMB is asking each station to pledge four spot announcements a day for the next 12 months.

The aim of the spot announce-

ments is to urge new-car buyers to insist on FM sets in their cars. The NAFMB plans to carry the campaign to automobile manufacturers.

Last week, the seven CBS-owned FM stations joined the NAFMB, with William D. Greene of CBS stating that the association "has been an important factor in promoting the growth of this dynamic medium. We are convinced that FM will continue to grow and play an important and vital part in the future of broadcasting.

Zackerley Gives Talent Chance

By CLAUDE HALL

NEWARK, N. J.—The John Zackerley show, "Disc-O-Teen" on WNJU-TV, may be a little zany (he keeps a vampire "wife" in a box on the dance floor), but the show is turning into a proving ground for new record talent as well as a valuable exposure medium for established artists.

In September, Kama Sutra will present a recording contract to the winner of a 20-week contest now a feature of the show. Local groups that have appeared so far on the show to display their talents have come from as far away as Port Washington, L. I., and Connecticut, though most are from the New York and New Jersey areas.

These groups appear at the rate of one a day on the Monday-through-Saturday bandstand show, and Zackerley tapes each of them. Tuesdays, Zackerley listens, judges and announces the winner of the week on the Tuesday show. This winning tape is sent to the record company. World Artists Records sponsored a previous contest on the show. Zackerley estimates more than 250 groups have appeared on the show since it started about 14 months ago when the UHF station went on the air.

The Saturday 5-6 p.m. show features an established group. Among the name groups that have appeared are the Lovin' Spoonful, the Fugitives, the Critters, Reparata and the Delrons, the Duprees, the Blue McGoos, and the Crisis. "I make a big thing of live music; if they can't bring their instruments,

forget it. Some of them want to do their new records lip-sync, but 95 per cent of their music is live," Zackerley said.

"Monster Mash"

Zackerley, a recording artist in his own right with such albums as "Monster Mash," "Oldies by Dozen" and "Scary Tales" on Parkway Records and "Spook Along With Zackerley" on Elektra Records, said, "I try to make the show different." How different? Remember the Narobi Trio on the old "Ernie Kovacs Show?" Zackerley has a dummy of one of the members which he calls Barry McGuire. He uses the ape-faced, cave man dummy on the show as sort of a belated straight man; the dummy's voice is the gruntings of a baby slowed

down and amplified. Last week Zackerley pulled a snake out of the dummy's eyes — to the screaming delight of 80 to 100 teen-agers on hand for the show.

With an estimated 2 million UHF sets in the metropolitan area, Zackerley figures his show is steadily increasing in popularity based on the number of phone call and the mail response. The tickets for each show are distributed in a unique fashion—they're given to the band appearing that day to give out. And the quality of some of this talent is often good. Sometimes a poor group will be on the show "and I don't have the courage to tell them to stop. But lately the talent has been better—and getting better." Zackerley produces the show himself.



THE LOVIN' SPOONFUL greets fans on WNJU-TV's "Disc-O-Teen" bandstand show while host John Zackerley in black coat at right looks on.



AUGUST, 1962

TONY BENNETT'S "I LEFT MY HEART IN SAN FRANCISCO"
Hit the best-selling charts.

AUGUST, 1966

TONY BENNETT'S single "GEORGIA ROSE" and his
"THE MOVIE SONG ALBUM" were riding high
on the best-selling charts.

In the four years between these releases,
not one week has passed without a
TONY BENNETT single and or album
appearing on the best-selling chart listings.

**TONY
BENNETT
MEANS
SALES!**

COLUMBIA RECORDS

HOT 100 STARS



SANDY POSEY
MGM Records

Artists treated here have a new record on Billboard's Hot 100 Chart with a star, signifying rapid sales. Sandy Posey's first record, "Born a Woman," is No. 38 this week.

Sandy Posey, brought up in the music-rich area of Memphis, was a background singer for the Nashville studios until Nashville publisher Gary Walker and Memphis producer Chips Mound wondered how she'd sound solo. She's been singing as long as she can remember. The stars she's backed up include Tommy Roe, Bobby Bare, Joe Tex, Percy Sledge and Skeeter Davis, and, in spite of her current success, continues to contribute her voice as part of the famous Nashville Sound background.

WDIA Shows Memphis Draw

MEMPHIS — As an illustration of the power of r&b-formatted WDIA here, the five-record talent shows with the largest attendance here in the Coliseum have been sponsored by the station.

The top-drawing show was a WDIA Goodwill Revue that was attended by 12,930 fans. The station also holds the record for the largest money-maker in the show play — a James Brown show last May that grossed \$31,731.50.

Of the top 10 shows, WDIA has been responsible for 66 per cent of the total attendance and 62 per cent of the total gate.

WMUS, Muskegon, Mich., switches to country music Monday (1), and program director John Graska says he needs records. The station is in the Milwaukee area. . . . KCOR, San Antonio, will add FM broadcasting about Jan. 1. Nathan Saffir, KCOR general manager and vice-president, said programming of the FM station would differ from that of the AM station, while retaining a Latin flavor. The AM station programs 90 per cent in Spanish.

Lee Borden, formerly with WLIR, Garden City, N. Y., is now public relations director for R.P. Productions, New York theatrical management firm. . . . Jose Luis Amador, personality at

KUKA, San Antonio, has been promoted to local sales manager for the Spanish-language station.

Rob Edwards has been named program director of WFAA-FM, Dallas. Replacing Edwards on the air staff is Chuck Moran, formerly with WLEE, Richmond, Va. . . . KAGT, a country music station in Anacortes, Wash., now honors Seattle First National Bank credit cards for spot announcements. Almost half a million of the cards has been distributed.

Millard Hansen, formerly with WCFW and WNUS, Chicago, has joined the personality roster of WDFW and WLS-FM Stereo, Chicago. Both stations have conservative-standard music format operations, and Hansen, who programs his own show, needs records. . . . John Karr is now production director of WIZF, a Hot 100 format station in Henderson, N. C. He was formerly with WFEA, Manchester, N. H. Karr is also handling a 10 a.m.-2 p.m. air shift.

J. Ross Felton has rejoined WWVA as operations manager; he was with the station in the early 1960's. . . . Forrest L. (Woody) Fraser, executive producer of "The Mike Douglas Show," has been made manager of talent and program development for WBC Production, the Westinghouse Broadcasting set-up that does the show. Roger E. Ailes, associate producer of the Douglas show, replaces Fraser.

Carlston (Red) Berry has been named program director of WLUX, a 5,000-watt country music station in Baton Rouge, La. . . . Mrs. Claire Raynoha has been promoted to director of traffic for WHLI-AM-FM, Hempstead, L. I. N. Y. . . . Sarg McClintock, at KVOC, Cardiff, Wyo., needs country music albums.

Bill Watson, formerly program director of KMEN, San Bernardino, Calif., has joined the firm of Drake-Chenault Inc., broadcast consultants. He'll assist Bill Drake in programming. . . . William F. O'Shaughnessy, general manager of WVOX-AM-FM, New Rochelle, N. Y., has been appointed a vice-president of the station. . . . Jim Lyle has been named producer-director of the music variety show "Jerry G and Company" on WKYC-TV, Cleveland; Lyle replaces David DeCapua, who has been assigned to TV sales. Lyle also produces "Cleveland Orchestra Concerts" for the station.

Recently helping out program director Jay West of KRIO, McAllen, Tex., was Miss Texas, Dorothy Lu Pickens. She played deejay for two hours on his 10 a.m. air show. . . . Deane Johnson has been named program manager of WKYC, Cleveland; he was formerly program director of WTIX, New Orleans.

David L. Young has joined KGLA-FM, Hollywood, to host a nightly pop-jazz program. Young was with KPCC-FM, Pasadena, Calif. . . . KTRH, Houston, has expanded its talk format to a six-day schedule. . . . Bill Calder is now with KXYZ, Houston.

WNYS, New York, is going to stereo on its FM facility by the end of August and needs classical and show tunes albums in stereo. . . . Ken Collins has joined KODA, Houston, to do a Saturday morning show.

Perry Allen has switched from KVI, Seattle, to KHOW in Denver. . . . Buddy Van Cleave, formerly of KISN in Portland, Ore., is the new music director of WTIX, New Orleans, and hosts a morning wake-up show.

RADIO RESPONSE RATING

NEWARK, N. J. . . . 4th Cycle
AUGUST 6, 1966

TOP STATIONS

Call Rank Letters % of Total Points

★ POP Singles

- 1. WMCA (Tie) 50%
- 1. WABC (Tie) 50%

★ POP LP's

- 1. WNEW 63%
- 2. WHN 10%
- 3. WFAT-AM & FM 8%
- Others 19%
- (WCBS-AM & FM, WNBC-AM & FM, WOR, WPX-FM, WTRF-FM, WYNY-AM & FM)

★ R&B

- 1. WJMR 60%
- 2. WWRL 40%

★ JAZZ

- 1. WLII-AM & FM (Billy Taylor) 44%
- 2. WLII-FM (Daf Shields) 26%
- 3. WNEW 18%
- 4. WEVD (Tie) 6%
- (Symphony Syd)
- 4. WTRF-FM (Tie) 6%
- (Rhett Evers)

★ COUNTRY

- 1. WJZZ 100%

★ CONSERVATIVE

- 1. WPAT-AM & FM 52%
- 2. WYNY-AM & FM 48%

★ COMEDY

- 1. WNEW 100%

★ FOLK

NOTE: No Folk Music Show in Newark.

★ CLASSICAL

- 1. WQXR-AM & FM 34%
- 2. WYNY-AM & FM 31%
- Others 35%
- (WCBS, WYNC-AM & FM, WOR, WPAT-AM & FM)

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. Bruce Morrow (Tie) WABC 29%
- 1. Gary Stevens (Tie) WMCA 29%
- 3. Dan Daniel WMCA 25%
- Others 17%
- (Herb Oscar Anderson, WABC, Dan Ingram, WABC)

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

- (Most co-operative in exposing new LP's)
(Listed Alphabetically)
- Joe Bogart Music Director, WMCA
 - Frank Costa Asst. Record Librarian, WMCA
 - Ruth Meyer Program Director, WMCA

★ TOP JOCKEYS (Pop Singles) BY TIME SLOT

- Morning Joe O'Brien, WMCA
Mid-Morning Harry Harrison, WMCA
Early Afternoon Jack Spector, WMCA
Traffic Man Dan Daniel, WMCA
Early Evening (Tie) Bruce Morrow, WABC
Others Gary Stevens, WMCA
Late Evening (Tie) Bruce Morrow, WABC
Others Gary Stevens, WMCA
All Nite Dean Anthony, WMCA

★ TOP TV BANDSTAND SHOW

Clay Cole Diskotek WPX-TV, Sat. 6:30-7:30 p.m.
Disc-O-Teen (John Zackerly) WJZZ-TV (Newark, N. J.) M-F 6:45 p.m. Sat. 5-6 p.m.

★ POP LP's

- 1. William B. Williams WNEW 44%
- 1. Jim Ameche WHN 24%
- Others 32%
- (John Gambling, WOR, Pete Myers, WNEW, Jack Sterling, WCBS, Big Wilson, WNBC)

★ PROGRAM DIR., MUSIC DIR., OR LIBRARIAN

- (Most co-operative in exposing new LP's)
(Listed Alphabetically)
- Mike Bogen Music Programmer, WHN
 - Gene Edwards Program Director, WTRF-FM
 - Ivaskov Music Librarian, WCBS
 - Gertie Katzman Record Librarian, WNEW
 - Allen Rosenberg Music Librarian, WNBC
 - Ralph Sanabria Music Programmer, WHN

★ R&B

- 1. Hal Jackson (Tie) WJMR 33%
- 1. Herman Amis (Tie) WJZZ 33%
- Others 23%
- (Rocky "G", WJMR, Frankie Crocker, WWRL, Enoch Gregory, WWRL, George Hudson, WJZZ, Danny Stiles, WWRL)

★ COUNTRY

- 1. Paul Brenner WJZZ 30%
- 2. Ed Neilson WJZZ 26%
- 3. Lee Arnold (Tie) WJZZ 22%
- 3. Bob Lockwood (Tie) WJZZ 22%

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WMCA 570	WCBS 880	WLII 1190	WJMR 1430
WJAZ 620	WJZZ 930	WJZZ 1240	WJZZ 1440
WNBC 660	WJZZ 970	WGBB 1240	WHOM 1480
WOR 710	WINS 1010	WADO 1280	WJZZ 1500
WJZZ 740	WHN 1050	WJZZ 1330	WJZZ 1520
WABC 770	WHLI 1100	WPOW 1330	WJZZ 1540
WNYC 830	WNEW 1130	WBXN 1380	WWRL 1600

FM RADIO FREQUENCIES

(SWKCR-FM) 89.9	WGSB-FM 94.3	WJAZ-FM 98.7	WFAS-FM 103.9
WFUW-FM 90.7	(SWABC-FM) 95.5	WBI-FM 99.5	WNCN-FM 104.7
WHOM-FM 92.3	(SWKXR-FM) 96.3	WYNY-FM 100.3	(SWRFM-FM) 105.1
(SWPAT-FM) 92.1	WNBC-FM 97.1	(SWPIX-FM) 101.9	WJZZ-FM 105.9
WJZZ-FM 92.5	WYVO-FM 97.9	(SWHEW-FM) 102.7	(SWWFM-FM) 107.9
WNYC-FM 93.9	WHLI-FM 98.3	(SWTFM-FM) 103.5	WLII-FM 107.5

NEWARK, N. J.: Country's 1st Radio Market (New York City) (28 AM; 24 FM).

(NOTE: The remaining Newark-New York City area station formats published in last week's survey of New York City area.)

WJZZ: 5,000 watts. Independent. On the air 5 a.m.-mid. Music format: Country (100%). Editorializes occasionally. Special Programming: Rutgers Univ. Football, "Mountain Dew," with Bob Lockwood, country music review, live from Palisades Amusement Park, 8-9 p.m., Thur. "Grand Ole Opry," transcriptions, 9-9 p.m., M, T, W, F, 7-8 p.m., Sat. Don Layton, director of 9-a.m. news. Special equipment: airplane for traffic reports, mobile unit, self-contained broadcast studio, 5-min. news on the hr., headlines on the half-hr. News reports are selected for air-play by committee of station personnel. Play list published weekly. Approximately 15 new singles programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Harry Reith, Prog. dir., Ed Neilson. Send 5 copies of 45's and 5 copies of LP's to Mr. Neilson, 32 Green St., Newark, N. J. 07102. Phone: (201) 84-5300.

WKCR-FM: ERP 4,200 watts. Owned by Columbia University, 208 Ferris Booth Hall, Columbia University, New York, N. Y. 10027. Phone: (212) MO 6-3182.

WLII: 1,000 watts. Independent. Daytimer. Music format: Rhythm & Blues (85%); Gospel (10%); Jazz (25%). Editorializes occasionally. Special Programming: "Community Opinion," with Leon Lewis, hot line type program, 7:30-9:15 p.m., 7 days. "At Home Show," with Betty Granger Reid, women's program, 1:30-2 p.m., daily. "Community Journal," with Billy Rowe, showpeople interviews, 5:53-30 p.m., Sun. Leon Lewis is director of 5-min. news dept. 5-min. news on the half-hr., headlines on the hr., extended newscasts. Jazz featured on Billy Taylor Show, 4-7:30 p.m. daily. New records are selected for air-play by committee of station personnel. Approximately 10 new singles programmed weekly. Record promotion people are seen Mon. & Thur. Gen'l mgr., Harry Jovik, Prog. dir., Leon Lewis. Send 4 copies of 45's and 3 copies of LP's to Program Director, 310 Lenox Ave., New York, N. Y. 10027. Phone: (212) 831-1000.

WLII-FM: ERP 2,000 watts. Music format: Jazz (100%). Special Programming: "Commentary," with Leon Lewis, community problems interviews, mid-1 a.m. - 7 days. Simulcast with WLII-AM 4 m.-7:30 p.m. Send 3 copies of LP's to Tom Tracy. Address and other information same as WLII-AM.

WMCA: 5,000 watts. Owned by Straus Broadcasting Co. On the air 24 hrs. Music format: Contemporary (100%). Editorializes daily. Special Programming: "Barry Gray Show," talk, interviews, 11 p.m.-1 a.m., 7 days. Barrie Beer is director of 12-a.m. news dept. Special equipment: portable tape recorders, UPI audio, 5-min. news on the hr., news on

the half-hr. Extended news at 7 & 8 a.m. 6 p.m. New records are selected for air-play by committee of station personnel. Play list published weekly. Record promotion people are seen M-F. V.P. and Gen'l mgr., Herbert J. Mendelsohn. Prog. dir., Ruth Meyer. Music director, Joe Bogart. Records should be directed to Mr. Bogart, 415 Madison Ave., New York, N. Y. 10017. Phone: (212) MU 8-5706.

WNBC: 50,000 watts. NBC affiliate. Owned by NBC. On the air 24 hrs. Music format: Pop Standard (95%)-Contemporary (5%). Special programming: "Joe Pine Show," discussion-interview, 9-9 a.m., M-F, 9-9:30 a.m., M-F, with Stanley Yates, telephone quiz, 10 a.m. noon, and 4-5 p.m., M-F. "Lee Leonard Show," telephone discussion, 1-4 p.m., M-F. "Bill Mazer Show," sports/telephone show, 5-7 p.m., M-F, 6:15-7:30 p.m., Sat. "Long John Nebel variety interview, 8-9 p.m., M-F. "Brad Crandall Show," audience call-in, 9 p.m.-midnight, M-F. "Long John Nebel Show," discussion-interview, 10-11 p.m., Sat. New records selected for air-play by committee of station personnel. Station mgr., George Skinner. Prog. dir., Bill Schwartz. Records should be directed to Frank De Vito, Producer, Big Wilson Show, 30 Rockefeller Plaza, New York, N. Y. 10020. Phone: (212) CI 7-8300.

WNBC-FM: Simulcast with WNBC. By Dec. 1, 1966, music format expected to be Classical (100%).

WNCN-FM: ERP 4,400 watts. National Science Center affiliate. Music format: Classical (98%)-Jazz (2%). Special programming: "New Releases," interviews with A&R Directors of record companies, 8:05-10 p.m., "Classics by Acclaim," 8:05-8:30 p.m., Sun. TV outlet is "John Gabree Show," 10:05-11 p.m., Sat. New records selected for air-play by committee of station personnel. Record promotion people are seen M-F. V.P. & Gen'l mgr., Stan Gurel. Prog. dir., Maurice Essam. Send 2 copies of LP's to Mr. Essam, 2 W. 45th St., New York, N. Y. 10036. Phone: (212) 876-6171.

WNEW: 50,000 watts. Owned by MetroMedia. On the air 24 hrs. Music format: Standard (85%)-Pop Standard (15%). Special programming: New York Giants Football, "News Cloopup," documentary, 8:05-8:30 p.m., Sun. TV outlet is WNEW-TV, channel 5, 20-mn news dept. Special equipment: 3 mobile units, 5-min. news on the hr., newscasts on the half-hr. Extended news. Comedy LP's included in regular programming. New records selected for air-play by committee of station personnel. Station publishes play list. Approximately 20 new singles and new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Harvey Glascock. Prog. dir., Jerry Graham. Record librarian, Gertie Katzman. Send 8 copies of 45's and 8 copies of stereo LP's to Miss Katzman, 565 Fifth Ave., New York, N. Y. 10017. Phone: (212) YU 6-7000. WNEW-FM: ERP 1,300 watts. Stereo. (To increase to 4,100 watts in fall, '66). On the air 10 a.m.-midnight, simulcast with WNEW mid-night-10 a.m. Music format: Standard (80%)-Conservative (Continued on page 28)

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B/W NO. FOURTEEN

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A rampaging new single... already charging up the charts just 3 weeks after release.

SCORE 3 for 3 for **LOVE**

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MY LITTLE RED BOOK - their Big
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EXCLUSIVELY ON



German Network Pares Disks

By OMER ANDERSON

FRANKFURT—Hesse's State radio network has announced discontinuance of three pop music programs and a drastic cut-back in other recorded music programming because of royalty demands by the performing artists society (GVL).

The Hessian radio network assailed the GVL's demands as exorbitant. It said that effective at once it will greatly expand programming of live music from its own dance bands and symphony orchestra.

The GVL is demanding a tenfold hike in performing artist royalties from German radio networks — from 2.5 million Deutsche marks annually to 24.5

million Deutsche marks. This is in addition to the 80 million Deutsche marks annually which the radio networks pay to GEMA, the German ASCAP organization. Four Deutsche-equal 1%.

German radio (and TV) are quasi-State-controlled, all stations being operated by networks in each State (nine in all). Royalties are paid by the nine networks as a lump-sum payment.

The networks originate a large amount of their musical programs with their own dance bands and orchestras. Therefore, they contend that they cannot afford escalated royalty payments to the GVL in addition to the cost of their live program-

ming and the payment to GEMA.

They are threatening, if forced to choose between recorded and live music, to rely entirely on live programming, the nine networks taping their live shows and exchanging them.

If carried out, this threat would be a serious blow to record sales in Germany. Disk sales have enjoyed a steady rise since the war largely because of the accompanying increase in disk music exposure on German radio.

WHBI-FM Moves

NEW YORK — WHBI-FM has moved its office from Newark, N. J., to 565 Fifth Avenue, Room 507.



ROD RODDY, WKWB personality who emceed a recent Rolling Stones concert in Buffalo, talks with Mick Jagger, center, and Brian Jones, right, backstage. The show, sponsored by the radio station, proved to be highly successful.

STATIONS BY FORMAT

Continued from page 26

(10%) Pop Standard (10%). FM Program dir., John Dale. Address and all information same as WNEW.

WNJR: 5,000 watts. Owned by Rollins, Inc. On the air 24 hrs. Music format: Rhythm & Blues (100%). Special programming: "The Loveliness of You," with Dee Simmons Kyle, women's fashions, 9:15 a.m., M-Sat. "Jocko Maxwell Sports," 5-min. commentary, 6:55 & 7:55 p.m., M-Sat. "Top Day Music" program of 3 man news dept., 5-min. news on the half-hr., headlines on the hr. New records selected for air-play by Prog. dir. and research of local retailers. Record promotion people are seen Tues., Gen'l mgr., Neil Randall, Prog. dir., Buddy Carr. Send 3 copies of 45's and 1 copy of LP's to Station Manager, 1700 Union Ave., Union, New Jersey 07101. Phone: (201) 688-3665.

WNYC: 1,000 watts. Owned by New York City. Music format: Classical (100%). TV outlet: WNYC-TV, Channel 13. Director, Robert Siegel, 2539 Municipal Bldg., New York, N. Y. 10007. Phone: (212) 566-1115.

WNYC-FM: ERP 18,000 watts. Simulcast with WNYC 75%. Address and all other information same as WNYC.

WOR: 50,000 watts. Owned by RKO General. On the air 24 hrs. Music format: Standard (60%) Pop Standard (40%). Special programming: "Peter Lind Hayes & Mary Healy," interviews, 9:15-10 a.m., M-F. "Martha Deane" interviews, 10:15-11 a.m., M-F. "The Fitzgeralds," discussion, books, theater, 12:15-1 p.m., M-F. "Arlene Francis," interviews, books, theater, 1:15-2 p.m., M-F. "Jack O'Brian," interviews, 2:15-3 p.m., M-F. "Faye Hente," interviews, finance, book, 3:15-4 p.m., M-F. "Radio New York," news, features, comment, 4:30-5 p.m., M-F. "Barry Farber," interviews, 8:15-9 p.m., M-F. "Jean Shepherd," himself, 10:15-11 p.m., M-F. "Tex McCrary," interviews, 11:15-midnight, M-F. "Sandy Lesben," interviews, features, midnight-5 a.m., M-F. George Brown is director of 25-man news dept. Special equipment: Helicopter for traffic reports, 2 mobile units, 15-min. news every 2 hrs. Folk Music featured on "Folksingers, N. Y.," 8:30-10:30 p.m., Sat., and included in regular programming. Jazz included in weekend record shows. New records selected for air-play by committee of station personnel. Approximately 20 new singles and 10 new LP's programmed weekly. Record promotion people are seen Tues., Gen'l mgr., Robert S. Smith, Prog. dir., James McAleer, Record Librarian, John McCarthy. Send 4 copies of 45's and 5 copies of LP's to Mr. McCarthy, 1440 Broadway, New York, N. Y. 10018. Phone: (212) 564-8000.

WOR-FM: ERP 1,700 watts. Music format: Contemporary (100%). On air 24 hrs. FM Program dir., Tommy Reynolds. Send 4 copies of 45's and 10 copies of stereo LP's to Mr. Reynolds. Address and other information same as WOR.

WPAT: 5,000 watts. Owned by Capital Cities Broadcasting Corp. Music format: Standard (37%) Conservative (20%) Pop Standard (15%) Jazz (12%) Classical (8%). Special programming: "International Almanac," interviews of people from the arts, 6-6:30 a.m., Sun. "Panorama of the Lively Arts," interviews, 6:30-7 a.m., Sun. "Raiders Report on World Affairs," 8:15-9 a.m., Sun. "Raiders University Forum," round-table discussion, issues of the day, 8:30-9 a.m., Sun. Religious programs. James Van

Sierle & Ray Barrett direct 7-man news dept., 5-min. news on the half-hr., and 5 times daily on the hr., extended news 3 times daily. New records selected for air-play by Music dir. List published weekly. Record promotion are seen M-F. Gen'l mgr., Daniel P. Weing, Prog. dir., Clark Andrews, Music dir., John Kramer. Send 1 copy of 45's and 1 copy of stereo LP's to Mr. Kramer, 12 W. 42nd St., New York, N. Y. 10018. Phone: (212) MU 8-9300.

WPAT-FM: ERP 5,000 watts, Stereo. Simulcast with WPAT.

WPIX-FM: ERP 14,600 watts, Stereo. Independent. Music format: Pop Standard (100%). Special programming: "Live! with John Lindsay," interviews with big band personalities, 5-7 p.m., Sat. TV outlet is WPIX-TV, channel 11. Tim O'Donnell is director of 3-man news dept., 5-min. news at 555 past the hr. Folk Music included in regular programming. Record promotion people are seen M-F, 11 a.m.-4 p.m., Gen'l mgr., Lynn Christian, Prog. dir., Charles Whitaker. Send 2 copies of stereo LP's to Mr. Whitaker, 42 St., New York, N. Y. 10017. Phone: (212) 682-6500.

WPOW: 5,000 watts. Independent. On the air 49 hrs. week. Music format: Religious and Foreign Gen'l mgr., John Camp. Prog. dir., Arnold Brown, 1111 Woodrow Rd., Staten Island, N. Y. Phone: (212) YU 4-6600.

WQXR: 50,000 watts. Owned by The New York Times. On the air 6 a.m.-1 a.m., M-Sat., 7 a.m.-1 a.m., Sun. Music format: Classical (100%). Editorializes weekly. Special programming: "Bright and Early," with George Edwards, music & commentary, 6-9 a.m., M-F. "Observation Point," with Duncan MacDonald, interview, 2:30-3 p.m., M-F. "Listening to Music," with Lloyd Moss, music and commentary, 3-5 p.m., M-F. Elliott M. Sanger, Jr. is director of news dept. Special equipment: Complete facilities of The New York Times. 5-min. news on the hr., extended news, 8 a.m., 10 a.m., 6 p.m., 7:30-8 p.m., 11 p.m., M-F. Folk Music featured on "Folk Music of the World," 5-6 p.m., Sun. Jazz and Folk Music included in regular programming. New records selected for air-play by committee of station personnel. Executive Vice-Pres., Norman S. McGee, Prog. dir., Martin Bookspan. Music dir., Robert Sherman. Records should be directed to Mr. Sherman, 229 W. 43rd St., New York, N. Y. 10036. Phone: (212) LA 4-1100.

WQXR-FM: ERP 5,400 watts, Stereo. Simulcast with WQXR. 30% of programming to separate on or about Oct. 1, 1966. FM Program dir., Stuart Triff. Address and other information same as WQXR.

WRFM-FM: ERP 39,500 watts. Owned by Radio N. Y. Worldwide. On the air 24 hrs. Music format: Pop Standard (100%). Exec. V.P. & Gen'l mgr., Edward Houston, V.P. for Programming & Public Relations, James Larkin, Prog. dir., Mel Berman, 485 Madison Ave., New York, N. Y. Phone: (212) 752-3322. (NOTE: In fall 1966 WRFM will undergo a major programming change to include national and international music and features.)

WRVR-FM: ERP 19,000 watts. National Educational Radio Network affiliate. Owned by Riverside Church. On the air 7 a.m.-midnight. Music format: Classical (75%) Jazz (25%). Gen'l mgr., Jack D. Summerfield, Prog. dir., Walter Shepard, 490 Riverside Dr., New York, N. Y. 10027. Phone: (212) RI 9-5400.

WTFM-FM: ERP 7,000 watts, Stereo. Owned by Friendly Frost. On the air 24 hrs. Music format: Standard (60%)



THE FOX AND THE VIXEN, a husband and wife personality team, interview Harry Belafonte for an hour radio show on WCUE, Akron, Ohio. Roy Fox, left, manages "The Fox's Den" on the station daily 5-9:30 p.m.; his wife, Rosemary, right, does the station break and introduces comedy cuts. The duo also put together a series of five-minute interviews with the stars of "Musicarnival," a Cleveland theater. Artists have included Mike Douglas, John Raitt, Howard Keel. Stated are Wayne Newton, Robert Goulet, Carol Lawrence.

Jazz (25%) Conservative (14%) Classical (14%) Editorializes daily. Fred Darwin is director of 4-man news dept. Special equipment: mobile unit, short wave radio, 5-min. news on the hr., 15-min. news 6 p.m., M-F. Noon, Sun. Comedy LP's featured on "Informations," 6-10 p.m., M-Sat. Jazz featured on "Jazz in Stereo," midnight-6 a.m., M-Sat. New records selected for air-play by Music dir., 6-10 new LP's programmed weekly. Record promotion people are seen M-F. Pres. & gen'l mgr., David H. Polinger, Prog. dir., Gene Edwards, Music dir., Bruce Thurler. Send 2 copies of stereo LP's to Mr. Edwards or 175-15 Horace Harding Blvd., Fresh Meadows, N. Y. 11365. Phone: (212) 539-5600.

WTHE: 10,000 watts. Independent. Daytime. Music format: Country (100%). Editorializes occasionally. Special programming: High School Football, "John Peel Show," with John Anthony, lunch-on interview, 12:15-1 p.m., M-F. Charles Kaye is director of news dept. Special equipment: Mobile unit, 5-min. news on the hr., headlines at 20 and 40 past the hr. Extended news 3 times daily. New records selected for air-play by committee of station personnel. Play list published every 2 weeks. Approximately 5 new singles and 5 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., H. L. Samuels, Prog. dir., Robert Scott Hensler. Send 2 copies of 45's and 2 copies of LP's to Mr. Hensler, Roosevelt Field, Garden City, N. Y. 11530. Phone: (516) 742-1520.

WVNJ: 5,000 watts. Independent. Music format: Standard (45%) Conservative (45%) Classical (10%). Editorializes occasionally. Special programming: Princeton University Football, "The Drew Pearson Show," 6-6:15 p.m., Sun. 5-man news dept., 5-min. news on the hr. Every half-hr. during drive time. Subscribe to U.P.I. New records selected for air-play by music dir. Record promotion people are seen M-F. Gen'l mgr., Irvon B. Newman, Prog. dir., Stephen Van Glick, Music dir., Don Coppe. Send 2 copies of LP's to Mr. Coppe, Broadcasting Studios, Route 10, Livingston, N. J. Phone: (201) 643-7600.

WVNJ-FM: ERP 20,000 watts. Simulcast with WVNJ.

