

# Billboard

The International Music-Record Newsweekly

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

NEW YORK—The Billboard Publishing Co. has entered the international publishing arena with an agreement to buy Record Retailer, the only weekly business paper serving the music industry in the United Kingdom. The acquisition becomes effective Aug. 1.

Julian Ormond will continue as managing director, functioning, in effect, as publisher. Jeremy Willder, Record Retailer's owner, has been retained as a consultant on a long-term basis.

William D. Littleford, president of The Billboard Publishing Co., said the acquisition is a reaffirmation of Billboard's faith in the international aspects of the music industry. While the weekly Billboard has covered news from all over the world on a comprehensive basis, the British publication is the company's first foreign-based property.

The sales effort on Record Retailer will be headed by Ian Dove, who had been editor and sales director. He will devote full time to sales.

Hal B. Cook, Billboard publisher, termed the acquisition "an ideal extension of Billboard's services to the international music business."

*(Continued on page 12)*



A NEW SOUND by "Mr. and Mrs. Country Music," JOE AND ROSE LEE MAPHIS, is scoring BIG. Listen and look for "SEND ME YOUR LOVE A.P.O." b/w "WRITE HIM A LETTER" on Mosrite Records (M-150) (Advertisement)



ONE OF JAPAN'S famous tourist attractions at Miyajima provides the setting for the Seeburg Electra phonograph. As in other countries around the world, Seeburg coin-operated phonographs enjoy tremendous location and consumer acceptance in Japan. Seeburg distributors are located throughout the world. (Advertisement)

## FCC Trio Steps Up Probe With Afterhours Grilling

By ELIOT TIEGEL

LOS ANGELES—The federal investigation into purported widespread payola activities took on the analogy of an iceberg last week: part of its functions were visible, a key portion remained unaccountable.

For after the regulation 9 a.m. to 5:30 p.m. interviewing sessions of subpoenaed witnesses, the Federal Communications Commission's team of attorney Joe Stirmer and investigators

George Oliviere and Merlin Smith began interrogating persons outside the U. S. Court House. These people reportedly included industry personnel named during the closed-door testimony and persons with copious records.

So involved was the hearing that the government team was moved to continue its probing after dark. "There are many glib people in this industry," said Stirmer in reference to the lengthy daytime interviewing ses-

sions he was conducting. "There are a lot of pretty smooth talkers."

Completing its first full week of compiling testimony and its second week here, the Commission maintained its adamant no-comment attitude about every facet of its inquiry. Reporters hawking the corridor outside the hearing room were often hard-pressed to identify the subpoena bearers. As a result, whenever someone stood near the hearing

*(Continued on page 10)*

## CRDC's CARtridge Price Policy

HOLLYWOOD—Capitol Records Distributing Corp. has established a one-price structure for its 8-track tape CARtridges which is \$1 higher on single album packs. The company is departing from what has become an early standard of \$6.95 for 8-track packages by bowing its first single album cartridges at \$7.98. Capitol's blockbuster release of 53 cartridges is scheduled for July 25.

The suggested list of \$7.98

covers both popular and classical repertoire. Capitol's two album cartridges in the pop and classical fields will sell for \$9.98, similar to competing brands already in the market place. Broadway shows and film soundtracks will sell for \$7.98.

The company is also departing from existing discounts of 33 per cent by boosting the mark-up to 38 per cent and allowing a \$2 spread between the single and double album packages.

A bulk order discount of 2½ per cent will be allowed on \$200 purchases. Combining this bulk discount with the 38 per cent additional advantage, the price to the dealer will be \$4.86 on \$7.98 merchandise and \$6.08 on \$9.98 items. The one-price struc-

ture covers all areas of distribution.

"CRDC's basic trade discount of 38 per cent is more liberal than the prevailing competitive discount of 33½ per cent and is essentially the same as that prevailing in the industry on albums," said Stan Gortikov, CRDC's head. The executive said the new schedule "yields more realistic margins than those inherent in previously set competitor prices and discounts."

The company is banking on its double album product tempting the consumer with "twice as much music" at only a \$2 differential. Gortikov indicated there was enough profit margin at \$9.98, although there are extra costs in royalties and publishing.

*(Continued on page 18)*

## ABC on Crash Expansion Kick

By AARON STERNFIELD

NEW YORK—ABC's acquisition of the world-wide distribution rights to 20th Century-Fox soundtrack material (see separate story) is regarded by President Larry Newton as a significant step in the label's crash program to gain a berth among the industry's three top grossing record companies.

Newton said that the label's acquisitions during the last few weeks — Dun-



KATZELL by any stand-

*(Continued on page 4)*

## Billboard Seminar Gets Int'l Response

NEW YORK — Registration for the Billboard Forum's Tape Cartridge Conference, to be held at Chicago's Edgewater Beach Hotel, Aug. 29-30, are coming from many sectors of the CARtridge industry, and from abroad, Coleman Finkel, conference co-ordinator, said last week.

Finkel is vice-president of James O. Rice Associates, Inc., the firm which is organizing and producing the Conference under

auspices of the Billboard Forum.

According to Finkel, initial registrations for the two-day seminar "reflect a deep interest in the tape cartridge industry which exists in varied areas of the cartridge business." These, he said, include record manufacturers, distributors, auto accessory dealers, playback equipment manufacturers, duplicators, rack jobbers, retailers, importers and installers.

*(Continued on page 18)*

**This Summer's Teen Sound is on Capitol**



**BEST OF THE BEACH BOYS**

SURFER GIRL  
IN MY ROOM  
FUN, FUN, FUN LITTLE HONDA  
WARMTH OF THE SUN  
KISS ME, BABY YOU'RE SO GOOD TO ME  
LOUIE, LOUIE CATCH A WAVE

(D)T 2545

**THE BEST OF PETER AND GORDON**

(S)T 2549

**more Chad & Jeremy**

(S)TT 2546

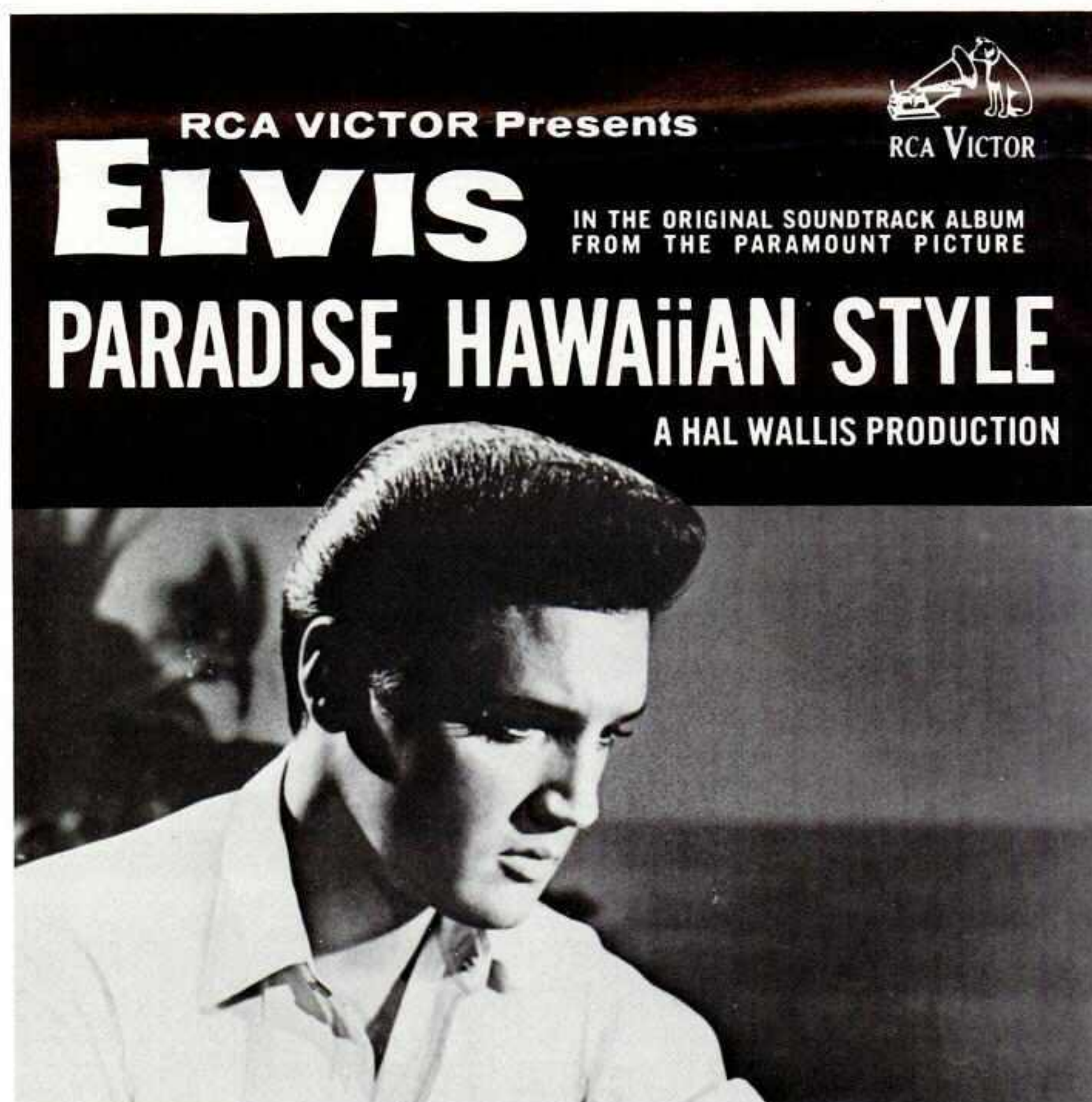
**LIVERPOOL TODAY "WHERE IT ALL BEGAN"**

(S)T 2544

# ELVIS

**NEW MOVIE SOUNDTRACK ALBUM**

**LPM/LSP-3643**



**Going strong, Elvis' new single "Love Letters" c/w "Come What May" # 8870**

**RCA VICTOR**   
The most trusted name in sound

# Hyde: No Threat of Nationwide Payola

By MILDRED HALL

WASHINGTON — Rosel Hyde, the newly appointed Chairman of the Federal Communications Commission, does not see any threat of a big payola scandal of national proportions. "Payola is a matter of personal integrity," said Hyde, who has been with the FCC since 1934 and has served three successive seven-year terms as commissioner. "Wherever payola appears, the FCC will go after it. But at present I see no threat of any widespread payola scandal."

Hyde, selected last week by President Johnson to succeed E. William Henry, is a Republican and a strong believer in free enterprises. He will serve as chairman until June 30, 1969. Hyde was with the commission throughout the 1960 quiz and payola scandal era. He said that the FCC is not now

particularly concerned about the payola situation, although they are keeping track of it.

Like his predecessor, the new FCC chairman is most strongly concerned with the future impact of satellite broadcasting on U. S. radio and TV stations; the problems of more TV service through UHF. Also, he takes office as the FCC faces crucial votes on a nationwide pay TV system, on rules proposing to cut back network TV program ownership and multiple ownership of stations in top markets, plus problems of political and editorial and controversial broadcasting.

Johnson selected a young (34) man, Nicholas Johnson, to serve for a seven-year term, filling the vacancy on the FCC left since Henry resigned. The new appointee is a former law professor, and has served three years as Federal Maritime Administrator.

# Swedish Radio Authority Contests Royalty Award

By DON WEDGE

LONDON—With the award by a Finnish tribunal of a broadcasting royalty of \$1.50 a minute, producers and artists are near to collecting from all Scandinavian broadcasters for the use of records.

The Swedish State radio authority is currently contesting a royalty award of \$2.80 per minute of record use. The case will be heard in the Stockholm appeal court this autumn.

The International Federation of the Phonographic Industry, acting on behalf of the member groups, has been closely connected with the development of the legislation and subsequent assessment of royalties. Payment by broadcasters to manufactur-

ers and artists in Scandinavia has been compulsory since 1961. Similar laws were passed in the Danish, Swedish and Finnish parliaments.

In Denmark, royalties are payable by all mechanical users. In Sweden and Finland, royalty payment is restricted to broadcasters. The Scandinavian laws cover only native product. However, all three countries have ratified the 1961 Rome treaty. This calls for reciprocal treatment. Therefore, two of Scandinavia's principal suppliers, Germany and the U. K. benefit with other signatories. The U. S., as a nonsignator of the treaty, is excluded from benefit.

(Continued on page 45)

# June Busted Out All Over In Singles Sales for Merc

CHICAGO — June was the hottest singles sales month in the 20-year history of the Mercury combine, president Irving B. Green announced last week. Hinged on hot singles, "July portends to be the best summer album sales month in our history, even though none of the labels are staging big catalog discount sales."

Hot singles include Fontana Records' "A Groovy Kind of Love" by the Mindbenders and "Wild Thing" by the Troggs. On Smash, the Swingin' Medallions had a hit in "Double

Shot." "Peter Rabbit" by Deejay and the Runaways was a big one. Roger Miller's "You Can't Roller Skate in a Buffalo Herd" is climbing rapidly.

For Philips, "You Don't Have to Say You Love Me" by Dusty Springfield is a winner. The Four Seasons have "Opus 17 (Don't You Worry About Me)" and "You're Nobody 'Til Somebody Loves You" under their alias of the Wonder Who. The June volume was also built on such big sellers as "Younger Girl," a comeback record by the Hondells.

# Roulette Gets Connie Francis Pub Firms

NEW YORK—Morris Levy, president of Roulette Records, last week completed negotiations for all of the music publishing companies of Connie Francis with George Scheck, manager. Price was reportedly in six figures. The ASCAP firms include Aida Music, F. C. Music, Francon Music and Merna Music. The catalog includes the scores to three movies, "Follow the Boys," "Looking for Love" and "Where the Boys Are." Million-sellers in the catalogs, according to manager George Scheck, include "Don't Break the Heart That Loves Me," "Frankie," "My Heart Has a Mind of Its Own," "Stupid Cupid," "Vacation," "Secondhand Love" and "Everybody Is Somebody's Fool."

The deal also reportedly includes other music interests. Scheck said he'd "shaken hands on the deal" but nothing has been signed yet. "We're sitting down Friday (1) to sign a closing."

# Legal Battle Over Thomas

HOUSTON — A legal battle is shaping up over B. J. Thomas. The artist was recently represented with two different records on the chart—by two different labels — "Mama" on Scepter Records and "Billy and Sue" on Hickory. The Hickory product, fairly old, is No. 50 this week on the Hot 100 chart with a star, signifying rapidly advancing sales.

However, the battle is not between the labels as much as it is between indie producers. Zenith Production Co., operated by Ted Groebel and Ray Rush, has filed a lawsuit in Houston's State District Court charging Thomas with breach of contract and indie producer Huey P. Meaux and his former associate Charlie Botta with inducing breach of contract. Zenith recorded the "Billy and Sue" record; the Meaux interests recorded Thomas' first hit "I'm So Lonesome I Could Cry" and "Mama," both of which appeared on the Scepter label.

Thomas just signed a long-term contract with Scepter.

# London Bows 26 Packages

NEW YORK—The four regional meetings that London Records has scheduled for late July and early August will serve as the kickoff point for the biggest single Phase 4 release since the line was first introduced in 1961. In all, 26 new packages will be introduced, six of which are in the Phase 4 group.

The meeting will open in San Francisco, July 25-26; and will be followed by New Orleans, July 27-28; Chicago, Aug. 1-2; and New York, Aug. 3-4.

# Laborite Aims Sights At Sinking of Pirates

By DON WEDGE

LONDON—Spurred by the recent "pirating" of a pirate radio station off the coast of Britain and the slaying of a pirate station operator, Labor member Hugh Jenkins announced last week that he will seek Parliamentary permission Aug. 3 to introduce a bill abolishing the stations.

Jenkins, formerly an executive of British Equity, said the bill would set up additional state broadcasting channels including a pop music service.

The British music scene has been relying increasingly on the off-shore radio stations for much of its promotion activity. Jenkins, however, last week launched a strong attack on the government's failure to take action against them. In a Parliamentary debate, he accused the inaction of the government to the stations' popularity. The BBC

has lost its grip on audiences wanting pop music. There should be a new public radio authority to compete with the BBC that provides pop music, he said.

Postmaster General Anthony Wedgewood Benn on many occasions has promised legislation banning the pirates.

In the debate, he repeated that draft legislation was ready for presentation to parliament. He hinted that an opportunity to alternative broadcasters would be included.

Benn, a former professional broadcaster, noted that objection did not stem from the programming. Most of the pirates provided music which was exceedingly attractive to a general audience, he said, but the stations were a form of international anarchy no government could ignore.

All European governments (Continued on page 42)

# Atco Vs. Fontana Battle Over Troggs: Round Two

NEW YORK — The Troggs' recording of "Wild Thing" will continue to be marketed on the Atco and Fontana labels. The injunction proceeding initiated by Mercury Records has been stayed until Sept. 1 and the request for a preliminary injunction by Atlantic Recording Corp., Atco's parent company, and York-Pala Records against Mercury Records, Fontana's parent company, was denied. Both rulings were handed down in New York Supreme Court last week. No decision as to the ultimate rights to this Troggs recording or to their future recordings was made.

The rulings mean that no injunction is in effect and the competitive battle between Atco and Fontana over the Troggs' "Wild Thing" will continue through the summer. "Wild Thing" is in the No. 6 spot on Billboard's Hot 100 Chart this week crediting both Atco and Fontana.

It has been almost two decades since two firms have simultaneously sold the same version

# Nine Nations To Int'l Fest

LOS ANGELES—Contestants from nine nations, including the United States, will perform at the Latin American Institute's International Festival of Song, July 16 at the Beverly Hilton Hotel. Alfredo Pierri, president of the Institute, is in charge of inviting performers to the song-fest.

The organization has been running song festivals for four years. Countries reported sending participants include Argentina, Colombia, Costa Rica, Ecuador, Mexico, Nicaragua, Italy, the U. S. and Cuba. Rene Touzet, the Cuban jazz musician, residing in the U. S., will represent his nation, according to the Institute.

Entrants, according to an Institute spokesman are Vikkie Carr, representing the U. S. and Frank Sebastian, representing Italy.

of a pop hit. Last such case in the pop field was when Mercury Records and National Records sold Eileen Barton's "If I Knew You Were Coming I'd Have Baked a Cake."

# Sam Fox Pub Gets Assist By 'Mancha'

NEW YORK—"Man of la Mancha" has aided the Sam Fox Publishing Co. in completing what is reported to be its best six-month period in history. In addition to numerous singles, the original cast album on Kapp has been on the Best Selling LP chart for 25 weeks. Jack Jones' version of "The Impossible Dream" on Kapp, the show's hit song, climbed into the 48 singles spot this week.

Makeba Music, which is administered by the Fox organization has experienced strong recording activity on Mercury and RCA Victor, including the Victor album, "The Magnificent Miriam Makeba." Also contributing to the six-month success picture were "On the Good Ship Lollipop" by the Wonder Who? on Philips, and "Animal Crackers in My Soup" by Barbra Streisand on Columbia. Coming up is a fall TV special of "Brigadoon."

# Handleman Lists Earnings Rise

DETROIT — Earnings of the Handleman Co., major rack jobbers and record distributors, increased 43.2 per cent for the fiscal year ending April 30 over the preceding year, the company reported. Earnings after taxes were \$2,171,707, giving earnings of \$2.17 per share on 1,002,960 shares outstanding, compared to \$1.51 for last year.

The increase in gross sales was 19 per cent for the fiscal year, hitting \$41,565,958. The rate of profitability thus showed a sizable increase.

"The record division again proved to be the most rapidly expanding segment of the business," a company spokesman said.

## DEPARTMENTS & FEATURES

### DEPARTMENTS

Radio-TV Programming	30	Audio Retailing	53
Classical Music	48	Classified Mart	55
International News Report	42	Bulk Vending	56
Country Music	50	Coin Machine News	58
Talent	24	Tape CARtridge Section	18

### FEATURES

College News	25	Vox Jox	38
Jazz Beat	25		

### CHARTS

Top 40 Easy Listening	26	Hits of the World	46
Top 100	28	Hot Country Singles	51
Top LP's	40	Hot Country Albums	51
Breakout Albums	36	Best Selling R&B Records	39
Breakout Singles	52	New Album Releases	52
Best Selling Classical LP's	49		

### RECORD REVIEWS

Singles Reviews	16	Album Reviews	36 and Back Cover
-----------------	----	---------------	-------------------

# ABC on a Crash Program

## Deal With Merchandising Firm Mulled

• Continued from page 1

ards, will be dwarfed by forthcoming deals.

Newton added that he is negotiating with a record merchandising company "bigger than New Deal." He said that ABC intends to form a division of independent distributors, rack jobbers and one-stoppers, operated as a unit of the label, with the head of this division reporting to him.

### Outright Purchases

ABC Records, Newton continued, does not plan to acquire any of the labels it currently distributes, but does plan outright purchases of publishing firms and independent record labels.



WARD

This week Newton began beefing up his staff for the expansion. Bud Katzell was named national sales manager for all ABC record product; Chris Saner was named to head sales liaison for 20th Century-Fox Records, and Rick Ward was promoted to assistant to President Larry Newton. Katzell and Saner will report to Howard Stark, ABC vice-president in charge of sales.

Katzell had been vice-president and general manager of Colpix Records, began his record career with Decca in 1951, serving as Chicago promotion man, Eastern promotion man and assistant to the director of promotion and publicity. He joined Roulette in 1957 as director of promotion and publicity, later directing advertising and merchandising and winding up as general manager. In 1964 he was managing director of Four Corners and Congress Records, of Kapp Records divisions.

Saner got his start in the record business 19 years ago with King Records, was sales manager for Colpix and Reprise Records, served as branch manager for Kapp Records, was general manager for a distributor, and most recently was sales manager for 20th Century-Fox Records.

### Ward's Role

Ward, ABC Records' director of publicity and advertising, has been with the label for nine years. In his new post he will retain his advertising and publicity duties.

The post was created to allow Newton to cut down on his own administrative responsibilities, concentrate on expansion moves and follow through on special projects.

By now the nature of these special project is apparent, and it bears Newton's own special stamp. The ABC president is determined to acquire properties in the record label, merchandising and publishing fields in a concerted drive for room at the top. And the tempo of these acquisitions will be stepped up in the next six months.