WVOX: 500 watts. Owned by Radio

Westchester, Inc. Daytime. Music format: Pop Standard (60%) Standard (15%) Contemporary (10%) Conservative (5%) Jazz (5%) Classical (5%) Editorializes occasionally. Special programming: New Rochelle High School Football, "Westchester U.S.A.," with Jeff Sprung, audience, call-in, 10:30 a.m.-11 a.m., M-F. Hank Wittmore is director of 3-man news dept. Special equipment: 3 mobile units, 5-min. news on the hr., headlines on the half-hr. Extended news. New records selected for air-play by prog. dir. Approximately 10 new singles and 10 new LP's programmed weekly. Gen'l dir., William F. Oshaugnessy, Prog. dir., B. B. Dixon. Send 2 copies of 45's and 2 copies of LP's to Mr. Dixon, 271 North Ave., New Rochelle, N. Y. 10801. Phone: (914) 636-1460.

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

WWRL: 5,000 watts. Owned by Sponderling Broadcasting Corp. Music format: Rhythm & Blues (100%). Editorializes daily. Special programming: "Spotlight On Your Future," with Art Rust, program against dropouts, 6:30-6:40, M-F. "At Home With John," women's interest, programettes, inserted throughout broadcast day. Roy Whitfield is director of 4-man news dept., 5-min. news on the hr., headlines on the half-hr. New records selected for air-play by music dir. Play-list published weekly, 8-12 new singles programmed weekly. Record promotion people are seen Tues.-Fri. by appointment. Gen'l mgr., Frank Ward, Prog. dir., Ench Gregory, Music dir., Marty Welser. Send 2 copies of 45's and 1 copy of LP's to Mr. Welser, 41-30 58th St., Woodside Station, N. Y. 11377. Phone: (212) 335-1600.

Danny Clayton has joined the air roster of KBTR, Denver, to handle 6-10 a.m. chores; he was with KENO, Las Vegas. Clayton is the star of a syndicated TV series for teens called "The Groove." George W. Davis at KDUO-FM Stereo has been upped to director of operations of the San Bernardino, Calif., station; taking his place as program director is Glenn Wescott, formerly an air personality at KOCM-FM, Newport Beach, Calif.

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 rate 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

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

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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.
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Billboard
AUGUST 6, 1966, BILLBOARD

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INTERNATIONAL ARTISTS RECORDS

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Power Behind WNEW's Throne

• Continued from page 24

artists. She said she flipped when she first heard Walter Wanderly's "Summer Samba" on Verve Records. "Liberation" by the Afro Blues Quintet Plus One is another current favorite. "Normally, we program jazz very sparingly and only then the melodic things . . . nothing

far out," she said. "Country music is used sparingly, too—artists like Eddy Arnold, Jim Reeves, and Roy Drusky had a recent commercial record we played. In the course of a program, a country music record is often placed near a Nancy Wilson record so it won't sound like a country music show."

After news, the station usually plays a semi-bright tune. "You can't get to bombastic because the news is so often tragedy and a too-bright record wouldn't sound right."

Balance has got to be there in programming, she felt. The station's "sound" doesn't allow for two groups back to back or two country records together or two jazz tunes together. The programming is aimed toward creating a "freewheeling" atmosphere.

Only the "cream" of the album product is played, she said.

"But my guys—William B. Williams, Klavan and Finch, Jim Lowe, Pete Myers—they're the best on the air whether it's selling product or influencing record sales."

SOON # 1
IN THE HEARTS OF
R&B
FANS

THE LOVERS

The action's
where the
Monkees is!



TOP SELLING R & B SINGLES

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

Billboard Award	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	1	AIN'T TOO PROUD TO BEG Temptations, Gordy 7054 (Jobete, BMI)	11	27	31	LOVE ATTACK James Carr, Goldwax 309 (Rise/Aim, BMI)	2
2	2	2	LET'S GO GET STONED Ray Charles, ABC Records 10808 (Baby Monica, BMI)	10	28	34	SHARE WHAT YOU GOT (But Keep What You Need) William Bell, Stax 191 (East, BMI)	5
3	7	7	OPEN THE DOOR TO YOUR HEART Darrrell Banks, Revilot 201 (T.M. & Parmalier, BMI)	4	29	30	I'VE GOT TO GO ON WITHOUT YOU Van Dykes, Mala 530 (Aim, BMI)	4
4	10	10	SUNNY Bobby Hebb, Philips 40365 (Portable, BMI)	7	30	11	IT'S AN UPHILL CLIMB TO THE BOTTOM Walter Jackson, Okeh 7247 (Metric, BMI)	7
5	20	20	BLOWIN' IN THE WIND Stevie Wonder, Tamla 54136 (Witmark, ASCAP)	2	31	37	WHEN YOU WAKE UP Cash McCall, Thomas 8830 (Craggee & Special Agent, BMI)	5
6	6	6	I LOVE YOU 1,000 TIMES Platters, Musicor 1166 (Ludux, BMI)	13	32	40	BABY I LOVE YOU Jimmy Holiday, Mint 32002 (Metric, BMI)	2
7	3	3	HOLD ON! I'M COMIN' Sam & Dave, Stax 189 (East-Pronto, BMI)	18	33	36	RIGHT TRACK Billy Butler, Okeh 7245 (Jalynne, BMI)	4
8	19	19	YOUR GOOD THING (Is About to End) Mabel John, Stax 192 (East, BMI)	4	34	—	CAN I Manhattans, Carnival 517 (Samayan, BMI)	1
9	9	9	THAT'S ENOUGH Roscoe Robinson, Wand 1125 (Kapa, BMI)	6	35	—	I GOT TO LOVE SOMEBODY'S BABY Johnnie Taylor, Stax 193 (East, BMI)	1
10	4	4	NEIGHBOR, NEIGHBOR Jimmy Hughes, Fame 1003 (Crazy Cajun, BMI)	11	36	—	SUMMERTIME Billy Stewart, Chess 1966 (Gershwin, ASCAP)	1
11	17	17	TEENAGER'S PRAYER Joe Simon, Sound Stage 7 2554 (Frederick, BMI)	9	37	—	WHAT RECOMES OF THE BROKEN-HEARTED Jimmy Ruffin, Soul 35022 (Jobete, BMI)	1
12	12	12	GOOD TIME CHARLIE Bobby Bland, Duke 402 (Don, BMI)	10	38	—	HE'LL BE BACK Players, Mint 32001 (Stanc, BMI)	1
13	22	22	MISTY Groove Holmes, Prestige 401 (Vernon, ASCAP)	4	39	39	LONELY SOLDIER Mike Williams, Atlantic 2339 (Pronto-Chevis, BMI)	2
14	14	14	LET ME BE GOOD TO YOU Carla Thomas, Stax 188 (East, BMI)	14	40	32	WHOLE LOT OF SHAKIN' IN MY HEART (Since I Met You) Miracles, Tamla 54134 (Jobete, BMI)	7
15	5	5	BAREFOOTIN' Robert Parker, Nola 721 (Bonatemp, BMI)	15	41	26	BABY IT'S OVER Bob & Earl, Mirwood 5517 (Arima, SESAC)	6
16	16	16	(WE'LL BE) UNITED Intruders, Gambel 201 (Sharpe, BMI)	5	42	—	I WANT TO BE WITH YOU Dee Dee Warwick, Mercury 72584 (Morley, ASCAP)	1
17	15	15	COOL JERK Capitols, Karen 1524 (McLaughlin, BMI)	18	43	—	MY BACK SCRATCHER Frank Frost, Jewel 765 (Su-Ma, BMI)	1
18	28	28	PHILLY FREEZE Alvin Cash & the Registers, Mar-V-Lus 6012 (Vapac, BMI)	3	44	—	MONEY WON'T CHANGE YOU James Brown & the Famous Flames, King 6048 (Dynatone, BMI)	1
19	29	29	WARM AND TENDER LOVE Percy Sledge, Atlantic 2342 (Pronto-Bob-Dan-Quinny, BMI)	2	45	—	EL PITO Joe Cuba, Tico 47470 (Hall of Fame, BMI)	1
20	23	23	WADE IN THE WATER Ramsey Lewis, Cadet 5541 (Ramsel, BMI)	2	46	—	I GUESS I'LL ALWAYS LOVE YOU Isley Brothers, Tamla 54135 (Jobete, BMI)	1
21	13	13	MY LOVER'S PRAYER Otis Redding, Volt 136 (East-Time-Redwal, BMI)	9	47	—	LOVE (Oh How Sweet It Is) Jerry Butler, Mercury 72592 (Overcome, BMI)	1
22	8	8	WITH A CHILD'S HEART Stevie Wonder, Tamla 54130 (Jobete, BMI)	7	48	—	WORKING IN THE COAL MINES Lee Dorsey, Amy 958 (Marsaint, BMI)	1
23	25	25	TAKE THIS HEART OF MINE Marvin Gaye, Tamla 54132 (Jobete, BMI)	9	49	—	WORLD OF FANTASY Five Steps, Windy C 602 (Camad, BMI)	1
24	27	27	I WANT A GIRL Mud Lads, Volt 137 (East, BMI)	2	50	—	LAND OF 1,000 DANCES Wilson Pickett, Atlantic 2348 (Tune-Kel-Anatole, BMI)	1
25	18	18	(I'M A) ROAD RUNNER Jr. Walker & All Stars, Soul 35015 (Jobete, BMI)	14				
26	—	—	I BELIEVE I'M GONNA MAKE IT Joe Tex, Dial 4033 (Free, BMI)	1				

TOP SELLING R & B LP's

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

Billboard Award	This Week	Last Week	Title, Artist, Label, No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No.	Weeks on Chart
1	1	1	GETTIN' READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	5	14	14	MARTHA & THE VANDELLAS GREATEST HITS Gordy G 917 (M); GS 917 (S)	9
2	2	2	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	15	15	16	DANCE THE COOL JERK WITH THE CAPITOLS Atco 190 (M); SD 190 (S)	2
3	3	3	UP-TIGHT! Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	11	16	20	SOUL SISTER Aretha Franklin, Columbia CL 2521 (M); CS 9321 (S)	2
4	4	4	SOUL MESSAGE Richard (Groove) Holmes, Prestige PR 7435 (M); PRS 7435 (S)	14	17	13	I LOVE YOU 1,000 TIMES Platters, Musicor MM 2091 (M); MS 3091	7
5	8	8	A TOUCH OF TODAY Nancy Wilson, Capitol T 2495 (M); ST 2495 (S)	11	18	17	MAD LADS IN ACTION Volt 414 (M); S 414 (S)	3
6	6	6	SOUL ALBUM Otis Redding, Volt 413 (M); S 413 (S)	14	19	19	HEY! LET'S PARTY Mongo Santamaría, Columbia CL 2473 (M); CS 9273 (S)	2
7	7	7	WHEN A MAN LOVES A WOMAN Percy Sledge, Atlantic 8125 (M); SD 8125 (S)	10	20	—	TELL IT LIKE IT IS Richard (Groove) Holmes, Pacific Jazz PJ 10105 (M); ST 20105 (S)	1
8	10	10	MOODS OF MARVIN GAYE Tamla TLP 266 (M); SLP 266 (S)	7	21	18	THIS OLD HEART OF MINE Isley Brothers, Tamla TLP 269 (M); SLP 269 (S)	4
9	5	5	GOTTA TRAVEL ON Ray Bryant Trio, Cadet LP 767 (M); LPS 767 (S)	8	22	—	A TRIBUTE TO RHYTHM AND BLUES Chuck Jackson, Wand WDM 673 (M); WDS 673 (S)	1
10	15	15	HOLD ON! I'M COMIN' Sam & Dave, Stax 708 (M); 708 (S)	2	23	—	INTRODUCING THE AFRO BLUES QUINETY PLUS ONE Mirwood LP 3002 (M); LPS 3002 (S)	1
11	12	12	CRYING TIME Ray Charles, ABC 544 (M); ABCS 544 (S)	23	24	—	RIDIN' HIGH Impressions, ABC ABC 545 (M); ABCS 545 (S)	14
12	9	9	WILDEST ORGAN IN TOWN! Billy Preston, Capitol T 2532 (M); ST 2532 (S)	6	25	—	THE SUPREMES LIVE AT THE COPA Motown MLP 636 (M); SLP 636 (S)	15
13	11	11	GOIN' OUT OF MY HEAD Wes Montgomery, Verve V 8642 (M); V6-8642 (S)	20				

Radio Sparks Record Sales to Italian Youth

ROME — Radio, rather than TV, has suddenly become the spark plug of record sales in Italy with the introduction of a series of new programs aimed at young folks which have caught fire.

Radio revival began on Oct. 16, 1965, with "Bandiera Gialla" (Yellow Flag), in which Gianni Boncompagni and Renzo Arbore began a weekly audience record competition. This competition has turned up many winners among the foreign entries. It may be credited with the number of foreign language records appearing on best-seller lists in

Italy today after an eight-year virtual blackout of non-Italian vocals.

Since this program, Arbore has come up with a daily "For

You Young People" which offers 90 minutes of recorded tunes with few spoken interludes with Jimmy Smith's organ classic, "The Cat," as the theme song. During its summer run, no less than 2,700 recordings will be heard.

Another program in a prime evening spot, "Grand Variety," features Johnny Dorelli and Mina under the same aegis as

"Studio Uno," top TV musical show. The popularity of this couple has assured them the emcee spots for the 1967 edition of the TV show.

Notable among the top tunes in the various radio disk jockey shows is that seven of 25 top-rated songs by Italian young people have been Billboard Award winners. Current best-seller lists, too, feature three

Change Call Letters

HOUSTON — KIKK, the country music station here, has bought KHUL-FM and will change the call letters to KIKK-FM. The FM station will also program country music.

Billboard Award winners, including the Sinatras, father and daughter.

**THANKS, DISC JOCKEYS,
PROMO MEN AND SALES PERSONNEL, FOR
MAKING THIS RECORD A HIT.**

SUGAR & SPICE

by

The Cryan' Shames

DESTINATION #624

A product of MG Production Co.

Motown in School Drive

DETROIT — Tamla-Motown Records has joined in with Detroit radio stations in a current stay-in-school campaign. Berry Gordy, president of the record company, provided artist Brenda Holloway, musical arrangers, musicians, studios and recording staff for a record of "Play It Cool, Stay in School."

The song was written and recorded three years ago by Jimmy Clark, music director of WJR. WJR then contributed recording facilities and staff to distribute Clark's version free.

This time, WXYZ is pressing the records and distributing them to Detroit radio stations and radio stations, schools and organizations all over the nation. The campaign was originated by the Women's Advertising Club in Detroit.

Truth Series On WNEW

NEW YORK — WNEW begins a series Aug. 7 titled "The Truth About Radio: A WNEW Inquiry." Federal Communications Commissioner Kenneth A. Cox, who recently voted against the license renewal of 19 New York radio stations, will be a guest on the premiere program. Dick Doan will moderate. The weekly Sunday evening series will continually examine all aspects of the radio industry, said Harvey L. Glascock, vice-president and general manager of the Easy Listening format station.

'90 Mins. With . . . To Be Syndicated

PHILADELPHIA — As the result of the success on WFIL here of the "90 Minutes With . . ." radio show, Triangle is syndicating the weekly program. The first 38 artists profiled musically in the series of 52 include such names as Julie London, Robert Goulet, Barbra Streisand, the Philadelphia Orchestra, Frank Sinatra, Roger Miller and the Kingston Trio.

Teen Show Expands

DALLAS — "Sump'n Else," an afternoon teen bandstand show on WFAA-TV here, is expanding to an hour in color. The show debuted last September with Ron Chapman as host.



CONTACT: JIM GOLDEN

DESTINATION RECORD CO.

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ATTENTION!

Anyone interested in learning firsthand about the tape cartridge field. Here is the greatest concentration of speakers ever brought together to discuss the experience-to-date, the opportunities, the challenges in the burgeoning tape cartridge business.

• Where is the tape cartridge business heading in sales and profits?

• How have the successful merchants met the problems in this fast-breaking field?

• What must be done by every element in the business if the predicted potential is to be achieved?

ATTENDANCE WILL INCLUDE:

DEALERS—Auto accessory, record, appliance, car, department store

DISTRIBUTORS—Record, one-stop, rack, auto accessory

MANUFACTURERS—Tape equipment, appliances, record, tape cartridge, tape, automobiles

SERVICES—Music publishers, financial institutions

REGISTER NOW!

PROGRAM

THE TAPE CARTRIDGE CONFERENCE

Edgewater Beach Hotel, Chicago, Illinois

August 29-30, 1966

MONDAY, AUGUST 29

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

SESSION I

MORNING SESSION

YOUR FUTURE IN THE TAPE CARTRIDGE FIELD

Chairman

Hal B. Cook,

Publisher

The Billboard Publishing Company

New York, New York

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

Mort L. Nasatir,

President

MGM Records, Inc.

New York, New York

THE POTENTIAL FOR SALES—A FORECAST OF MARKET OPPORTUNITIES

Lee Zhito,

Editor in Chief

The Billboard Publishing Company

New York, New York

Andrew Csida,

Managing Director of

Special Projects Division

The Billboard Publishing Company

New York, New York

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

LUNCHEON

MONDAY

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

CONCURRENT SESSIONS

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

SESSION II

Chairman

Harry Beckerman,

President

Car Tapes, Inc.

Chicago, Illinois

THE PROFITABILITY IN DEVELOPING AN INSTALLATION CENTER FOR PLAYBACK EQUIPMENT IN AUTOMOBILES

Earl Muntz,

President

Muntz Stereo-Pak, Inc.

Van Nuys, California

SESSION III

Chairman

David Nager,

Sales Manager

Consumer Products Division

Automatic Radio Sales, Inc.

Melrose, Massachusetts

THE ROLE OF THE WHOLESALER IN THE TAPE CARTRIDGE BUSINESS

Larry Finley,

President

International Tape Cartridge Corporation

New York, New York

SESSION IV

Chairman

Wybo Semmelink

Assistant Vice-President,

High Fidelity Products Dept.

North American Philips Company, Inc

New York, New York

MONDAY

DISPLAYING, PROMOTING AND SELLING TAPE CARTRIDGES AT THE RETAIL LEVEL

Ethan Caston,

Vice-President

Record Division

Wallich's Music City, Inc.

Hollywood, California

SESSION V

Chairman

Irwin H. Steinberg,

Executive Vice-President

Mercury Records

Chicago, Illinois

POINT OF SALE—BIRTHPLACE OR GRAVEYARD?

Stanley Gortikov,

President

Capitol Records Distributing Corporation

Hollywood, California

SESSION VI

Chairman

(To be announced)

DISPLAYING, PROMOTING AND SELLING TAPE EQUIPMENT AT THE RETAIL LEVEL

George K. Mery,
President
Dynamic Devices, Inc.
San Antonio, Texas

SESSION VII

Chairman

Merv York,
President
Top Notch Auto Supply Co.
Hopkins, Minnesota

PURCHASING, INVENTORY AND INVESTMENT CONSIDERATIONS IN CARTRIDGE AND EQUIPMENT RETAILING

Amos Heilicher,
President
Heilicher Bros.
Minneapolis, Minnesota

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

EDUCATIONAL EXHIBITS

A display of the newest equipment and accessories in tape cartridge field.

TUESDAY, AUGUST 30

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

MORNING SESSION

Chairman

Vincent R. Vecchione,
Manager, Consumer Products
Borg-Warner
Spring Division
Bellwood, Illinois

SESSION VIII

SELLING TO KEY MARKETS

OPPORTUNITIES FOR SALE OF PLAYBACK EQUIPMENT IN THE AUTOMOBILE FIELD

John J. Nevin,
Car Product Planning Manager
Ford Division
Ford Motor Company
Dearborn, Michigan

OPPORTUNITIES FOR SALE OF PLAYBACK EQUIPMENT IN THE HOME

John A. O'Hara,
Director of Tape Development
Consumer Electronics Division
Philco Corporation
Philadelphia, Pennsylvania

CONCURRENT SESSIONS

Registrants will choose either of the following two sessions.

SESSION IX

SELLING THROUGH DEALERS

Chairman

Bill Mulcahy,
President
TelePro Industries, Inc.
Cherry Hill, New Jersey

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

Jack Frankford,
President
Retail and Wholesale Divisions
Michigan Mobile Radio, Inc.
Detroit, Michigan

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

Arthur C. Grobart,
President
Discount Record Center Stores
Beverly Hills, California

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

Arnold F. Woolf,
Treasurer
Arcco Auto Supply Co., Inc.
Boston, Massachusetts

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

Darse Crandall,
Product Manager, Television & Stereo
AIMCEE Wholesale Corporation
New York, New York

SESSION X

SELLING THROUGH WHOLESALERS

Chairman

Paul Stanley
Levine's Auto Supply Co.
San Francisco, California

EVALUATION OF EXPERIENCE IN SELLING TAPE CARTRIDGES THROUGH A RACK JOBBER

Cecil Steen,
President
Record Wagon
Woburn, Massachusetts

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

James Shipley,
President
Main Line
Cleveland, Ohio

EVALUATION OF EXPERIENCE IN SELLING TAPE THROUGH A ONE-STOP

Michael J. Daniel,
President
Western Tape Distributors, Inc.
San Francisco, California

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

LUNCHEON AND TALK
NEW HORIZONS FOR THE TAPE CARTRIDGE BUSINESS IN PENETRATING BROADER MARKETS

William Lear,
President
Lear Jet Company
Wichita, Kansas

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

EDUCATIONAL EXHIBITS OPEN

SESSION VI

Chairman

William B. Wilfong

Merchandiser—

Radios and

Phonographs

The Goodyear Tire

& Rubber Company

Akron, Ohio

TAPE CARTRIDGE CONFERENCE

Room 1408, 500 Fifth Avenue, New York, N.Y. 10036

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

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

COMPANY NAME _____

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

ADDRESS _____

CITY, STATE & ZIP _____

REGISTRATION FEE:

\$100.00 for a single registration
\$75.00 for each additional registrant from the same company

Fee includes all work materials and luncheon on Monday and Tuesday. IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS. Payment Must Accompany Order. Make Check Payable to "Tape Cartridge Conference."

NAMES OF REGISTRANTS AND THEIR TITLES:

Your signature and title

Dutch Disk Trade Promotes Low-Cost Youth Phono Player

By BAS HAGEM

AMSTERDAM—A big summer campaign has been launched by the CCGC, the Dutch record industry co-operative, to promote its \$14 "youth record player" with the aim of boosting record sales among teen-agers.

A powerful advertising campaign using the country-wide newspapers and music magazines was scheduled for immediately after the final school examinations and before holidays began.

Behind the scheme is CCGC (Collective Record - Publicity Committee), which acts both

for manufacturers and dealers. Dealers have particularly welcomed the scheme and its cleverly conceived sales promotion operation. They expect to sell thousands of players before the holidays are over.

High praise for the Dutch co-operative's launching of its cheap teen-angled record player comes from Frank Weintrop, head of Walt Disney's European music division in London. He was in Holland at the time of the campaign's launching.

"The Dutch industry is prepared to do it on very low margins and is conducting a mar-

velous campaign to get the plan over," he added.

"It's an idea that could be taken up in many parts of the world if manufacturers would only co-operate as they do in Holland."

Weintrop revealed that he has been discussing a similar project aimed at the children's market with one of Britain's biggest retailer multiples. A cheap machine is envisaged for which the Disney operation would be prepared to forgo most, or even all, of its usual royalties for use of its well-known cartoon characters.



ITALIAN MINISTER for Tourism, Achille Corona, hands a silver plate to Giuseppe Ornato, managing director of RCA Italiana. The plate was awarded to RCA Italiana during the ninth Cinema Gala by the Association of Italian Cinematographic Press "for the high technical and artistic level attained in the field of film music." (Left to right are Corona, actress Maria Grazia Buccella and Ornato.)

German Record Exports Soar 20% From 1964

BERLIN—Phonograph records are beginning to rival cuckoo clocks, cameras and cutlery as "Made in Germany" specialty export items.

Disk exports soared nearly 20 per cent last year over 1964, climbing to 13,528,879. At the present rate of shipments, West German record companies will export more than 15,000,000 disks for the calendar year 1966.

All major German record companies are pressing export sales. Switzerland is the best export market, with shipments reaching 3,553,892 records in

1965, followed closely by the Netherlands (with almost 2,000,000) and Belgium and Luxembourg (with 1,000,000 for the two countries).

The United States is increasingly steadily in importance as a market for German disks. Last year, the U. S. took almost as many German records as France—793,000 compared with 885,000.

Other major customers for German records are Sweden (644,000), Denmark (571,000), Norway, Britain, Italy, Canada, Greece, Finland and Australia.

Continental Artists May Make Breakthrough in British Market

By DON WEDGE

LONDON—A comparative rarity, a disk made by a Continental artist, "Black Is Black" by a Spanish group Los Bravos, is currently a feature of the British Top 10. At the same time there is much bigger than usual effort to get British exposure for the continental artists.

Though hailing from Spain, Los Bravos features a German lead singer Mike Kogel. They were recorded in London by Decca and man Ivor Raymonde who had seen them working while on vacation.

The record was made specially for British tastes and the group has found a fame here, apparently greater than in its own country. Decca is now trying again with the hot Swedish group, the Hep Stars. The group's "Sunny Girl" was a July release here.

Also with current British singles are Claude Francois (Fontana, France), and Little Tony (a Durium, Italy, artist released through Pfe). Both made singles

here for the British market and returned to promote them on release.

Fermata Has New Catalog

BOGOTA—Fermata International has signed contracts for the Colombian distribution of the Fermata RGE and A&M catalogs under the Fermata label. The contracts were signed by Alberto Maravi, co-ordinator of Fermata International, with Industrie Electro Sonora Ltd. (Sonolux) of Colombia and El Palacio de la Musica S. A. in Caracas.

The current Venezuelan release includes six LP's with Herb Alpert and the Tijuana Brass, while in Colombia the August release consists of four Herb Alpert sets plus Fermata disks of the Trio Cristal, Simonetti, Bienvenido Grandia, Carlinhos Mafassoli, "Violines no samba," and Ubihara.

Pye in particular has mounted a big summer sales campaign featuring its Continental artists with the theme of catching sales interest of British tourists who have taken vacations abroad. (Billboard, June 25.)

Irving Wilson, who heads the Manchester firm Disc Imports, has launched a Euroson label to specialize in singles by Continental artists. In a deal with Carisch of Italy, Wilson acquired for his first release Peppino di Capri's "Roberta."

BBC-TV is responsible for importing a host of foreign recording acts during the summer. Petula Clark, British-born but now French-based, included a lot of Continental disk stars in her series.

BBC-2 has launched a summer replacement "International Cabaret" series. Bookings for this include Domenico Modugno, Juliette Greco, Abbe Lane, Gilbert Beaud, Les Parisiennes and I Motorini, who take their place with such Americans as Johnny Mathis and Al Hirt.

GEMA Royalties Set New Mark

BONN—West Germany's booming music industry made 1965 a record year for GEMA, the German performance rights organization.

GEMA has just released its annual report showing that royalties for 1965 climbed to 126,959,000 Deutschmarks, compared with 113,644,000 Deutschmarks for 1964. Four Deutschmarks equal \$1.

GEMA's expenditures increased to 18,019,000 Deutschmarks (vs. 16,843,000 for 1964). Payments to composers-authors increased to 108,940,000 Deutschmarks (vs. 93,821,000 Deutschmarks for 1964).

GEMA said its jump in reverse was fueled largely by a rise of 15.3 per cent in German disk output, the biggest part of the increase being in the LP sector with the greatest profit margins.

Record production increased to 66,200,000 records in 1965 (vs. 57,400,000 for 1964). LP production spurted from 16,200,000 for 1964 to 24,100,000 in 1965—a gain of 48.8 per cent, and singles showed a modest gain—from 28,800,000 in 1964 to 30,600,000 last year (up 6.3 per cent).

Royalties from radio also increased substantially. GEMA said most surprising was the gain in revenue from live music compared with mechanical music, which also showed what GEMA said

was a "satisfactory" increase.

GEMA said more favorable agreements accounted in the main for the gains. Mechanical royalty gains helped by an increase in the number of juke boxes in operation and discotheque machines.

But GEMA reported unsatisfactory film and public TV royalties. German film production is still depressed and the increase in TV set ownership has cut royalties GEMA receives from taverns and other public locations.

GEMA expressed satisfaction with its relations to ARD, the West German TV-Radio network, and to the disk industry. GEMA has extended its agreement with ARD until Dec. 31, 1967, with the proviso that it is automatically renewed from year to year if neither party cancels.

GEMA's contract with record companies extends through June 30, 1968, and has a similar annual renewal clause.

GEMA claims that its healthy rise in royalties is a tribute to the hard-nosed approach of its general manager, Dr. Erich Schulze, an international authority on copyright law. Dr. Schulze is author of the standard book on this subject, and he has resourcefully applied his compendious knowledge of copyright law to make GEMA one of West Germany's most envied growth industries.

FROM THE MUSIC CAPITALS OF THE WORLD

AMSTERDAM

New managing director of Polydor-Holland is **E. J. Garreien**. His predecessor, **J. H. Bulmink**, joins Philips Phonographic Industries, Barmen. . . . **John Ros** of Decca-Holland expects big sales of **Frank Chacksfield's** LP of TV themes. . . . **Dave Brubeck's** "Greatest Hits" and a notable French LP by **Caravelli and His Magic Violins**, have been added to CBS' budget-line albums. . . .

Electrola's export manager **August Batzen** visited Bovema to discuss new export-import policies. . . . Negram rush-released "On The Ball," the theme used by the Eurovision network for its coverage of the World (soccer) Cup, which dominated European TV screens last month. . . . On Brunswick, Phonogram released **Brenda Lee's** "Bye Bye Blues" LP and a reprise of world rock hits by **Bill Haley's** Comets. . . . Decca's **Jaap Hoitink** expects a Dutch hit with "I Love Onions"—licensed by Laurie via British Decca. . . . Bovema's Imperial label is launching a new beat group, the **Eurifans**. . . . A big regional hit in East Holland and Germany is Bovema's **Die Glanbergruger Jager**, brass band.

Following big single sales, an LP is scheduled for September. . . . Following the **Hollies'** "Bus Stop" success, Parlophone rush-released the group's LP, "Wouldn't You Believe It." **BAS HAGEMAN**

Peer Musikverlag has six titles on the current German hit list—three of them from the U. S. best-seller list. Gerig also reports strong success in landing its songs on the top-tune list. In the last year, from July 1965 until June 1966, Gerig placed 21 songs on the German hit parade top 10. Gerig is striving for an image as Germany's "leading hit-tune publisher in this age of beat music." . . . **Roy Black's** "Irgendjemand Liebt auch Dich" has sold more than 100,000 copies. **OMER ANDERSON**

COLOGNE

CBS Schallplatten has opened a sales promotion drive for **Barbra Streisand** disks. Five Barbra LP's have been released in Germany, and in addition CBS is releasing an EP in Germany "Barbra en Francais," her first European disk recorded in France. Hansa's release of "Juanita Banana" with the **Peels** has climbed to the Ger-

man top tune list. Hansa has also released the British hit "The Wild Thing" with the **Troglydites**. . . . **Fred Bertelmann** sings the German version of "Strangers in the Night" in the Ariola release of Bert Kaempfert's new hit. . . . Electrola is introducing a new English beat group in Germany, "**Percy and the Gaolbirds**" whose current release is "I Will Do/How to Catch the Girl." On the c&w front, Electrola is promoting **Wanda Jackson's** command of the German language as a sales vehicle for her records. As Electrola tells it, Wanda is virtually bilingual, and the proof is her records, the current release being "Komm Heim, Mein Wandersmann."