LARRY NEWTON, looks on as Seymour Poe signs the agreement between ABC Records and the 20th Century-Fox Film Corp.

## ABC in Soundtracks With 20th-Fox Pact

NEW YORK—ABC Records is entering the soundtrack business with a long-term arrangement to distribute and merchandise—on a worldwide basis—all future releases of 20th Century-Fox Records. Soundtrack albums were the one big gap in ABC's coverage. The label, in its 10 years of operation, had never issued a soundtrack album.

Under terms of the agreement, negotiated between Seymour Poe, 20th Century-Fox Film Corp. executive vice-president, and Larry Newton ABC Records president, ABC also acquires worldwide distribution of Movietone Records, a budget-priced subsidiary of 20th Century, on a long-term basis.

Poe added that the decision was made "only after a most careful survey of the entire field had convinced us that ABC possessed the vitality and strength we were looking for."

### Logo Retained

Product, which will be exclusively soundtracks from 20th Century-Fox films, will continue

to carry the 20th Century-Fox logo.

A&R work will still be the responsibility of 20th Century, with one 20th Century a&R man headquartered with ABC and another at the film company's Hollywood studios. A 20th Century production office will also be maintained at ABC Records in New York.

Heaviest promotion on forthcoming 20th Century tracks will be for "The Bible," which opens at New York's Loew's State on Sept. 28. The campaign will coincide with the world premiere road show engagement of the film.

### Other Albums

Other soundtrack albums scheduled for early release under the new arrangements are "Modesty Blaise," "How to Steal a Million" and "Batman."

Special efforts will be made for "Dr. Doolittle," which has words and music by Leslie Bricusse and stars Rex Harrison, Samantha Eggar and Anthony Newley, and "Star," based on the life of Gertrude Lawrence and starring Julie Andrews.



MONUMENT RECORDS has acquired the soundtrack rights for MGM's presentation of Ivan Tors Production's "Around the World Under the Sea." The label is rush-releasing the record to tie in with the premiere of the film which stars Lloyd Bridges, Shirley Eaton, Brian Kelly, David McCallum, Keenan Wynn, Marshall Thompson and Gary Merrill. Pictured left to right are Harry Sukman, composer-conductor; Fred Foster, Monument president; Ivan Tors, and Bobby Weiss, Monument vice-president and international director who negotiated rights to the score.

## EXECUTIVE TURNTABLE

Eugene L. Mueller elected Capitol's finance vice-president. He joined the label in 1965 as general controller, after 10 years with Chrysler Corp.

Paul H. Wechsler named head of the newly created post of plant development engineering department at Capitol's Hollywood offices. He will handle design and development of new manufacturing equipment. He has been with the company since 1945 and was most recently chief engineer at the company's Jacksonville, Ill. facility. First employee in the new department is Jeff Roski, shifting over from administration work.

Barbara Dick, a graduate of Lake Forest College, has been appointed assistant to managing director Leonard Whitcup of Music Music, Inc. Miss Dick will be responsible for contracts, follow-on copyrights, and artists relations.

Jackie Mills has left Mainstream Records as West Coast a&r representative to become West Coast a&r chief for 20th Century-Fox Records. Bobby Shad, Mainstream president, flies to Los Angeles this week to seek a replacement.

## Chappell in Commercial Disk Market

NEW YORK—Chappell Music will bring its Gallery Records into the commercial disk market.

Chappell had produced albums to demonstrate published arrangements for chorus and stage band, but this is the first time the firm has worked with distributors in major markets.

The first album under the Gallery set-up is "Velvet Is the Beat," with a dozen of Chappell's top copyrights and an 18-piece band. The suggested mono list is \$4.95, with \$1 more for stereo.

Each of the dozen arrangements is also available in publication form, incorporating all 18 band parts in a single folder. Arrangements are by Richard Hayman, Chuck Cassey, Willis Schaeffer, Robert Farnon and John Cacavas. Cacavas, who conducts the bands, is also director of Chappell's Publications Division.

## Scepter Deal Cinched in Italy & Japan

NEW YORK—Scepter Records has concluded licensing agreements with Compagnia General Del Disco in Italy and Teichiki Records in Japan, according to Joe Zerga, the label's international director.

Zerga added that Mace, Scepter's budget classical label, is readying 24 albums for fall release. He acquired this material on a recent European trip. Two of these albums are Hungarian, Franz Liszt's "Mazepa" and Viski's "Enigma."

In other Scepter activity, the accounting services, headed by Aaron Levy, with Irving Bailer assisting, are using outside services for royalty computations. National Cash Register equipment has been ordered to expedite internal accounting and to facilitate accounting services for licensors.

Elsewhere at Scepter, a distribution deal has been signed with Jet Stream Records, owned by Huey Meaux. Releases of Jackie Paine and T-Bone Walker are on tap.

### Handleman Buys

DETROIT — The Handleman Co., giant rack jobber and distributor, announced it will acquire a 40 per cent interest in the Intercontinental Merchandising Corp. of Canada, which operates in the health and beauty aids field.

## Billboard

Published Weekly by  
The Billboard Publishing Company  
2160 Patterson St., Cincinnati, O. 45214  
Tel.: Area Code 513, 381-6450

### Publisher

Hal B. Cook . . . . . New York Office

### Editorial Office

165 W. 46th St., New York, N. Y. 10036  
Area Code 212, PL 7-2800  
Cable: BILLBOARD NEWYORK

Editor-in-Chief . . . . . Lee Zhitto  
Editors . . . . . Paul Ackerman,  
Aaron Sternfeld

Department Editors, New York  
Music Editor . . . . . Paul Ackerman  
Associate Editor . . . . . Mike Gross  
Chief Copy Editor . . . . . Robert Sobel  
Radio-TV Programming . . . . . Claude R. Hall

### Department Editors

Audio, Coin Machines Editor . . . . . Ray Brack, Chicago

### U. S. Editorial Offices

Cincinnati, Exec. News Editor . . . . . Wm. J. Sachs  
Chicago, Midwest Editor . . . . . Ray Brack  
Washington Bureau Chief . . . . . Mildred Hall  
Hollywood, W. Coast News . . . . . Eliot Tiegel

### Special Projects Division

General Manager . . . . . Andrew J. Csida  
Director, Reviews and Charts . . . . . Don Owens  
Manager, Record Market  
Research . . . . . Andy Tomko  
Manager, Charts . . . . . Laurie Schenker  
Supervisor, Print Services . . . . . Bill Courtney

Production Department, New York  
Art Director . . . . . Virgil Arnett

General Advertising Office, N. Y.  
Director of Sales . . . . . Denis Hyland  
Promotion Director . . . . . Geraldine Platt  
Midwest Music Sales . . . . . Richard Wilson  
West Coast Gen. Mgr. . . . . Bill Wardlow  
Nashville Gen. Mgr. . . . . Mark-Clark Bates

Coin Machine Adv., Chicago  
Coin Machine Ad. Mgr. . . . . Richard Wilson

### Classified Ads, Chicago

Classified Ad Mgr. . . . . John O'Neil

Circulation Sales, New York  
Circulation Manager . . . . . Milton Gorbulew

### Subscription Fulfillment

Send Form 3579 to  
2160 Patterson St., Cincinnati, O. 45214  
Fulfillment Manager . . . . . Joseph Pace

### U. S. Branch Offices

Chicago, Ill. 60601, 188 W. Randolph  
Area Code 312, CE 6-9818  
Hollywood, Cal. 90069, 9000 Sunset Blvd  
Area Code 213, 273-1555  
Nashville, Tenn. 37219, 226 Capital Blvd  
Area Code 615, 244-1836  
Washington, D. C. 20005,  
733 15th St., N.W.  
Woodward Bldg., Rm. 533  
Area Code 202, 393-2580

### International Office

European Office . . . . . Andre de Vekey, Dir.  
European Editor . . . . . Don Wedge  
15 Hanover Square, London W.1  
HYde Park 3659  
Cable: Billboard London

### SALES INTERNATIONAL

Canada  
Kit Morgan, 22 Tichester Rd., Apt. 107,  
Toronto 10

### Italy

Germano Ruscitto, Via Padova 154  
Milano, Italy  
Sam'l Steinman, Piazza S. Anselmo 1,  
Rome, Italy

### Japan

Kanjil Suzuki/Japan, Trade Service, Ltd.,  
2-1-408, 3 Chome Otsuka, Bunkyo-ku,  
Tokyo

Subscription rates payable in advance.  
One year, \$20 in U. S. A. (except Alaska,  
Hawaii and Puerto Rico) and Canada, or  
\$45 by airmail. Rates in other foreign  
countries on request. Subscribers when  
requesting change of address should give  
old as well as new address. Published  
weekly. Second-class postage paid at  
New York, N. Y., and at additional mailing  
offices. Copyright 1966 by  
The Billboard Publishing Company. The com-  
pany also publishes Vend, Amusement  
Business, High Fidelity, American  
Artist, Modern Photography. Postmaster,  
please send Form 3579 to  
Billboard, 2160 Patterson  
St., Cincinnati, Ohio 45214.

Vol. 78 No. 28



JULY 9, 1966, BILLBOARD

Copyrighted material



A hilarious new  
Pete Seeger  
single...dedicated  
to every sad sack who ever  
found himself caught  
in a draft!

**'The  
Draft Dodger  
Rag'**  
4-43699

And Pete's new album is  
1-A all the way!



CL 2503/CS 9303 Stereo

Where the action is.  
On COLUMBIA RECORDS

# HOLD ON!...FOR THE YEAR'S

MUSIC FROM THE ORIGINAL SOUND TRACK  
Metro-Goldwyn Mayer presents A Sam Katzman Production

## HOLD ON

*STARRING*

## HERMAN'S HERMITS



E/SE 4342 ST



# OUTGOING-EST PROMOTION!

Hold on to your hats. Get ready for action. Here come Herman's Hermits in a store-wide nation-wide promotion that's going to set records — and sell 'em!

**Hold On!  
Here Come  
Herman's Hermits!**  
in the soundtrack  
from their great new flick



MUSIC FROM THE ORIGINAL SOUND TRACK  
Metro-Goldwyn-Mayer presents A Sam Katzman Production  
**HOLD ON!  
HERMAN'S  
HERMITS**  
E/SE 4342ST

It's the happy new picture by the hit English group. And here in one wonderful album are all the original tunes that made the film bubble over. Including those "must" hits—A Must to Avoid, Learning On The Lamp Post, and Hold On. So latch on to HOLD ON!  
Other MGM hits by the Hermits:  
INTRODUCING HERMAN'S HERMITS E/SE 4282  
HERMAN'S HERMITS ON TOUR E/SE 4295  
THE BEST OF HERMAN'S HERMITS E/SE 4315

TV GUIDE ad hits  
the fans where they live!



**Hold On!  
Here Come  
Herman's  
Hermits!**  
in the soundtrack  
from their great new flick



MUSIC FROM THE ORIGINAL SOUND TRACK  
Metro-Goldwyn-Mayer presents A Sam Katzman Production  
**HOLD ON!  
HERMAN'S  
HERMITS**  
E/SE 4342ST



It's the happy new picture by the hit English group. And here in one wonderful album are all the original tunes that made the film bubble over. Including those "must" hits—A Must to Avoid, Learning On The Lamp Post, and Hold On. So latch on to HOLD ON!  
Other MGM hits by the Hermits:  
INTRODUCING HERMAN'S HERMITS E/SE 4282  
HERMAN'S HERMITS ON TOUR E/SE 4295  
THE BEST OF HERMAN'S HERMITS E/SE 4315

Also available on Ampex Tape  
MGM Records is a division of Metro-Goldwyn-Mayer Inc.  
A Mickey Most Production—Reverse Producers Corp.

DEALER IMPRINT


SPECIAL DEALER AD MATS  
will sell all four albums!

**HOLD ON! IT'S HERMAN**

GIANT COLOR PHOTO builds  
up traffic and sales!

MUSIC FROM THE ORIGINAL SOUND TRACK  
Metro-Goldwyn-Mayer presents A Sam Katzman Production  
**HOLD ON!**  
STARRING  
**HERMAN'S  
HERMITS**



ACTION COUNTER DISPLAY  
really MOVES—and moves abums!

**HOLD ON!  
HERMAN'S HERMITS  
HEADQUARTERS**

where  
you can  
get  
**HOLD ON**  
—and all  
their  
swingin'  
albums!



MUSIC FROM THE ORIGINAL SOUND TRACK  
Metro-Goldwyn-Mayer presents A Sam Katzman Production  
**HOLD ON!**  
STARRING  
**HERMAN'S  
HERMITS**  
E/SE 4342 ST

THIS SCREAMER OF A STREAMER makes YOUR  
store Herman's Hermits Headquarters!

**So latch on to HOLD ON and all  
these Herman's Hermits albums.**

HOLD ON! E/SE-4342 ST  
INTRODUCING HERMAN'S HERMITS E/SE-4282  
HERMAN'S HERMITS ON TOUR E/SE-4295  
THE BEST OF HERMAN'S HERMITS E/SE-4315

A Mickey Most Production—Reverse Producers Corp.  
Also available on Ampex Tape  
MGM Records is a division of Metro-Goldwyn-Mayer Inc.

This One



XY5W-160-9T03

Copyrighted material.



B'NAI B'RITH MUSIC AND PERFORMING ARTS Lodge presents awards at its second annual dinner at the New York Hilton, June 26, to WNEW disk jockey, William B. Williams, left, who receives the Human Relations Award from Cy Leslie, president of Pickwick Inter-

national; and (right) Jay Gottlieb of the School of Performing Arts, who received a scholarship, presented by Si Mael. Composer Jerry Herman (center), recipient of the Creative Achievement Award, addresses the gathering.

## B'nai B'rith Fete Shining Affair

By ROBERT SOBEL

NEW YORK — The second annual B'nai B'rith Music and Performing Arts Lodge dinner Sunday (26) at the New York Hilton was a shining example of modesty and good taste.

Absent were the lengthy speeches boasting of the year's achievements in a monotonous drone of dialog; absent was the long parade of introduction of dais guests. Present, instead, was brevity in speeches, and humor, music and informality in abundance. For example, the talk by President Al Berman, of the Harry Fox Office, must go down as one of the briefer and better greetings on record.

With WNEW disk jockey Ted Brown displaying fine form as master of ceremonies, the award presentations were made with informality and without undue superlatives. The lodge's scholarship grant was given by Si Mael, vice-president of United Artists, to Jay Gottlieb, a student of the School of Performing Arts, Division of High School of Music and Art. The young pianist gave a sample offering by Chopin that received the audience's warm applause and shouts of praise.

Composer Jerry Herman, of "Hello, Dolly!" and "Mame" fame, received the 1966 Creative Achievement Award from Leo Strauss Jr. Cy Leslie, last

year's president and head of Pickwick International Records, presented the 1966 Human Relations Award to William B. Williams, popular WNEW deejay.

Entertainment was of high caliber. The Ramsey Lewis Trio, Shani Wallis, Nipsey Russell and Bobby Vinton performed effectively and smoothly.

Floy Glinert was dinner chairman. Leslie gave the invocation.

Four hundred and twenty-five persons in the music-record industry and trade press attended the fund-raising, black-tie affair, a 25 per cent increase over last year. The \$20,000 in proceeds goes to all B'nai B'rith services. Lodge membership

now totals 325; last year's membership totaled 250. Chapters are planned for Chicago and Los Angeles.

## MGM, Hermits in New Pact

NEW YORK—MGM Records last week announced the signing of Herman's Hermits to a new long-term contract. The recording contract also calls for the British group to appear in motion pictures, said Robert H. O'Brien, president of Metro-Goldwyn-Mayer, Inc.

The recording contract was signed with Allen Klein, president of Reverse Producers Corp. who has exclusive U. S. and Canada rights. Mickie Most,

## Production Deals Set Up For Parrot

NEW YORK—Walt Maguire, singles sales and artists and repertoire chief for London Records, has lined up Hugo and Luigi, in New York, and Mike Considine, in Chicago, for independent production deals for London's Parrot label.

Initial Hugo and Luigi production to be issued on the Parrot line is "Dear Mrs. Appleby" by Flip Cartridge. Other product is now expected from Hugo and Luigi on a regular basis.

Considine, who has a number of new acts now joining his stable, will produce for both Parrot and his own label, Stature Records, which will be distributed by the London organization. Considine's most recent disk click out of Chicago is "You Wouldn't Listen," by the Ides of March.

## Privilege Chief Calls A Rack Tie Essential

LOS ANGELES—"The day of the little guy opening a record distributorship in a major market without a rack affiliation is gone." This is the view of Norm Goodwin, president of three-month-old Privilege Distributors.

"Without a rack affiliation," says Goodwin, "it would be foolhardy for anyone to become an independent record distributor. Seventy-five to 80 per cent of a distributor's business is with 'heavy hitters,' racks, one-stops and major discount stores."

Privilege is going well because the company sells its line of labels as if they all were major brands, Goodwin explains. "It all begins with aggressiveness and a real desire to obtain proper coverage. You make calls . . . you make sales."

Among the distributor's lines are Monument, Tower, Crescendo, Original Sound and Hanna-Barbera. Goodwin just obtained

the London Imports line which gives him entry into classical outlets. His tape CARtridge department sells Muntz, ITCC and Aura Sonic catalogs.

Privilege has 306 accounts (the Broadway chain is one account). There are two salesmen, Jack Nelson and Chuck Hicks, plus a San Diego representative and Tom Sawyer in promotion.

Goodwin says the older distributorships don't run as hard now as they previously did. "They have had their successes," he said. In the days of folding distributorships, Privilege survives because of the tie with the Larry Nunes-Monroe Goodman rack operation, which gives it automatic pipelines into key accounts and an aggressive sales "state of mind."

## Col'bia Club Gets Stones

NEW YORK—The Columbia Records Club has acquired distribution rights to albums of the Rolling Stones—the only artists of London Records to be represented in the club. The deal was concluded by Allen Klein, on behalf of the British group, and Clive Davis and Walter Dean of Columbia.

It calls for albums to be available through the club six months after initial release. Their latest album is "Aftermath," released through distributors last week to coincide with their fifth U. S. tour. The LP contains their hit "Paint It Black" single and has racked up 350,000 distributor orders, London Records reports.

## House Unit Eyes New Copyright Date; Users Threaten New Battle

By MILDRED HALL

WASHINGTON—The House Copyrights Subcommittee now hopes to get out an amended version of the 1965 revision bill and report by the latter part of this month. The congressional Fourth of July recess which runs through July 10 has caused some delay. The standoff arguments between certain industry segments held up the earlier target date hoped for. (Billboard, May 21, 1966.)

The question of a ceiling on rates for mechanical royalties paid by record manufacturers under the compulsory licensing proviso was one of the tough problems in reconciling creator versus user groups. The 1965 bill as introduced (H.R. 4347) would have raised the statutory maximum to 3 cents per copyright tune, or 1 cent per minute of play, whichever was greater.

Record manufacturers have fought this rate lift, and will take the fight to the full committee and later to the Senate side, if the higher rate is not scaled down in the final version reported out of the House Copyrights Subcommittee. Music publishers insist that the raise in rate is the only justification for leaving compulsory licensing in the revised copyright law. As in the old law, the proposed revision will permit additional recordings of copyrighted music once recorded, simply by notice to the copyright owner and payment of a mechanical fee, which has a 2-cent maximum in present law.

The jukebox issue still smolders, and is one of the most controversial issues the subcommittee has considered in its long haul of more than 30 executive meetings on the massive revision bill. As originally worded, the revision bill would cancel the traditional jukebox performance exemption, and leave further battling to courts and the market place. A gentler approach was indicated during hearings. The subcommittee assured the jukebox industry that although a fair repayment to the songwriter for use of his music was necessary, the subcommittee was determined not to permit a scuttling of the jukebox industry by exorbitant fees.

The standoff is rumored strong as ever between music licensors ASCAP, BMI, et al., versus the jukebox operator association, Music Operators of America (MOA). The MOA proposal to the subcommittee was to add a 2-cent royalty on jukebox

records, to be paid in lieu of performance royalty. Operators would pay directly to a central collecting office, bypassing all dealings with the music licensors. Operators would register with the Copyright Office, make quarterly reports, and would be liable to full damages for failure to pay.

This in no way satisfied the songwriters and licensing spokesmen, who call it the same old additional mechanical royalty fee in a new dress, but without causing the record manufacturers any trouble. Licensors say this deprives the songwriter of his rightful performance fee under the law. The subcommittee is known to have given the MOA's suggestion much thought—as noted by member Rep. Herbert Tenzer during a New York talk in May. But just how much consideration will appear in the final bill reported out of the subcommittee is conjectural.

The Copyrights Subcommittee, helmed by Chairman Robert Kastenmeier (D., Wis.), has frankly said that their worst problems, like those of the Copyright office is devising the first draft of a revision bill, occur when opposing industries will not reach a voluntary compromise among themselves. When this happens the government must make the final decisions on liabilities. Both the record royalty and the jukebox royalty questions raised this kind of hurdle to smooth progress of the bill. Other big ones are the Educators' demands for free use, and the copyright liability of Community Antenna systems which pick up TV programming and FM programming (to a far less degree), and retransmit it to subscribers for a monthly fee.

If the full Judiciary committee, under Chairman Emanuel Celler (D., N. Y.) approves the subcommittee's copyright revision bill, and the House votes passage before the end of this session—there will undoubtedly be fights all along the route over the record and jukebox royalty and other issues.

Next January, at the start of the 90th Congress, first session, the House-passed bill (if action is completed that quickly in this closing session) goes to Sen. John McClellan's (D., Ark.) Copyrights Subcommittee. The Senate subcommittee intends to concentrate largely on areas of conflict, where creators and users in the \$6 billion-a-year copyright-based industries are not satisfied with the House bill.

**WIN A FREE TICKET to Billboard's Tape Cartridge Conference**

See Larry Finley's Column Page 18



# Everybody's swinging with **THE HANGMEN**

FACES (MONUMENT NO. 951) is another reason why: monument is artistry



# FCC Trio Steps Up Probe With Afterhours Grilling

• Continued from page 1

room or exited, he was quick prey for newsmen. Replied one harried promotion man as he scurried to the elevator: "They know more about the situation than I ever thought. It's for real!"

On Friday, broadcasting personalities began to appear at the hearing. First witness called was Sam Riddle, formerly of KFVB, now with KHJ and host of a syndicated teen dance TV show. Accompanied by an attorney, he testified for one hour. A short while later the attorney appeared with Gene Weed of KFVB. Both were named defendants in Al Huskey's civil suit.

**WIN A FREE TICKET to Billboard's Tape Cartridge Conference**

See Larry Finley's Column Page 18

After testifying for more than two hours, Weed said in a way he was glad the hearing was happening because it "would show the man making the charges was a little out of his nut."

By midweek the tone of the hearing began to switch from small labels and independent promotion men to prestige names in the business. Testifying all Wednesday morning (29) were Al Bennett, president of Liberty Records, Inc., and Bob Skaff, corporate vice-president for a&r and national promotion. Accompanying the two executives were Sy Zucker, vice-president and house counsel, and Ray Sandler, vice-president and outside counsel.

Skaff was called first and while waiting in the hall Bennett said he had heard that Al Huskey, the former promotion man who filed the civil suit which prompted the FCC investigation, had compiled evidence but he knew nothing of the charges if any placed against Liberty.

"I don't think payola exists," Bennett said, noting that he wasn't aware of it on his level. He pointed to committee systems at top 40 stations as negating any one individual being able to slip in a record as a payoff for accepting payola.

Bennett carried a large cardboard box into the hearing room, explaining it was expense account records covering all

sales and promotion personnel in L.A. from 1962-1964.

The FCC, Bennett felt, was here to make a determination into the allegations, albeit he said his company was clean of any wrong doings.

"I do not believe any station could take a paint job or a hooker to influence play on their station," he said. Did he think the publicity was injurious to the record industry? As long as the radio-TV exposure for records continued, he didn't believe the mass population would react to the allegations. "The public doesn't get involved with payola," Bennett contended. "They don't really react to things like this."

When Skaff concluded his 1½ hours on the stand and Bennett was called, he stated: "It went better than I anticipated. I felt good when it was over." The handsome, dapperly attired executive looked a bit haggard when he first stepped out into the corridor but he maintained a friendly composure when answering whether he felt payola existed. "My knowledge of payola is only through hearsay," he parried, adding that the government might have the "goods on some people."

But to substantiate Bennett's contention that Liberty was not involved, Skaff said the FCC had been auditing the company's books for one week. "Al wouldn't have opened the company's books to the FCC if he thought something was wrong."

Technically, according to section 406 of the amended Communications Act of 1934, "no person shall be excused from attending and testifying or from producing books, papers, schedules of charges, contracts, agreements and documents before the Commission."

Earlier in the hearings, when former promotion man Currie Grant was asked by a reporter whether he feared for his life, Grant, referring to a story printed the day before covering a taped phone conversation between himself and deejay Roger Christian (on file in the Huskey civil suit dossier and reported in the Dec. 26, 1964 Billboard), said he would have to wait until the full impact of the story was felt before he knew.

Publisher and former record label owner Johnny Baron revealed he had a tape of a conversation between a radio record librarian and a program director which he was turning over to the inquiry. Baron, owner of Bingo and Jo-Jon Music and Joli Records, indicated he felt the tape was incriminating. "Everything that Huskey and Grant said is the absolute truth and I'm here to testify to that," he said. He claimed that in four years none of his records were played in L.A. because he refused to "play fun and games."

The first two days of last week's testimony centered around Grant and Pete Gram, owner of two record labels and an auto repair shop. Grant was seen entering the large wood-paneled hearing room carrying books of apparent documents. Because of Grant's and Baron's stay on the stand Monday (27), Gram was brought back several times before he finally appeared before hearing examiner Jay A. Kyle on Tuesday.

Gram, in complete contrast to Baron, was non-communicative per his attorney's instruc-

## Payola Probe Witness List

LOS ANGELES — Persons answering federal subpoenas to testify at the Federal Communications closed door investigation into alleged payola activities have included:

Al Bennett, president of Liberty Records.

Bob Skaff, a&r and promotions vice-president, Liberty Records, Inc.

Johnny Fortune, singer with Park Avenue Records.

George Sudeta, Fortune's brother and manager.

Sid Talmadge, president of Record Merchandising, leading

independent record distributorship.

Peter Gram, president of Gram Brothers' Automotive Repair Service, Park Avenue Records and Garex Records.

Al Sherman, president of Record Sales, disk distributorship.

Larry Goldberg, free-lance record producer and promoter.

Frank Leffel, record promoter now with Mercury.

Johnny Baron, songwriter, publisher and former record label owner.

Sam Laine, free-lance promotion man.

Les Lasseff, former promotion man now co-owner of White Whale Records.

Russ Reagan, former promotion man now with Loma Records as general manager.

Joe Saraceno, former promotion man now with Liberty.

Al Huskey, former promotion man who filed the civil payola suit in April 1964 which brought on the FCC investigation.

Currie Grant, former promotion man who assisted Huskey in compiling evidence for the civil suit.

Ruth Starchborneo, president of Tide Records.

Orena Fulmer, former vice-president of Tide.

Sam Riddle, former KFVB deejay.

Gene Weed, KFVB deejay.

## UJA Taps Sinatra

NEW YORK—Frank Sinatra has been named honorary chairman of the Music Industry Division of the United Jewish Appeal of Greater New York. The division will cap its drive Oct. 24 with a dinner-dance at the New York Hilton. Dave Rothfeld, vice-president of E. I. Korvette will be the guest of honor. Eric Bernay, A-1 Record Sales, is chairman of the campaign.

## Here's How Payola Works

LOS ANGELES — A peek into how payola works was provided by witness Currie Grant on Thursday (23) when he told reporters outside the hearing room that some rock 'n' roll disk jockeys accepted enticements from having cars fixed to accepting cash to enjoying the favors of pretty girls.

Grant, who said he entered the record business in late November, 1962, by working for interests owning a record company and an auto repair service, said he "became made" when he learned that the only way to get records played was to "pay off."

As a bookkeeper and part-time record promotion man, Grant said he became suspicious that the only way to get records played was to offer free services to disk jockeys and program directors.

Grant's closed-door testimony followed that of Al Huskey.

## Fineberg Guilty of U. S. Rap

LOS ANGELES—Jack Fineberg was found guilty by a Federal jury last week of 18 counts of Federal mail fraud, wire fraud and fictitious name statutes for soliciting over \$800,000 worth of records from distributors throughout the country in 1963 and 1964 and not fully paying for them.

Sentencing takes place July 21 before Judge Francis Whelan.

He did say that his record companies hadn't been too active and the last release on Park Avenue was "Everything's There" by the Hysterics some three months ago.

Each count carries a maximum prison term of five years and a \$1,000 fine.

Evidence at the trial showed that Fineberg, using the fictitious name of George Evans and Jack Fine, solicited large quantities of records from distributors. Assistant U. S. Attorney Stephen Miller showed that Fineberg offered partial payments and post-dated checks as his means of indicating good faith in the transaction.

The Government showed that Fineberg sold the records for prices from 10 to 20 per cent below cost. Estimated loss to the distributors is reported to exceed \$250,000.

Fineberg, 44, gave a Beverly Hills address as his residence.

## Escalation of Probes Is Seen by Ray, FCC Aid

WASHINGTON — The Federal Communications Commission will expand its current payola investigations to other cities, but Bill Ray, chief of complaints and compliances, would not designate which cities nor when.

Ray said the investigations, conducted behind closed doors, will be "simply to take testimony." These closed door hearings, however, could take several routes in the future: They could turn into public hearings; the FCC could write up a re-

port; the FCC could refer the matter to the Justice Department; or the FCC could simply do nothing because it could decide there wasn't enough evidence to warrant further action.

"The investigations are on no schedule," he said. "There's a rumor we've even conducted hearings in an East Coast city without the publicity of the Los Angeles situation. I can't say where we've been or expect to go, but I expect other cities will be coming up."

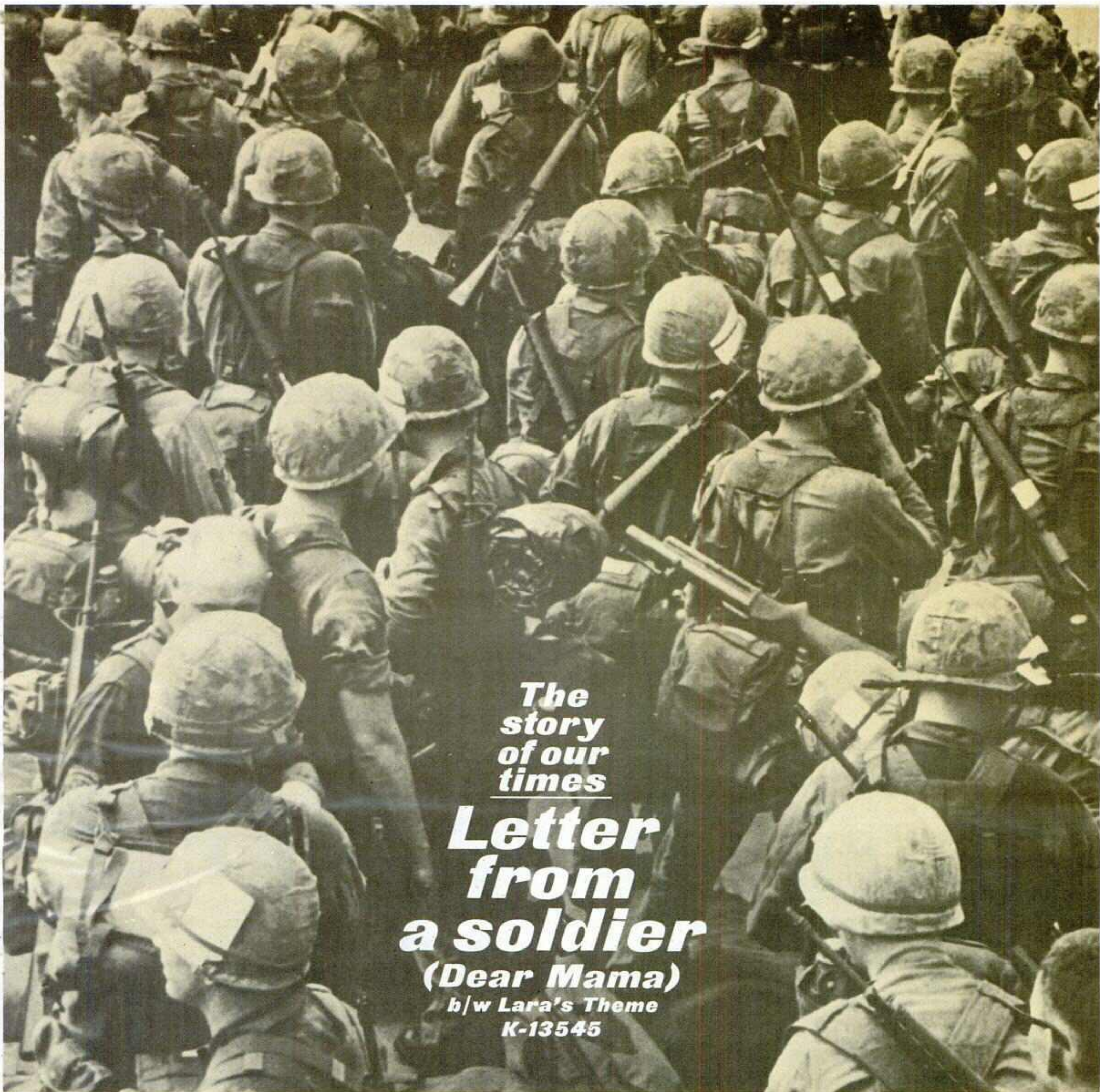
JULY 9, 1966, BILLBOARD

**WE'RE HAVING A HIT WAVE.**

And this single is what's cooking!

**"Distant Shores"**  
Chad and Jeremy 4-43682

Where the chart fever is.  
On COLUMBIA RECORDS



*The  
story  
of our  
times*

**Letter  
from  
a soldier**

**(Dear Mama)**

*b/w Lara's Theme*

**K-13545**

**CONNIE FRANCIS**

***The Singer of Our Day***



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

Copyrighted material

# WE'RE HAVING A HIT WAVE.

And this single is red hot!

**"If He Walked Into My Life"**  
**Eydie Gorme** 4-43660

Where the chart fever is.  
 On COLUMBIA RECORDS

## Billboard Buys U. K. Paper

• Continued from page 1

He added that "as the marketing of records throughout Western Europe develops more and more along the U. S. pattern, we foresee an opportunity for Record Retailer to become the same marketing force in England as Billboard is in the U. S."

Record Retailer joins The Billboard Publishing Co.'s business paper division, which also includes Billboard, Vend and Amusement Business. The company's consumer publications include High Fidelity, Musical America, American Artist and Modern Photography.

## MGM/Verve Fathers Radio Pitch on Mothers' Album

NEW YORK—MGM/Verve Records will largely depend on a giveaway campaign on radio to promote its new "Freak Out!" album featuring the Mothers of Invention.

"Naturally, we want airplay. But we're giving radio stations in most of the major markets copies of the album to give away, without strings attached," said Bud Hayden, national album promotion manager of

Verve. Of course, Hayden will be pleased if they announce title of the giveaways over the air.

"This way, we hope to stimulate word-of-mouth advertising among the teen and young adults—the hip crowd."

A&R producer Tom Wilson, Art Denish, head of Verve Sales, and Hayden visited several distributors across the nation last week to give salesmen a presentation on the album. Wilson told a meeting of salesmen and promotion man Joe Cash at Schwartz Bros. Distributors in Washington about the two-album set's op art and pop art concept. Hayden then outlined the promotion behind the album—the puzzle, radio station mailings of the albums, dealer displays, co-operative advertising programs and consumer advertising.

The same presentation was presented to distributors in Cleveland (Ron Goldstein is the Verve promotion man here), San Francisco, Los Angeles (where the label has a branch), Seattle, and Boston.

In addition, Hayden and Cash got TV personality Kirby Scott to feature the freakout concept

## 2 MORE LABELS GO AMY-MALA

NEW YORK — Amy-Mala-Bell Records has acquired two more labels for national distribution, president Larry Uttal announced last week. They are Norman Records of St. Louis, owned and operated by Norman Weinstroer, and Fling Records, owned and operated by Sam Gordon and Herb Rosen. Norman Records has "The Two Peddler Men," featuring Achilles and Frank, currently breaking in St. Louis.

on his bandstand TV show in Washington.

Herman Spero, producer of "Upbeat," a syndicated bandstand show that originates in Cleveland, is also considering a pitch around the album in more than one show, said Hayden.

## MGM PLAYS 'ROAD' CAGEY

NEW YORK—MGM Records is using 400 carrier pigeons to promote its new Ric Martin single, "I Traveled the Road." Through co-operation with the American Association of Pigeon Fanciers, caged pigeons were delivered to deejays, distributors, and newspaper and magazine writers in key cities. In the cage with the pigeon was the record and news release, photo and biography of the artist. Pigeons carried back the message that the record had been delivered.

**WIN A FREE TICKET to Billboard's Tape Cartridge Conference**

See Larry Finley's Column Page 18



## MUSIC CITY HIT LIST

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

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

MUSIC CITY TOP 40 BEST SELLING ALBUMS

6

THE SEEDS

SEEDS

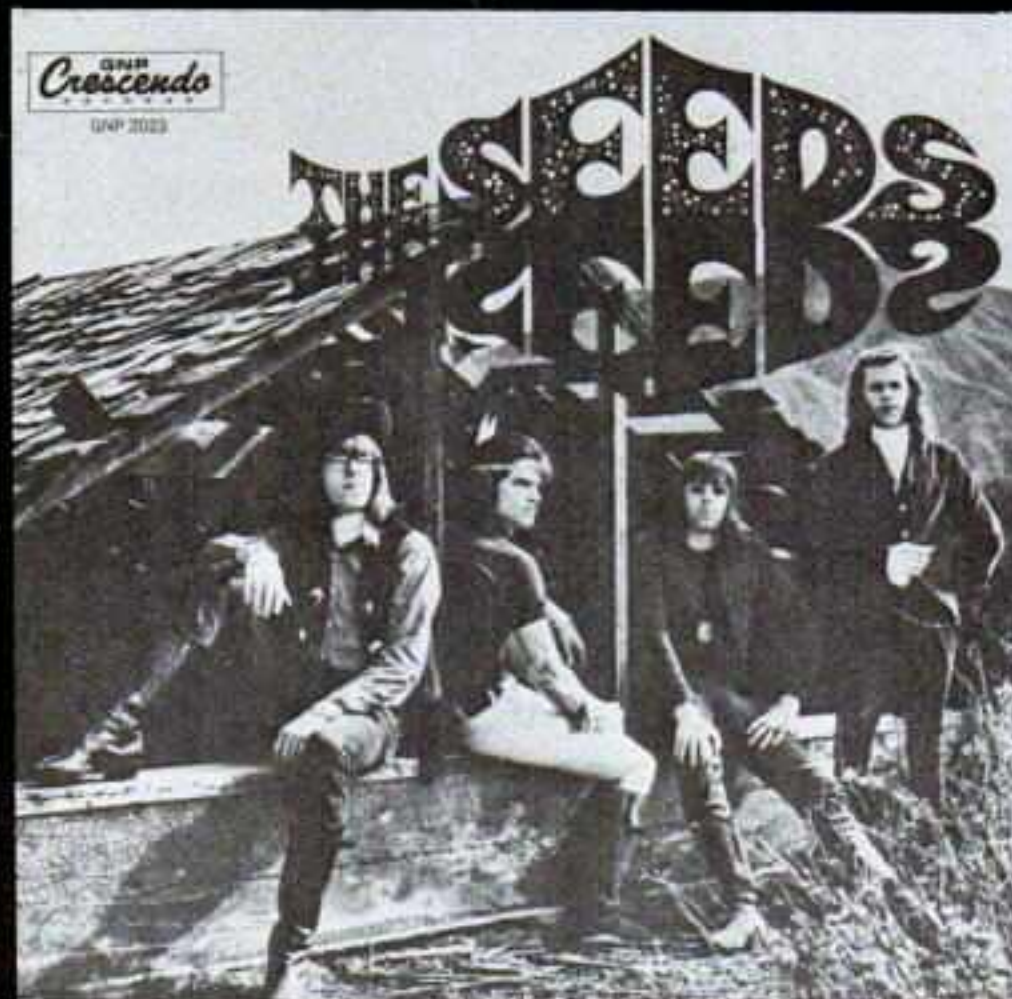
GNP 2023

17

VARIETY

### RECORD REVIEWS

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



# THE SEEDS WILL GROW ON YOU!

GNP 2023

GNP Crescendo RECORDS

SINGLE: GNP# 372 PUSHIN' TOO HARD<sup>B</sup> /w TRY TO UNDERSTAND

GENE NORMAN PRESIDENT MGMT. RON MOLLER • PRODUCER: MARCUS TYBALT  
 9165 SUNSET BLVD., HOLLYWOOD 69, CALIF. ■ 275-1108 ■ CABLE CRESREC

XXX  
 Exclusive Management  
 WILLIAM MORRIS AGENCY, INC.  
 NEW YORK • BEVERLY HILLS • CHICAGO  
 LONDON • PARIS • ROME • MADRID



The **BIG** hit of the summer!