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LONDON

Jimmy Johnson, head of the **Walt Disney** music division, is likely to conclude arrangements for a Disney-controlled European record operation when he visits London at the end of August. With **Frank Weintrop**, head of European music operations, Johnson will also visit Scandinavia, Germany, Holland, France and Italy.

Monument International vice-president **Bobby Weiss** left London without getting a new pact for the label's distribution. The present agreement with British Decca

expires this fall. As well as talks with **Sir Edward Lewis**, he met **Ken East** and **Frank Chalmers**, EMI international executives. Weiss left for Paris, going to the Middle and Far East before returning to Hollywood.

Dick James is claiming a Gold Disk for the **Troggs** "Wild Thing," with total sales around the world exceeding a million. . . . **Pye** is issuing the **Warner Bros.** runaway hit "They're Coming To Take Me Away" by **Napoleon XIV**, complete with back-to-front flip-side label. . . . To coincide with his London season and TV dates, EMI rush-released a **Johnny Mathis** "Shadow of Your Smile" LP. . . . **Island Records** has acquired **Robert Parker's** "Barefootin'" from the U. S. Nola label.

CBS has re-issued **Guy Mitchell's** nine-year-old "Singing the Blues" and is promoting it as a potential hit single. . . . **Frank Fender** left Chappell to join Polydor to administer Atlantic affairs. . . . Visiting London is **Jo Otten**, former Philips press officer now in a similar post with Gallo, South Africa. . . . **Ken Glancy** brought in **John Dunn**, formerly with Young and Rubicam, to head new CBS efforts in the premium and sales incentives fields.

The 1966 Royal Variety Performance will be staged at the London Palladium on Monday, Nov. 7. . . . **Peter Lane**, who is currently in charge of licensed repertoire promotion at Pye Records, emigrates to Australia Aug. 7. He was previously with EMI, the BBC, Chappell and Southern Music. . . . New Postmaster-General **Edward Short** told Parliament that he intends that government legislation outlawing pirate radios will be passed by Christmas. . . . **CBS' Rudolf Serkin** was in for appearances in the City of London Festival. . . . **Cliff Bennett's** "Got To Get You Into My Life" is the first single recorded here of material from the next **Beatle LP**, "Revolver."

Oliver Smedley, accused of murdering **Reg Calvert**, operator of the pirate station Radio City, had the charge reduced to manslaughter. He pleads not guilty. . . . EMI is already working on a promotion campaign for **Gilbert Becaud**.

Musitron Signs EMI Contract

CARACAS, Venezuela—Musitron S. A. has signed an exclusive option agreement with EMI to market EMI product here under the regular Odeon label. Favedica was given an additional year to continue selling its existing Odeon stock. Favedica also gained an exclusive second option from Musitron over the EMI artist roster for release on Favedica's Orbe label.

The Favedica agreement was signed by **Cesar Roldan**, Favedica president; **Harry R. Ferris**, president of Musitron S. A., and **H. E. Morris**, Musitron vice-president and general manager.

Also present for the signing were **H. Epple**, supervisor for Latin American markets for EMI and general director of Industrias Electricas y Musicales Odeon S. A. of Santiago, Chile.

Pathe-Marconi (France) artist, to tie in with his sneeuited britain concert and TV commitments in September. . . . This month Polydor a&r man **Richard Hill** records **Jack Hammer** in Sweden. . . . "Cilla Black at the Savoy," TV spectacular filmed by **Brian Epstein**, was third in the week's British TAM ratings. Epstein planned to be in New York last week to arrange U. S. screening and arrange the **Beatles** tour plans, but was stricken with a glandular fever. **DON WEDGE**

MILAN

Giuseppe Velona, Rifi international manager, and **Antonio Ansoldi**, Rifi a&r director, flew to Paris to meet with **Eddie Barclay** of Disques Barclay, distributor of the Rifi line in France. Velona and Ansoldi will then proceed to London for meetings with UA executives and major publishers. . . . **Joe Giannini**, CGD executive, flew to the United States to attend the CBS and WB-Reprixe conventions. . . . **Mort Nasarfi**, MGM president; **Erie Steinmetz**, MGM international division, and **John Nathan**, MGM European director, are expected in Milan to discuss MGM distribution in Italy.

Jean Jacques Finsterwald met with **Krikor Mintangian**, Durium president, and **Elisabel Mintangian**, international manager, to renew the agreement for distribution of Durium catalog through Disques Vogue in Switzerland and Deutsche Vogue in Germany. . . . **Elisabel Mintangian**, Durium, said Little Tony's "Ridera" passed the 200,000 copies sale mark. Same song was recorded by Little Tony in English, under **Tony Hatch's** direction, with the title "Let Her Go" and will be released by Pye Records in Great Britain.

Gene Pitney, Musico-CGD, will participate in the forthcoming TV show "Scala Reale," which will be a competition among several teams formed by four singers each. Pitney will head his team. CGD will compete with two teams, the second of which will be headed by **Giogliola Cinquetti**.

Giampiero Scussel, Durium international a&r, selected five Prestige albums by **Chet Baker**, **Stan Getz** (2), **Lee Konitz** and **John Coltrane** for immediate release. **Frank Sinatra** is again appearing in the Italian charts with "Strangers in the Night." . . . Durium released "It's a Men's Men's Men's World" by **James Brown**, King Records.

Decca Italiana marketed a stereo demo-album, "Stereo Show," at the special price of 1,500 lire (US \$240). . . . **GTA** is selling a record couplet with a hat, both called "Kova Kembel" (an Irish expression which means "stupid little hat"), and is simultaneously launching the "Kova Kembel" dance. . . . "Un Uomo Rispettabile," the Italian version of "A Well Respected Man," was first recorded by combo the **Pops**, **GTA** (2), **Lucrezio Ferri** and **Isabella Jannetti**, Durium, and **Gino Ricordi**, are among the entrants in the forthcoming Song Festival of Pesaro. . . . Durium released the first album by **Isabella Jannetti**, "Ecco Isabella Jannetti" (Here is I.J.). . . . **GTA** is issued an album by newly signed combo **Hot Dogs**, an English group.

A new policy is being carried on by the Italian RAI-TV executives and three disk jockey pro-

grams are put on air: "Bandiera Gialla" (Yellow Flag) by **Gianni Boncompagni** (under the form of a weekly contest among new releases, the winner having the right to enter also the following week's competition, and so on). "Disc Jockey" by **Marlo Mazzetti** and "Per Voi Giovani" (For You The Young People), by **Arbore**. That means more freedom as regards repertoire admitted to broadcasting and grants the Italian record companies more chances to have their new releases aired timely, through proper programs devoted to the teen-agers. . . . "Paperback Writer" by the **Beatles** won this week's edition of "Bandiera Gialla." Immediate followers were "Paint It, Black" by the **Rolling Stones**, "Over Under Sideways Down" by the **Yardbirds** and "Don't Bring Me Down" by the **Animals**. . . . **Leon Cabat**, Disques Vogue's France president, met with **Krikor Mintangian**, Durium president, and **Elisabel Mintangian**, Durium international manager, and renewed the contract for distribution of the Durium catalog in France. Cabat noted a strong interest for Durium's **Tony Cucchiara**, who records alone and with partner **Nelly Fioramonti**, and managed so as they will soon record the French version of their folk songs in Paris.

GTA Records issued two singles by newly signed **Alex Harvey**—"Do The Dog," one of the four titles, was introduced through "Bandiera Gialla." . . . **Little Tony** and **Mario Zelinotti**, Durium; **Vasso Ovale**, Ariston; **Giogliola Cinquetti**, CGD, and **Tony Dallara**, CBS Italiana, confirmed their participation in the forthcoming Cantapop. This is a singing-tour of Europe without contest, starting from Milan, Aug. 27, touching the main European cities and ending again in Italy, Sept. 11.

Marie Laforet, Festival of France, distributed by CGD, is expected in Milan for TV filming, Aug. 10. She will sing "Domani Amore" (Tomorrow Lover). . . . **Frank Sinatra's** "Strangers in the Night," Reprixe-CGD, is climbing the Italian charts and reaching the top positions. . . . **Little Tony**, Durium, flew to London for a TV show to promote his "Let Her Know" (Ridera), distributed by Pye Records. . . . **Isabella Jannetti**, Durium, was in a car crash at Cerniola Foggia.

GERMANO RUSCITTO

NEW YORK

Bobby Hebb, whose Philips Records disk of "Sunny" is No. 11 this week, will videotape "Upbeat" on Aug. 1. **Dick Clark's** "Where the Action Is" on Aug. 2 and **Lloyd Thaxton** twice on Aug. 9, and "Shebang" on Aug. 12 prior to joining the **Beatles** for their Aug. 12-29 cross-country tour. . . . **Dennis Ganin**, Mercury production director, is offering a \$100 reward to the first person who succeeds in finding **Barry Keef**, who recorded "Ain't Gonna Lie" for the label under the name of **Keith**. . . . **Comic Lenny Kent** and singer **Marci Lynne** are listed for the Living Room beginning Monday (11). . . . **Paul Anka** left on Friday (27) for a one-month tour of Sweden and Czechoslovakia. . . . The **Fifth Estate**, Redbird Records artists, began a two-week stint at the Downtown last Tuesday (26). . . . **Ronald Shaw** has recorded the main theme from "Khartoum," a United Artists film, as a single for London Records. . . . **Morocco**, MGM singer and oriental dancer, is cutting an album of pop material. . . . **Paul LaValle**, RCA Victor conductor, presently guest conductor at Radio City Music Hall, will conduct some 8,000 high school musicians at a Purdue University Stadium concert Sept. 17.

Ray Charles and his band will appear at an "invitation only" affair at the Lorton Reformatory in Lorton, Va., on Aug. 26. . . . **Joe Cuba** has waxed two Coca-Cola jingles based on his themes "El Pito" and "Prueballo OK" in cooperation with Tico Records. . . . **Betty Carter** is in an unlimited engagement at the Five-Spot Cafe. . . . Composer-band leader **Usef Lateef** returned for a two-week engagement at the Slugs' Saloon. . . . **Fred Fox**, president of Sam

E., W. Germans Co-Operate on Record Deals

BERLIN — West Germany's phonograph record industry is pressing ahead with joint East-West German disk production despite the political stalemate between Bonn and East Berlin.

The largest and one of the most impressive exhibits of the "reunification" of East and West German record production is Deutsche Grammophon's new recording of Mozart's Singspiel, "Bastien and Bastienne."

It was produced in East Berlin with **Adele Stolte** as Bastienne and **Theo Adam** as Colas. It presents as Bastienne Peter Schreier, Germany's youngest tenor, who has been acclaimed for his interpretation of Mozart.

Schreier sang for eight years in the choir of the famous Kreuzkirche in Dresden. At 18, he enrolled in the Dresden School of Music. His first engagement was with the Dresden State Opera's studio ensemble. Later, he joined the senior ensemble of the Dresden Opera House.

"Bastien and Bastienne," the Berlin Chamber Orchestra playing under the direction of **Helmut Koch**, is coupled with a new Grammophon record of Mozart's "Abduction from the Seraglio," with the chorus and orchestra of the Bavarian State Opera.

Italian Singers Mull Boycott of 'Canzonissima'

ROME—A boycott of RAI-TV's "Canzonissima," annual musical program which is tied to a national lottery involving \$500,000 in prizes and which runs 17 weeks on the air, is being threatened by Italian singers through CISAM, their new national labor union.

Under the aegis of RCA's **Nico Fidenco**, one of the country's most popular vocalists, the singers are seeking better terms for various TV programs. Despite the union's threat, program producers insist most of the singers involved are already tied up by contracts for the 1966-1967 event which begins in September.

One of the most important points the union is seeking to establish is that RAI-TV deal directly with the singers instead of making contracts with the various record houses who then assign the vocalists. Up to now, CISAM has made no move against the record companies, but if it can cut them out as middlemen in dealings with RAI-TV, it will probably have made the first step in this direction.



TOMMY JAMES & THE SHONDELLS

Roulette 4695



MAD, MAD MAMMA'S!

THE PRIVOUS FIVE

**FROM THE
MUSIC CAPITALS
OF THE WORLD**

• Continued from page 35

written by Kaye. . . . Gene Krupa and his quartet begin a three-week stay at the Theatrical Restaurant in Cleveland on Monday (8). . . . The **Arbors**, Carney Records' artists, will return to the metropolitan area for club dates this month. . . . Ungano's, a family-type discotheque, opened on Friday (29) with the **Others** as headliners. . . . **Marvin Gaye** starts a two-week engagement at the Copacabana on Thursday (4). . . . **Johnny Cash**, **Burt Bacharach** and **Hal David** will write the music for "Flip Side," a new musical comedy in the "ABC Stage '67" TV series. . . . The **Young Rascals** Central Park concert on Saturday (6) will be their last New York appearance before their first European tour. . . . Guitarist **Jose Feliciano** finished a three-week stay at the Bitter End last Tuesday (26). . . . "The Theme From Nevada Smith" master by the **Three Coins** has been bought by Roulette Records. . . . **Jill Sinclair** has been signed for the lead in "The Swingers," new film musical for Sunset Productions. . . . The **Vagrants**, the **Myddle Class** and **Jesse Colin Young** and the **Youngbloods** were on hand for the opening of the Hullabaloo Club in Asbury Park. **MIKE GROSS**

OSLO

Arne Bendiksen issued a new **Kirsti Sparboe** record, "Var det du" backed with his own composition "Det blir ingen sommer" on the Triola label. . . . Kirsti Sparboe's rendition of "Hjøm" (Home on the Range) is nearing 40,000 copies; it takes 50,000 for a gold record. . . . She got married last week to amateur guitarist **Stein Nordberg**.

New groups here include the **Vega Four** on Odeon label from disk firm Carl M. Iversen with a new rendition of the old Norwegian folk song "A Kjøre Vatten a Kjøre Ved." Other groups making their bow are **Gruppe 4** on the Triola label and the **Young Norwegians** on the Troll label.

Wenche Myhre's winning song from the German song festival in Baden-Baden, "Beiss Nicht Gleich in Jeden Apfel," is out on the Polydor label. She just finished a tour here in Norway together with the **Dizzie Tunes** and folk singer **Ivar Medaas**.

Publishing house Belinda has acquired rights to the **Kinks'** last success on Pye, "Sunny Afternoon." **Frank Sinatra's** "Strangers in the Night" on Reprise, issued here by Arne Bendiksen, will not be published in Scandinavia. Leeds Music in London has decided this in spite of many inquiries from Scandinavian publishers. . . . Sweden Music is working on having issued on record a series of the top tunes in the Billboard chart, among them **Mama's & Papa's** latest hit, "I Saw Her Again" and the **Associations'** hit "Along Came Mary." Both

these tunes will be recorded in Swedish and in Norwegian. Other songs that'll probably be issued by local artists are "Hungry," "Sweet Pea," and "This Door Swings Both Ways," all from the Sweden Music publishing house. **ESPEN ERIKSEN**

RIO DE JANEIRO

Segatiao Bastos was elected president of Brazilian Association of Record Manufacturers (ABPD) for 1966-1967. . . . Philips is the new Warners-Reprise licensee for Brazil. The contract with EMI was not renewed. . . . Odeon and Mocambo are fighting over the **Claudio Soares** contract. She is one of the top bossa nova singers of the moment. . . . "Rubber Soul," with the **Beatles**, is the top LP in town this week. The record is more expensive than all other popular LP's, but continues to sell steadily. . . . Singer **Maysa** opened at the new luxurious nightclub **Urso Branco** (White Bear), in Sao Paulo. . . . **Bossa Tres** combo flew to Mexico for a three-week stint. . . . Brazilian record companies lost several million cruzeiros with the records they had prepared to celebrate Brazil's victory at World Soccer Cup, that was played last week in England. Brazil's team lost to Portugal's. . . . Leader-composer **Bert Kaempfert** was invited to participate in the grand finale of Rio's First International Song Festival, scheduled for October. **SYLVIO TULLIO CARDOSO**

TEL AVIV

Dov Zeira, managing director of **Irazemar**, a publishing firm, acquired the publishing rights to one of the greatest hits in the Israeli Hebrew charts—a Hebrew version on **Nicola Paoone's** "The Telephone Song." This hit has already been recorded by three different groups. The best selling version is sung by a group called the **Pale Tracker** on the **Hed Arzi** label.

The latest dance craze in Europe is called "Kova, Tembel." This dance, now distributed on the Continent on Italian records, originated in Israel, and is named after the national hat of Israel. . . . "How Does That Grab You Darlin'" **Nancy Sinatra's** second LP, and **Frank Sinatra's** LP "Strangers in the Night" will be released next week in Israel through **Gal Ron**, distributors of Reprise Records here. The title songs of these two albums are already well positioned in the Israeli hit parade.

Following the visit of the Indian conductor **Zubin Mehta** to Israel, **RCA Victor** Israel has just released an album comprising **Strauss' Don Juan** with Mehta conducting the Los Angeles Philharmonic Orchestra.

The No. 1 hit on the Israeli Hebrew chart right now is a Hebrew translation of the American song "Happy Days Are Here Again." The song is called in Hebrew "The Blooming Song." . . . **Hatakit** label has received the rights for release here the French **Vogue** records. The first four EP's which were put out on the market this week are: **Antoine's** "Les Elucubrations d'Antoine," **Guy Mardel's** "N'avoue Jamais," **Francoise Hardy's** "Tous Les Garcons Et Les Filles" and **Christophe's** "Aline."

American publisher **Aaron Schroeder** has just left Israel after negotiations held with **Irazemar** publishing firm. . . . Demands for disks by the English group, the **Rolling Stones**, have lately increased. This was announced by the managing director of **Pax** records, **Gad Berkus**. . . . One of the best selling albums in Israel right now is a disk consisting of songs by the popular military group **Nahal**. The disk, which is called "From Nahal With Love," is released through **CBS** Israel. Several songs from this disk have already been in the local hit parade. . . . **RCA Victor** Israel has this week released an LP by the American group the **Mama's & Papa's**. The **Billboard** winning award song "Monday Monday," sung by this group, reached the No. 1 spot in the Israeli hit parade and remained there for two weeks. . . . The Tel

N. Y. Philharmonic Shows Form in Central Park Outing

NEW YORK — More than 75,000 persons were treated to a free program of standard fare by the **New York Philharmonic** at Central Park's Sheep Meadow last Tuesday (26). Improvements in amplification brought Beethoven's "Symphony No. 3 in E Flat (Eroica)" and Stravinsky's "Le Sacre du printemps (The Rite of Spring)" to the farthest reaches of the sprawling crowd.

Conductor **Leonard Bernstein** and the Philharmonic were at their best in the "Eroica," but it was "Le Sacre" that really gripped the large throng. Such inconveniences as the hard ground and occasional noise from traffic, sirens, aircraft,

babies and dogs were overlooked.

While there had been some applause between movements of the symphony, there was only rapt silence between sections of the Stravinsky work. The dissonances fit well in the outdoor scene, but even the soft sections were easily heard and the silence was almost deafening.

The familiar "Eroica" has rarely been performed better as the Philharmonic demonstrated its skill. The same program, which drew a reported 30,000 earlier in Milwaukee, was repeated Friday (29) at Prospect Park, Brooklyn. Columbia Records has repackaged the Philharmonic's studio recordings of these works in a two-disk release, "Concerts in the Park." The **New York** concerts, which include 10 other performances of two programs in all five city boroughs, are being sponsored by the **Joseph Schlitz Brewing Co.**, which also sponsored the Milwaukee Philharmonic appearances; the **City of New York**; the **Philharmonic Symphony Society**.

The record crowd, which some estimated as closer to 90,000, didn't hurt **Lewisohn Stadium** attendance, where about 15,000 persons heard soprano **Leontyne Price**.

FRED KIRBY

Aviv Hilton Hotel is starting a new talent competition to be staged in the Hilton nightclub. It will be presented bi-monthly, and the winners will get a long weekend at one of the Hilton hotels anywhere in the world, including a round-trip ticket. . . . **Los Chachachas**, the Cuban singing group comprising six musicians and a singer, is appearing here at the **Tel Aviv Hilton Hotel**.

CBS Records Israel has just signed a contract with the Israeli singer **Aliza Azikri**. Miss Azikri recently appeared in the **Israel Song Festival**. Her repertoire consists of Israeli folk songs. **CHAIM KAYNAN**

TORONTO

The **Compo Co.** has negotiated Canadian manufacture and distribution of **Nola** and its associated labels, with release here on the **Apex** label. First release from **Nola** on **Apex** is "Barefootin'" by **Robert Parker**, which has made several charts here through import copies.

Bell Records in the U. S. has picked up "The Merry Ploughboy" by the **Carlton Showband** with **Arlene King** on **Casl**, through **Quality**, and rushed release to meet demand created by the band's appearances in **Buffalo** July 29 and at the **Irish International Ballroom** in **New York** July 30 and 31. An LP titled after the hit single, which is based on a radio-TV beer commercial, will be out in Canada in a couple of weeks. . . . The original track for the commercial, by **Ireland's Abbey Tavern Singers**, titled "Off to Dublin in the Green," is also a smash for **Arc Sound**, with a reported 22,700 sold in nine days.

RCA Victor is releasing "I'm A Loner" and "Do You Think I'm in Love" by the **Jaybees** (formerly **J. B.** and the **Playboys**), already climbing the charts across Canada. The sides were cut in **New York**.

Allied Record Corp. president **Bruce Beatty** interrupted his honeymoon to go to **New York**, with general manager **Jack Boswell**, for meetings with **Louis Benjamin**, managing director of **Pye** in **England**, discussing future plans for **Pye** in **Canada**. **Beatty** and **Boswell** visited other affiliates in **New York**, came back high on fall product. **Boswell** makes a Western swing mid-month to pop-talk distributors on upcoming fall releases. He may be accompanied by **Bob Borchardt** of **Recoton**, who visited **Allied** in **Toronto** the end of July.

The **Mariachi Brass** packed in their fans at the **Marco Polo** in **Vancouver** last month with all stations featuring their latest **World Pacific** album. **Alfred Hitchcock** was in **Toronto** last month promoting his 50th movie, "The Torn Curtain," and its **Decca** soundtrack LP. . . . **CKLC**, **Vancouver**, presents the **Beach Boys** in concert this month (18 and 19). . . . **Peter, Paul and Mary** will make their annual **Toronto** concert appearances, always a sellout, Oct. 16 and 17 at **Massey Hall**. **KIT MORGAN**

Ky. Orchestra To Cut Corners

LOUISVILLE — Despite an apparent \$48,500 windfall from the **Kentucky Arts Commission**, the **Louisville Orchestra** maintains it must cut a lot of corners to make ends meet. The grant was \$21,500 below what executive manager **Richard H. Wangerin** has sought from the group.

The principal victim of the slashed grant will be a series of video-taped concerts, originally budgeted at \$17,500. But the orchestra's regular operating budget was also cut \$4,000.

The orchestra's program calls for 18 concerts and 12 performances by its string, bass and woodwind sections. It also provides 35 Kentucky radio outlets with "Making Music on the Air" programs.


The grant takes the place of appropriations the orchestra has received from the **State Legislature** since 1960. Last year's grant was for \$50,000, but **Wangerin** said there's no assurance the orchestra will receive a grant next year.

U. S. Tour Set for Czech Orchestra

NEW YORK — A second coast-to-coast tour of the **Czech Philharmonic** is slated for the fall of 1967 under **Columbia Artists Management**. **Karel Ancerl**, who became permanent conductor in 1951, and **Vaclav Neumann**, who has shared conducting duties since 1963, will again divide conducting duties. The orchestra, which is heard mainly on **Artia** and **Parliament Records**, toured 33 United States and Canadian cities in its initial American tour in 1965. The new tour will begin in **October** following concerts at **Montreal's Expo '67**. The orchestra will return to **Prague** from **Seattle** in mid-November.

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HITS OF THE WORLD

ARGENTINA

*Denotes local origin

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	JUANITA BANANA—The Peels (Microfon); Juan Montego (Mercury); *Mr. Trombone (CBS); Los Hills (Disc Jockey); J. R. Corvington (Odeon); Terry Scott (Music Hall)—Fermata	GIRL—The Beatles (Odeon); *Los Vip's (Ala Nicky); *Los Inn (CBS); *Vincent Morocco (Polydor); Peppino Di Capri (Odeon); Johnny Hallyday (Philips)—Fermata	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Music Hall); *Los Inn (CBS); *Citty Li (Odeon)	CALIFORNIA SONOLIENTA—The Mama's and the Papa's (RCA); *Barbara & Dick (RCA); Barry McGuire (LP) (RCA)—Relay	SIEMPRE TE RECORDARE—*Yaco Monty (Odeon)—Korn	SE DE UN MUNDO MEJOR/SOLO—*Palito Ortega (RCA)	YO TE DARE DE MAS—Omella Vanoni (CBS); Herve Vilard (Mercury); *Jose Antonio (Microfon); *Vincent Morocco (Polydor)—Fermata	NESSUNO MI PUO' GIUDICARE—Caterina Caselli (Music Hall); Gene Pitney (CBS); *Violeta Rivas (RCA); *Sio Roca (Polydor)—Korn	MONDAY, MONDAY—The Mama's and the Papa's (RCA)—Relay	SPANISH FLEA—Herb Alpert & Los Tijuana Brass (Fermata); *Les Eiffel (Ala Nicky); Sacha Distel (Fermata)—Fermata

AUSTRALIA

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	LARA'S THEME—MGM Singing Strings (MGM)—Alberts	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Leeds	PAPERBACK WRITER—Beatles (Parlophone)—Northern	WHEN A MAN LOVES A WOMAN—Percy Sledge (Festival Atlantic)	PAINT IT, BLACK—Rolling Stones (Decca)—Essex	YOU DON'T HAVE TO SAY YOU LOVE ME—Dusty Springfield (Philips)—Alberts	LANA—Roy Orbison (London)—Allans	WILD THING—Troggs (Parlophone)	IT'S A MAN'S MAN'S MAN'S WORLD—James Brown (Festival)	I WANT YOU BACK—Marty Rhone & Soul Agents (Spin)

CANADA

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	PIED PIPER—Crispian St. Peters (London)	HANKY PANKY—Tommy James & Shondells (Roulette)	SWEET PEA—Tommy Roe (Spanax)	WILD THING—The Troggs (Fontana)	SAW HER AGAIN—Mama's & the Papa's (RCA Victor)	MOTHER'S LITTLE HELPER/LADY JANE—Rolling Stones (London)	RED RUBBER BALL—Cyrkle (Columbia)	LIL RED RIDING HOOD—Sam the Sham & the Pharaohs (MGM)	YOU DON'T HAVE TO SAY YOU LOVE ME—Dusty Springfield (Philips)	PAPERBACK WRITER—Beatles (Capitol)

CANADIAN RECORDS

This Last Week	1	2
	1	2
	BRAINWASHED—David Clayton Thomas (Roman)	I'M A LONER—The Jaybees (RCA Victor)

COLOMBIA

*Denotes local origin

This Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	TRIUNFAMOS—*Trio Martino (Sonolux)	RONDANDO TU ESQUINA—Julio Jaramillo (Onix-Sonolux)	ODIO GITANO—*Alici Acosta (Tropical)	NOCHE DE BOCA GRANDE—*Trio Martino (Sonolux)	EL PAJARO AMARILLO—*Bovea y sus Valientes (Tropic.)	ZORBA EL GRIEGO—*Lyda Zamora (Estudio 15); Frank Pourcel (Odeon-Codiscos)	LICOR BENDITO—*Julio Jaramillo-Olympic Cadenas (Sonolux)	ESTA NOCHE ES MI NOCHE—*Los Bee Boys (Philips)	VENEZIA SIN TI—Charles Aznavour (Sinatra-Orbe)	EL TITIGUAY—Los Melodicos (Discomoda-Fuentes)

DENMARK

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	PAPERBACK WRITER—The Beatles (Parlophone)—Multitone	PAINT IT, BLACK—The Rolling Stones (Decca)—Essex	SLOOP JOHN B—The Beach Boys (Capitol)—Imudico	BARBARA ANN—The Beach Boys (Capitol)—T. Erling	PRETTY FLAMINGO—Manfred Mann (HMV)—Multitone	OTTE DAGE—Bjorn Tidmand (Odeon)—Imudico	BEAUTIFUL BROWN EYES—Sir Henry and His Butlers (Columbia)—Imudico	SHERRY—Red Squares (Columbia)—Imudico	SHE TAUGHT ME HOW TO YODEL—The Scarletts (Philips)—Musikprod.	KAPITALESMEN—Per Dich (Somel)—Winkler

EIRE

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	SUNNY AFTERNOON—Kinks (Pye)—Belinda	IT DOESN'T MATTER ANYMORE—Dixies (Pye)—Mellin	MORE THAN YESTERDAY—Gregory (Pye)—Acuff-Rose	PAPERBACK WRITER—Beatles (Parlophone)—Northern Songs, Ltd.	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Leeds	BUS STOP—Hollies (Parlophone)—Hournew	NOBODY NEEDS YOUR LOVE—Gene Pitney (Stateside)—A. Schroeder	THROW A LITTLE LOVIN' MY WAY—Roly Daniels (Emerald)—Screen Gems	WIND THRO' THE RAFTERS—Ludlows (Pye)—Segway	LANA—Roy Orbison (London) Acuff-Rose

FINLAND

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	VAHAN ENNEN KYLLA—Danny (Scandia)	HAVALISSI—Tapio Rautavaara (Philips)	HYVIN MENEE KUITENKIN—Johnny (Scandia)	ROTESTH LAULU—Simo Salminen (Scandia)	PAPERBACK WRITER—The Beatles (Parlophone)	PAINT IT, BLACK—The Rolling Stones (Decca)	AJA HILJAA ISI—Mari Laurila (Scandia)	SA KUULUT PAIVAAN JOKA AASEN—Eino Gron (Scandia)	SUNNY GIRL—The Hep Stars (Olga)	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)

FRANCE

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	BANG BANG—Sheila (Philips)—Meridian	TON NOM—Adamo (Voix de son Maitre)—Pathe Marconi	LOVE ME PLEASE LOVE ME—Michel Polnareff (A.Z.)—Meridian	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Champion music & Roosevelt music	CHEVEUX LONGS ET IDEES COURTES—Johnny Hallyday (Philips)—Labrador	QUELLE EST BELLE—Mireille Mathieu (Barclay)—Legrand	UN HOMME ET UNE FEMME—Bande originale du film (A.Z.)—Sarava	JE T'AIMERAI TOUJOURS—Charles Aznavour (Barclay)—Aznavour	COMBIEN DE TEMPS—Claude Francois (Philips)—Tuti	PAPERBACK WRITER—The Beatles (Odeon)—Northern Songs

HOLLAND

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	SUNNY AFTERNOON—The Kinks (Pye)—Ed. Belinda	PAPERBACK WRITER—The Beatles (Parlophone)—Ed. Leeds/Basart	LA POUPE QUI FAIT NON—Michel Polnareff (Palette)—Ed. Holland Music	THE LIFE I LIVE—Q 65 (Decca)—Ed. Altona	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Ed. Leeds/Basart	MONDAY, MONDAY—The Mama's and the Papa's (RCA)	WILD THING—The Troggs (Fontana)—Ed. Portengen	SLOOP JOHN B—The Beach Boys (Capitol)—Ed. Melodia	RIVER DEEP/MOUNTAIN HIGH—Ike & Tina Turner (London)—Ed. Belinda	TAKE IT OR LEAVE IT—The Searchers (Pye)—Ed. Essex/Basart