# Barbara Lewis



**MAKE  
ME  
BELONG  
TO YOU**

Published by Blackwood Music, Inc. (BMI)  
Atlantic #2346

Production and Management; Ollie McLaughlin



*Another million seller for...*

# PERCY SLEDGE

# WARM AND TENDER LOVE

*Atlantic #2342*

*Produced by  
Marlin Greene and Quin Ivy*



Personal Management  
PHIL WALDEN ARTISTS & PROMOTIONS  
Macon, Georgia



# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 132—Last Week, 128

\*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

**B. J. THOMAS—BRING BACK THE TIME** (Prod. by Huey P. Meaux) (Writer: Mark Charron) (**Crazy Cajun-Flomar, BMI**)—Thomas has a top commercial tune in this slow-dance beat production ballad number with exciting vocal work. Flip: "I Don't Have a Mind of My Own" (Crazy Cajun, BMI). **Scepter 12154**

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

**PERCY SLEDGE—WARM AND TENDER LOVE** (Prod. by Greene & Ivy) (Writer: Robinson) (**Pronto-Bob-Dan-Quinvy, BMI**)—Hot off his No. 1 "When a Man Loves a Woman," Sledge offers another slow-tempo ballad in his gospel-oriented vocal style. Flip: "Sugar Puddin'" (Pronto-Quinvy, BMI). **Atlantic 2342**

**BOBBY GOLDSBORO—TAKE YOUR LOVE** (Prod. by Jack Gold) (Writer: Mann & Weill) (**Screen Gems-Columbia, BMI**)—Barry Mann and Cynthia Weil rocker has the right teen-lyric appeal to top his "It's Too Late." Flip: "Longer Than Forever" (Unart, BMI). **United Artists 50044**

**JOE TEX—I BELIEVE I'M GONNA MAKE IT** (Prod. by Buddy Killen) (Writer: Tex) (**Tree, BMI**)—Lonely soldier theme and soulful Tex reading combine for a chart-topping disk. Solid production support. Flip: "You Better Believe It Baby" (Tree, BMI). **Dial 4033**

**THE HOLLIES—BUS STOP** (Prod. by Ron Richardson) (Writer: Gouldman)—Good group vocal on this teen-aimed, easy-rocker with more commercial potential than their "I Can't Let Go." Flip: "Don't Run and Hide" (Maribus, BMI). **Imperial 66186**

**BOBBY VINTON—PETTICOAT WHITE (SUMMER SKY BLUE)** (Prod. by Bob Morgan) (Writers: Pom Shuman) (**Noma-Feather & Hi Count, BMI**)—Vinton offers top summer sounds in this bouncy lyric ballad to replace his "Dum-De-Da." Flip: "All the King's Horses (and All the King's Men)." (Home-folks, BMI). **Epic 10048**

**THE FIVE AMERICANS—GOOD TIMES** (Prod. by Abnak Prod.) (Writers: Rabon-Durrill) (**Hanna-Barbera-Jetstar, BMI**) — Wild, dance-beat rouser should prove the third straight hit for the exciting group. Flip: "The Losing Game" (Hanna-Barbera-Jetstar, BMI). **HBR 483**

**CHUCK JACKSON — THESE CHAINS OF LOVE** (Prod. by Meaux and Jackson) (Writer: Charron) (**Hornet, BMI**) — Exceptional Jackson reading and top instrumental backing will rush this rockin' blues ballad up the charts. Flip: "Theme to the Blues" (Chuck & Betty-Flomar, BMI). **Wand 1129**

**P. F. SLOAN—CITY WOMEN** (Prod. by Steve Barri) (Writer: Sloan) (**Trousdale, BMI**)—Hats off to Steve Barri for the exceptional production on this folk rocker penned by the singer. Flip: "On Top of a Fence" (Trousdale, BMI). **Dunhill 4037**

### CHART Spotlights—Predicted to reach the HOT 100 Chart

**STEVIE WONDER—Blowin' in the Wind** (Witmark, ASCAP). **TAMLA 54136**  
**THE RIGHTIOUS BROTHERS—Bring Your Love to Me** (Ray Maxwell, BMI). **MOONGLOW 245**  
**THE FORTUNES—Silent Street** (Robbins, ASCAP). **PRESS 60001**  
**RUBY AND THE ROMANTICS—We Can Make It** (Picturetone, BMI). **KAPP 759**  
**THE SILKIE—Born to Be With You** (Mayfair, ASCAP). **FONTANA 1551**  
**BARBARA LEWIS—Make Me Belong to You** (Blackwood, BMI). **ATLANTIC 2346**  
**LEE DORSEY—Working in the Coal Mine** (Marsaint, BMI). **AMY 958**  
**DEL SHANNON—Show Me** (Metric, BMI). **LIBERTY 55894**  
**HENRY MANCINI & HIS ORK—Arabesque** (Southdale & Northern, ASCAP). **RCA VICTOR 8856**

**BARBARA LYNN—I'M A GOOD WOMAN** (Prod. by Huey P. Meaux) (Writer: Ozen) (**Crazy Cajun, BMI**) —Soulful interpretation of this dance-beat blues number by Miss Lynn has top-of-the chart potential. Flip: "Running Back" (Crazy Cajun, BMI). **Tribe 8316**

**MAXINE BROWN — LET ME GIVE YOU MY LOVIN'** (Prod. by Tommy Kaye) (**Flomar, BMI**)—Rockin' rhythm production supports Miss Brown's wailin' vocal and provides top teen appeal for the disk. Flip: "We Can Work It Out" (Maclen, BMI). **Wand 1128**

**PETE SEEGER — THE DRAFT DODGER RAG** (Prod. by John Hammond) (Writer: Ochs) (**Appleseed, ASCAP**)—Hilarious rendition of Phil Ochs' tune is sure to place Seeger high on the singles chart. Flip: "Guantanamo" (Fall River, BMI). **Columbia 43699**

**NAPOLEON XIV—THEY'RE COMING TO TAKE ME AWAY, HA-HAAA!** (Prod. by Jपालाना Prod.) (Writer: N. Bonaparte) (**Jपालाना, BMI**)—Wild recitation novelty is the kookiest disk of the year. Top-of-the-chart contender. Flip: Same as "A" Side (track is reversed). **Warner Bros. 5831**

**LONDON & THE BRIDGES—TELL IT TO THE PREACHER** (Prod. by Harvey & Scott) (Writers: Weintraub-Sholle) (**Entertaining Artists of America, BMI**)—Reminiscent of the Bo Diddley sound, the exciting group's got a powerful chart entry in this teen dance rocker. Flip: "City I Was Born In" (Entertaining Artists of America, BMI). **Date 1517**

**SUSAN BARRETT—A GRAIN OF SAND** (Prod. by Paul Robinson) (Writers: Geld-Udell) (**Geld-Udell, ASCAP**)—Miss Barrett displays a dynamic voice in her disk debut with this strong folk rocker. Flip: "She Gets Everything She Wants" (Geld-Udell, ASCAP). **RCA Victor 8888**

**THE CHARMAINES—ETERNALLY** (Prod. by Herma Lewis) (Writers: Jackson-Goodings) (**Big Land, BMI**) — The girls have a chartbuster with this double-beat rocker aimed at the teen market. Flip: "If You Ever" (Little People, BMI). **Date 1518**

**JACKIE PAINE—GO GO TRAIN**—(Prod. by Huey P. Meaux) (Writers: Meaux-Valier) (**Crazy Cajun, BMI**) — Hard-drivin' blues-based sound should score well in both pop and r&b markets. Flip: "I'll Be Home" (Crazy Cajun, BMI). **Jet Stream 72**

**THE EVERLY BROTHERS—Somebody Help Me** (Essex, ASCAP). **WARNER BROS. 5833**  
**GENE CHANDLER—I Can't Save It** (Cachand, BMI)—I Can Take Care of Myself (Blackwood, BMI). **CONSTELLATION 169**  
**THE SUNRAYS—Don't Take Yourself Too Seriously** (Sea of Tunes, BMI). **TOWER 256**  
**THE ROYALTY—I Don't Want to Be the One** (South Mountain, BMI). **MGM 13544**  
**THE KINGSMEN—Little Sally Tease** (Burdette-Bolmin, BMI). **WAND 1127**  
**DONOVAN—To Try for the Sun** (Southern, ASCAP). **HICKORY 1402**  
**BARRY YOUNG—I Love You So Much It Hurts** (Melody Lane, BMI). **COLUMBIA 43723**

## COUNTRY SPOTLIGHTS

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

**EDDY ARNOLD—THE TIP OF MY FINGERS** (Prod. by Chet Atkins) (Writer: Bill Anderson (**Tree, BMI**))—With "The Last Word in Lonesome Is Me" still heading for the top of the country chart, Arnold offers still another soft, lyric ballad sure to hit hard in both country and pop markets. Flip: "Long Long Friendship" (Twin Forks, BMI). **RCA Victor 8869**

**GEORGE JONES—4033** (Prod. by Pappy Daily) (Writers: Jones-Montgomery) (**Glad, BMI**)—Hot on the heels of his chart-climbing "Old Brush Arbors," comes this cute, up-tempo, up-beat ballad in the vein of "I'm a People." Flip: "Don't Think I Don't" (Blue Crest-Husky, BMI). **Musicor 1181**

**CLAUDE KING—I WON'T BE LONG IN YOUR TOWN** (Prod. by Law & Jones) (Writer: King) (**Al Gallico, BMI**)—King-penned lyric ballad is catchy, foot-tapping number with exceptional instrumental backing. Flip: "The Juggler" (Gallico, BMI). **Columbia 43714**

### CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

**STONEWALL JACKSON—Blues Plus Booze (Means I Lose)** (Sure-Fire, BMI). **COLUMBIA 43718**  
**JOHNNY HORTON—Sam Magee** (Warden, BMI). **COLUMBIA 43719**  
**BONNIE OWENS & THE STRANGERS—What's It Gonna Cost Me** (Shade Tree-Owen, BMI). **CAPITOL 5688**  
**BUDDY CAGLE—The Wild Side of Life** (Travis, BMI). **IMPERIAL 66187**  
**FREDDIE HART & THE HEARTBEATS—Together Again** (Central, BMI). **KAPP 765**  
**JIMMY MARTIN—Who'll Sing For Me** (Stamp-Baxter, BMI). **DECCA 31987**  
**CONWAY TWITTY—Look Into My Teardrops** (Wilderness, BMI). **DECCA 31985**  
**LARRY STEELE—Daylight Losing Time** (Barmour, BMI). **HILLTOP 3012**  
**BILL LINDSEY—The Good Side of You** (Lindsey, BMI). **DEVIL 100**

## R&B SPOTLIGHTS

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

## NO R&B SPOTLIGHTS THIS WEEK

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

**THE POETS—So Young (And So Innocent)** (Sagittarius, BMI). **SYMBOL 216**  
**TOMMY TATE—Big Blue Diamonds** (Lois, BMI). **OKEN 7253**  
**POOKIE HUDSON—All the Places I've Been** (Dandelion, BMI). **JAMIE 1319**

**THE MITCHELL TRIO—Dark Shadows & Empty Hallways** (Blackwood, BMI). **MERCURY 72591**  
**THE FOUR PREPS—The Girl in the Shade of a Striped Umbrella** (T.M., BMI). **CAPITOL 5687**  
**BLUES PROJECT—Where There's Smoke, There's Fire** (Sea Lark, BMI). **VERVE FOLKWAYS 5019**  
**THE JAMES BOYS—Keep the Fire Burning** (Hi-Count-Tenson, BMI). **COLUMBIA 43717**  
**DAVE DEE, DOZY, BEAKY, MICK & TICH—Hideaway** (Gatwick, BMI). **FONTANA 1553**  
**SHAGGY BOYS—Stop the Clock** (Giant Killer, Unart, BMI). **RED BIRD 076**  
**RICHARD & THE YOUNG LIONS—Open Up Your Door** (Saturday, BMI). **PHILIPS 40381**  
**JO STAFFORD—Cry, Cry Darling** (Acuff-Rose, BMI). **DOT 16904**  
**CHAPTER SIX—Lovin' All the Time** (Clare-MRC, BMI). **MERCURY 72577**  
**KEN DODD—Promises** (Chappell, ASCAP). **LIBERTY 55893**  
**THE WILL-O-BEES—The World I Used to Know** (In Music, ASCAP). **DATE 1515**  
**MEL TILLIS—Mental Revenge** (Cedarwood, BMI). **KAPP 764**  
**ANITA ORTEZ — Come on Chi-Chi (Let's Go Back)** (Peer International, BMI). **COLUMBIA 43695**  
**JOAN REGAN—Don't Talk to Me About Love** (Al Gallico, BMI). **COLUMBIA 43704**  
**SHARON SUGL—His Love is Amazing** (South Mountain, BMI). **CORAL 62487**  
**THE STRANGERS—Land of Music** (Faithful Virtue, BMI). **KR 0115**  
**GAYLE HANESS—We Got a Thing Going Baby** (Trio, BMI). **BANG 526**  
**WAYNE LOGSDICE—Owl Boogaloo** (Action, BMI). **PHILIPS 40383**  
**MIKE AND JUDY CALLAHAN—I'm Gonna Tell 'Em at the A.S.P.C.A.** (You Treat Me Like a D-O-G) (Hollis, BMI). **DECCA 31984**  
**THE 3rd EVOLUTION—Don't Play With Me** (Dawn, BMI). **DAWN 306**  
**THE CARRIAGE TRADE—Wild About My Lovin'** (Preacher-Music Ways, BMI). **FILMWAYS 107**



**BERT BERNIS**

*Says*

**THIS IS THEIR  
BIGGEST RECORD  
TO DATE**



**YOU MAKE  
ME FEEL  
SO GOOD**

**THE McCOYS**

*Bang 527*

A Feldman, Goldstein, Gottehrer Production

.... "and we're still not tired"  
the gang at bang

**BANG**

RECORDS



1650 BROADWAY, NEW YORK, N. Y. 10019 TEL: LT 1-3747

Copyrighted material

ADVERTISEMENT  
**TAPE  
CARTRIDGE  
TIPS**

by Larry Finley

Next Sunday, July 10th, the NAMM Music Show opens at the Conrad Hilton Hotel in Chicago. From all indications this promises to be the greatest show of all time; due mainly to the interest in the stereo tape cartridge lines which will be shown as well as the many displays of the latest play-back equipment.

The ITCC booth, located in Space 106, will be a hub of activity; not only because of its tremendous scope of catalog which includes 61 labels, but because ITCC will unveil for the first time its new exclusive packaging concept. In addition, there will be a complete display of our new "pilfer-proof" racks, point-of-purchase material, and sales aids for distributors and dealers.

Due to the rapid growth of the tape cartridge field, many importers were unable to get their own booths at the Show as most of the spaces were reserved one year in advance. Therefore, ITCC is making its space available to manufacturers and importers so that show visitors can see a complete line of sets which are on the market. However, we are restricting the display to sets which, we feel, are from reputable firms. We will not recommend any particular set, as our sole function in the business is that of supplying cartridges.

We would also like to invite all dealers who will be present at the Show to register for a drawing; the prize being a \$100 registration for the BILLBOARD Tape Cartridge Conference which will be held at the Edgewater Beach Hotel in Chicago, August 29th and 30th. In addition to the registration, we will give the winner 50 ITCC four track and 50 ITCC eight track cartridges. (Distributors—we won't even go around you for the prizes! We will have a distributor in the dealer's area supply the cartridges; billing ITCC at the suggested dealer prices.)

If you are a distributor or manufacturer, we suggest you ask for a membership card in the "ITCC Club." We are forming this club only for the duration of the Show and it will be headquartered at the Conrad Hilton. The card will entitle you to meet many nice people and we promise that your membership can turn a tiring day into a happy one. You will not be asked to join our club so you will have to ask one of our people at the booth for a membership card. Even if you do not do business with us we would like you to join, BUT you must be a manufacturer or distributor.

ITCC looks forward to meeting YOU at the MUSIC SHOW!



**INTERNATIONAL TAPE  
CARTRIDGE CORPORATION**

Subsidiary of Dextra Corporation

Main Office

1290 Avenue of the Americas  
New York, New York 10019  
212: 581-1040  
TWX 710: 581-3498

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

# TAPE CARtridge

## Potpourri Packing Puts Retailers at Loose Ends

By HANK FOX

NEW YORK—The lack of standardization in tape CARtridge packaging continues to be one of the major problems plaguing retail record and tape stores throughout the country, according to a Billboard survey.

Most dealers have not found an adequate and presentable way of displaying the cartridge products. Standard merchandisers are not available, and as each record company enters the market with its catalog, it brings its own size package with it, dealers said.

Not all the major record labels have gone tape cartridge as of now, and many dealers are waiting to see the majors' packaging ideas as they merge into the industry. Dealers report they are not proceeding with building racks and store facilities for the cartridges until all the majors are in and some uniformity has crystallized.

The pilferage problem is further added to the packaging havoc. In an effort to combat the stealing of tape, tape cartridge manufacturers have devised a number of techniques—all independent of each other and all with devices of different dimensions.

Because of the variety of boxing and the different types of labeling, dealers cannot build a tape cartridge showcase with an eye-catching appeal. Most dealers resort to stacking the cartridges one on top of another or side by side in book fashion. This, of course, defeats the distinctive outside packaging of a box such as in the Motown line. The miniature reproduction of album covers for cartridge use is rendered useless because of the lack of proper display. Also, some dealers say they will not carry a large cartridge stock until they can find a suitable method of presentation.

Capitol Records has attempted to reduce pilferage by bringing the package size up to 7 x 7-inch reel-to-reel cartridges. Capitol surrounds its cartridges with a polystyrene plastic "foam donut" (Billboard, April 20, 1966). The donut is too large to put in a pocket and it contains enough surface room for sales information. The cartridge can be viewed via a see-through plastic cover. The donut is not patented because Capitol hopes the rest of the industry will pick up its method as a standard package.

### ESP Adds Dozen Distributors; Total 33

NEW YORK—ESP Records, which has been in operation for a year, this week announced the appointment of a dozen distributors, bringing the total to 33.

New distributors are Associated, Indianapolis; Billinis, Salt Lake City; Delta, New Orleans; Essex, Newark, N. J.; Globe, Hartford, Conn.; Heilicher, Minneapolis; M. B. Krupp, Paso; Marshall Mangold, Baltimore; Music City, Nashville; Music Service Co., Great Falls, Mont.; Southland Dixie, Atlanta, and Tell Music, Madison, Wis.

The label is currently represented on the charts with a Fugs album.

Liberty Records has developed browser cards to counteract stealing of tapes. The actual tapes are kept in stock, away from the customer. In front, the potential purchaser will find a looseleaf book or ring of 12 x 10-inch heavy black cards. On each card a picture of the cartridge label and a description of its contents is pasted. The customer sees what the actual package looks like without going through a catalog listing of cartridge titles only. The browser card lists the contents of both the 4 and 8-track tape cartridges.

Liberty will soon unveil a 7 x 7-inch browser card. The more conventional size card will categorize 4-track and 8-track separately. As with Capitol, Liberty welcomes its system to be adopted by other firms.

Dealers all over the nation are improvising as best they can, but many of their methods are believed to be uneconomical or impractical. Stan Morris, president of Melody Shop, Inc., Perth Amboy, N. J., says he has to hide the tapes from the customers. The cartridges are encased in a glass showcase with a salesman behind the enclosure. The clerk must stay with the customer at all times while the customer is holding a cartridge for inspection. Morris is not proud of the poor display he says he has, but cannot do anything about it at present. He says he cuts out pictures from Billboard to use with his display. Morris says he cannot have an organized display because of the lack of uniformity. He is waiting for some type of merchandisers geared to the variety of sizes.

Many dealers complain of the

large number of personnel needed to supervise a tape cartridge department. Jack Wenzel of Music, Town, Downey, Calif., has had to install an elevated level in the cartridge department. Manager Joe Lockwood of Tape Town, Long Beach, N. Y., says one salesman can only sell to one customer at a time to cut down pilferage. The salesman must stay with the customer until the cartridges are either sold or returned. This means added personnel when the store is crowded.

When a dealer stacks cartridges on shelves, as a large percentage do, withing the reach of the public, or houses them in 45-r.p.m. record browser boxes, he must employ several people to do nothing else but watch customers near the display.

#### Space Problem

The difference in sizes also means that cartridges may be isolated from one another by company because the space dimensions for one may be inadequate for another. Case in point is the Capitol foam donut. Gertrude Luferseder, manager of tapes and records for the Paul A. Schmitt Music Co. of Minneapolis, says she must keep her Capitol product isolated from the others. The Capitol "donut" is the biggest size on the market. Miss Luferseder likes the Capitol idea, but feels it will serve its purpose only if everyone follows it. Some dealers take the cartridge out of the donut, but that defeats its purpose.

The thickness of the packages also varies. Lockwood of Tape Town claims the new Fidelipac box is slightly larger than the old. He said the new white pack fits too tightly in his racks so he

## Borg-Warner Picks Distributors

LOS ANGELES—Borg-Warner has named its first five Western distributors for its 8-track stereo tape CARtridge player. These distributors, according to Ken Dugan, Western sales manager for consumer products are: Adona Electronics in Reseda, Calif.; Calctron in San Francisco, Fresno and Sacramento; Huish Distributing Co., Salt Lake City; Tape-Tronics division of Seattle One-Stop and Associated Distributors, Phoenix.

"We are still looking for distributors in Montana and Denver," Dugan said. The Borg-Warner sets are built by Motorola and shipped to B-W's Bellwood, Ill., factory where they are shipped to distributors. Price of the unit with two speakers is \$129.95. The unit may be mounted flush to the dashboard, hung below the dash or placed over the transmission hump. Two five-inch speakers come in a "cyclocac" plastic housing.

consequently has difficulty removing the cartridge from display.

Motown's new book-type flip-open package with full album copy is made of heavy cardboard, thus increasing its depth to one inch. The RCA cartridge takes up as much space as two others, according to Music Town's Jack Wenzel, Tony Janik, manager of pre-recorded tapes, concurs. He calls the RCA line the least practical, but the most attractive. ITCC is just the opposite, he says.

All dealers questioned agreed, however, that the tape cartridges should not be behind the counter. They must be kept and packaged in a way so they can be seen.

## CRDC's CARtridge Price Policy

• Continued from page 1

"Much of the product emphasis on competitive labels," said the top salesman who worked on Capitol's historic one-price record policy two years ago, "has ignored the reason for being of the 8-track principal," notably its capacity for coupling double albums.

The heretofore 33 per cent discount "is not a basic, realistic margin," according to Gortikov. Asked to explain Capitol's thinking for a \$1 higher single cartridge, Gortikov answered that the company felt existing patterns were impossible to work with in order to obtain the "realistic accommodations for what we feel are the needs of the retailer." Capitol's higher single cartridge price "reflects the sensitivity of the retailer."

Cartridges are unique in that out-of-the-pocket costs to the manufacturer are more expensive than with recordings, Gortikov pointed out. Cartridge costs cover the housing itself (the Lear cartridge has 13 parts), the duplication, raw tape and loading.

"Adequate, realistic margins are necessary to offset the high obsolescence risks faced by all manufacturing and distribution echelons because of the mechanical vulnerability, high out-of-pocket costs and low salvage value of 8-track cartridges," continued Gortikov.

Capitol's pricing structure is planned to allow for an equitable profit margin in light of the cartridge's displacement of some album sales. "Such an exciting item from its inception," Gortikov said, "should not be destined as a 'loss leader' with in-

adequate margins. Now's the time to be realistic."

The company plans extensive advertising and promotion for its cartridge releases. The first avalanche has 20 single albums and 33 double albums, including 8 classical items.

## Billboard Seminar Gets Int'l Response

• Continued from page 1

Finkel also revealed that the interest in the industry extends beyond the U. S., judging by registrations coming in from abroad.

#### Educational Program

The two-day seminar will be an educational program devoted to treating the various aspects of the cartridge industry from the manufacture of cartridges and equipment, to their distribution and promotion, and to their merchandising at the retail level.

As part of the seminar, educational exhibits will be made available to registrants. Manufacturers of tape and accessories will display their products for educational purposes only. Finkel stressed the educational side of the exhibits as a means

whereby registrants can become better acquainted with the various developments in the general, and with the specific features of each product line in particular.

He stressed the educational side of such exhibits as opposed to permitting these exhibits to turn into sales displays. He said no order-taking or sales pitches will be allowed since this would be contrary to the educational purpose of the seminar.

Space for exhibits will be made available at the hotel's cost of \$20 per day, Finkel said. There will be no surcharge for hotel space made by the Forum, he said. Exhibits will be accepted following approval by the Forum management, he said, so that the Conference's educational aims will be served by what will be on display.

JULY 9, 1966, BILLBOARD

# THE BILLBOARD FORUM

Presents

## The Tape Cartridge Conference

AUGUST 29-30, 1966

CHICAGO, ILLINOIS

EDGEWATER BEACH HOTEL

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

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

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

### Conference Program

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

#### MONDAY MORNING, AUGUST 29, 1966

##### YOUR FUTURE IN THE TAPE CARTRIDGE FIELD

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

The Potential for Sales—A Forecast of Market Opportunities

#### MONDAY AFTERNOON, AUGUST 29, 1966

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

DEVELOPING AN INSTALLATION CENTER FOR PLAYBACK EQUIPMENT IN AUTOMOBILES

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

DISPLAYING, PROMOTING AND SELLING TAPE CARTRIDGES AT THE RETAIL LEVEL

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

DISPLAYING, PROMOTING AND SELLING TAPE EQUIPMENT AT THE RETAIL LEVEL

PURCHASING, INVENTORY AND INVESTMENT CONSIDERATIONS IN CARTRIDGE AND EQUIPMENT RETAILING

#### TUESDAY MORNING, AUGUST 30, 1966

##### SELLING TAPE CARTRIDGES AND EQUIPMENT—AN EVALUATION

###### Selling to Key Markets

In the Automobile Field  
In the Home

###### Selling Through Distribution Channels

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

###### Selling Through Dealers

Installer  
Record Dealer  
Auto Accessory Dealer  
Department Store

###### Selling Through Wholesalers

Rack Jobber  
Distributor  
One-Stop

### DISPLAY AND DEMONSTRATIONS OF TAPE EQUIPMENT AND ACCESSORIES

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

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

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

### REGISTRATION FORM

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

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

#### REGISTRATION FEE:

\$100.00 for a single registration

\$75.00 for each additional registrant from the same company

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

IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS.

Payment Must Accompany Order.

Make Check Payable to "Tape Cartridge Conference."

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

COMPANY NAME \_\_\_\_\_

We are \_\_\_\_\_ manufacturers \_\_\_\_\_ wholesalers \_\_\_\_\_ distributors \_\_\_\_\_ other: \_\_\_\_\_

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

ADDRESS \_\_\_\_\_

CITY, STATE & ZIP \_\_\_\_\_

NAMES OF REGISTRANTS AND THEIR TITLES:

\_\_\_\_\_  
\_\_\_\_\_

Your signature and title \_\_\_\_\_

## HOUSE OF SIGHT & SOUND SHOW TERMED SUCCESS

VAN NUYS, Calif.—An all-day "Tape-o-Rama" designed to expose CARtridge and related tape products was termed a successful accomplishment by the House of Sight & Sound's cartridge department manager Rod Lord.

The outdoor exposition of tape products was held recently in a parking lot adjacent to the store. Manufacturers exhibiting their wares included Autostereo, Craig, Taiko, Lear Jet (all cartridge players); Sony Superscope, Roberts, Panasonic (reel-to-reel players and one Roberts 8-track unit); Capitol and RCA Records and Harman-Kardon stereo consoles into which cartridge decks may be plugged.

Lord, whose operation was recently spun away from the regular reel-to-reel tape department, said the store felt the "Tape-o-Rama" was successful because it exposed the many different facets of tape to its San Fernando Valley customers.

The store received city-wide exposure by inviting KMPC to broadcast its afternoon music shows from the display area.

**SELL**

*The Music Makers*

**A.R.C.**  
ELECTRONICS, INC.

**"880" AUTO STEREO TAPE DECK**

A fully automatic, solid state, 13-transistor tape deck featuring balanced channels, filtered music, 10½ music Watts per channel. Plays up to two hours of tape. A four-track cartridge can be changed while driving. Available in 12-Volt Positive or Negative ground. Speaker kit with two 5¼" speakers included.  
SUGGESTED LIST \$119.88

**#2500 AUTO RECORD CHANGER**

Plays and rejects 12 45 records automatically. Fits all cars. No technician needed to install. Plays through radio. No more commercials, fadeouts, etc. Uses low-cost 45 records available everywhere.  
SUGGESTED LIST \$68.88

Send for information and prices on our complete line of auto sound systems.

**A.R.C. ELECTRONICS, INC.**

15302-K So. Illinois Ave.  
Paramount, Calif. 90723

15302-K So. Illinois Ave.  
Paramount, Calif. 90723



Plays and rejects 12 45 records automatically. Fits all cars. No technician needed to install. Plays through radio. No more commercials, fadeouts, etc. Uses low-cost 45 records available everywhere.

SUGGESTED LIST \$68.88

Send for information and prices on our complete line of auto sound systems.

**A.R.C. ELECTRONICS, INC.**

## TAPE CARTRIDGE

### Packard-Bell's Console Prices

LOS ANGELES — Packard-Bell has established a \$419.95 base price on its stereo phonograph-tape CARtridge consoles. A cartridge player is a built-in feature of three models and may be purchased as optional equipment for eight other units. In addition the players are available as table top plug-in accessories for other stereo consoles at \$89.95.

The built-in player comes with model RPC 58 and its three styles, Espana, \$495; Mediterranean, \$525, and Mediterranean White, \$525. The \$419.95 tag is on Model RPC 56's Scandia style. Players in the RPC-60 series run from \$525 to \$595 and from \$795 to \$895 in the RPC 62 series.

### Sugary Over Cap. Donut

HOLLYWOOD — Capitol's foam donut housing for its forthcoming tape CARtridge has generated enthusiastic response from dealers seeking a steal-proof system of displaying the stereo packages.

Oris Beucler, special products manager who invented the seven-inch square plastic package, reports the concept is being praised by other labels interested in applying the concept to their own product.

The polystyrene package is being produced for Capitol by Falcon Manufacturing. The label has not applied for a patent because it would prefer the package to gain industry acceptance. If Capitol and Beucler were to own the patent, royalties would incur for the users.

Tony Lenz, associate record buyer for the J. C. Penny chain wrote Beucler: "... Capitol has taken the first step toward sanity packaging of this product." Fred Sipiora of Singer One-Stop was equally enthusiastic: "It will be a great aid to the dealer. The size is ideal. We will be able to incorporate it right in with our other tape boxes and display units. It will really pay off in saving vital space."

### RCA Hops on Donut Wagon

LOS ANGELES—RCA Victor has begun using the tape CARtridge foam donut designed by Capitol's special products manager Oris Beucler, according to Falcon Manufacturing, which produces the plastic housing.

Falcon has been shipping the polystyrene package to RCA's Indianapolis plant, a company spokesman here said, adding that Victor is also using an Eastern plastics molder to provide the donut which holds a 4 x 5¼-inch cartridge.

### Hoffman Makes Plug-In Access'y

EL MONTE, Calif. — Hoffman Electronics is entering the 8-track tape CARtridge equipment field with a \$69.95 plug-in accessory for its high end priced consoles. Hoffman calls the accessory Add-A-Tape. Its line of solid-state stereo phonographs runs the gamut from \$425 to \$750.

Hoffman is buying the cartridge player decks from Lear and Motorola.



MERCURY-LEAR discussions were held in Chicago recently between Mercury's newly appointed recorded tape division product manager, Tom Bonetti, left, and Paul Featherstone, manager of OEM sales for the stereo tape division of the Lear Jet Corp.



SIGNING AN ORDER for \$1,204,000 in Lear Jet Stereo-8 tape CARtridge units is Sidney Koenig, president of Chancellor Electronics, Newark, N. J. Jim Gall, director of marketing for the Lear stereo division, said it was "the largest single order for Lear Jet Stereo-8 tape players ever signed by a distributor." Behind Koenig, left to right, are Gall; Joel Rowley, manager of distribution for Lear Jet stereo division; Gene Lucas, New York sales representative for the Lear division, and Joel Koenig, vice-president of Chancellor Electronics.

Join the Winning Team  
Who Have Picked

**"LET'S CALL IT  
A DAY, GIRL"**

by

**The Razor's Edge**  
POW 101

PICKS TO DATE:

BILLBOARD SPOTLIGHT • CASH BOX BEST BET

RECORD WORLD 4 STAR

GAVIN PERSONAL PICK • TEMPO WIZARD

a smash follow-up to his first blues hit!

**"MY MONEY AIN'T  
LONG ENOUGH"**

**Al King**

SAHARA 113

FOR DJ COPIES CONTACT: STEVE BRODIE

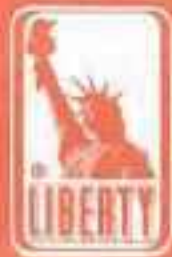
**MASTERS RELEASING, INC.**

959 MAIN STREET, BUFFALO, NEW YORK. TEL.: (716) 882-0427

# MY HEART REMINDS ME

#55897

# VIKKI CARR



This sweetheart of a single is from Vikki's brand new Liberty LP "The Way of Today." Includes:

Nowhere Man • You Don't Have To Say You Love Me • If You Love Me, Really Love Me • My Prayer • Anyone Who Had A Heart • I Hear A Rhapsody • Strangers In The Night • Can I Trust You? • My Heart Reminds Me • I Will Wait For You • My World Is Empty Without You

LRP-3456/LST-7456



## Mitchell the Soloist A Powerhouse Act

NEW YORK—Chad Mitchell made his New York debut as a single Thursday (28) at the Village Gate. It was his first appearance in the city since he left the Chad Mitchell Trio a year ago.

Mitchell, who parted company with the trio at its height of success to strike out on his own, is a dynamic personality with



"Tuff Guitar Tijuana Style" is the latest Al Caiola album on United Artist records (UA 3473). "Help!," "Yesterday" and "Just a Little Bit Better" are among the dozen tracks that improve in flavor with the tasty Caiola treatment. Al is at his ingenious best throughout, with exciting arrangements that produce solid programming material. Al Caiola on tour, on television or on records, plays an Epiphone Al Caiola model guitar, which he helped design. Epiphone—choice of those who can hear the difference. (Advertisement)

a forceful and well-developed delivery. His relaxed manner and showmanship won over the packed house.

Appearing on the same bill with Odetta and Roland Kirk, Mitchell presented a well-balanced program of new material and arrangements. His repertoire included folk, blues and Broadway show tunes.

Each of Mitchell's numbers conveyed sense of meaning behind the lyrics. His unassuming appearance, coupled with a modest facial expression, and a highly polished performance, depict Mitchell as an intelligent singer with something important to say. The material cannot really be considered protest songs, especially not in the Dylan vein. But, in a subtle way, he points out defects in society—much in the manner he used when he was with the trio. In "Yowsir," he also uses a sophisticated profound humor which made the trio famous.

The emotion Mitchell projects is almost astounding. Stand-out was "Marieke," a Belgian number. Mitchell developed its soft, tender opening to an intense emotional peak, bringing bursts of applause from the audience. **HANK FOX**

## TRO Acquires 2 Show Scores

NEW YORK — Two new show scores, "The Three Musketeers" by Laurie Johnson and Herbert Kretzmer and "Ordinary Audrey" by Ted Dickson and Myles Ridge, have been acquired by The Richmond Organization (TRO). Both shows are listed for fall productions in London with plans for Broadway presentations later.

David Platz, managing director of Essex Music of England, a TRO affiliate, said "The Three Musketeers" will open in London in a Bernard Delfont production in late fall with Peter Coe directing. Anna Quayle, star of "Stop the World—I Want to Get Off," will be starred in "Ordinary Audrey," set for September production by Leon Gluckman. TRO also is publisher of "A Joyful Noise," currently on a summer tour of tent theaters before a scheduled October Broadway opening.

## Simon & Garfunkel Hop to Stockholm

STOCKHOLM—Simon & Garfunkel, Columbia disk stars, arrived here Friday (1) for television appearances as part of their European tour. Previous stops were in Paris and Holland. Monday (4), they were in Aalborg, Denmark, to participate in the Danish government's Fourth of July celebration. Also, set for this week are several London television appearances.

The duo will return to the United States for appearances at the Malibu Beach Club in Long Island on July 15; Hampton Beach, New Hampshire, July 16; and the Carousel Theater in Framingham, Mass., July 17. Tentative plans call for a Soviet Union tour later this year.

## Rolling Stones Bring Police, Mob to Tears

BOSTON—England's Rolling Stones left suburban Lynn with a flock of mothers who didn't know whether to be mad at the rock 'n' rollers or at the local police. After 15,000 teen-agers packed the Manning Bowl, receiving the songfest with the usual hysteria, a large segment rushed the stage at the conclusion causing police to use tear gas.

Police insisted the gas was used purely as a precautionary measure. A score of kids were rushed to the hospital but injuries amounted to little more than cuts and bruises. The crowd had sat through the concert which was punctuated by heavy rain. As the crowd stormed the barricade the Stones scrambled off the stage and were sped by police escort to Boston Airport where they headed for Cleveland, second stop on their nation-wide tour.

## Ashley Famous Takes on Acts Of Kama Sutra

NEW YORK — Kama Sutra has signed a three-year representation agreement with Ashley Famous Agency. It marks the first time that the record and independent production firm has affiliated itself exclusively with any booker.

The deal was negotiated by Al Schweitman of AFA and Hy Mizrahi, Artie Ripp and Phil Steinberg of Kama Sutra.

Frank Mell, Kama Sutra vice-president, said that the contract also covers artists managed by Cama Deva Management. He added that the contract also covers writers and producers.

Ed Rubin, AFA concert head, pointed out that due to prior commitments, the Lovin' Spoonful and the Shangri-Las are not covered in the contract.

Rubin said he regards the deal as a major step forward in AFA's move to enter the teen market. Kama Sutra artists will be represented in TV, movies, concerts and commercials.

## SIGNINGS

George Martin, British composer-conductor and arranger, has been signed to an exclusive, long-term contract by United Artists. The deal covers albums and singles by Martin, the first of which will be out shortly.

Barry Mann has signed a five-year, \$1 million deal with Capitol. . . . The Dorales, Kevin Knox group, has signed an exclusive contract with Shaw Artists. The group left last week on an extended Caribbean tour. . . . The Rev. Charles Taylor and the Taylor Singers have signed with Hob, Scepter's gospel subsidiary. . . . Phil and the Frantiks to Phoenix. . . . Billy Maxted and his combo to Liberty. . . . Willie Hutch, formerly with Modern and Loma, has joined Soul-Town as writer-producer. . . . Nai Bonet, oriental dancer, to Audio Fidelity. . . . The Original Blind Boys of Alabama to Hob, where their first album will be "I Saw the Light."



THE ROLLING STONES, British group on the London label, surround WMCA disk jockey Garry Stevens, wearing cravat, as they kick off their fifth U. S. tour aboard the S.S. Sea Panther on New York's Hudson River.

## Davy Delivers the Gags With Punch That Zings

NEW YORK — Dick Davy, who opened at the Living Room here Monday (27), combines the style, accents and delivery of the late Bob Burns with the social outlook of Mort Sahl, and the combination is a happy one.

Davy's approach is that of a wide-eyed Arkansas hillbilly just arrived in New York. He makes pointed remarks about material dear to the hearts of Greenwich Village satirists—Vietnam, civil rights, demonstrations of all sorts, religion and politics.

He has a point of view, generally held by most campus rebels, but he never gets pedantic or nasty, and never strays from the limits of good taste.

Some of his one-liners are polished gems. Typical is his description of the Army—"The Corps gone mean." He also takes aim on such political figures as the Wallaces, Mayor Lindsay, Adam Clayton Powell and Robert McNamara.

Davy recently played Harlem's Apollo Theater, one of the few white comics to do so. He was warmly received.

The Arkansas comic signed with Columbia Records and

should have an album forthcoming. If it measures up to his Living Room performance, it should enjoy a respectable sale. **AARON STERNFIELD**

## Gottcherer Forms Four Companies

NEW YORK — Sire Productions, Sire Management Co., Doraflo Music (BMI) and Bleu Disque Music (ASCAP) have been formed by Richard Gottcherer. Artists signed to Sire Productions are Cannibal & the Headhunters and the Three Strangers. Sire Management will handle bookings for Cannibal & the Headhunters, and will add additional talent shortly.

The first record produced by Sire Productions is "Tell Her" by Dean Parrish for Boom Records. Sire is now negotiating productions pacts with several other companies. Gottcherer is also scouting for writers for his publishing firms. His offices are at 146 West 54th Street, New York.

Unsurpassed in Quality at any Price

**GLOSSY PHOTOS**

7½¢ EACH IN 1000 LOTS  
\$10.98 per 100  
Post Cards \$40 per 1000

100 8x10 COLOR \$98.00  
WE PROCESS YOUR COLOR FILMS

**COPYART Photographers**

A Division of JAMES J. KRIEGSMANN  
165 W. 46th St., N.Y. 36 PL 7-0233

LEADER IN THE NORTHERN CALIF. SOUNDS

**MANAGEMENT BY MARTIN, INC.**

Now booking, managing, publishing & recording.

CONTACT: Geri Statham 423 4th St. Marysville, Cal. 742-5700

**MANAGEMENT BY MARTIN**  
is a California State licensed & bonded corp.



JACK JONES sings to a group of wounded soldiers just returned from Vietnam at Walter Reed Hospital during afternoon of his recent engagement at the Shoreham Hotel, Washington. Jones was part of the Bob Hope troupe visiting Vietnam during the Christmas season.

# THE JAZZ BEAT

By ELIOT TIEGEL

Jazz is invading Orange County, adjoining Los Angeles and the home of the California Angels and Disneyland. Two jazz buffs, **Ted Fuller** and **Ted Geisler**, have contracted with **Jimmy Lyons**, director of the Monterey Jazz Festival, to direct their own jazz festival which is being called the Pacific Jazz Festival, scheduled for Oct. 7-9 at the Orange County Fairgrounds in Costa Mesa.

The Fairgrounds will seat about 9,000 persons and the idea is to pattern the first annual Pacific Jazz Festival after the successful Monterey bash.

The two Teds, who are businessmen in Orange County, originally contacted **Mike Davenport**, General Artist Corp.'s young and enthusiastic jazz professional, who suggested they hire a professional to run the festival. "I told them to get a pro," Davenport said, "because they could lose a lot of money if they ran the show themselves. They agreed." The two Teds have set up a post office address, P.O. Box Jazz in Costa Mesa.

The Festival location is about five miles inland from Newport Beach, a seaside community. The October conclave of as yet unnamed performers, will not be the first jazz festival in Southern California. The Hollywood Bowl was the scene of jazz programs in 1959 and 1960 and, according to Davenport, only the initial venture was a financial success.

The Pacific Festival has a reported talent budget of \$40,000, similar to Monterey's. The schedule will offer five concerts spread over three days. The tentative plan is for a Latin night Friday, featuring such stalwarts of the art as **Cal Tjader**, **Mongo Santamaria**, **Willie Bobo**, **Tito Puente** and others available. Saturday afternoon would be devoted to the

blues, from the rural styles of **Muddy Waters**, **Memphis Slim**, **Mama Thornton**, to **Joe Turner** and **Jon Hendricks** to the white urban style of the **Paul Butterfield Blues Band**. Saturday evening would be the blockbuster concert. Sunday afternoon would be a return to the band sounds which filtered through the famed Balboa Ballroom; i.e., **Stan Kenton** and **Gil Evans**. The concluding concert Sunday would spotlight one major blues name, but this could change indicated Davenport.

Cal Tjader had mentioned the forthcoming Festival to the Jazz Beat during his recent Manne Hole engagement. He was enthusiastic over the idea and eager to wail. The Latin side of jazz has always been present at outdoor extravaganzas, but has never really had its own all-night fling. It looks like the Costa Mesa boys are about to let the bossa nova, et al., have their splurge.

For Lyons, the Pacific Festival is an extension of his concertizing activities which includes Monterey and also a tour to European festivals. Since leaving KFRC, San Francisco, he has gone to work with the California Arts Commission and is now cracking ground in the Southern part of the State for the jazz festival business. Lyons does things with respect and adoration for the art and this portends fine things for the embryonic festival.

The Newport Beach area is perfect for a festival, according to Davenport, because of its proximity to Los Angeles and Melodyland, a theater-in-the-round which books jazz acts. And with San Francisco only one hour from L. A. by jet or nine hours by car, the Festival could prove an attraction to Northern Californians also, the talent booker says.

As part of Davenport's activities,

## 3 MARTINO LP'S CHARTBUSTERS

**HOLLYWOOD** — Three Al Martino albums for Capitol are riding the Billboard Top LP's chart, including his latest, "Think I'll Go Somewhere and Cry Myself to Sleep," which is in its fourth week on the list. The other two are "Spanish Eyes," which has been on for 21 weeks, and "My Cherie," in its 44th week. Martino opened at the Coconut Grove in Los Angeles last Tuesday (28).

## 'West Side Story' In German Set

**VIENNA** — Volksoper will produce Leonard Bernstein's "West Side Story" in German during spring of 1967, as a highlight of the new season. Other programs will include Goldoni's "The Venetian Twins" with Maximilian Schell, Igor Stravinsky's "Nightingale," Bartok's "Duke Bluebeard's Castle" and Weber's "Freischutz."

he has put together a moderately priced package titled the Monterey Jazz Festival All Stars which sells in the \$1,500-\$2,000 range for college and junior colleges. The package is being booked in California, Oregon, Arizona and Colorado and features the **John Handy Quintet**, the **Bola Sete Trio**, the **Jean Hoffman Trio**, and **Jimmy Lyons** as emcee.

The package begins a day after the Monterey bash and will play 25 schools thus far. Several members of the tour will be available for afternoon seminars. The tour can play a junior college in the afternoon and a regular college in the evening.

## MUSIC ON CAMPUS

By ROGER LIFESET

Stanford University (Calif.) has recently completed its year-long jazz festival, the Stanford Jazz Year 1965-1966. The fall concerts featured **Louis Armstrong** and **Ella Fitzgerald** with **Duke Ellington**. Standing ovations were given for both shows, and encores were demanded. The winter quarter boasted **Thelonious Monk**, **John Coltrane**, **Dizzy Gillespie**, **Modern Jazz Quartet** and **John Hendricks**. During the Coltrane concert, he departed from his usual methods and concentrated on wild, abstract numbers, with heavy emphasis on African rhythms. The spring quarter had such headliners as **Ray Charles**, **Miles Davis**, **John Handy** and **Muddy Waters**. The inclusion of lectures, exhibits and "jazz casuals" widened the music scope of listeners. In all, the Stanford Jazz Year seemed to have been a unique accomplishment for any college campus.

The University of Texas sponsored a career guidance workshop for 42 high school seniors, whose interests lie in the field of radio and television. It was conducted from June 20 through 25, with **Harvey Herbst** acting as head supervisor. . . . Upsala College's campus representative, **Doug Larson**, reports that he has been appointed mediator between the college and booking agents. . . . The Berkeley Folk Music Festival was held at the University of California on the Berkeley campus this past week. This year the festival featured such artists as the **Jefferson Airplane**, **Peter Seeger**, **Phil Ochs**, **Sam Hinton** and the **Greenbriar Boys**. . . . New college correspondents, who will be representing Billboard in the fall, are: **Fred Bauries**, St. Cloud State College; **Benjamin Kressman**, North Texas State College; **Franklin Lipsius**, Cornell Uni-

versity, and **John R. Miller**, Palm Beach Junior College.