ISRAEL

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	PAINT IT, BLACK—The Rolling Stones (Decca/Pax)	BLUE TURNS TO GREY—Cliff Richard (Columbia)—IME	MONDAY, MONDAY—The Mama's and the Papa's (Dunhill/Electronics)	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise/Gal Ron)	HOW DOES THAT GRAB YOU DARING—Nancy Sinatra (Reprise/Gal Ron)	SUNNY AFTERNOON—The Kinks (Pye/Hataktil)	SLOOP JOHN B—Beach Boys (Capitol)	MY LOVE—Petula Clark (Vogue/Hataktil)	RED RUBBER BALL—Cyrkle (CBS)	ALINE—Christophe (Vogue/Hataktil)

ITALY

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	TEMA—Gigliani (RI FI)	NOTTE DI FERRAGOSTO—*Gianni Morandi (RCA)	CHE COLPA ABBIAMO NOI—*Rokes (Arc)	RIDER—*Little Tony (Durium)	PERDONO—*Caterina Caselli (CGD)	AMO—Adamo (VdP)	GIRL—Beach Boys (Capitol)	IO HO IN MENTE TE—*Eauque 84 (Ricordi)	QUI RITORNERA—*Rita Pavone (RCA)	LA FISARMONICA—*Gianni Morandi (RCA)

JAPAN

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	YOGIRI NO BOJYO—*Ishihara Yujiro (Teichiku)—JASRAC	OYOMINE OIDE—*Kayama Yuuzo (Toshiba)—JASRAC	KOHKOTSU NO BLUES—*Aoe Mina (Victor)—JASRAC	YUHI WA AKAKU—*Kayama Yuuzo (Toshiba)—JASRAC	FUTARI NO SEKAI—*Ishihara Yujiro (Teichiku)—JASRAC	BARA GA SAITA—*Mike Maki (Philips)—Shinko	KIMI TO ITSUMADEMO—*Kayama Yuuzo (Toshiba)—JASRAC	AOI HITOMI—*J. Yoshikawa & Blue Comets (Columbia)—Seven Seas	GINZA GUES—*K. Matsuo & Mahina Stars (Victor)—JASRAC	ANATA NO INOCHI—*Jyo Takuya (Toshiba)—JASRAC

MEXICO

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	EL DESPERTAR—*Marco Antonio Muniz (RCA)—Emroth	SENZA FINE—The Brass Ring (RCA)—PENDING	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—PENDING	AMIGO ORGANILLERO—*Javier Solis (CBS)—Mundo Musical	MIEL AMARGA—*Irina Serrano (CBS)—Emmi	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)—PENDING	RONDANDO TU ESQUINA—Julio Jaramillo (Peerless); Sagarrio Baena (RCA)—Emmi	UNA LIMOSNA—*Javier Solis (CBS)—Brambila	LA BANDA BORRACHA—*Mike Laure (Musari)—RCA	SUSIE Q—Johnny Rivers (Gamma)—PENDING

NORWAY

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	PAPERBACK WRITER—Beatles (Parlophone)—Edition Lyche	SUNNY AFTERNOON—Kinks (Pye)—Belinda	SLOOP JOHN B—Beach Boys (Capitol)—Sweden Music/Stig Anderson	DID YOU EVER HAVE TO MAKE UP YOUR MIND—Lovin' Spoonful (Kama Sutra)—Acuff-Rose, Scandia	JUST A LITTLE TEAR DROP—*Pussycats (Teen Beat)	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)	MOF UKJENT STED—*Vanguards (Triola)—Bendiksen	MONDAY, MONDAY—The Mama's and the Papa's (RCA Victor)—Sweden Music/Stig Anderson	LADY JANE—*Mojo Blues (Fontana)—Essex	PAINT IT, BLACK—Rolling Stones (Decca)—Essex

SOUTH AFRICA

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	MONDAY, MONDAY—The Mama's and the Papa's (RCA)	SLOOP JOHN B—The Beach Boys (Capitol)	PAINT IT, BLACK—The Rolling Stones (Decca)	SOMEWHERE MY LOVE—Ray Coniff Singers (CBS)	WILD THING—The Troggs (Fontana)	LARA'S THEME—MGM Singing Strings (MGM)	PRETTY FLAMINGO—Manfred Mann (HMV)	ENDLESS SLEEP—Group 66 (Pye)	PAPERBACK WRITER—The Beatles (Parlophone)	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)

VENEZUELA

This Last Week	1	2	3	4	5	6	7	8	9	10
	1	2	3	4	5	6	7	8	9	10
	EL CABLE—*Mario and Dimantes (El Palacio)	Y TODAVIA TE QUIERO—Javier Solis (CBS-La Discoteca)	EL PITO—Joe Cuba and Sextet (Tico-El Palacio)	RONDANDO TU ESQUINA—Julio Jaramillo (Onix-Discomoda)	CUANDO LLORA UNA ESTRELLA—*Marco Antonio Muniz (RCA)	ZORBA EL GRIEGO—Frank Pourcel (Odeon-Discomoda)	DILE VENEZO—*Miltinho (La Discoteca)	EL DIVORCIO—*Miltinho (La Discoteca)	ERA ELLA—*Los Naipes (Velvet)	EL PORTUGUES—*Don Simon (El Palacio)

Angel Stereo Version Of 'Last Songs'

HOLLYWOOD — The current stereo release of Elizabeth Schwarzkopf singing Richard Strauss' "Four Last Songs" makes her second Angel pressing of the album. The first, available only in mono, was recorded with Otto Ackerman conducting the Philharmonia Orchestra. "Capriccio" excerpts were on the second side. This latest pressing with the Berlin Radio Orchestra led by George Szell has five earlier Strauss songs on the reverse side. Both versions will continue in the catalog.

Two artists are debuting with Angel on their Beethoven "Missa Solemnis in D," another current release: soprano Elizabeth Soderstrom, who has appeared in many leading opera houses, including the Metropolitan Opera, and bass Martti Tavela, whose Met debut is planned for the 1967-1968 season in Wagner's "Ring" cycle to be conducted by Herbert von Karajan. Marta Hoffgen and Waldemar Kment round out the cast with the New Philharmonia Orchestra and Chorus conducted by Otto Klemperer.

The same orchestra and chorus with Rafael Fruhbeck De Burgos conducting is heard in Orff's "Carmina Burana" with the Wandsworth School Boys Choir. Soloists are Lucia Popp, Gerhard Unger, Raymond Woelansky and John Noble. Flutist Elaine Shaffer completes her Bach flute cycle with four sonatas. Also featured on the LP are George Malcolm on the harpsichord and Ambrose Gauntlett on the viola da gamba.

Col. Issues 7-Set Beethoven Pkg.

NEW YORK—A seven-LP set of Beethoven's nine symphonies performed by Eugene Ormandy and the Philadelphia Orchestra is being released by Columbia this month. Also listed for August is a two-disk package, "Edward R. Murrow—A Reporter Remembers—Volume One: The War Years," which highlights Murrow's experiences in England from 1939-1945. Other Masterworks sets include performances by Leonard Bernstein and the New York Philharmonic, organist E. Power Biggs on the pedal harpsichord, George Szell and the Cleveland Orchestra, Isaac Stern with Ormandy and the Philadelphia, and Andre Kostelanetz.

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PROFILE

DONNA AND THE TRAILSMEN

New Gospel Group Is Down-to-Earth Country

By BOB GREEN

One of the newest sounds in gospel music is that of Donna and the Trailsmen, a group from Evansville, Ind., which cut its third gospel album in June in Nashville's RCA studios.

The Evansville group is comprised of Donna, Dave and Ron Vibbert; Dalton Welch, and piano accompanist Chuck Sarver.

"We sing because we enjoy singing," says Dave, who handles promotion for the Trailsmen. "Right now we do a lot of traveling. Our main objective is to please our audience."

Donna and the Trailsmen are

recording for Singcord, an outlet of the Zondervan Co., and the world's largest gospel publishing company.

On their latest album, Donna and the Trailsmen recorded two songs written by The Rev. H. P. Vibbert, pastor of Calvary Temple Church, Evansville, and father of three members of the group. The songs are "I Want to Do Thy Will, Oh, Lord" and "When I Lay My Burdens Down Some Day."

The first album recorded 15 months ago by Donna and the Trailsmen was entitled "Old-Fashioned Songs." The second was "Country Gospel," and the latest is "Donna and the Trailsmen Sing at the Big Camp Meeting."

The group's recent records were produced by James (Spider) Rich and arranged by Pete Drake.

"The Trailsmen's sincere love for country music adds up to one thing," said Rich. "They are down-to-earth country and proud of it. They're on their way to the top."



THE OAK RIDGE BOYS are pictured above with Bob Benson, vice-president of Heart Warming, signing a new long-term recording pact with the label. Herman Harper, manager of the group, signs, as Duane Allen, Bill Golden, Tommy Fairchild and Willie Wynne look over his shoulder.

Pathway Press Adds Label

By BOB GREEN

CLEVELAND, Tenn.—Pathway Press, one of the largest exclusive distributors of gospel and religious records in the world, has added another label to its growing roster, according to H. Bernard Dixon, in charge of sales and promotion for the Cleveland-based company.

"All records produced by Worship, past and future, will be affected by the new contract," Dixon stated. "We are pleased to welcome the new label to Pathway and feel that the offerings by Worship will add a new dimension and depth to the entire gospel music field."

Beginning operation at the turn of the year, Worship has already released three albums. The first was a joint effort featuring the Ministers Trio, pianist Max Morris, and the Lee Singers, singing some of the numbers which they did at the New York World's Fair.

Headlining the artists who record for Worship is Doris Akers, best known for her stylized version of "I Cannot Fail the Lord" and "I Sure Do Love the Lord." Others already signed to record for Worship are Roosevelt

Miller, tenor, who is well known from concerts, radio-television appearances and other recordings.

Max Morris, who has had an earlier recording chosen as the nation's top sacred instrumental album of 1962 and who has released six LP's, is another of the Worship artists, and the Ministers Trio and Lee Singers, a

(Continued on page 39)

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SHAPED NOTES

Hovie Lister and the Statesmen will be in Nashville for recording dates on Aug. 15 and 16. . . . Don Butler says he'll be here to record an album and to complete plans for their role in proposed movie to be produced by Marathon Films.

Color television continues to make inroads in gospel world. . . . Now "Singing Time in Dixie" starring the Blackwoods and the Statesmen is in full color. . . . The 30-minute show gains new markets every month.

Jake Hess and the Imperials supplied vocal back-up recently for Hank Snow, Hank Locklin and Elvis Presley. . . . Demand for the group for session work continues to grow. . . . Jim Murray, of Detroit, has joined the Imperials as tenor. . . . Sherrill Neilson, formerly with the group, is making plans to enter pop field.

J. D. Sumner and the Stamps Quartet have recently moved to Nashville from Memphis, where they will be handled by Pete Emery Productions, gospel talent agency. . . . The Speer Family is all smiles these days, riding on recently acquired bus. The Big GM custom coach was purchased from the LeFevres of Atlanta.

Jake Hess and the Imperials have just returned to Music City from an extended tour of the West Coast. They are recording an album with T. L. Osburn Jr., son of the noted evangelist. In June, the Imperials recorded albums with Elvis Presley and Hank Locklin. . . . Heart Warming announces release date of Aug. 1 on Stereo 8 tape CARtridge units featuring four of their top artist groups. Initial releases are by the Imperials, the Speer Family, the Singing Rambos, and the Prophets. Additionally, a cartridge by the Oak Ridge Boys will be released simultaneously with their first album on Heart Warming.

August recording dates for Heart Warming include sessions for Jake Hess and the Imperials, the Prophets and the Oak Ridge Boys.

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Prophets to Holy Land To Produce an Album

NASHVILLE—Heart Warming Records artists, the Prophets, and an entourage of recording, film and press personnel depart for the Holy Land Oct. 7 to produce an album referred to in the songs.

On the banks of the River

Jordan, for instance, the Prophets will record "Shall We Gather at the River?" The album will consist of similar songs and locations, planned to produce an authentic air of immediacy.

As a part of pre-departure planning, a large-scale gospel singing will be held in Knoxville's new Coliseum Sept. 9. The show, featuring eight top acts, will help finance the Holy Land tour. The Knoxville Chamber of Commerce and the mayor's office are expected to appoint the traveling group good-will ambassadors from the city of Knoxville to the city of Jerusalem.

The Prophets are distributing brochures which describe the trip and give the general public an opportunity to participate as sponsors of the trip. Each sponsor will receive a special souvenir from the Holy Land.

RCA portable recording equipment and a crew of engineers will do the technical work on the record album. Publicity teams, still camera crews, motion picture crews, writers, and managerial staff for the Prophets will add up to a group of 20 people who will make the trip. A budget of \$30,000 has been established.

The album will be bound in embossed leather and complete with several pages of photos and written descriptions of all phases of the journey, so that album owners may see the scenes and know the settings as they listen to the songs.

The album will be fabricated and released by Heartwarming



THE PROPHETS discuss their upcoming trip to the Holy Land. From the left are Joe Moscheo II, pianist; Dave Rodgers, bass; Jim Wesson, lead; Lew Garrison, tenor, and Ed Hill, baritone.

GMA Adds 40 Members

NASHVILLE—Gospel Music Association membership chairman Don Light last week announced the addition of 40 new members, including three organizational memberships.

Records, of Nashville, one of the major religious labels.

A motion picture crew will film the entire story of the tour, and the film will be shown by the Prophets on subsequent concert tours. The movie will also be made available for TV showings.

Publicity crews will gather a series of souvenirs and artifacts from the Holy Land, and a special display of these materials will be on view at future concerts of the Prophets.

Upon their return from the Holy Land, the Prophets will get directly to the National Quartet Convention in Memphis.

New individual members include:

Artist-Musician: Eldridge L. Fox, Lorin J. Whitney, Marcy Tigner, June Childress, C. G. (Cat) Freeman, Windy Johnson, Duane Allen, Toney Brow and Dave Wesson.

Record Company: Ivan C. Freeman and Jarrell McCracken, Word Records.

Promoters: Stan Pat, Ben McCoy, Nick Michero, Phillip O. Church and William W. Yarick.

Publishers: Max Herman, Suzy Hamblen, Fred Bock, Leon Brettler and Al Jason.

Composer: Stuart Hamblen, Johnny Lange, Robert Lissauer, Douglas Glenn Tubbs, Edwin B. Lay and Howard Bush.

Radio-TV: Ed S. Quisenberry, Elmer Childress and E. Mae Rittenhouse.

Performance Licensing Organizations: Richard F. Frohlich, ASCAP; Paul Marks, ASCAP, and SESAC.

New organizational members are:

American Society of Composers, Authors & Publishers; Word Records, Inc; Sing Recording Co., and Heart Warming Records.

Pathway Press

Continued from page 38

collegiate chorale from Lee College in Cleveland, round out the accomplished family of Worship arts.

Pathway also has exclusive selling rights to the Sing, Skylite and Temple labels.

HUGE SHOW SET FOR GEORGIA ON AUGUST 27

ATLANTA—One of the world's largest gospel shows, perhaps the largest, will be held for the ninth consecutive year in Waycross, Ga., Aug. 27.

Billed as the Original Sundown to Sun-up Gospel Sing, the Waycross show is acclaimed as one of the traditionally high points of the year for gospel fans.

It is held in the Waycross stadium where thousands of fans gather from all parts of the country for the annual event.

Featured groups this year include the Statesmen, the Blackwood Brothers, the Speer Family, the Goodman Family, the Oak Ridge Quartet, the Dixie Echoes, the Florida Boys and the LeFevres.

Howie Lister is the promoter of the show which is sponsored by the Shriners in Waycross.

Last year an estimated 15,000 persons attended the sing, and Lister thinks the number may be even greater this year.

5 NEW RE-LEASES



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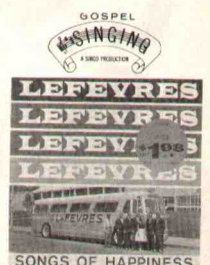
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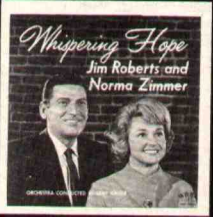


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CA-4619 CAS-9619 THE LITTLE MAN WITH THE BIG VOICE Hal Kennedy



W-3364 WST-8364 WHISPERING HOPE Norma Zimmer Jim Roberts "Featured on the Lawrence Welk Show"



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COUNTRY MUSIC



RCA Victor's Justin Tubbs has teamed up with Lorene Mann for an outstanding country package titled "Together and Alone" (LPM 3591). Duets and solos by the two artists come off in a completely professional style that will win both sales and air-play. Each has an opportunity to show individual technique. Lorene on her soulful "Please Don't Take the Children From Me," and Justin on "Walkin', Talkin', Cryin'." Together they offer a great rendition of "We've Gone Too Far Again." Justin Tubbs plays an Epiphone custom made Excellent guitar and often composes with his Epiphone 12-string flattop. Epiphone—choice of artists who can hear the difference.

(Advertisement)

'Renfro Valley' Film Bows

LOUISVILLE—The country music feature-length motion picture, "John Lair's Renfro Valley Barn Dance," filmed by Jamart Pictures in the spring of 1965, was recently acquired by Seven Arts Pictures and had its world premiere simultaneously at the Preston Street Drive-In, Louisville; the Lakewood Drive-In, Jeffersonville, Ind., and the Family Drive-In, Lexington, Ky.

Business at the three break-in spots was most gratifying, according to John Lair, with the result that the full-length feature has been put into general release. "Renfro Valley Barn Dance" is one of the oldest continuous country music shows in the nation and Lair, founder, owner and operator of the Renfro Valley Settlement at Renfro Valley, Ky., is one of the foremost pioneers among country and folk music show producers.

"John Lair's Renfro Valley Barn Dance" was filmed in Eastman color and most of the action takes place in the Big Barn in Renfro Valley, which for 27 of the 30 years the show has been in continuous opera-

tion, has been its point of origin. It has been off the air on Saturday nights for the past five years but has continued to draw good crowds for all live performances.

Billy Walker Off to Europe

NASHVILLE—Billy Walker leaves Monday (1) for a three-week European promotion tour. Walker, whose Monument recording of "A Million and One" is currently riding the charts, will visit Germany, France, Spain and England.

Tour is part of a build-up set by Monument President Fred Foster for the label's newest signee. Walker joined Monument recently after having been with Columbia several years. Foster plans extensive promotion of Walker, who has had three releases on Monument, all chart-makers.

While in Europe, Walker will make several television and personal appearance dates set by the Moeller Agency. When he returns Aug. 22 he will begin an immediate cross-country promotion tour, Foster says.

RCA Sets Fall Treasury LP's

NEW YORK—Two October releases in RCA Victor's Treasury of Immortal Performances, a three-record set of Serge Koussevitzky and the Boston Symphony Orchestra, and a three-record "Art of the Cantor," featuring Moshe Koussevitsky, Samuel Vigoda and Joseph Rosenblatt. In each set the disks also will be available singly.

A November release in the Treasury series will be "Opera and Operetta Favorites," by Jeannette MacDonald. A special Treasury package next year will commemorate the 10th anniversary of the death and 100th anniversary of the birth of Arturo Toscanini. The set will contain five LP's, including some performances never released before.



H. W. (PAPPY) DAILY, vice-president of Musicor, looks on while his newest singing attraction, James T. (Happy) Shahan, signs a recording contract in Houston. Shahan, a Texas cattle rancher and operator of Alamo Village, popular tourist attraction at Brackettville, Tex., has as his first record, "Let's Shake Hands" b/w "Where's My Baby," recorded in Nashville and backed by the Jordanaires and the Maryjohn Singers. Release will be made in mid-August.



KITTY WELLS' latest Decca album, "Country All the Way" (DL 4776), is pulling strong sales all across the country. Kitty continues to reign as the Queen of Country Music, with sales and air play better than ever. (Advertisement)

Skylite-Sing Signs Gatlins

ATLANTA — Joel Gentry, president of Skylite-Sing Records here, has announced the signing of the newly formed Smitty Gatlin Trio to a recording contract.

Gatlin, formerly a member of the Oak Ridge Quartet, is minister of music at First Baptist Church, Fort Worth.

Gospel Pic Release Near

MEMPHIS — James Blackwood confirmed last week that a new gospel music movie will be premiered at the annual National Quartet Convention here Aug. 20-23.

Produced by Vic Lewis of Nashville, the movie features the Blackwoods, the Statesmen, the Stamps, the Imperials, the Le Fevres, the Lewis Family, Red Foley and others.

Release date on the picture will be announced next week.

Country Format Boon to KECK

ODESSA, Tex.—With the recent appointment of Vern Merokey as station manager, KECK here has changed its programming to town & country music and is experiencing what Bob Hammond, program director, describes as "unbelievable success."

"We program the best of country music with good commercial, up-beat recordings from other fields of music," Hammond says. "However, we exclude most of the Top 40. We also will feature live, from time to time, artists appearing at a local club."

Country on KDWT

STAMFORD, Tex.—Station KDWT here inaugurates its first all-country platter show Aug. 15, with Glen Mack doing the spinning. Mack asks the co-operation of the diskeries and artists in gathering country music records and station ID's.

Neal Reps Pullins

NASHVILLE—The Bob Neal Agency here last week announced the signing of Kapp Records artist Leroy Pullins to an exclusive booking pact. Pullins is co-managed by Bob Lisauer and Billy Edd Wheeler.

'Tobacco Row' Premieres in Evansville, Ind.

EVANSVILLE, Ind. — Tex Ritter made his return to the silver screen recently at the West Side Drive Inn when Eastmancolor premiered its "Girl From Tobacco Row."

The film stars, besides Tex, Rachel Roman, Earl (Snake) Richards, Gordon Terry, Tim Ormand, Rita Faye, Ralph Emery and Johnny Russell. Special guest stars include Martha Carson, Smiley and Kitty Wilson and Jimmy and Mildred Mulcay. The supporting cast and other bit players are Walter Haynes, producer Ron Ormond, Ed Livingston, Cecil Scaife, Brownie Johnson, Howard White, Angel, Dean Harris Martin, Jeane Matthews, Phyllis Dickinson, Nina Ferguson, Ruth Charon and Big Ricard Pruitt.

Almost all of the film's stars visited Evansville for the two-day premiere celebration. Rachel Roman was unable to attend. She was in Florida making a race-car movie. A press conference cocktail hour was hosted by Ron and June Ormond for all communication media of Evansville and surrounding areas.

Ritter gave autographs at shopping center appearances during the motorcade parade, and an hour-and-a-half stage-show was presented after the first showing of the film. The evening before the premiere a dinner party was given for the entourage at the Audobon Harness Racing Track Clubhouse. Hours of airtime were tendered the event by TV and radio men Bob Berry, Vance Thompson, Ken Martin, Gayle Russ, Mr. Angel and Tex Justis.



TRAIN RECORDS introduces Terry Thomas and his first single release. Terry is 19 years old and a very promising new singer, with a self-style voice. He plays guitar. Give a listen to this chart breaker, "Don't Do That to Me" b/w "Drinking and Thinking," on #T-1207. Distributed by Sound of Nashville, 160 Second Avenue, South, Nashville.

(Advertisement)

Judy Lynn, Harrahs In Three-Year Pact

RENO, Nev.—The Judy Lynn Show, one of the most popular attractions in the Nevada nightclub circuit the past six years, has just been signed to a new three-year contract by Harrah's clubs in Reno and Lake Tahoe, commencing in 1967.

Negotiations for the pact were arranged through Dick Lane, of Harrah's, and Judy's personal manager, John Kelly.

The Monkees are what's happening, baby!



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Billboard SPECIAL SURVEY for Week Ending 8/6/66

HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1		1 THINK OF ME Buck Owens, Capitol 5647 (Bluebook, BMI)	12	26	26	STEEL RAIL BLUES George Hamilton IV, RCA Victor 8797 (Witmark, ASCAP)	16
2	2	AIN'T HAD NO LOVIN' Connie Smith, RCA Victor 8842 (Blue Crest, BMI)	9	27	15	A WAY TO SURVIVE Ray Price, Columbia 43560 (Pamper, BMI)	16
3	3	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca 31966 (Sure-Fire, BMI)	10	28	33	LOVELYVILLE Dave Dudley, Mercury 72585 (4 Star, BMI)	6
4	4	ALMOST PERSUADED David Houston, Epic 10025 (Gallico, BMI)	7	29	32	I CAN'T KEEP AWAY FROM YOU Wilburn Brothers, Decca 31974 (Bronze, SESAC)	5
5	5	SWINGING DOORS Merle Haggard, Capitol 5600 (Bluebook, BMI)	18	30	39	4033 George Jones, Musicor 1181 (Blue Crest/Husky, BMI)	2
6	7	STANDING IN THE SHADOWS Hank Williams Jr., MGM 13504 (Ly-Rann, BMI)	11	31	44	THE WORLD IS ROUND Roy Drusky, Mercury 72586 (4 Star, BMI)	6
7	6	DON'T TOUCH ME Jeannie Seely, Monument 933 (Pamper, BMI)	17	32	34	THE RIGHT ONE Statler Brothers, Columbia 43624 (Jack, BMI)	8
8	16	A MILLION AND ONE Billy Walker, Monument 943 (Silver Star, BMI)	7	33	21	DISTANT DRUMS Jim Reeves, RCA Victor 8789 (Combine, BMI)	19
9	10	EVIL ON YOUR MIND Jan Howard, Decca 31933 (Wilderness, BMI)	16	34	36	AT EASE HEART Ernie Ashworth, Hickory 1400 (Acuff-Rose, BMI)	4
10	8	THE LAST WORD IN LONESOME IS ME Eddy Arnold, RCA Victor 8818 (Tree, BMI)	13	35	40	IT'S ALL OVER Kitty Wells, Decca 31957 (Wilderness, BMI)	3
11	17	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor 8851 (Glaser, BMI)	7	36	23	TALKIN' TO THE WALL Warner Mack, Decca 31911 (Pageboy, SESAC)	20
12	13	THE LOVIN' MACHINE Johnny Paycheck, Little Darlin' OOB (Mayhew, BMI)	10	37	35	YOU CAN'T ROLLER SKATE IN A BUFFALO HERD Roger Miller, Smash 2043 (Tree, BMI)	5
13	9	TAKE GOOD CARE OF HER Sonny James, Capitol 5612 (Paxton-Researche, ASCAP)	18	38	30	OLD BRUSH ARBORS George Jones, Musicor 1174 (Glad, BMI)	7
14	11	(YES) I'M HURTING Don Gibson, RCA Victor 8812 (Acuff-Rose, BMI)	14	39	28	BECAUSE IT'S YOU Wanda Jackson, Capitol 5645 (Freeway, BMI)	7
15	12	DON'T TOUCH ME Wilma Burgess, Decca 31941 (Pamper, BMI)	14	40	43	MEAN OLD WOMAN Claude Gray, Columbia 43614 (Blue Crest, BMI)	2
16	22	THE SHOE GOES ON THE OTHER FOOT TONIGHT Marty Robbins, Columbia 43680 (Mariposa, BMI)	5	41	41	IF TEARDROPS WERE SILVER Jean Shepard, Capitol 5681 (Tree, BMI)	4
17	19	EVERYBODY LOVES A NUT Johnny Cash, Columbia 43673 (Jack, BMI)	6	42	46	A TASTE OF HEAVEN Jim Edward Brown, RCA Victor 8867 (Regent, BMI)	2
18	37	GET YOUR LIE THE WAY YOU WANT IT Bonnie Guitar, Dot 16872 (Blue Crest, BMI)	3	43	—	LITTLE PEDRO Carl Butler & Pearl, Columbia 43685 (Regent, BMI)	1
19	20	TIME TO BUM AGAIN Waylon Jennings, RCA Victor 8822 (Bramble, BMI)	10	44	45	WE'VE GONE TOO FAR AGAIN Justin Tubb & Lorene Mann, RCA Victor 8834 (Central, BMI)	2
20	14	DAY FOR DECISION Johnny Sea, Warner Bros. 5820 (Moss Rose, BMI)	9	45	49	JOHN HENRY, JR. Merle Travis, Capitol 5657 (Blazon, BMI)	2
21	29	I'D JUST BE FOOL ENOUGH Browns, RCA Victor 8838 (Acuff-Rose, BMI)	6	46	47	SO MUCH FOR ME, SO MUCH FOR YOU Liz Anderson, RCA Victor 8861 (Yonah, BMI)	2
22	25	BORN TO BE IN LOVE WITH YOU Van Trevor, Band Box 367 (Stonesthrow, BMI)	16	47	50	DOGGIN' IN THE U. S. MAIL Hal Willis, Sims 288 (English, BMI)	2
23	24	I'M A NUT Leroy Pullins, Kapp 758 (Youmans-Sleepy Hollow, ASCAP)	7	48	—	SUMMER ROSES Ned Miller, Capitol 5661 (Central Songs, BMI)	3
24	31	THE TIP OF MY FINGERS Eddy Arnold, RCA Victor 8869 (Tree & Champion, BMI)	3	49	—	WALLPAPER ROSES Jerry Wallace, Mercury 72589 (Melrose, ASCAP)	4
25	18	I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol 5633 (Mimesa, BMI)	13	50	—	BLUES PLUS BOOZE (Means I Lose) Stonewall Jackson, Columbia 43718 (Sure Fire, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 8/6/66

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		I'M A PEOPLE George Jones, Musicor MM 2099 (M); MS 3099 (S)	7
2	1	DISTANT DRUMS Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S)	11
3	4	DUST ON MOTHER'S BIBLE Buck Owens & His Buckaroos, Capitol T 2497 (M); ST 2497 (S)	11
4	7	DON GIBSON WITH SPANISH GUITARS Loretta Lynn, Decca DL 4788 (M); DL 74744 (S)	6
5	5	EVERYBODY LOVES A NUT Johnny Cash, Columbia CL 2492 (M); CS 9292 (S)	10
6	6	LOVELYVILLE Dave Dudley, Mercury MG 21074 (M); SR 61074 (S)	7
7	2	I LIKE 'EM COUNTRY Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)	16
8	12	DON'T TOUCH ME Wilma Burgess, Decca DL 4788 (M); DL 74788 (S)	5
9	10	MANY HAPPY HANGOVERS TO YOU Jean Shepard, Capitol T 2547 (M); ST 2547 (S)	6
10	14	TIPPY TOEING Harden Trio, Columbia CL 2506 (M); CS 9306 (S)	5
11	8	TRUE LOVE'S A BLESSING Sonny James, Capitol T 2500 (M); ST 2500 (S)	12
12	21	THE LAST WORD IN LONESOME Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)	2
13	17	SUFFER TIME Dottie West, RCA Victor LPM 3587 (M); LSP 3587 (S)	2
14	16	THE COUNTRY TOUCH Warner Mack, Decca DL 4766 (M); DL 74766 (S)	4
15	15	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	22
16	9	ROLL OUT THE RED CARPET FOR BUCK OWENS & HIS BUCKAROOS Capitol T 2443 (M); ST 2443 (S)	24
17	25	COUNTRY ALL THE WAY Kitty Wells, Decca DL 4776 (M); DL 74776 (S)	4
18	18	I COULD SING ALL NIGHT Ferin Husky, Capitol T 2548 (M); ST 2548 (S)	4
19	19	COUNTRY FAVORITES—WILLIE NELSON STYLE RCA Victor LPM 3528 (M); LSP 3528 (S)	15
20	11	FOLK COUNTRY Waylon Jennings, RCA Victor LPM 3523 (M); LSP 3523 (S)	18
21	27	ALONE WITH YOU Jim Edward Brown, RCA Victor LPM 3569 (M); LSP 3569 (S)	2
22	23	JOHNNY PAYCHECK AT CARNEGIE HALL Little Darlin' LD 4001 (M); SLD 8001 (S)	2
23	24	THE WHO'S WHO OF COUNTRY AND WESTERN MUSIC Various Artists, Capitol TT 2538 (M); STT 2538 (S)	7
24	13	PLEASE DON'T HURT ME Norma Jean, RCA Victor LPM 3541 (M); LSP 3541 (S)	10
25	20	JUST BETWEEN THE TWO OF US Bonnie Owens & Merle Haggard, Capitol T 2453 (M); ST 2453 (S)	16
26	—	LET'S GO COUNTRY Wilburn Brothers, Decca DL 4764 (M); DL 74764 (S)	1
27	30	PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca DL 4792 (M); DL 74792 (S)	2
28	—	EVIL ON YOUR MIND Jan Howard, Decca DL 4793 (M); DL 74793 (S)	1
29	—	IN A NEW DIMENSION Roy Drusky, Mercury MG 21083 (M); SR 61083 (S)	1
30	—	WEBB'S CHOICE Webb Pierce, Decca DL 4782 (M); DL 74782 (S)	1



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SONNY JAMES

ROOM IN YOUR HEART

CAPITOL RECORDS

CLASSICAL MUSIC

Window Displays Boost Ethnic Record Volume for Doubleday

By FRED KIRBY

NEW YORK—A window display of Indian recordings is the latest ethnic display by Doubleday's 5th Avenue store. Geared to last week "Festival From India" at Philharmonic Hall, the window also has posters from Doubleday's neighbor, Air-India. Another window also features international disks with pressings of Greek, German and Italian music. All of the window disks are on Odeon, including one by Ali Akbar Khan, who appeared in the Philharmonic festival.