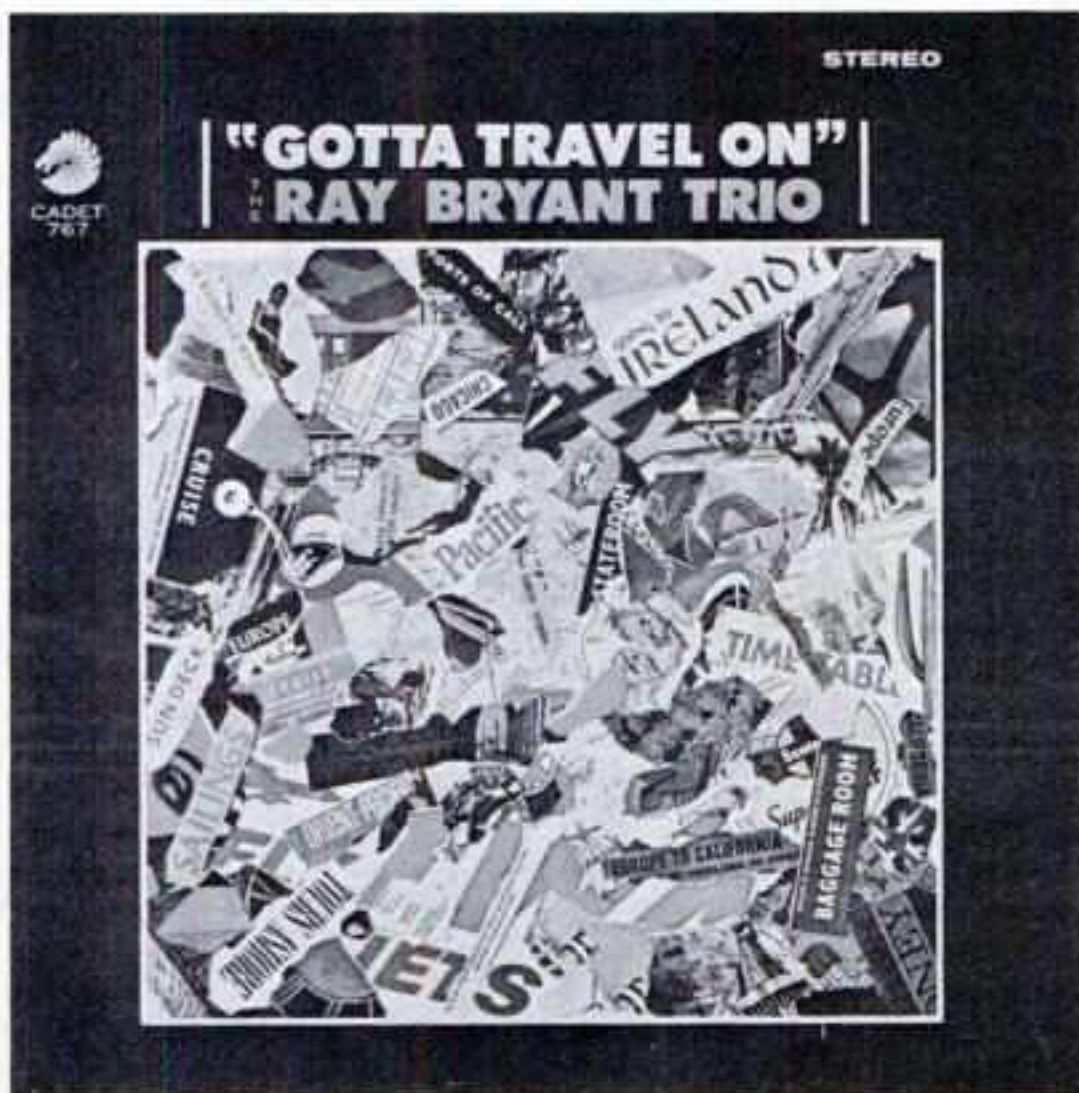
Keep Billboard posted on campus events. If your college isn't represented by Billboard's College Bureau, write Billboard College Bureau, Box H, 165 West 46th Street, New York, N. Y.

## Bravo to Adamo

**PARIS** — Pathe-Marconi star **Salvatore Adamo** was presented with the Bravo Music Hall award of 1966 by former winner **Dalida** at a ceremony at the Olympia Theater, Paris, after Adamo's Musicorama concert. The Bravo award is made each year jointly by radio station Europe No. 1 and the weekly show business magazine, *Cine-monde*, following a ballot by listeners and readers.

## ANDY WILLIAMS TO PLAY DALLAS

**DALLAS, Texas**—The **Andy Williams-Henry Mancini** show will play here at the Memorial Coliseum on July 20. Backing the show will be a 40-piece orchestra flown in from California. Mancini will conduct as well as appear as pianist-soloist, playing many of his compositions. It will be Williams' first appearance here since he was part of the Williams Brothers. Williams and Mancini teamed up for a successful one-night stand at Houston's Domed Stadium recently.



LP/LPS 767—Gotta Travel On—Ray Bryant Trio

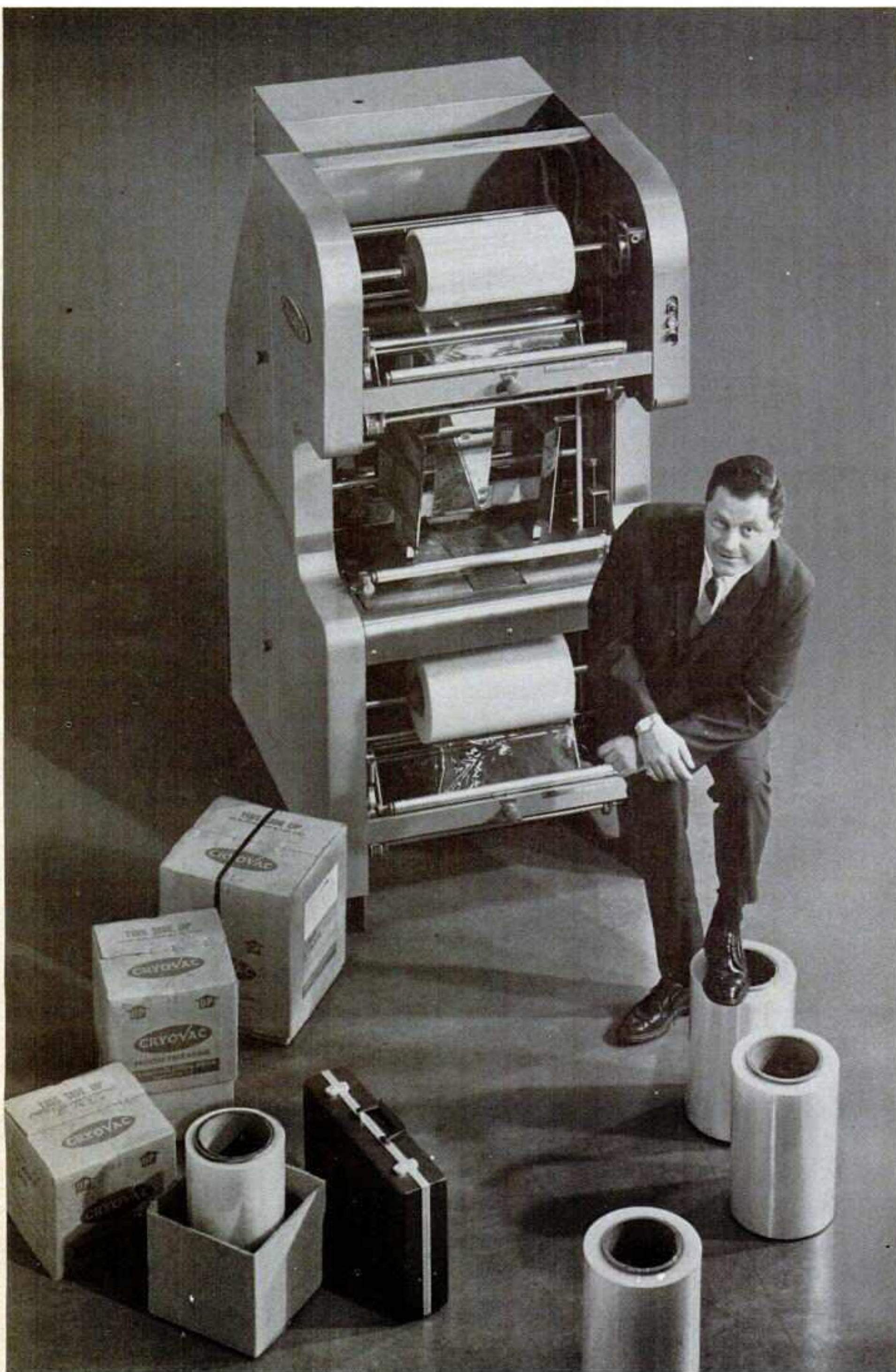


LP/LPS 764—Rhapsody—Ahmad Jamal w/Strings



There's A World of Excitement on Cadet

Chicago, Illinois 60616



## Neal Will is only part of what we sell

(but he's very important)

Neal is your "answer man" when it comes to record overwrapping. As an engineer/salesman for Cryovac, he knows film, equipment and has the technical knowledge to keep your production lines humming. (Neal is but a part of a capable team of experts that makes possible on-the-spot service throughout the country.)

When you combine his technical knowledge with the advance design features and versatility of the Cryovac SA-1 machine, and a wide range of shrink films, you know how we can answer any needs you may have.

Whether you are overwrapping single LP's, LP albums, tapes or tape cartridges . . . Neal has the answers on how you can wrap them faster, better and more economically. One reason for the answers is that only Cryovac offers a complete record overwrapping program of films and advance design equipment.

Another reason is the technical assistance of engineers such as Neal Will. That's why he's very important.

**CRYOVAC**



**GRACE** W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S. C.

## Billboard TOP 40

### EASY LISTENING

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

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	1	1	STRANGERS IN THE NIGHT . . .	Frank Sinatra, Reprise 0470 (Roosevelt-Champion, BMI)	11
2	2	2	3	THE IMPOSSIBLE DREAM . . .	Jack Jones, Kapp 755 (Fox, ASCAP)	10
3	6	8	18	SOMEWHERE MY LOVE . . .	Ray Conniff & Singers, Columbia 43626 (Robbins, ASCAP)	4
4	3	4	6	WIEDERSEH'N . . .	Al Martino, Capitol 5652 (Roosevelt, BMI)	9
5	7	9	13	I ONLY HAVE EYES FOR YOU . . .	Lettermen, Capitol 5649 (Remick, ASCAP)	6
6	4	3	2	THE MORE I SEE YOU . . .	Chris Montez, AAM 796 (Bregman, Vocco & Conn, ASCAP)	13
7	5	5	8	IT'S OVER . . .	Jimmie Rodgers, Dot 14861 (Honeycomb, ASCAP)	8
8	10	13	15	IF HE WALKED INTO MY LIFE . . .	Eydie Gorme, Columbia 43660 (Morris, ASCAP)	5
9	9	11	11	STRANGERS IN THE NIGHT . . .	Bert Kaempfert & His Orchestra, Decca 31945 (Roosevelt-Champion, BMI)	10
10	12	15	16	LARA'S THEME . . .	Roger Williams, Kapp 738 (Robbins, ASCAP)	11
11	8	7	7	MAME . . .	Louis Armstrong, Mercury 72574 (Morris, ASCAP)	10
12	20	24	—	YOU DON'T HAVE TO SAY YOU LOVE ME . . .	Dusty Springfield, Phillips 40371 (Robbins, ASCAP)	3
13	25	33	—	THE WORK SONG . . .	Herb Alpert & Tijuana Brass, AAM 805 (Upam, BMI)	3
14	11	6	4	COME RUNNING BACK . . .	Dean Martin, Reprise 0466 (Richbarr/Kita, BMI)	10
15	15	18	22	IN THIS DAY AND AGE . . .	Patti Page, Columbia 43647 (Gallico, BMI)	5
16	17	20	23	ONE—TWO—THREE . . .	Jane Morgan, Epic 10032 (Double-Diamond, BMI)	6
17	18	21	25	HOW CAN I TELL HER IT'S OVER . . .	Andy Williams, Columbia 43650 (Columbia, BMI)	5
18	21	25	38	HAPPY SUMMER DAYS . . .	Ronnie Dove, Diamond 205 (Picturetone, BMI)	4
19	30	37	—	LA BAMBA . . .	Trini Lopez, Reprise 0480 (South Mountain, BMI)	3
20	13	10	5	MAME . . .	Bobby Darin, Atlantic 2329 (Morris, ASCAP)	13
21	24	27	29	BLACK FOREST HOLIDAY . . .	Horst Jankowski, Mercury 72567 (MRC, BMI)	9
22	14	12	12	COO COO ROO COO COO PALOMA . . .	Perry Como, RCA Victor 8823 (Peer Int'l, BMI)	8
23	28	30	32	DAYDREAMER . . .	Robert Goulet, Columbia 43668 (Morris, ASCAP)	5
24	16	14	9	THE LAST WORD IN LONELY IS ME . . .	Eddy Arnold, RCA Victor 8818 (Tree, BMI)	10
25	23	23	24	STAGECOACH TO CHEYENNE . . .	Wayne Newton, Capitol 5643 (Miller, ASCAP)	7
26	29	31	36	SUMMER LOVE . . .	John Davidson, Columbia 43635 (Mutual, ASCAP)	4
27	33	39	—	YOU CAN'T ROLLER SKATE IN A BUFFALO HERD . . .	Roger Miller, Smash 2043 (Tree, BMI)	3
28	37	—	—	CAN I TRUST YOU? . . .	Bachelors, London 29010 (Miller, ASCAP)	2
29	19	19	17	LESS THAN TOMORROW . . .	Jerry Vale, Columbia 43605 (South Mountain, BMI)	12
30	31	32	33	IF I FELL . . .	Brothers Four, Columbia 43621 (Maclean, BMI)	6
31	40	—	—	UPTIGHT . . .	Nancy Wilson, Capitol 5673 (Jobete, BMI)	2
32	38	40	—	MISTY . . .	Groove Holmes, Prestige 401 (Vernon, ASCAP)	3
33	35	38	—	TRUMPET PICKIN' . . .	Al Hirt, RCA Victor 8854 (Mayhew, BMI)	3
34	34	35	39	I'LL BE GONE . . .	Pozo-Seco Singers, Columbia 43646 (Edmark, BMI)	4
35	—	—	—	YOU, YOU, YOU . . .	Mel Carter, Imperial 66183 (Mellin, BMI)	1
36	39	—	—	LET IT BE ME . . .	Arthur Prysock, Old Town 1196 (Leeds, ASCAP)	2
37	—	—	—	GEORGIA ROSE . . .	Tony Bennett, Columbia 43615 (Folst, ASCAP)	1
38	—	—	—	WADE IN THE WATER . . .	Ramsey Lewis, Cadet 5541 (Ramsel, BMI)	1
39	36	36	40	YOU'VE GOT POSSIBILITIES . . .	Peggy Lee, Capitol 5653 (Morley, ASCAP)	4
40	—	—	—	LARA'S THEME . . .	Brass Ring, Dunhill 4036 (Robbins, ASCAP)	1



**mas que nada\***



# **SERGIO MENDES & BRASIL '66**

**A & M RECORDS IS PROUD TO PRESENT SERGIO MENDES & BRASIL '66 WITH THEIR NEW SINGLE FROM THEIR SOON TO BE RELEASED ALBUM.**

**"MAS QUE NADA" B/W "THE JOKER" ...A & M RECORDS 807**

**\*FOR THE CORRECT PRONUNCIATION, PLEASE CALL YOUR LOCAL BRASILIAN CONSULATE**



Billboard

HOT 100

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

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

Table with columns: Wk. Ago, Wks. On Chart, Title, Artist (Producer), Label & Number. Includes songs like 'Paperback Writer', 'Red Rubber Ball', 'Strangers in the Night'.

Table with columns: Wk. Ago, Wks. On Chart, Title, Artist (Producer), Label & Number. Includes songs like 'Sweet Talkin' Guy', 'The More I See You', 'Somewhere My Love'.

Table with columns: Wk. Ago, Wks. On Chart, Title, Artist (Producer), Label & Number. Includes songs like 'Have I Stayed Too Long', 'Not Responsible', 'I Love You 1,000 Times'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z from the Hot 100 chart.

Table listing songs A-Z from the Bubbling Under the Hot 100 chart.

Table listing songs A-Z from the Bubbling Under the Hot 100 chart.

Table listing songs A-Z from the Bubbling Under the Hot 100 chart.

**MOTHER'S  
LITTLE HELPER**

**LADY JANE**

**THE ROLLING  
STONES**



A SINGLE OF  
SIGNIFICANCE

*LONDON* 45-902

produced by andrew loog oldham

# RADIO-TV programming

## Capitol Recognizes Importance of Stereo by Launching Test Show

HOLLYWOOD — Acknowledging the growing popularity of FM multiplex broadcasting, Capitol's Silver Platter service is mailing an experimental one-hour stereo show to the nation's 475 FM stereo stations. The four-sided program, broken down into 15-minute segments, is an attempt by the company's radio/TV services department to ascertain interest by the stereo broadcasters for a free hourly program.

The radio/TV services department headed by Jack Wagner is currently in its fifth year of providing a free monaural half-hour show to domestic and international broadcasters, exposing new Capitol album product, albeit never mentioning any label affiliation.

The FM Stereo Silver Platter show is strictly a proposed service, Wagner explained last week. "We merely want to find out the reactions of multiplex broadcasters to our idea for free full-dimensional stereo programming," the former disk jockey said. This first program could be the forerunner of a stereo series if enough broadcast enthusiasm is generated.

The demonstration program consists of two disks programmed with sides one and three and two and four on separate disks, allowing the disk jockey to spin the segments in a continuous order. The 15 minutes of consistent music offer repertoire by Nat Cole, Jackie Gleason, Nancy Wilson, Laurindo Almeida, Peggy Lee, Frank Sinatra and Les Baxter. Wagner

concludes each 15-minute segment with a back announcement reiterating the titles heard.

### Middle of the Road

The stereo service is proposed as a means of programming middle-of-the-road music, Wagner explained, adding that if enough broadcast response indicated the free show would be used, classical fare could be included from the Angel catalog.

Included with the album is a questionnaire asking for station preference to a weekly, bi-monthly or monthly schedule. Wagner thinks he should have enough responses by July 15 to tell the tale.

"It is our desire to inaugurate this stereo programming service as soon as possible not only to introduce Capitol albums to the vast FM stereo listening audience," Wagner says in an open letter to the broadcasters, "but to help fulfill one of the many

programming needs of your growing industry." The stereo service would be delegated to one station on an exclusive market basis similar to the system for the monaural show, heard domestically on 1,000 stations and over 400 overseas stations, including Armed Forces outlets.

The sample stereo show may be aired upon receipt and need not be returned. The music is equalized and duplicated from master tapes. The estimated production cost to mail an hour stereo show on a weekly basis would be about \$22,000.

It takes Wagner one day to segue the selections so that they run smoothly and to record the tracks. Wagner himself favors a bimonthly schedule since his department handles a host of internal and external projects for the company.

The stereo project has deep  
*(Continued on page 38)*

## Diskmen in Running As NARA Man of Yr.

NEW YORK — Among the record men being considered for Man of the Year by the National Association of Radio Announcers are Jerry Wexler, vice-president of Atlantic Records; Morris Levy, president of Roulette Records, and Berry Gordy, president of Tamla - Motown Records. Also being considered are TV producer Sheldon Leon-

ard and Donald H. McGannon, president of Westinghouse Broadcasting.

The award, according to NARA executive vice-president Del Shields, will be presented at a formal dinner-dance Aug. 13 during the annual three-day NARA convention here.

The Man of the Year award will be selected by a special NARA awards committee. A Woman of the Year will also be named; among those being considered are Lena Horne, Constance Baker Motley, Pat Harris and Mrs. Martin Luther King.

Ballots were mailed last week to more than 400 air personality members of NARA for voting on Best R&B Song of the Year. The voting will also include best Female R&B Vocalist, Best Male R&B Vocalist, and Best Vocal R&B Group. Awards will also be given for the Best Jazz LP Performance and the Best Gospel Record, plus citations for most promising singers and groups.

Deadline for voting — restricted to deejays—is Saturday (9). These awards will also be presented the night of the dinner-dance. Shields called upon all members to make the first annual awards presentations a 100 per cent success.



CONGRATULATING RCA VICTOR records artist Brook Benton on his Copacabana opening Thursday night (23) in New York are, from left, WWRL air personality Bob T., WWRL music director Marty Wekser, WLIB air personality Jack Walker, and John Rosica of RCA Victor. Benton is in center.

## WCCO on Beam as LP Influence

MINNEAPOLIS—The Easy Listening powerhouse here, WCCO, is staffed with personalities who're entertainment experts. WCCO deejays who've gained special fame in the record industry for programming their own show include Charlie Boon, Rog Erickson and Howard Viken. All were lauded by local record dealers, distributors, one-stop operators and record company executives.

Not only did the station capture the No. 1 ranking as the major influence here—the nation's 15th largest radio market—on album sales for the third time in a row in Billboard's Radio Response Rating survey of

the market, but Viken received 55 per cent of the votes as the major air personality capable of convincing people to enter record stores to buy albums. The station, as a whole, had 45 per cent of the votes for influencing album sales—indicating a commanding share of the adult audience in the city.

"A number of things contribute to our success—the people on the air as well as the ones backstage. But other than good taste, we have no restrictions on the music played. There's very little that we don't play, even the Beatles," said program director Val Linder.

"We figure our air personalities are professional enough to

use good showmanship in programming their shows, to use common sense in putting on a good record show. We like to think we're programming music of general interest. The reason we're able to make such an impact in the market is because we've endured ourselves to our listeners."

Viken, he said, creates a rapport with his listener. "They depend on him as a friend and a neighbor."

The WCCO formula certainly works. Besides ranking as the major influence on album sales in the market, Linder said the station has more listeners than all other stations in the market.



SITTING IN at the WHO microphone is Decca Records' Bill Anderson, left. Anderson took over Mike Hoyer's show while Hoyer, right, escorted a bus load of listeners from Des Moines to Nashville for the "Grand Ole Opry." Anderson is no stranger to air personality chores, but Hoyer almost threw him when he telephoned from Nashville and demanded to be interviewed over the air on his own show.

## CHED Sheds List of List for Magazine

EDMONTON, Alta.—CHED, which switched April 27 to an all-request format, is dropping its published weekly playlist and launching a teen magazine. Program director Keith James last week announced that the station would play the No. 1 tune, as based on requests, hourly. At 7 p.m., the station will present the top 10 tunes of the day. At 8 p.m. each day, the station is presenting "CHED Wax to

Watch," a program of new records received during the day — "those we feel you are most likely to request on CHED and buy for your record collection," the station told its listeners.

Since adopting the all-request format, James said that ratings have gone up 63 per cent. "It's a winner, but it must be done right." The reason for dropping the published playlist is that "the music business and the record preference of CHED listeners changes constantly, much too fast to accurately compile and print a weekly survey that is not outdated by the time you receive it. This has been proven by our music staff at CHED after compiling more than 245,000 requests since all-

*(Continued on page 38)*

## Fair Attracts Ten Stations

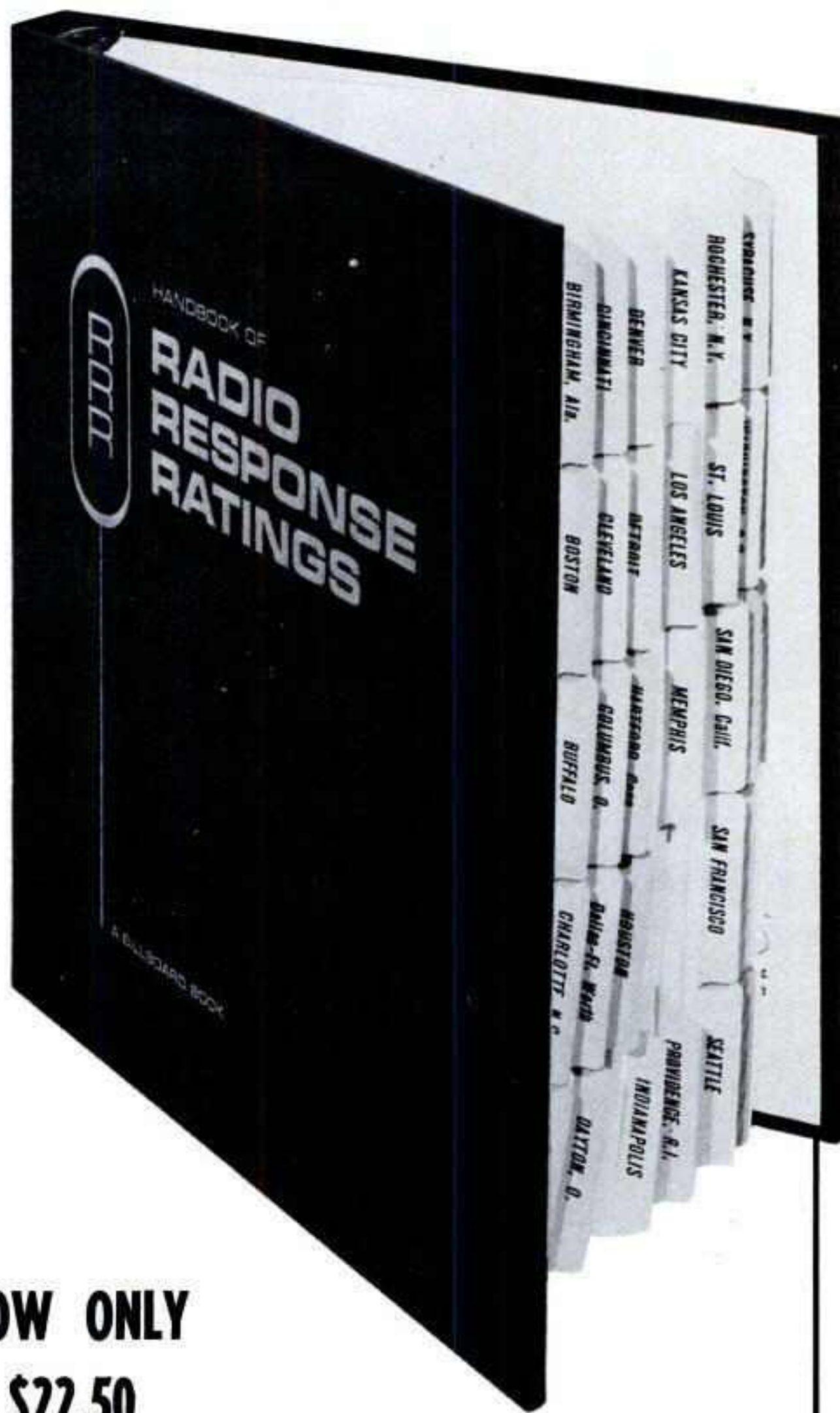
LOUISVILLE — More than 10 radio stations have already signed up for talent show scheduled by the Kentucky Broadcasters Association for the State Fair here Aug. 23.

Stations that will both broadcast the event as well as furnish talent include WMOR, Morehead; WKCT, Bowling Green; WHOP, Hopkinsville; WIEL, Elizabethtown; WMIK, Middlesboro, and WLBN, Lebanon.

In addition, WCPM in Cumberland and WIRV in Irvine will furnish talent but won't broadcast and WTCO in Campbellsville and WMLF in Pineville will broadcast, but no talent. Other stations are expected to participate.



NEW MERCURY ARTIST JERRY BUTLER is welcomed to label by Merrec of Cleveland. From left: Ed Wright, of WABQ, Butler; Mercury product manager Alan Mink; Wash Allen, of WABQ, and Johnny Canton, of WIXY, Cleveland.



# By Popular Request AT POPULAR PRICES... Just \$22.50

For the completely up-dated re-issue  
of the

# HANDBOOK OF RADIO RESPONSE RATINGS

Containing the full 3rd Cycle (to July 9, 1966) of ratings  
reports on the 41 major radio markets throughout  
America—as compiled by the Research  
Department of Billboard's Special Projects Division.

**NOW ONLY  
\$22.50**

Over 40% less than first edition!

The same vital, exhaustive research information—but in  
a modified package—to allow a price affordable by many  
more segments of our industry.

By using a simplified 3-ring "leatherette" binder,  
and combining two cross-reference sections into  
one all-inclusive directory section—production costs  
were able to be substantially cut . . . allowing the  
new, low price of only \$22.50 postpaid.

FOR TIME BUYERS, RECORD COMPANIES, RADIO STATIONS, ARTISTS ON  
TOUR, PROMOTION MEN AND DISTRIBUTORS . . .

- The most complete, accurate and current list of top record-selling  
stations and air personalities for your personalized mailings and  
phone contact
- The only rating gauge available to radio advertisers and time  
buyers based on actual listener "buying response" . . . not  
merely "tune-in"

**OFF THE PRESS AUGUST 15  
ORDER NOW**

## CONTENTS

### THE 41 MAJOR MARKETS

Ratings indicate position held by each station and disk jockey by their musical format  
in influencing the record buying habits of their listeners—based on actual air play  
and over-the-counter record sales.

ALBANY— SCHENECTADY— TROY, N. Y.	COLUMBUS, Ohio DALLAS, Tex. DAYTON, Ohio DENVER, Colo. DETROIT, Mich. FT. WORTH, Tex. HARTFORD, Conn. HOUSTON, Tex. INDIANAPOLIS, Ind. KANSAS CITY, Mo. LOS ANGELES, Calif.	MEMPHIS, Tenn. MIAMI, Fla. MILWAUKEE, Wis. MINNEAPOLIS— ST. PAUL, Minn. NASHVILLE, Tenn. NEW ORLEANS, La. NEW YORK, N. Y. NEWARK, N. J. OKLAHOMA CITY, Okla. PHILADELPHIA, Pa.	PITTSBURGH, Pa. PORTLAND, Ore. PROVIDENCE, R. I. ROCHESTER, N. Y. ST. LOUIS, Mo. SAN DIEGO, Calif. SAN FRANCISCO, Calif. SEATTLE, Wash. SYRACUSE, N. Y. WASHINGTON, D. C.
--	---	---	---

### CROSS-REFERENCE RECAP BY MUSICAL FORMAT

POP SINGLES POP LP'S R & B JAZZ COUNTRY CONSERVATIVE COMEDY FOLK CLASSICAL	DJ RANK STATION RANK STATION ADDRESS, ZIP CODE, AREA CODE & PHONE NUMBER
--	---

### SPECIAL LISTINGS

#### NATIONAL BANDSTAND SHOWS

Name of Show & Personality  
Current number of markets  
Producer & Talent Co-ordinator  
Full address, area code & phone number

#### LOCAL TV BANDSTAND SHOWS

City & State  
Name of Show & Personality  
Station Call Letters & Time Slot(s)  
Full address, area code & phone number

#### COUNTRY TV SHOWS

City & State  
Name of Show & Personality  
Station Call Letters & Time Slot(s)  
Full address, area code & phone number

### ORDER FORM

**RADIO RESPONSE RATING HANDBOOK  
BILLBOARD**  
165 W. 46th St.  
New York, N. Y. 10036

\$22.50 per copy (postpaid—via book rate)  
READY FOR SHIPMENT  
AUGUST 15, 1966  
PAYMENT MUST ACCOMPANY ORDER

Company Name \_\_\_\_\_

YOUR Name & Title \_\_\_\_\_

Address \_\_\_\_\_

City, State & Zip \_\_\_\_\_

\* For delivery in the following areas, applica-  
ble tax must be added to remittance.

State of Calif. . . . .	4% tax
State of Ohio . . . . .	3% tax
State of Mass. . . . .	5% tax
State of Tenn. . . . .	4% tax
New York City . . . . .	5% tax
State of N. Y. . . . .	2% tax
(outside N. Y. C.)	

Total Amount @ \$22.50 per copy \$ \_\_\_\_\_

\*Applicable Tax \$ \_\_\_\_\_

Total Amount of Check Enclosed \$ \_\_\_\_\_



KFWB GOOD GUYS welcome Petula Clark, of Warner Bros. Records, to the studios of the Los Angeles Hot 100 station. From left: Lord Tim, B. Mitchell Reed, Miss Clark, and Larry McCormick.



WIXY IN CLEVELAND promoted a Sammy Davis show recently, with air personalities—with the Reprise Records artist—serving as emcees. From left, Al Gates, Howie Lund, Davis, Johnny Walters and Johnny Canton.



YOU'RE GONNA HEAR FROM HIM!



E/SE-4398

Julius La Rosa  
You're Gonna Hear From Me

Twelve ready-to-air tunes, including three top hits from the hit Broadway Musical "Mame."

MAME  
WE NEED A LITTLE CHRISTMAS  
OPEN A NEW WINDOW  
Arranged and produced by Don Costa



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

JULY 9, 1966, BILLBOARD

Copyrighted material

# RADIO RESPONSE RATING

MINNEAPOLIS/ST. PAUL, MINN. . . . 3rd Cycle  
July 9, 1966

## TOP STATIONS

Call Letters	% of Total Points
<b>★ POP Singles</b>	
1. WDGY (Tie)	50%
1. KDWB (Tie)	50%
<b>★ POP LP's</b>	
1. WCCO	45%
2. KSTP	19%
3. WLOL	14%
Others (WWTG, KRSI-AM & FM)	22%
<b>★ R&amp;B</b>	
1. KUXL	91%
2. KDWB	9%
<b>★ JAZZ</b>	
1. KQRS-AM & FM (Herb Schoenbohm)	53%
2. KQRS-AM & FM (Leigh Kamman)	38%
3. KUXL	9%
<b>★ COUNTRY</b>	
1. KTCR	78%
2. WMIN	22%
<b>★ CONSERVATIVE</b>	
1. WPBC-AM & FM	81%
2. WAYL-FM	13%
3. WCCO	6%
<b>★ COMEDY</b>	
1. WCCO	67%
2. WLOL	15%
3. KRSI	11%
4. KSTP	7%
<b>★ FOLK</b>	
1. WLOL	45%
2. WCCO	40%
3. WAYL-FM	10%
4. KSTP	5%
<b>★ CLASSICAL</b>	
1. KRFM-FM	31%
2. KQRS-AM & FM	28%
3. WPBC-AM & FM	19%
Others (WWTG, KRSI-FM, WCCO)	22%

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

## TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
<b>★ POP Singles</b>			
1.	Johnny Dollar	WDGY	34%
2.	Tac Hammer	KDWB	19%
3.	Randy Cook (Tie)	KDWB	13%
3.	Jim O'Neill (Tie)	KDWB	13%
Others (Scott Burton, WDGY; Bob Cole, WDGY; Jim Dandy, WDGY; Bobby Wayne, KDWB)			
<b>★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN</b> (Most co-operative in exposing new records)			
Charlie Brown . . . . . Program Director, KDWB			
Scott Burton . . . . . Program Director, WDGY			
Bob Deane . . . . . Music Director, WDGY			
Tac Hammer . . . . . Music Director, KDWB			

**★ TOP JOCKEYS (Pop Singles) BY TIME SLOT**

Morning . . . . . Jimmy Reed, KDWB  
 Mid-Morning . . . . . Bobby Davis, KDWB  
 Early Afternoon . . . . . Johnny Dollar, WDGY (tie)  
 Tac Hammer, KDWB (tie)  
 Traffic . . . . . Scott Burton, WDGY (tie)  
 Jim O'Neill, KDWB (tie)  
 Early Evening . . . . . Bobby Wayne, KDWB  
 Late Evening . . . . . Bobby Wayne, KDWB  
 All Night . . . . . Randy Cook, KDWB

## ★ TOP TV BANDSTAND SHOW

Note: No TV Bandstand Show in Minneapolis/St. Paul area.

Rank	POP LP's	Call Letters	% of Total Points
1.	Howard Viker	WCCO	55%
2.	Charlie Boone	WCCO	18%
3.	Rog Erickson	WCCO	9%
Others (Steve Cannon, KSTP; Franklin Hobbs, WCCO; Al Mitchell, WWTG; Jergon Nash, WCCO; Sandy Singer, WLOL; Ron Wandmacher, WLOL)			

## ★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

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

Charlie Boon . . . . . Programs Own Show, WCCO  
 Rog Erickson . . . . . Programs Own Show, WCCO  
 Ernie Garven . . . . . Record Librarian, WCCO  
 Paul Jay . . . . . Program Director, KSTP  
 Jerry Lee . . . . . Program Director, WWTG  
 Val Linder . . . . . Program Director, WCCO  
 Sandy Singer . . . . . Program Director, WLOL  
 Howard Viker . . . . . Programs Own Show, WCCO  
 Ron Wandmacher . . . . . Music Director, WLOL  
 Warren Weikle . . . . . Program Director, KRSI-FM

## ★ R&B

Note: Survey was unable to determine effectiveness in this category.

Rank	COUNTRY	Call Letters	% of Total Points
1.	Tom Randall	KTCR	60%
2.	Billy C. Cole	KTCR	40%

## STATIONS BY FORMAT

AM RADIO FREQUENCIES			
KDWB	430	WPBC	980
KTCR	690	WRCR	1010
WCCO	830	WDGY	1130
KRSI	950	WWTG	1280
		WLOL	1330
		WQRS	1440
		KSTP	1500
		KUXL	1570

FM RADIO FREQUENCIES			
KQRS-FM	92.5	KRFM-FM	97.1
(5) WAYL-FM	93.7	WLOL-FM	99.5
KSTP-FM	94.5	(5) WPBC-FM	101.3
		KRSI-FM	104.1

**WAYL-FM:** ERP 53,000 watts. Independent. On the air 7 a.m.-2 a.m. Music format: Standard (35%)-Conservative (30%)-Pop Standard (25%)-Jazz (10%). Special programming: "Har Mar Mail Interview," with Midge Lange, remote broadcast from shopping center, 6-7 p.m., M-F. "Mulligan's Memories," with Norvy Mulligan, ex-bandleader reminisces, 5-6 p.m., Sun. Russ Johnson is director of news dept. 2-min. news on the hr. Comedy LP's featured on "Music for Suburban Basements," Folk Music featured on "Jubilee" and "Bernstein & Folk Music." New records are selected for air-play by committee of station personnel. Station publishes play list. Approximately 10 new albums programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Jack I. Moore. Prog. dir., Russ Johnson. Send as many copies of LP's as possible to Mr. Moore, 3470 Highway #8, New Brighton, Minn. 55112. Phone: (612) 631-0906.

**WCCO:** 50,000 watts. CBS affiliate. On the air 24 hrs. Music format: All types of music—no restrictions. Editorializes daily. Special programming: Minnesota Twins, Baseball; Minnesota Vikings, Football; Minnesota Gophers, Football & Basketball; high school football. "Sunrisers," with Maynard Speece and Roger Erickson, comedy, repartee, farm information, 6-6:30 a.m., 7 days. "Good Morning Show," with Dick Chapman, "Almanac," information and recognition of meritorious service by a "good neighbor," 7:55-8 a.m., 7 days. "Coffee Break," with Allen Gray, small talk, 11:45-11:50, M-F and 4:25-4:30 p.m., M-F. "Joyce Lamont Show," women's show, 11:55-noon, M-F. "Boone/Erickson Show," comedy, repartee, personalities, 1:35-1:55 p.m., M-F. "Party Line," with Charlie Boone and Roger Erickson, audience call-in, 2:10-2:55 p.m., M-F. "Prep Parade," reports & interviews with high school athletes & coaches, music by high school bands, 8-8:45 p.m., Thurs. "Open Mike," special when topic of controversial importance arises, 8:05-9 p.m. "Honest to Goodness," with Randy Merriman and Dick Chapman, quiz show, 9-9:30 a.m., M-F. "Farm Shows," 5:30-6:55 a.m., M-Sun., 12-1 p.m., M-Sun., 7:30-9:30 a.m., Sun. TV outlet is WCCO-TV, channel 4. Jim Bormann is director of 6-man news dept. Special equipment: Mobile units, short wave transmitters, portable tape recorders. News coverage is maintained on a 24-hr.-a-day basis, highlighted by 30-min. news at 6:55 a.m., 12:25 p.m., 4:55 p.m., 6 p.m. & 10 p.m. Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by individual DJ. Various number of new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Larry Haeg. Prog. dir., Val Linder. Record Librarian, Ernie Garven. Send 5 copies of 45's and 3 copies of LP's to Mr. Garven, 625 Second Ave. S., Minneapolis, Minn. 55402. Phone: (612) 332-1202.

**WDGY:** 50,000 watts. Owned by Storz Broadcasting. On the air 24 hrs. Music format: Contemporary (100%). Special programming: "Your Opinion Please," with Bill Diehl, audience call-in 10 p.m.-1 a.m., Sun. Dick Rogers is director of 4-man news dept. Special equipment: 2 mobile units. 5-min. news at 20 past the hr. and 40 past the hr. New records are selected for air-play by committee of station personnel. Play list

published weekly. Gen'l mgr., Phillip Trammell. Prog. dir., Scott Burton. Music dir., Bob Deane. Send 3 copies of 45's and 1 copy of LP's to Mr. Deane, P.O. Box 6606, Minneapolis, Minn. 55420. Phone: (612) 881-2633.

**WLOL:** 5,000 watts. Mutual affiliate. Owned by B. R. Broadcasting Co. On the air 24 hrs. Music format: Pop Standard (100%). Editorializes occasionally. Special programming: Univ. of Minnesota Football, Basketball. Rod Tronard is director of 4-man news dept. Special equipment: Helicopter for traffic reports. 5-min. news on the hr., headlines on the half-hr., 15-min. news at 6 p.m., M-F. Comedy LP's featured on Ed Anthony Show. Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published weekly. 10-15 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Wayne "Red" Williams. Prog. dir., Sandy Singer. Send 4 copies of 45's and 2 copies of LP's to Mr. Singer, 1021 LaSalle Ave., Minneapolis, Minn. 55403. Phone: (612) FE 3-0406.

**WLOL-FM:** ERP 19,700 watts. FM prog. dir., John Knight. Address and other information same as WLOL.

**WMIN:** 1,000 watts. Owned by Cream City Broadcasting. On the air 24 hrs. Music format: Country (70%)-Ethnic (30%). Editorializes occasionally. Special programming: St. Paul High School Football. 5-min. news on the hr., headlines on the half-hr. Has a segment featuring Comedy LP's. New records are selected for air-play by committee of station personnel. Play list published twice monthly. 2-3 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., M. O. Simundson. Send 2 copies of 45's and 1 copy of LP's to Mr. Simundson, 611 Frontenac Pl., St. Paul, Minn. 55104. Phone: (612) 645-7757.

**WPBC:** 5,000 watts. Independent. On the air 24 hrs. Music format: Standard (95%)-Conservative (5%). Editorializes occasionally. Special programming: "Bill Stewart's Scrapbook," philosophy, inspiration, editorial, music, humor, 6-6:30 a.m. & 10:30-11 p.m., M-F. "Our Changing World," with Earl Nightingale, personal success principles, 8 a.m. & 5 p.m., M-Sat. "Love and Marriage," with Dr. R. Lofton Hudson, marriage counseling, 3-3:05 p.m., M-Sat. "Becky Ann's Musical Hint Parade," with Mrs. Becky Ann Stewart, household hints, music, 11-11:30 a.m., M-F. "Night People," with Jack Hastings, all conversation, interviews, 11 p.m.-1 a.m., M-Sat. 5-man news dept. 5-min. news on the half-hr., extended news 9 times daily. Folk Music programmed occasionally. New records are selected for air-play by prog. dir., Approximately 6 new LP's programmed weekly. Gen'l mgr., William V. Stewart. Prog. dir., Becky Ann Stewart. Send 1 copy of LP's to Mrs. Stewart, 6425 Nicollet Ave., Richfield, Minn. 55423. Phone: (612) 869-7503.