Miss Alma Kay Kraushaar, record manager, explained that the international emphasis as well as inventory of other unusual recordings helped the store compete with discount houses. Another window display planned will feature the bouzouki, a Greek instrument. Miss Kraushaar figured the name alone would attract attention.

Outside of show music and other specialties, Miss Kraushaar estimates that the store moves about 50 per cent classical and 50 per cent popular. Reasons for the relatively high classical

percentage are prominent displays of budget and other material, imports and stress on rarities.

Miss Kraushaar also reported high show sales because the outlet carries all available show albums, including several unusual ones. She found RCA Victor's reissue of 10 out-of-print albums last year a bonanza. Also going well in this category are Victor's "Show Biz" and Decca's "They Stopped the Show" collections.

Miss Kraushaar also cited special service as important for business. She explained that different salesmen were specialists in different fields. Salesmen frequently consult each other for advice, which, she said, customers found unusual. She strongly

(Continued on page 48)



INDIAN RECORDINGS are prominently displayed at the Doubleday Book Shop on Fifth Avenue, New York, in connection with a "Festival from India" at Philharmonic Hall. This display is one of a series by Doubleday of ethnic music, which is featured with other imports in the outlet. The disks shown are on Odeon.

Monitor Fall Program Set

NEW YORK—Two complete Armenian operas and what is believed to be the first recording of all seven Handel Concerti Grossi are slated for fall release by Monitor. Also listed are five recordings of Haydn piano works, three with Sophie Svirsky and two with Nadia Reisenberg. The release also includes performances by violinist Henryk Szeryng, pianists Lili Kraus, Anton Kuerti and Walter Hautzig, cellist Mstislav Rostropovich and oboist Heinz Holliger.

The Armenian sets are the three-record "Anush" and the two-record "David-Beg," both by Tigranjan. Included with the two-LP Concerti Grossi is the

Telemann "Oboe Concerto in F Minor." The Collegium Musicum of Paris is featured on the two-record set. The group also is heard in a record of Vivaldi, Corelli and Alessandro Scarlatti chamber pieces. Another LP offers "Italian Baroque Masterpieces" of Albinoni, Boccherini, Corelli and Tartini.

Szeryng's releases are Beethoven's "Violin Concerto in D Major" and a pairing of Bach's "Concerto No. 1 in A Minor" and "Concerto No. 2 in E Major." Miss Kraus is soloist in two Mozart sets, Beethoven's "Piano Concerto No. 3 in C Minor" and "Rondo in B Flat Major." Hautzig plays Bach piano transcrip-

tions, while Kuerti is heard in Schubert's "Sonata in G" and "Wanderer Fantasy." Another Bach release contains three sonatas for cello and harpsichord with cellist Edmund Kurtz and harpsichordist Frank Pellig.

Gennady Rhozhdestvensky leads the Bolshoi Orchestra in two ballet music pressings, "Cinderella Ballet Suites Nos. 1 and 2" of Prokofiev and highlights from Tchaikovsky's "Nutcracker." Holliger's releases are "The Virtuoso Oboe" and "The Baroque Oboe" with words of Johann Sebastian Bach, Carl Philipp Emanuel Bach, Marcello, Bellini and Leclair. Rostropovich is featured in cello concerti of Dvorak and Saint-Saens, while Miss Svirsky also has a recital record. Another disk has Schubert's "Trout Quintet."

Monitor's "Music of the World" series includes the sixth volume of Russian folk songs, "Edinburgh Military Tattoo" and "Russian Sacred Choral Masterpieces" with works by Tchaikovsky, Lvov, Bortniansky, Rachmaninoff, Kastalsky, Artkhangel'sky and Gretchaninoff. Other LP's feature music of Armenia, Ireland, the Ukraine, Poland, Czechoslovakia, Portugal and Latvia, as well as gypsy songs. Another set has "The Dark Ducks Swinging Japanese Folk Songs."

London Fall Imports Include Rare Works

NEW YORK—A set of unusual recordings, including a Bach "St. John Passion" recorded in a baroque hall with museum instruments, is listed for American release by London Records this month. The Bach work is on Telefunken's Das Alte Werk series. A disk of high-lights also will be offered. Argos sets include Mendelssohn's "String Symphonies Nos. 9, 10 and 12"; Marisa Robles playing Spanish harp music, and Messiaen's "La Nativite du Seigneur" played by organist Simon Preston.

Also on the Argo list are the complete "St. Joan" of George Bernard Shaw; Malcolm Williamson's children's opera, "The Happy Prince"; "A Recital of English Songs," by the Elizabethan Singers with bass Owen Brannigan; "Irish Songs"; "I Must Be Talking to My Friends," dramatic readings by Michael MacLiammoir; two of "The English Poets" series, one with Book 3 and 4 (abridged) of Milton's "Paradise Lost," and

the other with selections by Campion, Johnson, Herrick, George Wither and William Drummond; a disk of sonnets by the Earl of Surrey, Sir Philip Sidney, Michael Drayton, Samuel Daniel and Edmund Spenser, and "The Great Western," train sounds.

Three more of "The English Poets" series are listed for fall release, along with two releases in the "Golden Age of Piano Virtuosi" series. The piano disks are from Ampico piano rolls. One pressing features pianist Josef Lhevinne, while the other has Moritz Rosenthal and Sergei Rachmaninoff. The poetry sets contain Books 5 and 6 of "Paradise Lost"; Elizabethan and Jacobean lyric poems, and Chaucer's "The Nun's Priest's Tale." "Tudor Church Music Record II" rounds out the Argo list.

L'Oiseau Lyre will release Hummel's "Septet in D Minor" paired with his "Quintet in E Flat," and Faure's "Piano Quar-

(Continued on page 48)

RCA Bows Vocal Talent At Tanglewood Concert

LENOX, Mass. — Not only does RCA Victor have the consistently immaculate and irreplaceable distinguished Boston Symphony and Erich Leinsdorf on records, but now it moves into the new vocal talent area with a rather brilliant beginning.

Moving quickly, the company signed Jane Marsh, the soprano who won first prize in the Tchaikovsky International Vocal Competition in Moscow, and set up a live recording session at Tanglewood. In addition, on the record will be soprano Veronica Tyler, a second-prize winner in the same competition, and Simon Estes, bass, a third-prize winner.

Appearing in the second half of the Sunday (24) program, the talented trio excelled in solo

performances which should give RCA a prize record. Miss Tyler sang "Et incarnatus est," from the second part of the "Mass in C Minor," by Mozart, with a rich, textural quality that was poignant and exact. Estes, with more maturity, should rank with the best. Singing "Ella Giama-ma'amo: Dormiro Sol" from "Don Carlo," he gave an inspiring performance. He displayed a resonant tone, good range, and his phrasing shone.

As to Miss Marsh, it is small wonder she took first prize. She sang Tatiana's letter scene from "Eugene Onegin" (especially difficult in Russian) with majesty of tone, graced with feeling and quality. As Princess Aida, she gave to the aria "O Patria Mia" a dramatic, moving rendition which showed off the lyrical gracefulness in her voice. She is the recording catch in quite some time.

Nonesuch Set on 2d Boulez LP

NEW YORK — Nonesuch Records is following up the highly successful Pierre Boulez album of Stravinsky's "Le Sacre du Printemps (The Rite of Spring)" with an August release by the conductor of Handel's "Water Music," with the Hague Philharmonic. Although a budget release, "Le Sacre" reached 25 on the classical chart.

Also slated this month are Mozart's two flute concertos and his "Andante in C Major" with Alain Marion as soloist with the Chamber Orchestra of the Saar; the Michael Pretorius "Christmas Music" and dances from "Terpsichore" paired with John Hermann Schein's suites from "Banchetto Musicale"; "7 Sinfonie di Johann Sebastian Bach," six drawn from the cantatas and music written by King Louis XIII of France coupled with Charpentier's "Messe Pour Pluiseurs Instruments au Lieu des Orgues."

Friday night was given over to the young Japanese conductor, Seiji Ozawa. His translation of the Schubert No. 5 was a little thin, but after intermission he came back with a highly satisfactory interpretation of the suite from Stravinsky's "The Firebird." Concertmaster Joseph Silverstein gave a gemlike performance of Mendelssohn's violin concerto.

On Saturday, Leinsdorf gave a masterful, charged Symphony No. 2 by Schumann. And Van Cliburn, who continues to turn in brilliant performances, was heard in sparkling form playing Rachmaninoff's Piano Concerto No. 3. The young pianist drew the biggest crowd of the season thus far, with more than 14,000 enthusiastic patrons giving him six standing ovations.

Pianist Lillian Kalir was featured soloist in the first part of the Sunday program. She played Chopin's Piano Concerto No. 2 with a flowing, expressive and well-executed style which was delightful listening.

BOB SOBEL

MUSICAL MAYHEM!

THE FRIVOLOUS FIVE

SPOTLIGHT ON LAS VEGAS

SPOTLIGHT
ON
LAS VEGAS

SPOTLIGHT ON LAS VEGAS

A major special section within the August 20 Edition of Billboard

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TOP 100

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

Main table containing 100 rows of music chart data. Each row includes a rank, a star icon, the title, artist, label, and week number. The table is organized into three columns of 33, 33, and 34 items respectively.

London Fall Imports Include Rare Works

• Continued from page 44

tet in C Minor" paired with his "Trio in D Minor." Planned for the fall are two LP's of Bach "French Suites" with Isabella Nef at the playful harpsichord.

Societe Francais Du Son's list includes a sampler of 15 French selections. Also out is D'Auvergne's rare opera "Les Troqueurs (The Barterers)"; "French Contatas" of Andre Camptra, and "Four Quartet Sonatas" of Balbastre. In the fall, Societe Francais will release "Four Trio Sonatas" of Couperin, and "Four Sonatas for Violin and Harpsichord" of Francoeur.

Telefunken's fall schedule includes the complete Bertolt Brecht-Paul Dessau opera, "The Trial and Sentencing of Lucillus," and "Contemporary Italian Choral Music by Pergallo, Delapicolaand Petrassi." Under Telefunken's Historic Series classification will be a 65th anniversary album of Karl Schmidt-Walter singing lieder of Beethoven, Schubert, Brahms, Wolf and Strauss, and "The Kingdom of Operetta" with well-known soloists and the Berlin Philharmonic.

Rare works listed for the fall on Das Alte Werk will be "Recorder Music on Historic Instruments" of about 1700; Teleman's "Double Concerto"; "English Consort Music of 1600-1640," and "Motets From 1475-1500." Two Bach sets are scheduled, one pairing "Praise the Lord" with "Awake" Calls the Voice," and the other, the first two parts of "The Art of the Fugue" with Fritz Heitmann at the Berlin Cathedral organ.

Cimara Opera To Open Clarion Concert Season

NEW YORK—A non-subscription performance of Cimara's "Le Astuzie Femminili" in a special English version by Anna Russell will open the Clarion Concerts' 10th season on Oct. 31 at Town Hall. Soloists in the opera's American premiere will be Saramae Endich, Elizabeth Farmer, Andrew Foldi, Stanley Kolk, David Smith and Claramae Turner, with Richard Foster at the harpsichord continuo.

The four-concert subscription series will include first New York performances of Sammartini's "Symphony in A Major"; Galuppi's "Harpsichord Concerto No. 5 in C Minor"; Fricker's "Litany for Double String Orchestra"; Zelenka's "Sinfonia Concertante"; Perti's "San Petronio," oratorio; Sammartini's cantata, "Tre Angeli che Cantano"; Boismortier's cantata, "L'Automne"; Le Duc's "Symphony in E Flat," and Gluck's "I Lamenti del Amante." Other composers represented in the series will be Henry Cowell, Lully, Rameau, Milhaud and Poulenc.

Listed as vocal soloists are Betty Allen, Hugues Cuenod, Sandra Darling, Inci Basarir, Ara Berberian, Jeannine Craeder, Gerard Souza, Helen Vanni, Heinz Rehfsuss and Joseph Sopher. Kenneth Cooper and Albert Fuller will play the harpsichord, while violinist Gerald Tarack will appear with Souza at the final concert on April 12.

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
	1	MAHLER: SYMPHONY NO. 6 (2-12" LP) Boston Symp. Orch. (Leinsdorf), RCA LM 7044 (M); LSC 7044 (S)	7	22	23	RITUAL FIRE DANCE Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)	8
	2	ZARZUELA ARIAS Caballe, RCA LM 2894 (M); LSC 2894 (S)	9	23	20	PURCELL: MUSIC FOR THE THEATRE Bath Fest. Orch. (Menuhin), Angel 36332 (M); S 36332 (S)	7
	3	ARTUR RUBINSTEIN/CHOPIN RCA LM 2889 (M); LSC 2889 (S)	5	24	40	OPERA ARIAS De Los Angeles, Angel 36351 (M); S 36351 (S)	2
	4	MY FAVORITE CHOPIN Cliburn, RCA LM 2576 (M); LSC 2576 (S)	18	25	22	BEETHOVEN: CONCERTO NO. 5 ("EMPEROR") G. Gould/Amer. Symp. Orch. (Stokowski), Col. ML 6288 (M); MS 6888 (S)	7
	5	MAHLER: SYMPHONY NO. 10 (2-12" LP) Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)	18	26	17	BRAHMS: LIEBESLIEDER WALTZES Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	17
	6	BERNSTEIN CONDUCTS IVES N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	11	27	30	PUCCINI: LA BOHEME (2-12" LP) Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)	13
	7	IVES: SYMPHONY NO. 1 Chicago Symp. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)	10	28	16	BLESS THIS HOUSE Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)	18
	8	CHOPIN WALTZES Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	18	29	27	MOZART: SYMPHONIES NOS. 28 & 33 Cleve. Orch. (Szell), Col. ML 6258 (M); MS 6858 (S)	9
	9	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP) Col. M2L 328 (M); M2S 728 (S)	18	30	29	MOZART: PIANO CONCERTOS NOS. 14 & 17 Serkin/Col. Symp. Orch. (Schneider), Col. ML 6244 (M); MS 6844 (S)	5
	10	BRITTEN: CURLEW RIVER Pears, Shirley-Quirk, Lon. A 4156 (M); OSA 1156 (S)	6	31	31	LISZT: SONATA IN B MINOR/SCHUBERT: WANDERER FANTASY Rubinstein, RCA LM 2871 (M); LSC 2871 (S)	13
	11	MAHLER: SYMPHONY NO. 4 IN G Cleve. Orch. (Szell), Col. ML 6233 (M); MS 6833 (S)	18	32	33	I LOVE YOU—ROMANTIC MELODIES OF EDVARD GRIEG Various Artists, Capitol P 8627 (M); SP 8627 (S)	4
	12	E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN Col. ML 6256 (M); MS 6856 (S)	7	33	24	SOUVENIR OF A GOLDEN ERA (2-12" LP) Horne, Lon. A 4263 (M); OSA 1263 (S)	11
	13	PRESENTING MONTSERRAT CABALLE RCA LM 2862 (M); LSC 2862 (S)	18	34	34	GERSHWIN: RHAPSODY IN BLUE N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	18
	14	BP HMS: DEUTSCHE VOLKSLIEDER (2-12" LP) Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)	13	35	32	GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)	13
	15	IVES: SYMPHONY NO. 4 Amer. Symp. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)	18	36	36	MUSIC OF ARNOLD SCHOENBERG, VOL. 4 (2-12" LP) G. Gould, Col. M2L 336 (M); M2S 736 (S)	5
	16	VERDI: DON CARLO (4-12" LP) Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)	18	37	37	BACH ON THE PEDAL HARPSICHORD Biggs, Col. ML 6204 (M); MS 6804 (S)	15
	17	BAROQUE GUITAR Bream, RCA LM 2878 (M); LSC 2878 (S)	15	38	—	SCHUBERT: SYMPHONY NO. 9 (THE GREAT C MAJOR) Halle Orch. (Barbirolli), Angel 36328 (M); S 36328 (S)	1
	18	THE WONDERFUL WALTZES OF TCHAIKOVSKY Chicago Symp. Orch. (Gould), RCA LM 2890 (M); LSC 2890 (S)	5	39	—	RODGERS: VICTORY AT SEA, VOL. 1 RCA Victor Symp. Orch. (Bennett), RCA LM 2226 (M); LSC 2226 (S)	1
	19	SCHUBERT: THE TROUT AND OTHER SONGS Fischer-Dieskau, Moore, Angel 36341 (M); S 36341 (S)	4	40	—	ELGAR: VIOLIN CONCERTO Menuhin/New Phila. Orch. (Boult), Angel 36330 (M); S 36330 (S)	1
	20	HOLIDAY FOR STRINGS Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	18				
	21	BIZET: CARMEN (3-13" LP) Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)	14				

NEW ACTION LP's

No New Action Classical LP's This Week

BEST SELLING BUDGET-LINE CLASSICAL LP's

This Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Title, Artist, Label & No.	Weeks on Chart
1.	TCHAIKOVSKY: SYMPHONY NO. 6—Halle Orch. (Barbirolli), Vanguard 148 (M); 148 SD (S)	135	4.	TCHAIKOVSKY: SYMPHONY NO. 4—Halle Orch. (Barbirolli), Vanguard 135 (M); 135 SD (S)	135
2.	DVORAK: SYMPHONY NO. 8 IN G, OP. 88 (OLD NO. 4)—Halle Orch. (Barbirolli), Vanguard 133 (M); 133 SD (S)	133	5.	GILBERT & SULLIVAN: MIKADO (2-12" LP)—D'Oyly Carte, Richmond 62004 (M); (No Stereo)	62004
3.	GR'EG: CONCERTO IN A FOR PIANO, OP. 16—Baekkelund, Oslo Phil. (Gruner-Hegge), RCA Victrola VIC 1067 (M); VICS 1067 (S)	1067	6.	MOZART: CONCERTO NO. 25 IN C—Tchaikovsky, Chicago Symp. Orch. (Reiner), RCA Victrola VIC 1167 (M); VICS 1167 (S)	1167

To Tour U. S., Can.

MADISON, Wis.—A 25-city tour of the U. S. and Canada by the Early Music Quartet is slated to begin here on Oct. 16. The Telefunken artists, who will play many college dates, will appear in three New York concerts at Hunter College, where the tour will wind up on Jan. 23. Also included are performances in Chicago, Nashville, Richmond, Newark, Montreal, Washington and Berkeley and Santa Barbara, Calif.

16 Countries Enter Italian Competition

ROME—Some 16 countries, including U. S., Great Britain, Australia and Eire, have entered young conductors in the RAI-Santa Cecilia "Premio Internazionale Arturo Toscanini." The competition will take place from Sept. 15 to Oct. 5. Other entries are from Germany, Hungary, Japan, Switzerland, Argentina, Belgium, Poland, Brazil, Venezuela, Bulgaria, Israel and Italy.

Window Displays Boost Ethnic

• Continued from page 44
opposed the tendency in some stores of having most information only available through the store manager. She pointed out she frequently asked other members of the staff questions. Also, Miss Kraushaar has found that giving each salesman a specialty gave him an incentive to know a field and contribute to the outlet's success.

Also selling well are children's

records, especially in the winter. In addition to regular children's disks, racks feature sets in foreign languages. Doubleday also has several listening booths where customers can hear disks before purchasing them. By specializing in the unusual, including international, by carrying a full stock in other categories and by providing special service, Miss Kraushaar has been able to overcome discount store competition.

TAPE CARtridge

Telepro Head Cautions Dealers on Tape CARtridge Potential Dangers

CHICAGO—Addressing music retailers during the National Association of Music Merchants Convention and Music Show held here recently, William Mulcahy, president of TelePro Industries, urged caution by dealers entering the new CARtridge market.

Mulcahy, whose appearance on a special NAMM speaker panel gave added prestige to the fast-rising new industry, said the business has the possibility of being "the next major entertainment breakthrough."

It is only a potential, he said, "because like any business with real potential, with potential growth and profits, there are a great many potential dangers." Tremendous publicity of cartridge products, he said, have "led and may lead some of you to erroneous conclusions. The tape player business and the cartridge business is not yet a giant business. It is not even large by the standards of the industry you are in now."

The obvious danger of this, he said, "is over-optimism. With

the entrance of General Motors, Chrysler, the major record companies and their tremendous publicity campaigns, it would be not difficult to become over-enthusiastic. I needn't tell you the dangers of over-inventory. It sets in disillusion."

The second danger, he said, is that "it is my personal feeling that the whole market is still a cold market. That is, it is primarily an automotive market at the present time.

Mulcahy went on to outline the history of the cartridge systems from their broadcasting industry applications, their gradual growth as an after-market automotive accessory (in 4-track form), the recent emergence of 8-track in the new car market and the efforts being made in the direction of the home market. He pointed out that the pattern for successful entertainment products has historically been primarily in home market and added that "the cartridges have to move to the house before this can become a giant industry."

Confusion about 4 and 8-track, he said, has been partially responsible for the indecision and confusion that is still keeping the home market "cold."

In his opinion, the dilemma "... can best be resolved by the use of a compatible machine."

Along with advising dealer to stock compatible decks, Mulcahy urged them to keep an inventory of both kinds of continuous loop cartridges, because: "In my opinion they will continue to live side by side for some time.

Until the home market improves, he said, dealers capable of making simple installations should not ignore the 80 million cars already on the road: "with under-the-seat and kick panel

Muntz to Open Factory Store

VAN NUYS, Calif. — Muntz Stereo-Pak will open a 35,000-square-foot factory-retail branch store at 15601 Roscoe Boulevard on Monday (1).

In opening the new location, president Earl Muntz transferred all retail operations from his Armita Street factory, providing additional space for the installation of duplicating equipment.

The new store will operate seven days from 9 a.m. to 9 p.m., with James Muntz manager and Dave Waldon and Steve Lyons handling installations and service, respectively.

The company will use the store as a training center for Muntz Cartridge City stores around the country.

speakers now available," he said, "installation time can be only a matter of minutes by any music dealer who has even a minimal installation or service department."

Mulcahy further recommended that dealers stock what he described the "parasitic" items — cartridge deck that plugs into existing home stereos.

"This eliminates the high ticket replacement problem which you're bound to run into if you're trying to sell a man who has recently spent \$400 for a good stereo," he explained. "The use of a plug-in unit makes it easier for Joe, who has a player in his car, to rush into the house and play the latest Tijuana Brass for his wife. I think this is the most practical means of getting into the home side of the cartridge business."

Mulcahy added that dealers should not hesitate to push the "razor blades." These, of course, are the cartridges. And ultimately this is where the money is."

Ten CARtridge Libraries Exhibited at Music Show

CHICAGO—Ten tape CARtridge duplicators displayed their extensive wares at the National Association of Music Merchants (NAMM) Music Show held here recently. The libraries appeared in Fidelipac (4-track), 8-track and Philips-type configurations.

The smallest and newest entry into the field was Mercury Record's 49-title, Philips-type (cassette) catalog. Billboard learned last week, however, that Mercury is on the verge of completing agreements with several major producers of music and will soon announce additional releases for the cassette system.

A newcomer into the continuous loop field was Ampex, which announced its first release of 4-track and 8-track tapes, showed 13 London albums on 8-track and 10 London on 4-track.

Encore Tapes (Sentry Industries, Inc., of Mount Vernon, N. Y.) listed 22 8-track titles, 22 4-track mono, 22 4-track stereo (one-hour play) and 45 4-track stereo (½ hour play).

General Recorded Tape listed 52 8-track tapes, including 23 brand-new releases and 56 4-track tapes, including 17 new issues.

International Tape Cartridge Corp. listed 397 8-track titles and showed a 4-track catalog with 975 titles.

Muntz Stereopak, besides its new "singles" cartridge, showed a catalog of both 4-track and 8-track prerecorded cartridges but accurate figures on total number of tapes were not available.

Pickwick International listed 36 titles on both 4 and 8-track cartridges.

RCA had a catalog of 300 cartridges, all of them on 8-track. The firm's record division, however, was not officially present at the Music Show.

TelePro has a catalog of 600 4-track and 600 8-track cartridges which it buys from music producers and duplicators and offers to purchasers of its playback units.

Trans-World, exclusively on 4-track at the present time, displayed a catalog with 360 titles.

Also displaying a cartridge product at the show were National Tape Distributors. The firm handles tapes of various duplicators and music producers from its three regional offices located in Woburn, Mass.; Milwaukee and San Francisco.

TAPE CARTRIDGE TIPS

by Larry Finley

There are more rumors in the tape cartridge industry than there are mosquitos in the swamps of New Jersey. Each day brings new rumors of record companies who are supposedly canceling their contracts with various duplicators.

Much of this gossip has become fact as many of the duplicators have been canceled, but NONE OF THESE RUMORS HAVE BEEN TRUE insofar as ITCC is concerned.

All of the original contracts between record companies and ITCC are still in effect. In the past 90 days the ITCC position has been greatly strengthened; not only by the addition of many new important record company contracts, but by the conversion of non-exclusive contracts to exclusive ones.

As an example, ITCC kicks off a series of ads in BILLBOARD this week announcing the most important exclusive record company duplicator contracts in the industry. Elsewhere in the issue is an ad announcing a new long-term contract between A&M Records and ITCC which gives ITCC 100% exclusivity in both the four and eight track configurations for all A&M product.

To dispel other rumors, ITCC has just exercised its option with ABC Paramount for an additional period which assures ITCC distributors a constant flow of ABC Paramount, Command, Grand Award, Impulse and Westminster in both four and eight track.

Despite rumors, ITCC is also continuing to supply its distributors with 4 & 8 track Mercury, Philips, Smash, Fontana and Limelight.

Another rumor making the rounds concerns MGM/Verve Records and ITCC. To dispel this rumor, an announcement of a contract awarding the exclusive eight-track duplication and distribution rights of MGM/Verve albums has been awarded to both ITCC and Ampex. To quote Mort Nasatir, president of MGM Records: "... a basic problem in the tape industry is the assurance that quality duplicated product can be delivered in quantities to satisfy demand. MGM has assured itself of top-quality cartridge product by having its catalog duplicated by both Ampex and International Tape Cartridge Corporation." Although ITCC shares the eight track exclusivity with Ampex, ITCC will continue to supply its distributors with four track as well as the eight track.

The future of ITCC has been, and is being, built on a most solid foundation. The ITCC management is fully cognizant of all aspects of this new important industry and will continue to serve its distributors in all areas of the automotive and home entertainment field. ITCC is constantly strengthening its position in the industry and can be truly called the "World's Leading Duplicating Distributor" of both four and eight-track cartridges.

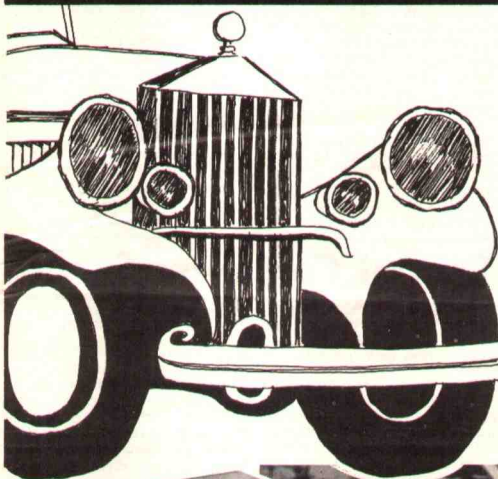
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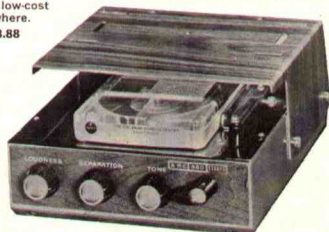


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Gelfand Feels Tape CARtridges Will Prove Spur to Record Trade

By FRED KIRBY

NEW YORK—The growth of the tape CARtridge field will prove a spur for the record industry to reach greater heights, according to Milton Gelfand, president of Audio Matrix, believed to be the country's oldest independent producer of mothers, masters and stampers. In his 20th year in the industry, Gelfand, who has seen the record industry weather many storms, acknowledged that cartridges will cause realignments and readjustments.

Calling cartridge potential an incentive for the record field, Gelfand noted that improvements were in store for both. He made a comparison with the introduction of stereo pressings by Audio Fidelity, which were produced by Audio Matrix before there were playbacks. He explained that the sale of playback equipment has not caught up with the manufacture of cartridges. But, just as stereo won the public acceptance, he was confident cartridges would. He also stressed the need for standardization of cartridges.

Many things had to be worked out before stereo "took off," but its inherent appeal was there. Another change he's noted in the disk field was automation, which he said, has arrived. He explained it used to take a minute to produce a



MILTON GELFAND, head of Audio Matrix, goes over a project with Julie Filkins, production manager, at Audio's Bronx, N. Y., plant. In the background are the control panels, cathode assemblies and electroplating bath that are part of the Audiomatic Process. The equipment lines the walls of a pool in an old Turkish bath, where Audio Matrix was first located.

good LP. Now it takes less than 20 seconds. Gelfand added that quality was better; rejects fewer. Recalling technological advancements in the past, Gelfand said "many technical breakthroughs are just about to happen."

He pointed out it used to take from seven to 10 days to make a master, mother and stamper from an acetate lacquer. Now it's an overnight process, but, "The service still

isn't fast enough for many people." Noting the record field had not yet reached "our limit or our goal," he said improvements were due in recording techniques, packaging and material.

Gelfand has entered the cartridge field through a new corporation, Audio Magnetics, Inc., which manufactures and sells tape duplicating equipment. The manufacturing end is a joint venture with Bell Sound Studios. Gelfand also is involved in other companies connected with the sale of equipment and products for the record industry. Included are Audiomatic Corp. for extruders; Tools Manufacturing for record dies, trimmers and accessories; and Metaplast Electrochemicals Corp. for solutions for plating and other equipment.

Audio Matrix started in an old Turkish bath in the Bronx in 1946 with Gelfand and three associates. The firm has been wholly owned by Gelfand since 1952, but still uses old quarters. The walls of the pool hold control panels, cathodes and the nickel electroplating bath under a patented Audiomatic Process which is used by RCA Victor, Allentown Records, American Record Press and others. Julie Filkins, an Audio aid for 17 years, serves as director of customer relations and production manager. David Moldauer, another Audio veteran, is office manager.

Audio-Specialty Shop Is Opened

WAKEFIELD, Mass.—Audio-Motive Co. specializing in automobile audio equipment, especially stereo tape CARtridge players, has opened an audio-specialty shop here. Hendrik E. Swart, a former resident of the Netherlands who was raised in Indonesia, heads the new firm. Swart gained his electronic experience in the U. S. where he lived for the last six years. Audio-Motive also will handle auto radios, citizen's band equipment, reverberation systems and related items.

Venezuelan Entry

CARACAS—Antor Brothers, Venezuelan representative of RCA Victor and Lear Jet, is entering the tape CARtridge field this month with a release of 8-track cartridges made here, according to Jose Antor.

London Makes Bid For Tape Business

SAN FRANCISCO—London Records is moving into the tape CARtridge field through Am-

pex, which will duplicate and distribute the London product. The Ampex program was unveiled at London's regional meeting here last week by E. Peter Larner and his aide, Bill Caulfield, both of whom are with Ampex.

Ampex will go into both the 4-track and 8-track fields with the London Cartridge Tapes. The initial release of 8-track cartridge, with a suggest list of \$6.95, will contain 31 titles. Ampex will start shipping on Aug. 12 and the entire release will be ready to go on Aug. 19. Artists featured in the first release are Mantovani, with seven titles, Roland Shaw, Marianne Faithfull, the Rolling Stones, Caterina Valente, Stanley Black, Werner Mueller, Frank Chacksfield, Edmundo Ros, Ted Heath, Will Glahn, Ronnie Aldrich. The 10 titles of 4-track cartridges will start shipping on Aug. 5.

The Ampex cartridge will come with a special red cap to prevent the tape from getting soiled while not in use. The cap is being made with an ear at each end to it doesn't fit into the playback equipment if the user forgets to remove the cap before insertion. Ampex has also devised a special box for shipping the cartridges to dealers. The cardboard box with extra corrugated material to protect the cartridges.

ITCC Gets Rights to A&M Prod.

• Continued from page 1

ITCC will ship all A&M product to A&M's distributors. The cartridge firm will then bill the record company, who in turn will bill its distributors at ITCC's established distributor prices.

Finley will have the complete 13-album A&M line available in the various cartridge forms, including six packages featuring Herb Alpert and the Tijuana Brass and A&M's new Chris Montez album.

Heretofore A&M product was duplicated in cartridge form by Autostereo, ITCC, Muntz and TDC. According to Finley, A&M's releases outsold other strong cartridge sellers on a 10 to 1 basis.

The contract was signed by A&M's Jerry Moss and Finley. Details were handled by A&M attorney Robert Gordon of Bearwitz & Gordon, Beverly Hills, and ITCC house counsel, Lawrence Mirkin.

Central Computer Service Could Solve Problems

• Continued from page 3

would be at the distributor's office the following morning. In addition, a sales-movement inquiry could be obtained indicating a label code and name, a selection number of the distributor's choosing and its activity for the previous 13 weeks.

"The activity shown would include sales, receipts and inventory for each week during the period. As many items as are needed for such a report could be selected, but each time an inquiry is made, a charge would be incurred. In addition, an inventory report of all items could be generated on a monthly or quarterly basis, indicating current inventory for each selection, sales for the current month, sales during the first prior month, and sales during the second prior month. Rather, it would be run at a central processor over the weekend and sent by mail to the office.

"We visualize that the back-order report transmitted at night on an unattended basis would be on the distributor's desk in the morning, containing vendor

code and name, selection number and the quantities owed to each account. Finally, the machine would generate a suggested reorder report as a by-product of the present back orders for current inventory. This report would carry vendor code and name, selection number, the minimum quantity on hand. All the machine supplies is information—what is done with this information is the decision of the individual distributor."

Linn concluded, "For quite some time now, I have strongly advocated that record distributors in general, and Epic distributors in particular, consider the installation of more sophisticated accounting methods. A combination of factors, including the industry's rapid growth, technological advances in electronic accounting equipment and, the willingness to devote some operating monies to this area, have led most distributors to accept the merit of this theory. The industry in general is forecasting a growth of 30 per cent, and the greatest share will go to those distributors with the most effective management."

Tape Seminar

• Continued from page 1

space—25 rooms have been reserved for educational display purposes—the Forum is carefully studying exhibit applications to select those which will provide the greatest educational benefit for the registrants, Finkel said. There will be no charges for exhibit space beyond regular hotel room rate.

LEE MENDELL SAYS:

Tape CARtridge Buyers Don't Use Judgment in Purchases

HOLLYWOOD—"The non-discriminatory buyer reigns supreme," reports Liberty Stereo Tape's General Manager Lee Mendell. The comment refers to the widespread of tape CARtridge product the company is moving from its initial release of 75 8-track and 66 4-track packages.

This "non-discriminatory" buyer is selecting cartridges by Spike Jones, Red Skelton and the Fleetwoods in addition to supporting such disk giants as the Ventures, Gary Lewis and the Playboys and 50 Guitars.

"But we're also selling Bud Shank, Willie Nelson and Gil Evans," Mendell added. Many

of the tape cartridge customers are people who haven't been inside a record store in five years, he contends. Liberty's distribution in this early stage has been with record distributors and several specialized tape houses. By specialized, Mendell explained, he meant those distributors who formed exclusive tape businesses. Liberty is still studying automotive distribution.

Four-track is moving better than 8 because there are more players on the market. Liberty's next release is being mapped for August, and Mendell hopes it will be only about 15 titles, to enable greater merchandising and promotional efforts.

Ex-Autostereo Executives Form Tape CARtridge Co.

LOS ANGELES—Three former Autostereo executives have formed a new tape CARtridge company—Sound Systems Inc. here. They are Joe Deau Champ, named president; Walt Heebner, vice-president; and Art Lehnert, secretary-treasurer.

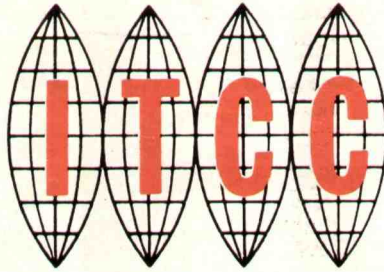
Deau Champ, formerly secretary-treasurer and board member of financially troubled Van Nuys company, spearheaded the formation of the new firm which will manufacture 8-track playback units and duplicate 4- and 8-track cartridges.

Sound Systems will manufacture American-made players with an engineering staff and plant location yet to be an-

nounced. Deau Champ said no one was on the payroll yet and estimated it could take up to 120 days before the firm was solidly established.

The matter of Autostereo's future remains clouded and the new company is undoubtedly waiting to see what happens to the equipment and playback units in AS's closed Van Nuys plant and warrants on sold units before moving into production stages.

Sound Systems' offices are located in the space formerly occupied by John Anderson and Claire Junge, two other former AS employees who had operated Universal Associates, an ITCC and Taiko distributorship.



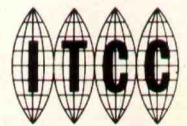
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MUNTZ STEREO-PAK NEW RELEASES

WEEK OF AUGUST 6, 1966

ALBUM	ARTIST	LABEL	MUNTZ CAT #	CODE
HAVE A SMILE WITH ME	Ray Charles	ABC	10-429	A
MERELY MARVELOUS	Mabel Mercer	Atlantic	10-434	A
COOKIN'	Lloyd Price	ABC	10-438	A
THE BEST OF STEVE LAWRENCE	Steve Lawrence	ABC	10-441	A
STUDIO-TIME	Johnny Nash	ABC	10-444	A
UNBELIEVABLE	Billy Stewart	Chess	10-451	A
THE NEVER ENDING IMPRESSIONS	The Impressions	ABC	12-212	A
LOOK, IT'S THE MOONGLOWS	The Moonglows	Chess	12-217	A
THE LANCERS AT HARRAH'S	The Lancers	Lancelot	12-219	B
GREAT FOR DANCING, VOL. 2	The Sociables	ABC	14-442	A
JUMP UP	Byron Lee	Atco	14-445	A
LONELYVILLE: THE NERVOUS BEAT	Creed Taylor Orch.	ABC	14-449	A
MR. ACKER BILK IN PARIS	Mr. Acker Bilk	Atco	14-451	A
ART & DOTTY TODD ON TOP O' THE STRIP	Art & Dotty Todd	Dart	16-169	B
THAT DRUMMER'S BAND	Gene Krupa	Verve	18-168	A
TWIST WITH STEVE ALAIMO	Steve Alaimo	Checker	21-354	A
HI-HEEL SNEAKERS	Tommy Tucker	Checker	21-356	A
DANCE TUNES FROM THE VAULT, VOL. 2	Various Artists	Chess	21-360	A
IN THE SPOTLIGHT	Bo Diddley	Checker	21-367	A
ST. LOUIS TO LIVERPOOL	Chuck Berry	Chess	21-373	A
FATS ON FIRE	Fats Domino	ABC	21-386	A
SOLOMON BURKE'S GREATEST HITS	Solomon Burke	Atlantic	21-387	A
PEOPLE GET READY	The Fabulous Chambers Bros.	Vault	21-388	B
NOSTALGIA	Bert Buhrman	ABC	23-133	A
THE WILD JAZZ AGE	Wilbur de Paris	Atlantic	25-127	A
THE LEGENDARY BUSTER SMITH	Buster Smith	Atlantic	26-312	A
BLUES SHOUT	Leo Wright	Atlantic	26-315	A
COUNT 'EM 88	Ahmad Jamal Trio	Cadet	26-326	A
PERDIDO	JATP All-Stars	Verve	26-331	A
THE ART OF THE BALLAD	Various Artists	Verve	26-334	A
STAGE RIGHT	Oscar Peterson Trio	Verve	26-338	A
THE AVANT GARDE	John Coltrane-Don Cherry	Atlantic	26-342	A
SAYIN' SOMETHING	Nat Adderley	Atlantic	26-345	A
BULLY!	Quartette Tres Bien	Atlantic	26-346	A
FLUTE 'N THE BLUES	James Moody	Cadet	26-365	A
RAMSEY LEWIS AND HIS GENTLEMEN OF SWING	Ramsey Lewis Trio	Cadet	26-369	A
THE BLUES, VOL. 4	Various Artists	Cadet	29-123	A
SOMETH' NG OLD, SOMETHING NEW, SOMETHING BORROWED, SOMETHING BLUE	Arthur Smith	Dot	52-130	A
POTPOURRI	Jerry Byrd	Monument	52-132	A
GIDDY-UP GO	Red Sovine	Starday	54-229	B
HEY FAMILIA!	Chano Pacheco	Coro	66-172	B
ATARDECKER EN ROMA	Maurice Lescaut	Coro	66-175	B
BRAZILIAN CARNIVAL HITS	Brazilian Artists	Fermata	66-186	A
THE BEST OF BOSSA	Brazilian Artists	Fermata	66-190	A
RICORDANDO ITALIA	Virginia Day	Coro	68-147	B
AGUSTIN LARA EN MARIACHI	Marco de Carlo	Coro	68-151	B
POLKAS	Los Rancheros del Panuco	Coro	68-156	B
'S SOFT RHYTHM	Brazilian Artists	Fermata	68-162	A
LOVE, STRINGS AND JOBIM	Antonio Carlos Jobim	W-B	68-175	A
GRANDPA JONES REMEMBERS BROWN'S FERRY FOUR	Grandpa Jones	Monument	80-123	A

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Don Law Wins Southard Award

• Continued from page 4

place award among operations managers. Other prizes in this category went to Jim McManamon of the Terre Haute Service Center, second, and George Price of Comstock Distributors, Atlanta, third.

Winners of drawings were: sales managers, Bill Shaler of New Orleans; promotion managers, Hal Blakke Jr. of Dallas; salesmen, sales managers and promotion managers who attained the national average, Mert Paul, Minneapolis sales manager; special album and singles sweepstakes, Steve Capone, of Hartford; Steen, Byrd, Hank Hirschfield, Dallas; Solly Solomon, Pittsburgh; Charles Draper, Cincinnati; Ed Masterson, Philadelphia; Ben Caruso, Detroit; Denman, Bakke, Ken Bolster, Seattle, and Fred Salem, Chicago; window display, Walters; monthly Lap Award Sweepstakes, George Saupe, New

York/Newark, and lotery, Bernie Krane of Minneapolis.

Winners of a separate contest based on Masterwork sales were: first, Nick Barna, New York/Newark; Walter Evans, Atlanta; Neil Spencer, St. Louis, and Elliott Moom; Milwaukee; second, John Del Greco, New York/Newark; Robert Lindsey, Atlanta; C. Thomas, St. Louis, and Carmen La Rosa, Miami, and third, Shelley Rudin, New York/Newark; Milt Weiss, Detroit; Martin Rakoff, Hartford, and Marcha.

Receiving prize points as the top sales manager in each division were Don England, New York/Newark; Comstock, Atlanta; Capone, Hartford, and Bob Beasley, Miami. Shelley Rudin gained points as the top phonograph manager in the country.

Mercury Signs Chuck Berry

CHICAGO — Mercury Records' drive to become a major factor in r&b took another step forward last week when the firm announced the signing of rock 'n' roll and r&b songwriter Chuck Berry.

Berry, formerly of Chess Records, has composed such hits as "Maybelline," "Roll Over Beethoven" and "Johnny B. Goode."

In the past month Mercury has signed r&b artists Jerry Butler and Junior Parker as well as Berry. The firm also has appointed Norm Rubin as full-time promotional director of r&b product.

Mercury Buys 'Clown' Master

CHICAGO — Mercury Records bought the master of "The Clown," by Gene Summers last week. The single, produced by Major Bill Smith in Fort Worth, was breaking rapidly in the Dallas-Fort Worth areas, said Charles Fach, vice-president and director of recorded product.

Flack Under Knife

LOS ANGELES — Norman Winters, Liberty Records publicity director, underwent throat surgery last Wednesday in Cedars of Lebanon Hospital.

BB TO BOW R&B MUSIC SECTION

NEW YORK—Billboard will present a special section devoted to the r&b music-record field and the National Association of Radio Announcers next week.

The issue will be available at the convention of NARA Aug. 11-14 at the Waldorf-Astoria.

London Meets

• Continued from page 4

London International banner are albums from Greece, Germany, Israel, Scotland, Poland, Japan and Ireland. Also, London International is launching a new series to be known as Global Heritage. Initial items in the new series are a four-record package of Maurice Chevalier and a recording from Spain titled "Miss Gitana." The Chevalier package is newly recorded and includes 60 songs and an annotated illustrated booklet. Suggested list price for the new series will be \$5.79 for stereo and \$4.79 for monaural.

In addition to the heftier advertising outlay, London is backing up the new product with special promotional kits, browser cards, free promotional records, for air-play and in-store demonstration.

WACKINESS IS

THE FRIVOLOUS FIVE

Dealers Seeking Better Radio Charts

• Continued from page 1

be asked whether they favor shrinkage of the sheet from 40 to 30 tunes.

Though results of this poll were not available at press time, Billboard's own survey of local dealers indicates they would favor such a change if it would lessen inaccuracies.

Many Chicago-area dealers have been forced to rely on the WLS sheet increasingly since the demise several months ago of the so-called "Livingston Sheet," a local, independent survey. The WLS sheet is preferred by dealers as a buying guide over the "Sound 10 Survey" published by WCFL Radio because it is a full top 40 sheet. The WCFL sheet lists only 20 records and is described by dealers as "surprisingly accurate."

In response to customary radio station replies to dealer complaint—in which the stations disclaim any responsibility for financial damage to merchandisers resulting from station surveys—stores may begin to refuse to co-operate with such surveys. "I'm in the record business, one dealer said, "not in the radio business. Why should I be duty-bound to report the truth—or to report anything at all.

The main reason for dealer participation in the station surveys, one dealer said, was to receive some reciprocal benefit. "Inaccurate charts are of no value to me. And, I wonder how valuable those charts would be to anyone if several of the top dealers in Chicago—or any other market for that matter—got together and decided to boycott the polls," he said.

Among the leading critics of the WLS sheet is Fred Sipiora, owner of Singer One-Stop. "What was started by WLS as an aid to dealers," he said, "has come to be a hindrance, not only at the retail level, but at the distribution and manufacturing levels as well."

He attributed this to, "A slacking off in responsibility," which, he suggested, "is ironic in view of the fact that from the beginning of the WLS list dealers bought it, displayed it and promoted it."

Declared Morris Goldstein, owner of World Record Distributors, Inc., "The dealer who stocks according to the WLS sheet will get stuck with 80 per cent of the two or three records that drop off the bottom half of the sheet in a mysterious manner each week."

Asked to be more specific, Goldstein explained that, "Of the seven or so records dropped off the WLS-published Chicago Top 40 every week, two or three were obviously hypes. "The station has no right to print a sheet knowing that record stores will get stuck."

Why do Chicago dealers buy on the basis of the WLS survey, knowing they'll get burned?

"Dealers must cover themselves, even though they know some of the records are hypes," Goldstein said.

According to Sipiora, "About 75 per cent of the dealers will cover themselves with four or five copies of everything in the lower half of the WLS chart, not knowing which are going to drop off inexplicably the following week." Most of this product, he said—unless it is from RCA

Victor, Columbia, Liberty or Capitol, companies which give Sipiora 100 per cent return privileges—he cannot take back from his accounts.

"Everyone gets hurt by the WLS sheet," declared Al Te-maner, owner of the Little Al's retail chain. "The dealer, the rack, the one-stop, the distributor and the manufacturer. The buying habits of dealers and suppliers are governed by the sheet. Manufacturers get an incorrect picture of their products, and any false listings certainly do not help their products any."

Te-maner insisted, "WLS puts records on the list that have no business being there."

"Correct," said well-known retailer Ed Nelson. "WLS has records on that list that aren't

Sipiora cited the following as recently typical:

"Paint It, Black," by the Rolling Stones, was in first position on the WLS sheet on May 27, on June 3, first on June 10, second on June 17, fifth on June 25 and disappeared abruptly from the sheet on July 5, he said. (The record was in fourth position on the Billboard Hot 100 the week it vanished from the WLS chart.)

As another example he cited Johnny Sea's "Day for Decision, which hit the WLS list on May 27 at 40th position, climbed to 14th on June 3, ninth on June 10 and dropped off the chart on June 17. (The week the record dropped off the WLS sheet it climbed from 151 to 36 on the Billboard Hot 100.)

Although no significant research has been done on the correlation between the disappearance of a song from the top 40 radio station sheet and the sag in its sales, local dealers say the relationship exists—and hurts.

"This is not only true of a legitimate hit," Sipiora ex-

plained. "Chart antics can kill a potentially good record. If WLS puts the record on its chart right away—before it's selling—they'll have to drop it off soon. It might eventually prove to be a good record, but its sales were killed when the station eliminated it from the sheet. Manufacturers sometimes don't realize they are hurt by their overeagerness."

"Promotion men merely want to say they got a record on the WLS sheet," observed Goldstein, "and radio stations want to be first to break a record, calling it in the process a 'top 40' record. Ironically, promotion men are hurting their own company's sales by pushing product and ignoring the effect of its early chart demise."

"It's better for the station to play a record a while before putting it on the sheet," suggested Sipiora. "If it's good, it'll go on the sheet through legitimate sales."

Ken Draper, program director for WCFL, declared, "If a record is growing, we let it grow. We don't touch it until



FRED SIPIORA: "Need good charts."

it is grown up."

He admitted that WCFL won't wait for a hit to die a natural death after it drops out of the station's top 10. "We don't take a record off if it falls within the top 10, though, and we don't tamper with the top 20 in bringing a record on the sheet," Draper said.

Draper said that it is impossible for any sheet to be accurate beyond the top 20. "Shops (Continued on page 54)

TAPE REPORT POSTPONED

CHICAGO—Due to shortage of space in the Audio section this week, the Billboard "Product Trends" series will be resumed next week with a discussion of low-priced portable tape recorders.

even beginning to sell in the market yet. Many of them, in fact, aren't even available to the dealer when they first appear on the chart."

Though Taylor pointed out that fine print on the WLS sheet explains that the list is based partly on over-the-counter sales and partly on "other sources," dealers retorted that the public has been led to believe that the survey is actually an authoritative indication of what is selling.

Pressed for the extent of the alleged damage to dealers caused by capricious chart handling, Goldstein said, "If a big account such as Polk Brothers was merchandising on the basis of the WLS sheet, a loss amounting to 300 dead records per week would result."

"The sheet damages the dealer in two ways," said Sipiora. "Records go on the lower half one week and drop off the next, and legitimate hits drop out of the top 20 and disappear too soon. Everybody who knows anything about charts knows that they don't work this way. All dealers realize that a record sells just as well on the way down as it does on the way up."

In the former category, sometimes termed "one-week wonders," Sipiora picked out, "I'm a Road Runner," by Jr. Walker on the Soul label. A good r&b seller, the appearance of the tune on the WLS sheet on June 10 prompted 75 per cent of Chicago's pop dealers to stock it "just in case," Sipiora recounted. The following week, he reported, the tune dropped off the WLS sheet and dealers wanted to return all copies.

"This happens all the time," Goldstein agreed. "And no one heeds our complaints."

On June 17, Sipiora pointed out, "Break Out," by Mitch Ryder on the New Voice label hit the WLS sheet at 35th position. It dropped off the next week. "And most dealers wanted to return it."

In the "sudden-death" complaint category, i.e., legitimate hits that drop off the top 20,

Set NAMM Committee To Woo Disk Dealers

CHICAGO — William R. Gard, executive director of the National Association of Music Merchants (NAMM), told Billboard last week that the association has decided to "form an ad hoc committee for the purpose of preparing a format designed to improve NAMM's communication with phonograph record dealers."

Formation of the committee, said Gard, was decided upon by the executive committee of the NAMM's board of directors at a recent meeting. "The new committee will be headed by S. H. Galperin, who is also chairman of our phonograph record marketing committee. The group will be composed of five or six persons—including people who might have something sound and solid to contribute even though they are non-NAMM members. Current plans are to hold the meeting in Chicago some time in last August or early September."

Specific Program

The purpose of such a meeting, said Gard, "would be to develop a specific program for phonograph record dealers. The committee will work out a format which I will then carry before the board of directors. If the board goes along with the proposals, we will immediately proceed with initial steps of the program."

"I think we will quickly be able to realize whether the record dealer can satisfactorily affiliate with NAMM," Gard said. He explained that record dealers had been holding sporadic talks with NAMM during the past several years, but that there had been no way for the association to measure the real extent of record dealer interest in the group. "Now," said Gard, "we will be able to see dealer reaction to a concrete proposal on NAMM's part."

If a mutually acceptable program can be decided upon, said

Gard, "NAMM will use all means, including the trade media and direct mailings to our own extensive prospect list, to explain that program to record dealers."

Unanimous Vote

The idea of an "ad hoc" or steering committee to be set up by NAMM for the purpose of attracting record dealers was first brought up in special open meeting of Galperin's phonograph record marketing committee held during the recent NAMM convention and Music Show in Chicago. In that meeting (see Billboard, July 23, 1966), the assembled dealers unanimously voted that Galperin ask the board of directors to form such a group.

A week later F. D. (Bud) Strep, recently re-elected as NAMM president, told Billboard (July 30, 1966) that a "fact-finding" program to determine methods of bringing more record dealers into NAMM was being initiated. Strep said that NAMM was definitely interested in bringing "good, independent record dealers into the association. By this," he added, "we mean the small businessman who runs a record store. This type of person would fit in well with the type of membership NAMM has now."

Groundwork for this year's activity was laid at the 1965 NAMM convention and Music Show, when several dealers, primarily Howard Judkins of Garden Grove, Calif., and V. H. Andersen of Chicago, made a series of "positive" proposals to the NAMM board of directors. Judkins, a NAMM member and former head of the phonograph record committee, has had to curtail his work because of illness. Galperin, however, has decided to follow through on Judkins' proposals and is solidly behind the current attempt to woo record dealers.



BILL GARD: "A specific program."

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Chicago Top 40 Charts

• Continued from page 53

don't know how to report. And just simply do not keep accurate inventory records."

Draper does not think of his station survey as a selling tool for dealers.

His station surveys for the top 30 sellers in preparation of its top 20 sheet. According to Taylor, WLS asks for the top 20 sellers in polling for its top 40 list.

"I don't think the radio stations should play around with the lists," Draper said, "but most stations around the country do. If they feel that dealers are not reliable, they should take a poll of deejays and identify it as such."

"We know that certain dealers may be misrepresenting sales of a record to us due to various men," Taylor said. "But we feel that by calling a good cross section of dealers we can eliminate the obvious untruths."

Draper insisted that the sheet situation is much improved over three years ago, partly because of obvious changes in methods of promoting records and partly because of diminishment of giant stations in each market.

"The strength of any single station is now reduced," he said. "The pattern used to be a strong top 40, a big network outlet and a lot of also-rans. Now there is competition in every category."

Taylor viewed local dealer complaints as routine. "This is a continuing sort of thing," he said. "I don't think that complaints have been any more frequent than usual. Inaccuracies occur for various reasons. Sometimes there are records on the lower half of the chart because we feel they will become hits. Most of them, however, are there because they have shown some sort of sales reaction—usually at the distributor level."

"Things will pop on there for one or two weeks and then drop off. I know this hurts the dealer and I think dealers would be wise not to pay too much attention to the bottom half of such a chart. We're dealing in probabilities here and mistakes are apt to occur regularly," he said.

Asked about high-flying hits that suddenly disappear from the sheet, Taylor said: "These usually reflect the termination of action on the record at the distributor level. If the distributor isn't moving the record he will use something new that is coming up." He admitted that he felt premature removal of a hot record could adversely affect its sales: "Yes, dealers

may be still selling the record when we drop it off—and it's possible that certain records have been slowed down this way."

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, Ill.



THIS MONAURAL CORDLESS PHONOGRAPH features AC operation and automatic four-speed changer. VM has introduced this lightweight portable in a molded luggage style case exclusively for the younger set. It is listed at \$49.95.



BATTERY OPERATED phonograph and AM radio by Matsushita Electric for Panasonic. Model SG-350 operates on six D batteries and plays at three speeds. Ideal for trips, on the beach or boat and at picnics. This unit retails for \$39.95. A step-up version, Model SG-551, has the same features but operates on AC as well as battery power and is available at \$49.95.



BATTERY/AC OPERATED portable from Major features the BSR automatic mini-changer. It is a solid state, all transistor unit whose other features include two controls, four speeds and 45 RPM adapter. It retails for just under \$20.

This is a PAIR but not THE PAIR coming soon...

BULK VENDING news

New President Of Cramer Gum



CARMEN DI ANGELO has been elected president of Cramer Gum Co., Boston-based supplier to the bulk vending trade. The announcement came as a surprise at the meeting of the New York Bulk Vendors Association last week. Di Angelo moves from the post of vice-president to replace Wellington Cramer, who becomes chairman of the board. Nick Mott has been elevated to Cramer's old job as vice-president in charge of sales.

Some Damage In Cleveland

CLEVELAND—While taking its toll of some key supermarket locations here, the recent Cleveland disturbance did not create great losses for many operators.

While losses to supermarkets and other bulk vending locations were estimated at over \$1 million, a local vending company spokesman said damage to bulk vending machines "probably wouldn't amount to \$1,000."

He explained that while rioters in the Hough area have long been dissatisfied at retail food stores for alleged discriminatory pricing, they have always been content with their penny purchases from bulk vending machines.

Local vendors do express some concern, however, about published reports that major food market chains intend to pull out of the area permanently. This would mean a loss of good locations.

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

IRON CROSS (CONT.)

A Member of the Post-War Generation Enters I. C. Debate

During recent weeks we've opened these pages to expression of opinion pro and con on the vending of charms items inspired by the Iron Cross. We now present a third point of view on the controversial subject. The author is the 22-year-old son of Earl L. Grou, Minneapolis distributor executive. A recent graduate, Summa Cum Laude, of Macalester College in St. Paul, the writer entered R. I. officers candidate school late last month.—Ed.

By EARY L. GROUT JR.

This brief essay is addressed to the manufacturers and merchants of the older generation who are producing and selling the Iron Cross charms for distribution in vending machines. As a member of the post-war generation, the generation which will decide whether or not to buy your Iron Cross charms, I wish to enter the debate currently under way concerning this item. My father is a well-established and veteran member of the vending profession, and I am familiar with all of the Iron Cross debate as it now stands in Billboard magazine. It seems to me that this controversy lacks two things: clear thinking and the viewpoint of the people to whom you wish to sell this item.

So far the arguments for and against the production and marketing of the Iron Cross have been heavily charged with emotionalism and thoroughly riddled with faulty logic. Perhaps the reason why you cannot think clearly in this matter is because the Iron Cross means something else to you than it does to us, the members of the post-war generation. (By post-war generation, I mean those born in the 10 to 15 years following World War II.) You are justly concerned with the impact of this item on American society. Thus, it seems appropriate that you should consider the views of those who will create this impact, the generation of the Sixties.

Null and Void

To begin with, I find both the pro and con arguments in this dispute null and void. As for the arguments presented in

favor of the marketing of the Iron Cross charms, the endless citing of the various uses of the Maltese cross and the recitations of the history of the Iron Cross are all irrelevant. The obvious fact in this case is that the item you wish to market is not merely an Maltese cross: it is a particular Maltese cross, a German military decoration known as the Iron Cross. You cannot logically maintain that a barber pole and a telephone pole are the same thing merely because they both are poles. Nor can you logically maintain that an Iron Cross is the same as a Victoria Cross or an American Legion emblem merely because they are all various uses of the Maltese cross. An Iron Cross is an Iron Cross, and there is no legitimate dodging of that fact. To call an Iron Cross just another Maltese cross is false and nonadmissible rationalizing. The question, then, is not whether or not it is really an Iron Cross you wish to sell, but whether or not it is right to sell an Iron Cross in vending machines.

The arguments against the marketing of the Iron Cross charm render themselves ridiculous and impotent by accusing the surfers of being socially inferior and by maintaining that the Iron Cross is anti-American. Surfers are individual human beings like anyone else and thus are no more substandard as a group than vending machine operators. And in regard to the anti-Americanism charges, there is no need for any self-appointed national saviors. Great tyrannies are often spawned by the intolerance of self-appointed and self-righteous patriots. Flag-waving self-righteousness merely clouds the atmosphere and impairs clear thinking. Now neither the Maltese cross nor the Iron Cross is antagonistic to the American way of life in and of itself. Nothing German is inherently anti-American. The only Iron Cross which could be called in question is that with the swastika on it, and at present there is no such medal being produced for distribution in vending machines. The only crosses being marketed are general Iron Crosses (with no reference on them to any specific historical period) and World War I Iron Crosses.

A Jungle

Once again, then, the question is simply this: should the German Iron Cross be produced for vending machine markets?

The position which I stand for in this debate is that the Iron Cross should not be manufactured for vending machine

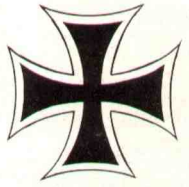
More Mileage From Batman

CLEVELAND—More mileage out of the Batman craze is being achieved by the National Tea Co. supermarket chain, Youngstown division, via a Batman game.

Patrons who capture a Batman "villain" portrayed on a game card distributed at the stores will be awarded prizes ranging from \$5 to \$1,000. A concealed ticket on each card may be good for some merchandise as well.

distribution. I am not against the Iron Cross charm because I think it will turn our society into a jungle or bring about the undoing of the American nation. I am against it because of the following two reasons which I will briefly outline below.

First, the Iron Cross does not mean the same thing to my generation, the post-war generation, as it does to yours. You who are producing and selling these trinkets are members of the World War II generation, and the reaction you have to an Iron Cross is considerably different from the reaction the young people of today have it. You lived through World War II and many of you fought in it; thus, an Iron Cross suggests Nazism to you. If you were awake at all during the years 1933 to 1945, I fail to understand how you can have any other immediate reaction to an Iron Cross. That it does suggest Nazism to you is perfectly obvious in the blind outrage of those against the vending of the Iron Cross item, especially Mrs. Kelley, on the one hand, and the frantic rationalizing of those in favor of the vending of this item, especially the MacMan Company, on the other. Also, television and motion pictures have romanticized World War II to the point where it has only a vague



THE IRON CROSS:
The discussion continues.

meaning to the young people of the Sixties. At any rate, it certainly does not mean to us what it means to you. We are only vaguely aware of Nazism. With all respect, please do not forget that you are an aging generation. To us, World War II is history;

(Continued on page 62)

MANDELL GUARANTEED USED MACHINES

N. V. Model 49, 1c or 5c. . . . \$14.50
N. V. Deluxe, 1c or 5c Comb. . . . 12.00
N. V. 10-Col. 1c Tab Gum Mach. . . . 18.00
N. V. S. & S. 100 Ct. Ball Gum. . . . 12.00
Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, \$2
Red Nuts, Jumbo Queen,87
White87
Algon Crown Red Lip Pistachio Nuts60
Algon Prince Red Lip Pistachio Nuts53
Indian Nuts, 5 lb. bag, per lb. . . . 1.10
Cashew, Whole86
Cashew, Butts79
Peanuts, Jumbo45
Spanish52
Mixed Nut57
Baby Chicks25
Rainbow Peanuts32
Bride Mix32
Boston Baked Beans32
Licorice Gems32
M & M, 500 ct.48
Munchies, 16-lb. carton, per lb. . . . 29
Hershey's47

Wrapped Gum—Floors, Tops
Bazooka & Pal, 4M pcs. . . . \$14.00
Rain-Bio Ball Gum, 1800 per ctn. . . . 4.25
Rain-Bio Ball Gum, 1800 printed per carton 6.40
Rain-Bio Ball Gum, 3500 per ctn. . . . 8.35
Rain-Bio Ball Gum, 4250 per ctn. . . . 8.35
Rain-Bio Ball Gum, 3500 per ctn. . . . 8.35
Maltettes, 2400 per carton 4.40
15 Cans minimum prepaid on all Leaf Brand Rain-Bio Ball Gum.
Anans Gum, all flavors, 100 ct. . . . 45
Wristle's Gum, all flavors, 100 ct. . . . 45
Beech Nut, 100 ct. 45
Hershey's Chocolate, 200 ct. . . . 1.30
Minimum order, 28 Boxes, assorted.

For complete list, complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

THESE ARE BIG PROFITS IN

GUM

GET YOUR SHARE WITH



GUM VENDER PACKAGE



This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs.

"Visidome" display top attracts sales.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-4647

CHARM THE KIDS WITH NORTHWESTERN'S SUPER 60 CAPSULE VENDOR

Charms attract kids—and kids mean profits! Large-capacity globe and front-mounted plastic showcase displays charms. Up-to-date design gives you an attractive unit that's in swing with the younger generation. Proven mechanism, wide chute and foolproof coin unit makes this one A-OK. No skipping or crushing of merchandise! Start moving to profit with the Model 60 Capsule Vendor. Wire, write or phone for complete details.



WHEN YOU SAY:

Pat and Lyn

JAWBREAKERS

YOU'VE SAID A MOUTHFUL!!!

HUGE, SHINY, BEAUTIFUL COLORS
UNLIMITED SHELF-LIFE, LOVE HEAT
92 ct. — 190 ct. — 600 ct.

Pat and Lyn

CANDIES

DELIVERED TO YOU BY THE WORLD'S LARGEST
BULK VENDING CANDY MANUFACTURER!

STANDARD SPECIALTY COMPANY
1028 44th AVE. OAKLAND, CALIF. 94601
DISTRIBUTOR INQUIRIES INVITED

Teen Mkt. Untapped, Says Bob Guggenheim

By HANK FOX

NEW YORK—Bulk vendors are bypassing a major market and source of income by not appealing to teen-agers. This is the opinion of Bob Guggenheim, owner of Karl Guggenheim, Inc. Guggenheim has hopped on the teen-age bandwagon and is consequently enjoying a strong rise in sales.

"The teen-age market is virtually untapped," Guggenheim says. "Most of the machines' contents are oriented to the four to ten year olds. Teen-agers stay away from them because there is nothing inside that appeals to them."

Guggenheim used to use his daughter's opinion as a barometer of an item's success. But when she reached her teen years, she promptly told her father, "It's square. Nobody my age uses candy machines."

The words got Guggenheim to think, "After all, teen-agers do go to places where the machines are located. And besides, they are mobile and have their own money. They get around on their own. How can I get them to rediscover the bulk machine?"

Keen observation led Guggenheim to a successful break-

through in the market. In searching for items, he says he tries to find something that teen-agers are already buying. His company has already landed sales with the "Go Go Ring."

TOOK OFF

The ring, a 10-cent item, is similar to a ring being sold in variety stores for \$1. At that price it underwent strong sales. Guggenheim was able to mold inject and mass produce the ring at the lower price. "The ring would just sit in the machines during the first two or three weeks, he explained. "But then, suddenly, it took off. We couldn't fill them fast enough. From our own observations, we see that it's the teen-agers who bought them. At first they didn't know that the rings were in the machines."

According to the annual directory of Toys and Novelties Magazine, the total number of teen-agers between the ages of 13 and 17 exceeds 17,800,000 on a national basis. In 1963 the National Education Association reported that 22 million 13 to 19 year olds spent some \$11 billion per year. By 1970 the figure is expected to top \$21 billion, with the number of teen-agers projected to 27 million. An earlier study by the Chicago Daily News showed that the average allowance for a 13-14-year-old boy was more than \$4, while girls received about \$3. The average doubles for 15 to 17 year olds.

The success of the Go Go Rings has sparked Guggenheim's marketing of "Fancy Fingers * Fancy Toes" capsules. The set of decals are an imitation of nail decorations being sold in high fashion shops. Another of his pieces is a small plastic beatnik type character holding a sign. Thus taking advantage of

(Continued on page 62)

NEW PRODUCTS

HENAL NOVELTIES

GREEN BERT. Rings and patches inspired by famous U. S. special forces. Capsuled, or available in bulk at special prices. Separate displays available with each order.

UNBELIEVE-A-BALL. "One never knows which way it goes," reads the special display card. It's vendable in Rocket machine, ball gum machines and others. Available in assorted colors. Bulk only. Separate displays available with each order.

KARL GUGGENHEIM

FANCY FINGERS, FANCY TOES. Sensitive to teen fads, Guggenheim introduces glamor decals which adhere to fingers, toes, knees, etc. For dime vending (10 decals) there are 20 different sets. Each set has two large decals for thumb or big toe and 10 small stickers for the other fingers and a couple of spares for any other part of the anatomy the teeny cares to decorate. Packed in K.G. capsules, 250 per bag with free display front.

PENNY KING

THE MUNSTERS. Herman, Lily, Eddie and Grandpa are now available from Penny King for nickel vending in capsules. The copyrighted series is, of course, based on the popular television show, "The Munsters." These flicker rings available in bags of 500 with free display; a thousand rings without display; bags of 250 in capsules with free display; Munster cards without rings.

NEW 10 CENT CAPSULE MIX. A new dime capsule mix with a choice of displays. Company has had two different display fronts printed. Rings are completely new designs made in the Penny King plant. Two styles: "the ring that's in" or "teen cocktail ring."

A Route Is No Better Than Its Maintenance

BIRMINGHAM, Ala.—Abe Kaplan, owner of Kelly Vending Co. here, may have "the world's most efficient bulk vender maintenance shop."

Located in the basement of his home in suburban Birmingham, the shop provides everything Kaplan needs to service 2,200 vending machines on location within a 40-mile radius—and most important, to do every job as easily and automatically as possible. In addition to \$5,000 worth of standard tools, Kaplan regularly designs tools of his own for special-purpose applications, and has put particular emphasis on labor-saving devices. He regularly modifies machines for specific purposes.

He does all the work himself, cutting out, milling, tempering, and finishing parts. A typical example was the removal of return springs on standard penny ball gum venders, which he felt required too much effort for a small child to turn. On several occasions, Kaplan asked the manufacturer to come up with a device incorporating a lighter spring, but he got no co-operation. Experimenting, he found that he could utilize a light spring which would have plenty of return action, requiring less than one half the effort to turn.

"Actually, there is no spring required at all," he said, "since the next customer, to drop in a penny must line up the slot, which amounts to the same thing."

Lazy Man

A self-confessed lazy man, Kaplan likes to work on his machines sitting down, which means that everything he needs must be in convenient working reach. For that reason, he built a revolving, 16-compartment plastic "nuts and bolts box," mounted on a swivel base at a height of only 18 inches or so above the floor. The big 2 x 2-foot box with its many compartments contains every nut, bolt, washer, screw, nail, etc., which he is ever likely to need, and revolves easily on a brass bushing so that seated in his working chair at the workbench he can rotate it like a Lazy Susan to extract the parts he needs.

Building his own stands, he uses the standard size bolts and nuts on each, has a hand-operated machine which cuts bolts to the exact length he wants and re-threads them in the process.

Holsters

Built into the side of the revolving Lazy Susan nuts and bolts box are holsters for three quarter-inch drills, one of which is equipped with a 3/8-inch drive socket for quickly attaching nuts to bolts as he builds up vending machine platforms, spinning it tightly in place in the matter of a second or so each. A second quarter-inch drill is equipped with a reversible screwdriver for driving screws, or taking them out, in an instant. A third is equipped for drilling holes of any size or shape, even "slant drilling" with a flexible drill.

Mounted on the bench is a polisher, a wire brush tapered like a slender carrot, turned by a fractional horsepower electric motor, which the Birmingham operator uses to clean out the inside of nuts, screw holes and bolt holes in metal surfaces, narrow sections he cannot reach inside of machines, etc. It's a swift, efficient process which means that there is never an instance in which any nut or bolt is bound up by rust.

So that he can use electric power anywhere he wishes, he has more than 50 outlets in the

basement shop, spaced only a foot or so around the walls, in strings near the workbench. He never has to get out of his chair to plug in an electric tool. A table saw, a drill press, polishers, grinders, etc., all equipped with switches which he built himself, are out in plain view.

High Gloss

As has been recounted before in these pages, operator Kaplan uses a \$130 compressor outfit for spray painting of machines with a special high gloss, quick-drying synthetic enamel, which gives such extreme pressure that paint flakes up into much tinier molecules than is possible with an aerosol spray can. He paints as many as 20 or 30 vending machines at a time, thus having only one spray gun set-up and cleaning job to do. The refinished machines, as shown, are racked along plain white pine shelves, on the opposite side of the workroom from his bench,

(Continued on page 62)

SCHOENBACH CO.

Manufacturers Representative
Acorn - Amco Distributor

MACHINES



With every OAK VISTA Model 5c vendor, we are offering ONE FREE FILL (200 ct.) of capsules.

FULL PRICE: \$18.50
F.o.b. Brooklyn, N.Y.
If this ad is returned with order.

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

Paris, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

SCHOENBACH CO.
715 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900

New Venue Boosts NYBVA Attendance

NEW YORK—The combination of business and pleasure has resulted in stepped up attendance and greater efficiency at the New York Bulk Vendors Association's monthly meetings.

The meetings, now held at the Sheraton-Tenney Inn, feature an afternoon of swimming, dinner, a two-hour meeting and a card game. "The facilities are more

centrally located than our old meeting hall," said Warren Raphael, recording secretary. The meetings were previously held in midtown Manhattan. The old location meant operators would have to travel to the city with their cars. Parking, of course, is difficult to find and what is available is at a premium. The Sheraton-Tenney is situated just off the Grand Central Parkway opposite LaGuardia airport. Parking is free. The higher attendance figures since the change is clearly apparent. More than 40 members were on hand at the June gathering.

Idea Appeals

The idea of taking a day off once a month to come to a comfortable place with swimming, dinner and a pleasant surrounding appeals to most of the association's members.

According to Lou Ellis, treasurer, the place costs the association a few dollars more, but the raffle, with an AM-FM radio as a prize, more than makes up for the increased price. The members pay for their own dinner.

A swimming session is held from 2 until 6 p.m. Then a two-hour dinner precedes the 8 to 10 p.m. business meeting. Members feel more relaxed in the comfortable quarters and consequently more business is conducted in less time.

YOU COUNT MORE WITH OAK



HOT NUT VENDOR

Oak's hot nut cabinet machine is red hot for profit. It makes nut vending easier and more efficient. You can carry a supply of clean glass panels and simply switch while on route. Wash the others later. All gaskets are made of Oak's exclusive Zetafin which is impervious to oil. This machine is a sure-fire location getter. It stands 17" high, is 8" deep and 8" wide.

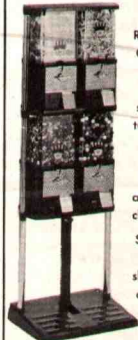
Time payments available on OAK Machines through all distributors.

OAK MANUFACTURING CO., INC.

650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

"THE BEST IN VENDING"

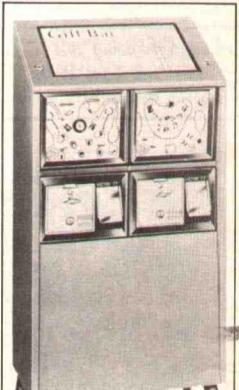
Exciting is the word for Harby's NEW KOMPAK STAND.



Single lock—Rapid Servicing. Operators may service one or four units in seconds by just turning the key. Long lasting vinyl baked enamel paint and heavy duty chrome plating. Size: 13" x 16" x 48" Unit shipped one to a case—53 lbs. assembled.

KOMPAK STAND AND FOUR UNITS

"YOUR PROFIT IS OUR BUSINESS"
HARBY INDUSTRIES
702 North Mariposa Street
Burbank, California 91502



VICTOR 77 GIFT BAR

Beautiful fluorescent-lighted console capsule vending unit. Designed especially for the finest top money-earning locations. Beautiful lighted displays demand the greatest collections. Write for brochure and prices.

LOGAN DISTRIBUTING, INC.
1853 W. Division St., Chicago, Ill. 60622
Phone: (312) HU 6-4870

EDITORIAL

In Support of Bill

At this writing, there awaits New York Gov. Nelson Rockefeller's signature a bill to bring up-State amusement game operators under general business regulations of the State. We favor his signing it.

The measure has two functions: (a) to insure that good businessmen operate amusement equipment in New York State and (b) that all State authorities and law enforcement officials have a good working definition of an amusement game. The former purpose is to clear the State of what veteran operators call "fly-by-nights." The latter purpose is, in the words of Senate sponsor, Thomas Laverne (R., Rochester), "to clear up the ludicrous and ridiculous situation wherein different law enforcement officers, State police and city police within the same locality have received conflicting instructions and interpretation of the law as to which machine is legal and which is illegal."

Some in the business have raised an objection to paying a \$600 business license every two years. "Why should we be singled out?" is the query. Fact is, as licensed businessmen amusement machine operators will be joining a 300,000-member club of legitimate businessmen in the State. That's good company.

Wallace Speaks at S. C. Trade Meeting

CHARLESTON, S. C.—The South Carolina Coin Operators Assn. met this past weekend, July 30 and 31, at the Frances-Marion Hotel here. Main speakers at the regularly scheduled quarterly event were Music Operators of America President John Wallace and Jim McGrath, attorney for the South Carolina State Tax Commission.

Wallace spoke about the upcoming (last week of October) MOA convention in Chicago

and predicted the biggest and most successful convention in the association's history. Wallace also spelled out the details of MOA's hospital insurance plan and urged South Carolina operators to help in MOA's current membership drive. McGrath spoke on the subject of public relations.

The South Carolina group, considered to be one of the most progressive of State associations, (Continued on page 62)

MOA Drive Enters Final Phase

By PAUL ZAKARAS

CHICAGO—The Music Operators of America kicked off the final three-month portion of its membership drive with an appeal by association president John Wallace asking district chairmen to make a special effort to reach their quotas. The current total of new members is 151, only 99 short of the 250-man quota.

Both Wallace and Fred Granger, executive vice-president of the MOA, told Billboard that "the goal will be reached." Granger cautioned, however, that hard work will be needed "not only from the drive chairmen but also from all the board members. We have asked members of the board to help out in this final segment of the drive."

Wallace's appeal, in the form of an open letter to the drive's national chairman, Jack Bess, and to each of the nine district chairmen, said that "most of you have been trying to bring in new members since the drive started,

but not all of you, as I can tell.

"If some of you cannot do the job," Wallace continued, "then I would prefer that you let Fred (Granger) know so that we can appoint a new chairman in your place. I'm serious about getting another 100 new members."

Granger said that current leaders in the drive are Robert Nims, chairman of district five, with 44 new members, and Les Mon-

Will Rocky Sign Bill?

Deadline Is August 4

ALBANY, N. Y.—Up-State operators await hopefully this week the signing of the industry-sponsored amusement machine operators licensing bill twice passed by the State Legislature and vetoed both times by Gov. Nelson Rockefeller.

"This is the closest we've ever come," declared the bill's foremost industry proponent, Mrs. Amelia (Millie) McCarthy, contacted by this magazine just before press time. Mrs. McCarthy, president of the New York State Coin Machine Operators Association, said hopefully: "The bill has the support of law enforcement officials, the resort industry, and has been receiving favorable press all over the State."

The measure must be handled by the Governor by this Thursday (4) He could sign it into law, veto it, or let it alone for a pocket veto.

Applying only to jurisdictions outside cities having a population of a million or more persons (which means the law does not apply to New York City operators), the measure does two things, specifically:

1. It amends the general business law of the State to provide uniform regulations, control and supervision of amusement games. (This licensing control would be identical to that which exercises

control over some 300,000 other businessmen in the State in scores of types of business, beauty operators, etc.

2. It amends the State's penal law to specifically define an amusement game, using a definition drawn up and approved by the American Bar Association for use in its "Model Anti-Gambling Act" drafted at a meeting in San Francisco in 1952.

One provision of the bill is to give the New York Department of State the authority to license and regulate amusement games. This does not include jukeboxes. The annual license fee will amount to about \$300 annually.

(Continued on page 61)



MRS. AMELIA (MILLIE) McCARTHY: "This is the closest we've ever come."

New 'Cinejukebox' to Debut at MOA Show

By MAURIE H. ORODENKER

PHILADELPHIA—The new Cinejukebox, the coin-operated machine which combines musical movies and the jukebox in a single unit, will make its formal bow at the Music Operators' Association show in Chicago October 28-30.

Announcement of the decision to introduce this concept in cinema jukebox operation was made by David Rosen, who is the exclusive United States distributor for Cinejukebox.

The new machine, with a completely new body and a new creation, is now on its final test location run. "And according to the test results already in, Cinejukebox promises to be the hit of the MOA show," said Rosen. The new Cinejukebox is being manufactured by Innocenti in Milani, Italy, one of the world's largest industrial complexes. Innocenti also manufactures the British Morris and other European-make automobiles, the Lambretta motor scooter, as well

as heavy materials handling machinery.

The new Cinejukebox, said Rosen, will be officially the #250 machine at the MOA show in Chicago where the first trade viewing will be staged. The 250 number, said Rosen, "is not a number taken out of the thin air."

"Number 250, which will identify the new Cinejukebox," continued Rosen, "actually indicates the number of ways the machine can be played by the public. It's not only a two-in-one machine, but actually a 250-in-1 machine, with 250-fold impact for audio-visual play."

Rosen explained that the #250 Cinejukebox has 40 color-movie film subjects, 200 phonograph records, 9 picture slides and one kaleidoscope, to make for a total of 250 units. As a result, the machine will be 100 per cent visual at all times. And it will be full color at all times as well.

All the film subjects are in full color, and when the jukebox

(Continued on page 60)

CAN-DO SERIES

Cures for the Commission Chaos

Billboard's "CAN-DO" department this week presents the most positive approach to the problem of high commissions that we've seen in a long time. It's part of a series that has already touched on location-ownership of machines and the long-time problem of pilferage. Our next offering will be "What you can do about better insurance coverage." It'll appear August 20. Don't miss it.—Ed.

By S. JOHN INSALATA

High commissions are like the weather: everybody talks about them but . . . etc. Why is this the case?

The answer to that one should come easily for anyone connected with the coin machine business—but it doesn't. Therefore, the following study of the problem of high commissions is offered in the hope that the operator might get some new ideas about overcoming this common problem.

How critical is the problem of commissions today? The most recent Billboard survey of the coin machine industry listed the six biggest headaches of coin machine operators, as the op-

erators themselves identified and ranked these problems. The No. 1 operating problem named by most was high commissions. The problem of loans or bonuses was listed as the third biggest industry headache. It would seem, therefore, that commissions are a major source of worry to the average operator. The aspect of commissions that generates this worry, of course, is that they are too high.

Understanding the problem. Before delving into "what-you-can-do-about" aspects of the commission chaos, let us enumerate what industry leaders feel are the three realities which underlie the present problem.

1) Commissions have historically been paid in situations where the practice of paying commissions never should have started in the first place. For instance, commissions—sometimes high commissions—were paid by vending operators a few years ago in order to convince industrial plants to accept full line vending. This was done at a time when the installation of vending machines, replacing marginal and subsidized manual cafeterias, was saving industry thousands of dollars. Vending just simply did not always sell itself

(Continued on page 58)



JOHN WALLACE: ". . . do the job."



S. JOHN INSALATA: A cure for "commissionitis."

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Dave Rosen Says New Film Catalog a Hit

PHILADELPHIA—The first film catalog for the music-movie machine industry prepared by David Rosen here has met with instant interest. Rosen, who has pioneered in the audio-visual field and is the proponent of the only machine which combines the movie machine and the music machine in a single unit—the Cinejukebox—is also the distributor for over 750 color-sound film subjects for coin-operated machines.

The requests for copies of his film catalog, said Rosen, has come from every section of the country. This indicates, he said, that interest in the filmotheque-discotheque concept is not limited to two or three big cities.

(Continued on page 61)

A Cure for High Commissions

• Continued from page 57

to industry on the basis of the service it could provide.

The same can be said of the placement of many cigaret vending machines in low volume locations, where no commission would be realistic. In such cases a no-commission arrangement is clearly justified merely by the presence of the machine, elimination of inventory control problems for the location, customer convenience, etc.

2) *Commissions are frequently paid without a purpose.* The origin of commissions has become obscured in today's highly competitive coin machine world. But commissions have traditionally been used in what amounts to a form of concession rental—and also as an incentive to locations. But many operators follow certain commission practices without stopping to ask themselves why they are paying such commission and how these practices got started.

3) *The misuse of commissions, chiefly by employing high commissions instead of employing imaginative business practices, is in short taking the easy way (or at least what appears to be the easy way) out of a tough competitive situation.*

How to beat the commission game. Let's look at some of the things successful operators who have won the good fight against high commissions have done. The methods might be called principles or, better yet...

COMMISSION CANONS FOR YOUR OPERATION

CANON I. Think in terms of your competitive situation. If your area has had a bad case of "commissionitis," heed this bit of advice before you acquire the disease yourself. Try to think in terms of your competitor's situation. Perhaps the reason he is giving away his profits is because he has not stopped to analyze the economic picture as carefully as you have. Perhaps he's planning to sell his business and does not care about the long-range repercussions of adding these high commission locations to his route. Then, again, perhaps he's in desperate financial straits and doesn't know what else to do.

Try to understand your competitor's motivations before plotting your own commission challenge.

CANON II. Set your commission rate in terms of your own operation. One of the most common errors of the operator who pays high and un-sound commissions is that he decides his commission schedules almost exclusively in terms of what other operators are demanding. If another operator pays high commissions, it's because he can—or thinks he can—afford it. Or perhaps he's foolish. The fact that he can—or thinks he can—afford to pay exorbitant rates doesn't mean that you can. His operation is not your operation.

And the fact that he is foolish doesn't mean you should be foolish. In short, compute commissions based upon your own business.

CANON III. Remember that the prize is profits. There are any number of ways you can delude yourself into justifying the payment of unrealistic commissions. You can tell yourself or calculate that you must do this to keep up with competition, that you need the location for "volume," that you must diversify your route, that you must diversify with additional equipment in a particular location, etc. These may be valid considerations, depending upon the facts. But the basic point is that you're in business to make a profit. You can't make a profit by paying un-sound commissions, no matter what the business excuse or personal justification.

As Bill Cannon, successful New Jersey operator, has put it, "The prize is profits. You're not in business to get volume or build up the number of locations you service—it's the other way around: you get volume and take on new locations to make a profit. Don't give away the prize."

CANON IV. Offer the location an alternative. If you can intelligently explain to the location that your competitor probably cannot afford to pay unrealistically high commissions without eliminating something from the service package that you can supply at realistic commission rates, you can avoid commission chaos. Offer the location a fair commission—and, where required, NO COMMISSION—but show him that you can give him what really counts: programming, attractive equipment that functions faultlessly, specialized and custom attention, frequent service.

Where loans, advance commissions or bonuses are a business practice, these should be viewed together with the commission question and the payment of these incentives may call for and enable you to obtain a more realistic commission structure.

CANON V. Know the "new location neurosis." For some reason, an operator who will not think of raising commissions in an existing location, even in response to bids by competitors, will sometimes go overboard on unrealistic rates in attempting to obtain a new location. The bird in the bush seems to bring bad commission practices to the fore. Try thinking of it this way: competing for a new location is your chance to avoid the pitfalls of bad commission practices. It is a perfect opportunity to start a new and realistic commission pattern which you can then use elsewhere in your operation. It is your opening to try a sales pitch that sells something besides commissions.

CANON VI. Handling lost-location "tantrums." Another thing that will inevitably arouse the sleeping warrior in every operator is losing a location. Sometimes it does not even have to be a location he wanted to keep. But, to prove that no competitor can take him for a "soft touch," the operator then retaliates by taking one of his competitor's locations—or by making his location a better deal. But this kind of behavior seldom helps the operator's profit picture. Base your behavior upon sound business planning, not your emotions. Hold off that mid-fit, or blow off steam by smashing a few golf balls instead—it'll cost you less in the long run.

CANON VII. Remember what commissions are for. One of the costliest commission errors is employing commissions for a purpose other than a purpose for which commissions have rightfully and historically been intended. Commissions have been used for what amounts to a kind of "rental." Many successful operators feel that the place at which you start on the road to ruin with respect to commissions is when you begin to use them primarily for some other purpose.

S. John Insalata holds a degree in law and a Master's degree in industrial relations from Loyola University of Chicago. He is a former member of the National Automatic Merchandising Association staff and is a member of the Illinois, Federal and U. S. Supreme Court bars. This article is available in reprint form at 15 cents per copy. (Bulk orders of 50 or more copies: 10 cents each.) Write COMMISSION CURE REPRINT, BILLBOARD MAGAZINE, 188 WEST RANDOLPH STREET, CHICAGO, ILL. 60601.

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BOSTON

When music operators in the Greater Boston area see the donation consists in hundreds of locations they will know that Al Robbins, vice-president of Melo-Tone Vending Co., Inc., is shooting for his goal of aiding in the rehabilitation of retarded children.

Last month, Al was installed as Grand Master of his Masonic Lodge, the Zerubbabel Lodge AF & AM here and realized a long-held ambition to help these children when he was also appointed chairman of the Lodge's drive to help build an operating room for the children at the Walter E. Fernald School for Retarded Children in Walpole.

His first step was to get sponsorship of the NAMA to place canisters in all locations within a 50-mile radius of Boston, a program that he is now busily engaged in setting up. The collection tins will be in all music, game and vending locations.

Al's urge to try to raise at least \$7,000 is great and he would like the help of everyone in the

coin machine industry. He asks that anyone interested in giving send his check made out to the Walter E. Fernald School in care of Al Robbins, Melo-Tone Vending, 333 Washington Street, Somerville. Coinmen in the area are con-

tinuing to improve the image of the industry by entering into the civic life of their communities. This is Al Robbins' way of helping the children as well as the industry at the same time.

CAMERON DEWAR

COMMISSION ABUSES

Here are the seven deadly sins with respect to commission practices in the coin machine industry:

- I. Using high commissions as a substitute for good business practices.
- II. Paying high commissions out of custom or habit.
- III. Using high commissions as the "easy way" of meeting competition.
- IV. Basing commission rates on your competitor's practices rather than on your own sound fiscal policies.
- V. Using high commissions as a "come on" to attract customers, hopeful that you can lower the rate later.
- VI. Paying high commissions on one machine because you hope to make it up on high profits from another machine on the premises.
- VII. Engaging in commission escalation because you have lost a location and you want to show competition that you're no "soft touch."

YAKKETY YAK!

Mongolia Swings? To U. S. Pop Sound

ULAN BATOR, Mongolia—“Yurts and yaks seem to be rapidly fading into the distance with Ulan Bator’s Mods and Rockers.” So says The New York Times Harrison E. Salisbury in a report on the rise of the jukebox’s popularity with the youths of Mongolia.

Salisbury cites the drawing power of the two Rowe AMI phonographs located in Ulan Bator, crowded capital of the country. “There are no Russian, no Chinese, no Mongolian numbers,” he writes. One will find hot items such as Petula Clark’s “Downtown,” “Michele” by the Beatles and the Rolling Stones’ “As Tears Go By.” Just as in Western markets there are the perennial favorites—Glenn Miller, Elvis (no last name is listed on the title strips), Frank Sinatra and Dean Martin.

“Downtown” is the hit of Ulan Bator’s younger set,” Salisbury reports. The two jukeboxes are located in the capital’s hotel, one on the bandstand in the main dining room and the other in the “elite” V.I.P. dining room where “diplomats, special guests and top-ranking Mongolians hold intimate dinners.”

Ulan Bator is becoming a haven for the country’s youth, the report says. Population has risen from 160,000 in 1960 to more than 250,000 this year.

(Incidentally, a yak is a Mongolian animal and a yurt is a traditional type of conical felt tent.)

Can Pool Hurt Jukebox Play?

NASHVILLE—It is generally accepted that pool helps jukebox play—but this may not apply to jukebox artists.

Country singer Faron Young was disabled here recently when a misguided cue ball struck him on the head during what was described as an argument. Young’s condition was not described as serious.

New Home for Lincoln Vending

NEW YORK—Lincoln Vending Corp. has moved to a new location; 4103 Church Avenue, Brooklyn.

The firm is headed by Al Denver, a vice-president of Music Operators of New York.

Red Tape Snarls Export But Distributors Persevere

By BRUCE WEBER

LOS ANGELES—The ever-increasing amount of red tape forced upon coin machine exporters is making it relatively difficult to be competitive in the export market.

Although the paper work is often described as “excessive for the amount of return profits,” distributors here feel it is necessary to maintain business relations with foreign markets, however difficult the link may be.

Keen competition among American distributors is cutting export profits, making it an unhealthy but still slightly profitable venture. “Because of today’s competitive market,” said Joseph S. Duarte, president of Duarte International Sales, Los Angeles, and secretary-treasurer of Badger Sales & Vending Co., Los Angeles, “an exporter must be able to cut through the red tape and paper work with his knowledge of product, equipment and cost-saving devices to consider exporting of new and used coin equipment somewhat profitable.”

Except for red tape and paper work, Duarte said, conducting foreign trade is no more difficult than the pursuit of domestic

business. There is, however, a vast amount of paper work and correspondence to be completed for each order—an almost impossible task, he said.

Not Handsome

“The capabilities required to develop and maintain coin machine markets overseas are much greater than those required for successful marketing in the United States,” Duarte feels.

Several distributors here understand why manufacturers who have never sold their products abroad are so reluctant to investigate the possibilities of foreign trade.

George Muraoka, Simon Distributing Co., and Marvin Miller, Coin Machine Service Co., both of Los Angeles, agree that it is worth exporting products today, but say the profits are not handsome because of the keen competition among Americans for the export dollar.

Both also agree with Duarte that exporting is relatively difficult today because of the demands placed on the exporter by governments involved in the transaction and by the communication problem. Industrial interests both in Germany and Japan have made it even more impossible for the American businessman to make a suitable profit.

“The profit margin is getting smaller and smaller,” Miller said, “and the red tape is getting thicker and thicker.”

“There are differences between domestic marketing and selling in foreign lands, Duarte said, but I’m convinced the differences can be recognized and dealt with intelligently by the distributor in this country if he is knowledgeable and aware of his product.”

Balance of Payments

Commerce Secretary John T. Connor said that exports never have been more important to the United States than today. “By increasing exports, the nation can greatly ameliorate the balance-of-payments problem,” he said. “The government is trying to cut red tape to assist the manufacturer and the independent exporter.”

Although coin machine distributors feel the export market is being flooded by competition and by wiser foreign buyers, they disagree with businessmen-authors Charles J. Olson and

Ray Ellis, that conducting foreign trade is no more difficult and involves no more red tape than does the pursuit of domestic business. Olson and Ellis feel so strongly about the strengths to be gained in exporting that

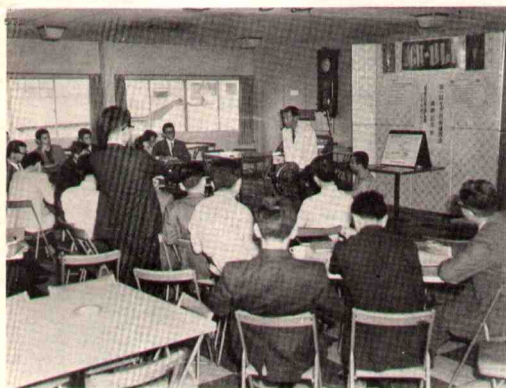
(Continued on page 62)

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Service Schools Go International



IN JAPAN the coin machine technicians attend service schools decked out in suits and ties, such as at this recent class sponsored by Sega Enterprises. A student has risen to ask a question.

OSAKA, Japan—Sega Enterprises, largest coin machine operating firm in the Orient and distributor of Rock-Ola equipment, recently conducted a series of Rock-Ola service seminars which commenced here and was continued in Kobe, Kyoto, Tokyo, Yokohama, Saitama, Chiba, Gunma, Tochigi, Ibarji and Shizuoka.

This included the Kansai District of southern Japan and the Kanto District, or north Japan. Sega’s operation spans all of Japan, incorporates 33 local district offices. The firm employs over 600 people servicing 2,400 pieces of music and game equipment. The firm’s home offices are in Tokyo.

John Kano said that Sega finds it important to operate a trouble-free line of phonographs because the tariff on replacement parts is quite high in Japan.

“We’ve found with Rock-Ola that service costs are practically nil,” he said.

Pool Gambling Hit in K.C.

KANSAS CITY, Mo.—Local location owners were warned by the city liquor director to supervise their pool tables in order to eliminate gambling activities by players.

“Tavern owners in this city are going to have to make up their minds whether they are running a tavern or a pool hall,” said Barney Myers, the director. “If they aren’t able to supervise their pool games they’d better get them out of there.”

Myers’ statement came during a hearing on a tavern owner who was charged with allowing pool players to gamble on their games. The owner said he did not see the players exchanging money after the game, but his license was suspended for two weeks.

COMING EVENTS

- Aug. 26-27—West Virginia Music & Vending Association annual convention, Holiday Inn, Charleston, W. Va.
- Sept. 8-18—United States Exhibit of Automatic Merchandising, Zagreb.
- Oct. 15-16—Third annual convention and trade show of the South Carolina Coin Machine Operators Association, Columbia, S. C.
- Oct. 28-30—16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel; Chicago.
- Oct. 29-Nov. 1—National Automatic Merchandising Association convention and ex-

- hibit, McCormick Place; Chicago.
- Nov. 12-15—International Congress and Exhibition of Coin-Slot Machines for Industry and Trade (INCOMA T); Kunsterhaus, Vienna, Austria.
- Nov. 29-Dec. 1—23d Annual Amusement Trades Exhibition, Alexandria Palace, London.
- Jan. 24-26—Sixth Northern Amusement Equipment and Coin-Operated Machine Exhibition, the Olympia; Blackpool, England.
- Feb. 20-25—Catering Trade & Coin Machine Exhibition, Blackpool, England.
- March 13-18—Catering Trade & Coin Machine Exhibition; Brighton, England.

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Harry and Les Join the MOA Member Push

HARRY SNODGRASS (left) and Les Montooth: Beating bushes for MOA members.

RICHMOND, Va. — Music Operators of America membership drive chairman Jack Bess announced here last week that J. Harry Snodgrass of Albuquerque and Les Montooth of Peoria, Ill., have been added to the roster of district drive chairmen.

Snodgrass replaces Peter Geritz of Denver as District 8 chairman; will seek 15 new members in Montana, Idaho, Wyoming, Colorado, New Mexico and Arizona. Geritz was unable to continue in the job because of the press of other duties.

Montooth replaces Bill Poss of Aurora, Ill., who recently resigned from MOA to enter the electronic equipment business. Montooth is seeking 50 new members in District 6, which includes Illinois, Wisconsin, Indiana, Ohio and Michigan.

The drive, in progress since Jan. 1, has netted 150 new members to date. It closes with the MOA convention in Chicago Oct. 31.

MOA President John Wallace of Oak Hill, W. Va., expressed delight with the addition of Snodgrass and Montooth to the roster of chairmen.

association's newest membership service—Group In-Hospital Indemnity Insurance. Most members should receive applications soon. MOA Executive Vice-President Fred Granger calls the plan "just what many of you have wanted." He described the rates as "low."

Sams Joining Central Sales

HOUSTON—Tom Sams, formerly of Garrison Sales in Phoenix, Ariz., has been named general manager of Central Sales, Inc., here. Central is the full vending and phonograph distributor of Rowe as well as Valley and Irving Kay pool tables. Sams will take his position with the firm immediately.

In making the announcement, George Jamial, vice-president of Central, said that "our rapid growth and long-range expansion plans make Tom Sams a welcome addition to our management and sales team."

In line with the expansion plans, Jamial also announced McNeely's return to the firm. McNeely has been with Sparks Specialty in Atlanta, Ga., for the past year.

Sams has a total of 20 years in the coin business. McNeely has been in the industry for 19 years.

Insurance Forms Out From MOA

CHICAGO—The Music Operators of America is currently mailing out applications for the



EMPLOYEES' LOUNGE at swank Ramada Inn near O'Hare Airport, Chicago, now sports this Rock-Ola 3304, type 410 can cold drink vender for the convenience of staff. Here operator James Perry, owner of J&J Merchandising, Park Ridge, Ill., demonstrates the new unit for one of the employees.

Canteen in Acquisitive Mood

NEW YORK—"Canteen Corp. is in a position to consider acquisitions," declared company president Patrick L. O'Malley here last week.

"After a period of consolidation," O'Malley told security analysts, "we're looking very closely at two or three prospects." These could well be enterprises in the areas of janitorial, security watch and other services.

He also announced that Canteen is entering the hotel management field, contracting to operate the new Tower Plaza in Las Vegas.

ARA Finds Place for Blind

PHILADELPHIA—There's a place for the legally blind in food vending, declares Automatic Retailers of America. The company already has 31 blind persons on the job. More are in training.

Robert Taylor, Severna Park, Md., ARA national executive representative, told the fifth annual convention of the American Council for the Blind in Atlanta last week that legally blind persons are capable of taking full charge of a vending installation.

"I hope ARA is setting example for the food vending and service industry as a whole in enlarging economic opportunities for the legally blind," Taylor said.

Blue Book Off the Press

CHICAGO—The Blue Book of Automatic Merchandising, 1966 edition, is off the presses. The publication, a service of the National Automatic Merchandising Association, is a complete industry directory, containing updated data about manufacturers, product suppliers, parts firms and all NAMA member operating firms.

Copies are available at \$3 per copy, \$1.50 for each additional copy, from NAMA, 7 S. Dearborn Street, Chicago, Ill. 60603.

Cigaret Short's . . .

R. J. Reynolds Tobacco Co. has reported record sales and earnings for both second quarter and first half and attributes the rise, in part, to the company's March price increase. . . . The Federal Trade Commission is setting up a cigaret smoking machine in Washington to test the tar and nicotine content of the products. Results will be released to Congress and the public.

Tax volume paid in the U. S. on cigarets during May of this year increased 6.9 per cent over the same month last year. . . . Vending Machines—pulled out in 1964—may soon be allowed back in Los Angeles hospitals because the ban works a hardship on patients who run out of cigarets. . . . Santa Barbara, Calif., followed the lead of the country in rejecting a proposed 2-cent-per-pack cigaret tax increase recently. . . . New York City reports its cigaret tax collections dropped 18.9 per cent during the fiscal year ended June 30. . . . True, a high-filtration cigaret from P. Lorillard will soon be available nationally. . . . U. S. Tobacco reports increases in profits for both the first quarter and half.

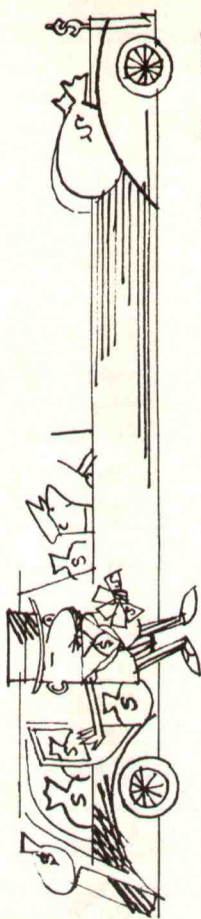
New Cinejukebox to Debut

• Continued from page 57

unit is in play, there will be animation also in full color with the kaleidoscope, adding play and visual appeal to the beat of the records. When the machine is not in play, the stereoscopic wheel providing for nine color slide frames will continue to create a color aura around the machine. The slides can be used for promotion by the location owner, to plug and promote coming film attractions to be featured in the machine, or even

to be sold for commercial announcements to provide added revenue for both the operator and the location owner.

Rosen said that interest and enthusiasm over the new machine has been the greatest since he first entered the audio-visual field. While many are clamoring for the new machine, Rosen said that he wants to complete every field location and engineering test so that when the Cinejukebox is unveiled at the MOA show, it will be "product perfect on every count."



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Will Rocky Sign Bill?

• Continued from page 57

The perennial sponsor of the bill is Sen. Thomas Laverne of Rochester, who emphasizes that the measure will, at long last, clarify the definition of a "thing of value" under the Penal Code. "This is necessary," he is on record as stating, "because of the confusion that exists due to the conflicting interpretations by the law enforcement officers, the courts and the regulatory agencies."

"When a player inserts his coin, he is actually receiving full value. Any additional opportunities to replay without cost are the reward for establishing his competence and skill."

Thing of Value

The law's definition of a coin-operated amusement machine is as follows: "That coin-operated game which is designed solely for amusement and which may confer an immediate and unrecorded right of replay on players of such an amusement game, and this replay is continued amusement for the original consideration, and not a thing of value, provided that there shall be no method by which any of the accumulated games can be recorded or released except by a normal continuing play of the machine."

This, the third form of the measure, was passed by the Senate June 27 and the Assembly June 29. This bill carries some stronger language than its predecessor, i.e., it gives authorities the right to open machines and it provides that no operator or stockholder with more than 10 per cent interest in the operation who has had a felony conviction in the last five years may be granted a license to operate amusement games.

In vetoing the measure in the past, Governor Rockefeller used such strong language as "the bill would furnish a cloak of respectability for the few it seeks to curb and would lull the public into complacency."

Optimistic

Such is not expected this year. The trade is optimistic because the bill this year was, in fact, sponsored by the New York association of Chiefs of Police. This group is always strongly supported by the sheriff's association. The bill also has the support of the State's influential resort industry, the hotel association and such newspapers as The Newburgh Evening News, The Binghamton Press, The Middletown Record, and even The New York Daily News.

The irrelevance of the measure to New York City, of course—as the trade well knows—stems from the fact that flipper games are outlawed by ordinance.

If signed into law, the licensing measure will become effective April 1, 1967.

In fighting for the bill last year, Mrs. McCarthy wrote the following letter to Governor's counsel, Sol Corbin:

"Since my husband and I started out 10 years ago to defend ourselves against the underworld, I have been widowed. My children are now in the business with me. I so desperately want to make it safe, legal and worthy of pride for them in the event something should happen to me. I personally have taken many

Tennessee Operator Running for Office

Drew Canale, president of Canale Amusement Co. and Canale National Tobacco Co., is in the midst of a hot campaign for election as State Senator.

A veteran of 16 years in the coin machine business, Canale is interested in politics, he explains, "because I am very much interested in good government and also in our youth."

Canale has been called "The Singing Senator" because of his amateur singing activities. He frequently sings during his campaign appearances.

"One of these days I'm going to make a jukebox record," he vows.

Canale attended Memphis State University and is a graduate of Southern Law University. He is a veteran of World War II, is active in many civic organ-

izations, is a director of the Memphis and Shelby County youth guidance commission and is a member of the Juvenile Court Advisory Council.

rizations, is a director of the Memphis and Shelby County youth guidance commission and is a member of the Juvenile Court Advisory Council.

An Asset

Canale advocates improved treatment facilities for emotionally disturbed children, better facilities for mentally retarded children, immediate assistance to dependent children, establishment of a Tennessee Youth Authority, legislation to improve the educational systems of Memphis and Shelby County, and has taken a definite stand on the issue of distribution of tax revenue in Tennessee.

One of the novelties of Canale's campaign is the local telephone recording he maintains, which permits any voter to call and express his opinions on legislative matters.

Canale's candidacy has captured the interest of the coin machine industry. Says George W. Samons, Sammons-Pennington Co. "We all feel that it would be an asset to our industry to have someone interested in us to represent us in our Legislature."



THE STATLER BROTHERS, whose hit "Flowers on the Wall" blossomed on a lot of jukeboxes around the country, were a hit at the recent Melody Fair sponsored by Wurlitzer in North Tonawanda, N. Y. Miss Wurlitzer is caught here asking for autographs.

Dave Rosen's Catalog a Hit

• Continued from page 58

but that enthusiasm runs just as high in every part of the nation.

What is most encouraging, said Rosen, was the response he received from operators after they received the catalog.

Rosen's Filmothèque-Discotheque Film Catalog lists the names and selections of the art-

ists and carries a short synopsis of each film, making it a real programming tool for the operator.

Rosen said that copies of catalog are still available without charge for the asking. However, to make certain that the catalog goes only to those in the industry, the request must be made on company stationery.

GOTTLIEB'S 2-player MAYFAIR



ACTION! FUN! EXCITEMENT!

Swinging target "Double Bonus" scores up to 200 points.

9 rollovers advance red and yellow bonuses.

2 auto-shooters fire ball at swinging target.

4 rollovers turn "pop" bumpers on and off.

Brilliantly illuminated back glass.

Adjustable 3 or 5 ball play.



That Extra Touch of Quality and ORIGINALITY

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MOA Drive in Final Phase

• Continued from page 57

ance Program paid a dividend during the past year, and that a pension plan is coming up soon.

"MOA represents the industry on a national scale—to the business community, to the press, before Congress," reads the sheet. "Everyone associated with the coin-operated music and amusement industry should take pride in knowing that he has a national trade association and knowing, too, that he is helping to support it by his membership."

The membership drive, started on the first of the year, will end at the termination of the annual

MOA convention which is being held in Chicago on the last week of October.

District chairmen and their totals of new members to date are: Tom Greco, district one, 4 members; William B. Cannon, district two, 17 members; William Anderson, district three, 22 members; C. C. Bishop, district four, 10 members; Nims, Mon-tooth; Ted Nichols, district seven, 17 members; J. Harry Snodgrass, district eight, 9 members; Henry Leyser, district nine, 2 members. Snodgrass (who has a quota of 15) and Nims (a quota of 50) are each only six members short of fulfilling their goals.

Another LP Release by Seeburg

CHICAGO — The Seeburg Corp. Little LP release schedule is as follows:

Aug. 1— Wayne King, "Dance Date," Decca (No. 1022).

Joe Tex, "The Love You Save," Atlantic (No. 1023).

Aug. 8— Lenny Dee, "My Favorite Things," Decca (No. 1024).

Hank Crawford, "After Hours," Atlantic (No. 1025).

Aug. 15— Sammy Kaye & Ork, "Shall We Dance?" Decca (No. 1026).

Various Artists, "The Wilburn Brothers Show," Decca (No. 1027).

Aug. 22— The Righteous Brothers, "The Best of the Righteous Brothers," Moonglow (No. 1028).

Jimmy Newman, "Artificial Rose," Decca (No. 1029).

Aug. 29— Pete Fountain, "Licorice Stick," Coral (No. 1030).

Various Artists, "Solid Gold Soul—Vol. 1," Atlantic (No. 1031).

Loretta Lynn, "I Like 'Em Country," Decca (No. 1032).

Iron Cross Debate Continues

• Continued from page 55

to you, it is a living memory. There lies the difference.

Better World

To the generation of the Sixties, the Iron Cross is a military symbol which is connected with World War II through its use in books and movies. It is connected with the Germans, certainly, but not in the way our generation connects it with them. To us, it is not really Nazi. Therefore, by selling the Iron Cross you are not really teaching or glorifying Nazism to young people, but only reminding yourselves of it. So mind your own consciences, not ours. If the Iron Cross reminds you of World War II, then for your own sake, do not produce them. But also, do not produce them for us, for in doing so, you are only providing the same dis-service that movies, television, and comic books do: the romanticizing of war in general. Do not do this, for it never does anyone any good. It certainly cannot aid the younger generation in its perennial desire to make a better world.

The second reason why I oppose the vending of the Iron Cross charms is that the Iron Cross is a military decoration. It is not a surfer's cross; it is an Iron Cross. And it is worn by men; so why should it be made into a plaything for children and adolescents? Also, for

the generation of the 1960's, Germany is an ally, not an enemy. So why insult the German nation by making their military decoration into a toy? Because Germany is our ally, you should not make a plaything of their Iron Cross for the same reason that you should not make trinkets and toys out of the Victoria Cross of Great Britain, the Croix de Guerre of France, or the Medal of Honor of our own country: it is bad taste.

Teen Market Untapped, Says Bob Guggenheim

• Continued from page 56

the current protest movements, Guggenheim has slogans such as "Stamp Out School" and "Support Rat Finks" imprinted on the signs.

He discounts any possibility of difficulty in reorienting teenagers to bulk vending machines. "The American public is so acclimated to buy through vending machines that the rediscovery should be minimal. It certainly is no break from tradition."

"Many bulk vendors are aiming to increase their sales with something like the 25-cent item," Guggenheim continued. "What they should be doing instead, is broadening their market with existing equipment. The different priced items mean a further outlay of cash since more machines are needed. The operator's money is being tied up in inventory. By gearing some of his machines to a different market, he can only jack up his profits." The idea is similar to jukebox programming.

Guggenheim says that bulk vendors have never been able to promote their products through advertising to the public. "The only thing we can do is have the owners put the machines in prominent locations and use bright colors on the front display pieces."

Wallace Speaks

• Continued from page 57

was recently lauded by MOA Executive Vice-President Fred Granger for starting its own group life insurance plan on June 1 of this year. The association also has been co-operating with the State vocational services department in a pilot school for training young men in various coin industry skills.

Recently elected officers of the group are: H. C. Keels, Keels Music Co., Inc., Florence, S. C., president; Hal J. Shinn, Star Amusement Co., Gaffney, S. C., vice-president, and Mrs. Erby Campbell, Southeastern Vending Distributors, Inc., secretary-treasurer.

The weekend affair kicked off with a Saturday evening gathering at the Folly Beach Lounge and, for the ladies, featured a Sunday afternoon boat tour of the Charleston harbor.

Red Tape Snarls Export

• Continued from page 59

they have written a book, "Export or Die," about the subject.

Step by Step

They suggest that a small manufacturer or an independent exporter use a simple procedure, step by step, beginning perhaps with mailings to a list of export buyers.

"Experience has proved that any manufacturer who can compete successfully in the domestic market has the originality and imagination to apply methods that will cope with almost any competitive situation overseas," Olson and Ellis said.

Coin machine exporters agree with Olson and Ellis in part, but answer:

"How do you control the competition among American exporters? How do you dent the burgeoning coin machine industry in Germany and Japan? How do you cut through red tape and paper work?"

The answers, according to the authors, are:

"Americans who think that international marketing is beyond their present capability should be convinced that in some ways it is less difficult to enter a new market overseas than in the United States." Their reasoning: "With an established product, most of the product research and development have been done."

It's Maintenance

• Continued from page 56

where at a glance he can determine the inventory on hand.

Unwilling to suffer the long, aggravating waits which occur sometimes in attempting to obtain a part, Kaplan can and does make his own parts, even complex threaded, milled, or multiple-purpose parts from stocks of copper, brass, steel, rod iron, and threaded rod. His "home-made" parts have often saved

the day from a collection standpoint, during the 12 years he has been operating the bulk routes.

Kaplan loves working with tools, and feels that this is actually a form of salesmanship, inasmuch as it is trouble-free, smoothly functioning machines which please the location owners as well as himself.

CLEVELAND COIN, Internationally Known for Quality Equipment

PIN GAMES

GOTTlieb	Lancer	\$245	Swing Along	325
Big Top AB	Lightning Ball	125	Texas	175
Bonanza	Majorette AB	295	Tropic Isle	325
Egg Head	Masquerade	595		
Fashion Show	Melody Lane	195	WILLIAMS	
Flipper AB	Miss Annabelle	175	Rin Deal	\$325
Flipper Clown AB	North Star	310	Friendship 7 AB	150
Flipper Cowboy AB	Oklahoma	250	Jolly Joker AB	135
Flipper Fair AB	Queen of Diamonds	125	Kismet	195
Flipper Parade AB	Seven Seas	195	Music Man	210
Flying Circus	Shipmates	325	Put 'O' Gold	475
Gauche	Sky Line	345	Ski Club AB	325
Hi Diver	Square Head AB	225	Soccer	225
Ice Revue	Sunset	295	Space Ship	175
Kewpie Doll			Varabond	

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ARCADE EQUIPMENT

C.C. Par Golf	\$495	Rows Refrigerated	Vendo Cold Vizi Vendo 895
Southland Little	225	Sandwich, Model	Vendo Hot 'N Cold
Pro-Golf	225	2145	225
Southland Speedway	225		Vizi Vendo
Auto Photo 29	595		
Date Auto Driver	Write		
C.C. World's Fair	325		
Rifle Gallery	295		
C.C. Pony Express	295		
C.C. Champion Rifle	275		
Kenney 2 Gun Fun	195		
Mulo, Lord's Prayer	150		
Frantz Deputy Sheriff	195		
Midway Rifle Champ	295		
Midway Rifle Range	295		
Midway Mystery	295		
Score	295		

VENDING

Seeburg 45CD	\$495
Seeburg 45CD	Modular
Vendo Mills	Merchants
Seeburg 662 Rebuild	Coffee Brewer
Seeburg 772 Rebuild	Coffee Brewer

THIS MONTH'S SPECIALS

Rock-Ola 1493 Princess	\$395
Seeburg 222	445
Seeburg AY-140	550
Seeburg 222 Hidarway	345
Rock-Ola Grand Prix Model 425	750
A.M.I. JEL	395

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MEN WHO READ BUSINESS PAPERS MEAN BUSINESS

ABP

CHICAGO COIN'S NEW 6-PLAYER AUTOMATIC BOWLING LANE

Corvette

Exclusive Swivel Score Rack

...with EXCLUSIVE NEW **SPOT BOWL** FEATURE

Doubles Scores for Strikes and Spares!

SPOT BOWL

When player rolls ball over any one of 6 "SPOT BOWL" buttons on alley, SPOT-BOWL is lighted on hood glass, and a strike made with that ball scores double. If strike is not made, SPOT-HIT lights go out, and player tries again for "SPOT-BOWL" button with his second ball, to double his score for a spare pick-up.

Plus: REGULATION, DUAL FLASH, STEP-UP, and FLASH-O-MATIC SCORING RED PIN GAME

EXCLUSIVE! EXTENDED PLAY
The proven Money Maker! Location tests prove it doubles earnings in many instances!

AVAILABLE IN 13' and 17' LENGTHS

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5000 MUSIC SYSTEM

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK

ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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.

ALBUM REVIEW POLICY

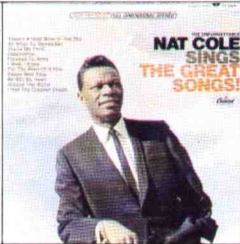
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Merit Picks. All other albums are listed in their respective categories.

POP SPOTLIGHT

THE UNFORGETTABLE NAT KING COLE SINGS THE GREAT SONGS!

Capitol T 2558 (M); ST 2558 (S)

Seven never-before-released songs by the late vocalist are contained in this outstanding program of beautiful melodies. Nelson Riddle and Gordon Jenkins provided the musical backdrop for the singer's unique style. "An Affair to Remember," "You're My Thrill," "Be Still My Heart" and "Fascination" are standouts.

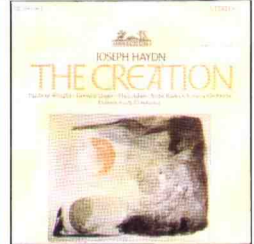


COUNTRY SPOTLIGHT

CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS

Capitol T 2556 (M); ST 2556 (S)

Owens broke 'em up at New York's Carnegie Hall and the event is vividly captured in this exciting "live" country album. Buck's top hits, "Together Again," "Cruel" Time," "Waltz in Your Welfare Line," "Buckaroo" and "I've Got a Tiger by the Tail," are all here to provide the sales impetus.



POP SPOTLIGHT

TENDER LOVING CARE

Nancy Wilson. Capitol T 2555 (M); ST 2555 (S)

Miss Wilson's unique provocative vocal style literally breathes new life into the oldie. "Try a Little Tenderness" and "Don't Go to Strangers," while her treatment of Ronnie Bright and Johnny Mercer's newly written "Tender Loving Care" sounds as if it had been a standard for years. Definitely a deejay's delight.



COUNTRY SPOTLIGHT

TILL THE LAST LEAF SHALL FALL

Sonny James. Capitol T 2561 (M); ST 2561 (S)

Sonny James warmly and sincerely offers 11 hymns and inspirational songs in an emotion-stirring performance. His favorite religious song, the first he ever recorded, serves as the title tune and opening number. Other greats include "He," "How Great Thou Art" and "He's Everywhere."

LOW PRICE CLASSICAL SPOTLIGHT

HAYDN: THE CREATION

Various Artists. Heliodor HS 25028-2 (S); H 25028-2 (M)

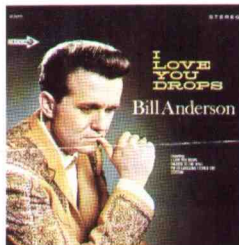
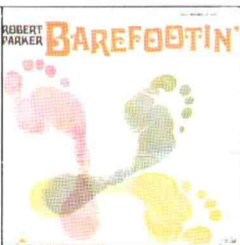
Good budget version of "The Creation" in a performance not previously available in America should attract buyers. The two-disk package is being offered for the price of one. Competent performances by Theo Adam, Ingeborg Wengler, Gerhard Unger and the Berlin Radio Chorus and Orchestra makes this a key addition to the low-price catalog.

POP SPOTLIGHT

BAREFOOTIN'

Robert Parker. Nola LP 1001 (M)

Parker's initial smash hit single, "Barefootin'," is spotlighted as the title tune of this soul-rockin' LP. Blues-based rockers with shuffle-beat rhythms and bouncy Parker vocals include "Happy Feet" and "The Scratch." Two potential singles.



COUNTRY SPOTLIGHT

I LOVE YOU DROPS

Bill Anderson. Decca DL 74771 (S); DL 4771 (M)

Anderson's country singles hit, "I Love You Drops," is featured in this well-produced album containing seven of the singer's compositions. Other standouts are "I Got the Fever," "I'm So Lonesome I Could Cry" and "Certain."

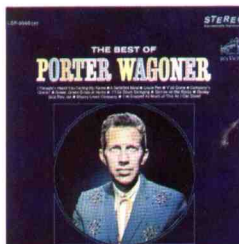
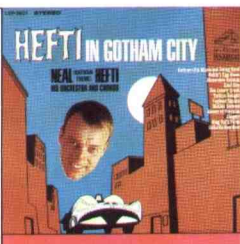


POP SPOTLIGHT

HEFTI IN GOTHAM CITY

Neal Hefti. His Orchestra and Chorus. RCA Victor LPM 3621 (M); LSP 3621 (S)

Neal Hefti's first Batman album was a chart winner and this album will follow the same chart trail. Not so much because of its Batman connections as the fact that it contains some excellent music. Stereo stations should find it great for programming—thus boosting sales. The best is danceable tunes include "Soul City," "Turkish Delight" and "Fingers."



COUNTRY SPOTLIGHT

THE BEST OF PORTER WAGONER

RCA Victor LPM 3560 (M); LSP 3560 (S)

The talented singer, a perennial favorite in the country field, offers his best-known hits, including "Y'all Come," "Uncle Pen" and "Skid Row Joe." Sure to land high in the country LP chart.

HYMN SPOTLIGHT

WONDERFUL PEACE

Tennessee Ernie Ford. Capitol T 2557 (M); ST 2557 (S)

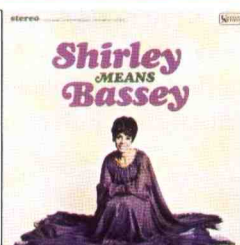
Ford's exceptional baritone is especially suited for hymn singing. Backed by the outstanding Jack Halloran Singers and Jack Fascinato's exceptional arrangements, the vocalist has created a beautiful and inspiring album of hymns.

POP SPOTLIGHT

SHIRLEY MEANS BASSEY

Shirley Bassey. United Artists UAL 3545 (M); UAS 6545 (S)

Every song sounds like a show tune when it's belted by the powerful voice of Miss Bassey. This album, containing "You Can Have Him," "All or Nothing at All," "Strangers in the Night" and "The Sound of Music," is the most exciting recording she has offered to date. Bow to arrangers-conductors Ralph Burns, Arnold Golan and Charles Calello.



CLASSICAL SPOTLIGHT

LEONARD BERNSTEIN CONDUCTS A CONCERT IN THE PARK

New York Philharmonic (Bernstein). Columbia D2L 349 (M); D2S 749 (S)

Repackaging of two LP's available singly, Beethoven's "Eroica Symphony" and Stravinsky's "Le Sacre du Printemps (The Rite of Spring)" should sell well. The package is inspired by park concerts of the Philharmonic, featuring these familiar works. Both pieces are performed well under Bernstein's leadership.



POP SPOTLIGHT

THIS IS THE LIFE!

Matt Monro. Capitol T 2540 (M); ST 2540 (S)

The talented vocalist offers musical testimony to the joys of living in this perfect programming package. With his smooth, swinging style, Monro gives exceptional readings of such top tunes as "This Is the Life," "Sweet Lorraine," "Strangers in the Night" and "On a Clear Day."



CLASSICAL SPOTLIGHT

STRAUSS: FOUR LAST SONGS

Elisabeth Schwarzkopf/George Szell. Angel 36347 (M); S 36347 (S)

Miss Schwarzkopf does some of her most expressive singing in the "Last Songs" and the five earlier Strauss pieces on the second side of the disk, including the familiar "Zueignung." The rarely performed "Waldliedchen" is a find in this second group. The steady conducting of George Szell helps to make this a sure-fire winner.

GOSPEL SPOTLIGHT

THE STATESMEN QUARTET WITH HOWIE LISTER SINGS THE GOSPEL GEMS

RCA Victor LPM 3624 (M); LSP 3624 (S)

The Statesmen Quartet with Howie Lister continue to please listeners and this latest LP—featuring such beautiful versions of "Count Your Blessings," "Always Remember" and "You Must Make Up Your Mind"—will bring pleasing sales just like all of their other albums. The group presents a "close to the spirit" sound.