**WPBC-FM:** ERP 100,000 watts. Entirely simulcast with WPBC.

**WRCR:** 250 watts. Independent. On the air 15 hrs. Music format: Pop Standard (80%)-Contemporary (20%). New records are selected for air-play (Continued on page 38)

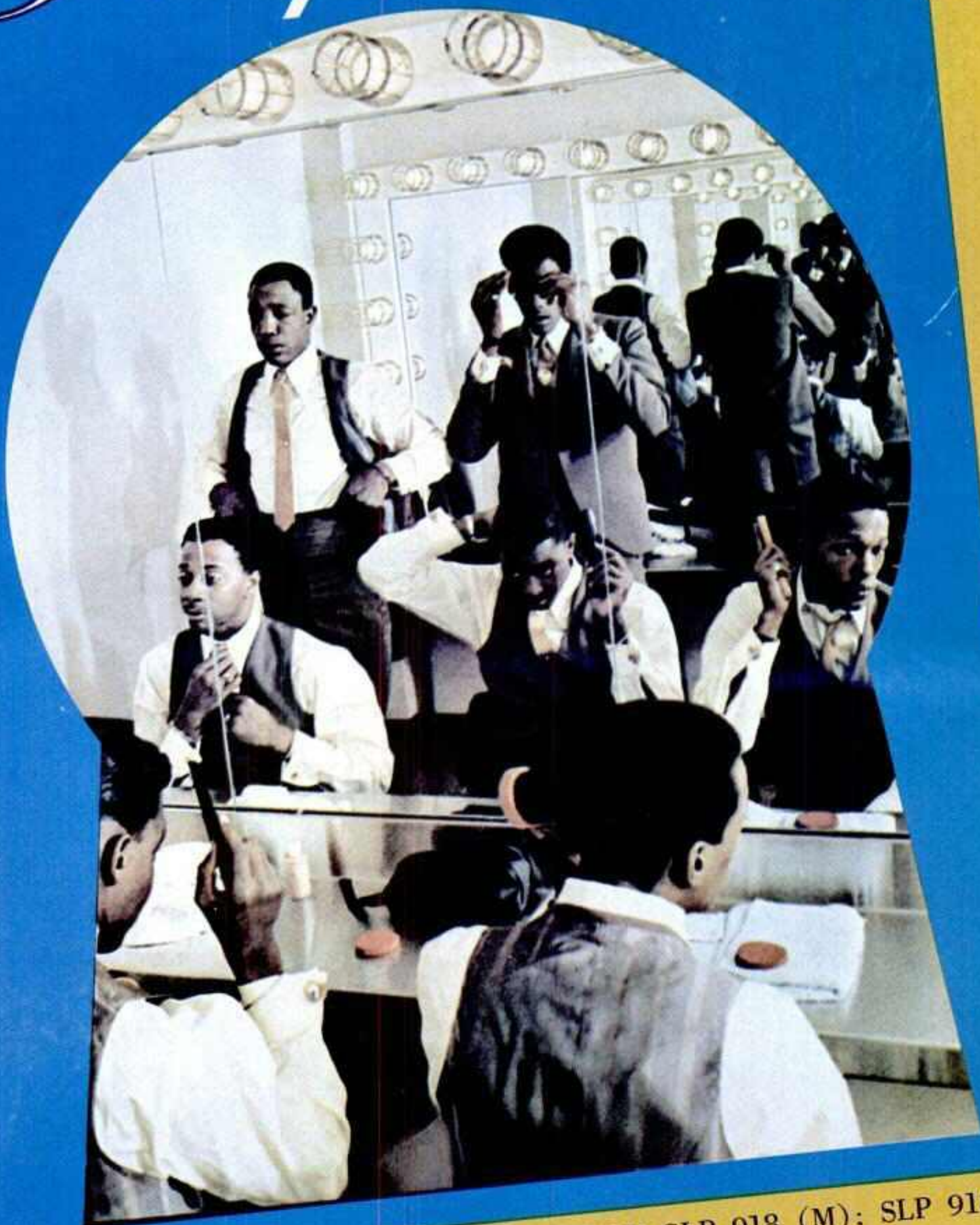
ARE YOU READY FOR THE BIGGEST  
TEMPTATIONS ALBUM TO DATE?

STEREO

# Temptations

## gettin' ready

SAY YOU  LONELY, LONELY MAN AM I   
AIN'T TOO PROUD TO BEG  GET READY   
LITTLE MISS SWEETNESS  FADING AWAY  
 TOO BUSY THINKING ABOUT MY BABY   
I'VE BEEN GOOD TO YOU  IT'S A LONELY  
WORLD WITHOUT YOUR LOVE  WHO YOU  
GONNA RUN TO  YOU'RE NOT AN ORDINARY  
GIRL  NOT NOW, I'LL TELL YOU LATER



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

Includes Their Hit Single  
AIN'T TOO PROUD TO BEG  
GORDY 7054

**MOTOWN  
RECORD CORP.**  
DETROIT, MICH.

*The Sound of Young America*

*To  
complement  
the  
presentation  
of a  
monumental  
film  
achievement*

To the legendary magic of Taylor and Burton, spectacularly enlivening a vehicle of unparalleled volatility, Warner Bros. adds two album elements which may well rival the film's release for sheer consumer provocation.

Ready, now, to tap a near-limitless reservoir of curiosity and interest: the Alex North score and sound track – and the actual dialogue performances of Taylor and Burton, George Segal and Sandy Dennis. Perhaps never ever before – certainly not in recent memory – a recording event of such meaningful magnitude.

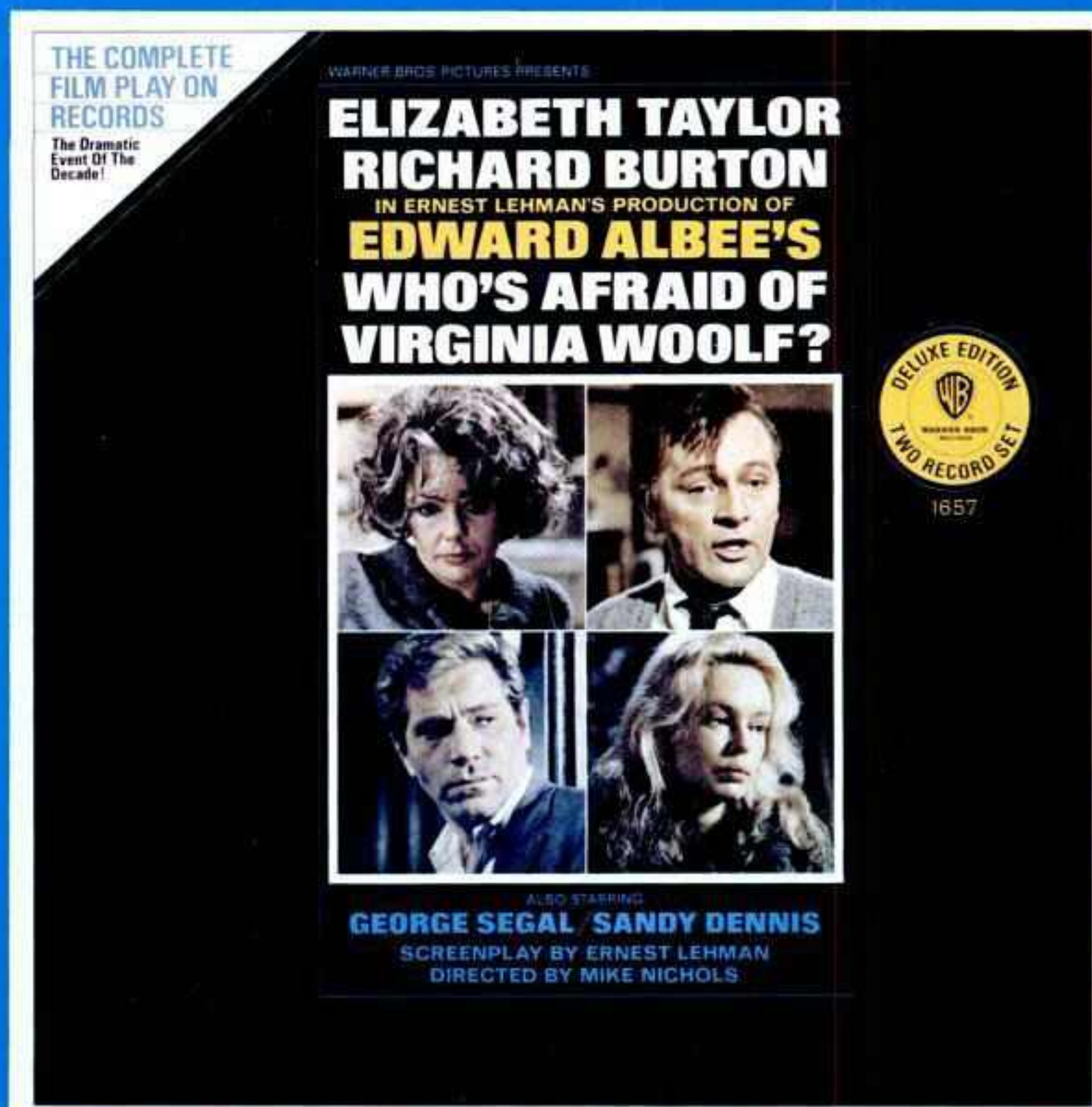


WARNER BROS.  
RECORDS





Musical Sound Track, composed and conducted by Alex North. (Warner Bros. Album 1656). Directed by Mike Nichols.



2 LP's; The complete unexpurgated drama starring Elizabeth Taylor and Richard Burton, George Segal, Sandy Dennis and the motion picture cast. (Warner Bros. Album 1657)

# ALBUM REVIEWS (continued)



**COMEDY SPOTLIGHT**  
**WASHINGTON IS FOR THE BIRDS**  
 Soundtrack. Reprise R 6212 (M); RS 6212 (S)

This comedy (comments set to music) album is already causing a fantastic stir strictly from word of mouth created by radio airplay. Best cut is "It's Pain to Train a Texan From the Plain," based on the "My Fair Lady" tune. This LP is going to be a tremendous profit-maker in the "First Family" tradition.



**(LOW PRICE) COUNTRY SPOTLIGHT**  
**(MY FRIENDS ARE GONNA BE) STRANGERS AND OTHER COUNTRY SONGS**  
 Liz Anderson. RCA Camden CAL 956 (M); CAS 956 (S)

A fantastic songwriter, Liz Anderson unwinds some very capable renditions of her own tunes and many country music stations are going to give this first recording effort of hers a lot of exposure which should create sales. Tunes include "(My Friends Are Gonna Be) Strangers," "Just Between the Two of Us" and "I Cried All the Way to the Bank."



**SOUNDTRACK SPOTLIGHT**  
**WHO'S AFRAID OF VIRGINIA WOOLF?**  
 Soundtrack. Warner Bros. B 1656 (M); BS 1656 (S)

With this picture destined to be one of the most talked of and written about this year, the soundtrack album of Alex North music should sell. Enough dialog is included on this disk to present some of the flavor of this vehicle starring Elizabeth Taylor and Richard Burton, pictured on the cover.



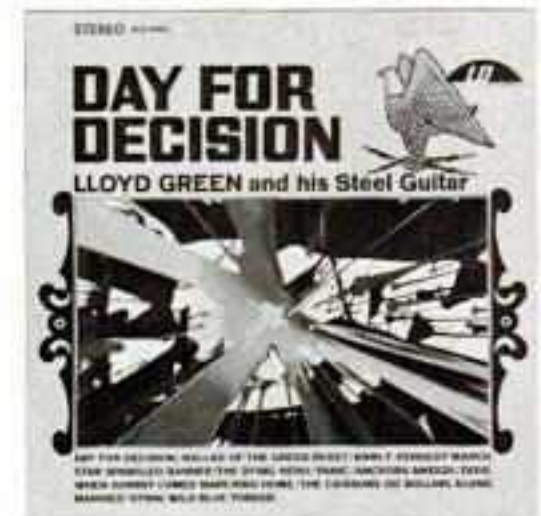
**COUNTRY SPOTLIGHT**  
**TOGETHER AND ALONE**  
 Justin Tubb and Lorene Mann. RCA Victor LPM 3591 (M); LSP 3591 (S)

Duets and solos by two outstanding country music artists—Justin Tubb and Lorene Mann. Lorene has a sad but bouncy "Please Don't Take the Children From Me." Justin presents "Walkin', Talkin', Cryin', Barely Beating Broken Heart." Together they offer a great "We've Gone Too Far Again." Big sales in store for this LP.



**SOUNDTRACK SPOTLIGHT**  
**KHARTOUM**  
 Soundtrack. United Artists UAL 4140 (M); UAS 5140 (S)

This could be a big one. The track catches all the mystery and majesty of the Nile, and the excitement of Gordon's Nineteenth Century expedition. The cast has winners like Charlton Heston, Laurence Olivier and Ralph Richardson.



**COUNTRY SPOTLIGHT**  
**DAY FOR DECISION**  
 Lloyd Green & His Steel Guitar. Little Darlin' SLD 8002 (S)

Capitalizing on the "Day for Decision" and "Ballad of the Green Berets" hits, the steel guitarist offers a fine and commercial instrumental package, his debut on Little Darlin' records. The remaining material is in the same vein, including such greats as "Wild Blue Yonder" and "Anchors Aweigh." Green's guitar pickin' is exceptional.



**SOUNDTRACK SPOTLIGHT**  
**NEVADA SMITH**  
 Soundtrack. Dot DLP 3718 (M); DLP 25718 (S)

Alfred Newman has written one of his better scores, and his others are pretty tough to compete with. The main title is beautifully orchestrated and melodic. The Joe Levine-produced film stars Steve McQueen, Karl Malden, Brian Keith, Arthur Kennedy and Suzanne Pleshette. It should do well at the box office.



**GOSPEL SPOTLIGHT**  
**THE GOSPEL IN SONG**  
 Singing Speer Family. RCA Victor LPM 3592 (M); LSP 3592 (S)

One of the most famous gospel families—the Speer Family—gets that "close-to-God" feeling strongly across on such songs as "Jesus, Hold My Hand," "Jesus Is the One Who Loves You" and "Just Another Mile." A stirring, well-produced LP by Darol Rice that will provide excellent gospel sales.

## NEW ACTION ALBUMS

### ★ NATIONAL BREAKOUTS

**AFTERMATH**  
 Rolling Stones, London LL 3476 (M); PS 476 (S)

**YESTERDAY AND TODAY**  
 Beatles, Capitol T 2553 (M); ST 2553 (S)

### ★ NEW ACTION LP'S

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

**IN MY QUIET ROOM . . .**  
 Harry Belafonte, RCA Victor LPM 3571 (M); LSP 3571 (S)

**BLONDE ON BLONDE . . .**  
 Bob Dylan, Columbia C2L 41 (M); C2S 841 (S)

### A TASTE OF TEQUILA . . .

Mariachi Brass, World-Pacific WP 1839 (M); WPS 21839 (S)

### I'M SO LONESOME I COULD CRY . . .

B. J. Thomas, Scepter SRM 535 (M); SPS 535 (S)

### DANCE THE COOL JERK WITH THE CAPITOLS . . .

Atco 33-190 (M); SD 33-190 (S)

### TRUE LOVE'S A BLESSING . . .

Sonny James, Capitol T 2500 (M); ST 2500 (S)

### CALIFORNIA DREAMIN' . . .

Bud Shank, World-Pacific WP 1845 (M); WPS 21845 (S)

### THE BEST OF AL HIRT . . .

RCA Victor LPM 3309 (M); LSP 3309 (S)



**INTERNATIONAL SPOTLIGHT**  
**WELT STARS SINGEN EVERGREENS**

Various Artists. Polydor LPHM 249013 (M); SLPHM 249013 (S)

A strong assortment of international artists—including Freddy, Marlene Dietrich, Connie Francis, Fritz Wunderlich, Caterina Valente, Hildegard Neff and Sacha Distel—sing the more familiar standards. The album could have a better sale if it were packaged for the U. S. market. All titles are in German.

## 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.



## SPECIAL MERIT PICKS

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

### SPECIAL MERIT PICK POP SPECIAL MERIT

**MORE CHAD & JEREMY**  
 Capitol TT 2546 (M); STT 2546 (S)

A pleasant package of soft, easy-go ballads recorded in the duo's early style. Perfect for across-the-board programming, the material should appeal to all ages and stimulate substantial sales. "September in the Rain," "It Was a Very Good Year" and "Dirty Old Town" are standouts.

### SPECIAL MERIT PICK POP SPECIAL MERIT

**NEW ADVENTURES**  
 Gale Garnett. RCA Victor LPM 3586 (M); LSP 3586 (S)

Gale Garnett's talent as a songwriter is in evidence here. She's written 10 of the 12 songs in this album and they display a neat and pleasant style. She makes them more effective with her charming vocal ways but the best song in the set is George Gershwin's "It Ain't Necessarily So."

### SPECIAL MERIT PICK POP SPECIAL MERIT

**BILL BLACK'S COMBO PLAYS ALL-TIMERS**  
 Hi HL 12032 (M); SHL 32032 (S)

The raunchy rhythms of Bill Black's Combo blend well with some of the outstanding country tunes of all time—"Bouquet of Roses," "Your Cheatin' Heart" and "I Walk the Line." Fine, danceable instrumentals. Should be a strong seller.

### SPECIAL MERIT PICK POP SPECIAL MERIT

**VIVA BOB MOORE**  
 Hickory LP 131 (M)

In a style similar to the Tijuana Brass, Bob Moore has recorded a package of songs with a Mexican sound that could score high. "Run, Baby, Run" and "Parade of the Matadors" are standouts.

### SPECIAL MERIT PICK JAZZ SPECIAL MERIT

**THE JAZZ PIANO**  
 Various Artists. RCA Victor LPM 3499 (M); LSP 3499 (S)

An excellent composite of jazz piano with Duke Ellington, Billy Taylor, Charles Bell, Earl Hines, Mary Lou Williams and Willie (The Lion) Smith. Five generations of jazz pianists forming an album that should be in every collection. Recorded live at the Pittsburgh Jazz Festival, the LP is historically great . . . and swingin'.

### SPECIAL MERIT PICK FOLK SPECIAL MERIT

**THE BEST OF JIMMY DRIFTWOOD**  
 Monument MLP 8043 (M); SLP 18043 (S)

One of the major proponents of the pure folk idiom, Jimmy Driftwood does his arrangements of some of the familiar ones here, including "The Battle of New Orleans," "Tennessee Stud," "Soldier's Joy" and "Old Clark." Folk fans will love this LP.

### SPECIAL MERIT PICK RELIGIOUS SPECIAL MERIT

**REVIVALTIME CHOIR SINGS SONGS WE ALL LOVE**

Word W 3366 LP (M); WST 8366 LP (S)

A group of familiar hymns, given fine performances by this well-known radio choir from the Central Bible College of Springfield, Mo., and the warm voice of Denise Power should make this recording popular with religious and gospel buyers. Among the many highlights are "Onward Christian Soldiers" and "When the Roll is Called Up Yonder" by the choir and "The Old Rugged Cross" and "Jesus Will Walk With Me" by Miss Power.

### SPECIAL MERIT PICK INTERNATIONAL SPECIAL MERIT

**THE SISTERS OF CHARITY PRESENT AN EVENING OF MUSIC**

International Artists. 2R1 (M) (2 12" LP's)

A grab bag that could surprise. Selections range from classical and semi-classical to "Climb Every Mountain," "What Have They Done to the Rain" and "Sleigh Ride." The Canadian order is especially fine in such spirited folk pieces as "The Little Wheel," "Let My Little Light Shine" and "Go Tell It on the Mountain."

### SPECIAL MERIT PICK SPOKEN WORD SPECIAL MERIT

**NAME THAT TRIVIA**

Phyllis Hedeman/James Dukas/Jerry Roberts. Frisky FR 2000 (M)

This is right in the trivia groove, complete with answer score pad, 101 questions, etc. With the fad in full swing, this should prove fun for the family. Production deserves a bow.



## FOUR-STAR ALBUMS

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

## POPULAR

**HITS OF THE '60'S**  
 Joe "Fingers" Carr. Dot DLP 3715 (M); DLP 25715 (S)

**JOHNNY MADDOX PRESENTS THE WORLD'S GREATEST PIANO ROLLS, VOL. 5**  
 Dot DLP 3720 (M); DLP 25720 (S)

**RAGTIME MEMORIES**  
 Johnny Maddox. Dot DLP 3724 (M); DLP 25724 (S)

**JOHNNY MADDOX PRESENTS THE WORLD'S GREATEST PIANO ROLLS, VOL. 6**  
 Dot DLP 3721 (M); DLP 25721 (S)

**JOHNNY MADDOX PRESENTS THE WORLD'S GREATEST PIANO ROLLS, VOL. 7**  
 Dot DLP 3722 (M); DLP 25722 (S)

Continued

SEE ALBUM REVIEWS ON BACK COVER



The tremendous popularity of music from spy and chase films will create big demand for this great new album of original film music by Henry Mancini...an album loaded with musical excitement and one that Hank's millions of fans will surely want to add to their collections. LPM/LSP-3623

**RCA VICTOR**  
The most trusted name in sound

# HOT 100 STARS



**RONNIE DOVE**  
Diamond Records

Ronnie Dove, responsible for sales of more than 4 million records in the past two years, was discovered while appearing at the Spa in Baltimore by John (Red) O'Donohue. O'Donohue took him to Nashville for a recording session. One of the four tunes out of that session was "Say You," his first big hit. He's managed by O'Donohue and Phil Kahl, vice-president of Diamond Records. Dove has filmed a pilot for a variety-music TV show intended for national syndication next fall.

Artists treated here have a new record on Billboard's Hot 100 chart with a star, signifying it is climbing rapidly in sales. Dove's latest hit is "Happy Summer Days," this week at No. 38.



CASEY CUNNINGHAM, program director of KCOH, Houston, talks with Lorne Greene of RCA Victor Records and comments: "Is that any way to influence a program director to play records?" Unfortunately for Green, the station is r&b-formatted.

# VOX JOX

By CLAUDE HALL

Josh Randall has been promoted to program director at WCHN-AM-FM, Norwich, N. Y., and needs Hot 100 singles from such labels as London, Kama Sutra, Kapp, Philips, Fontana, Liberty and Smash. Randall was with Colonial Broadcasting, Newfoundland. . . . Lou Dean is now hosting a show on WBAB-AM-FM, Babylon, N. Y. . . . Hal Moore, KIMN air personality, has been appointed music director of the Denver station.

New program director of KRKD in Los Angeles is John Gunn, formerly morning air personality at KEZY, Anaheim, Calif. . . . Eddie Steward, music director at WMQM in Memphis, pleads for country music records. Ross Lee is the newest air per-

sonality to join WBAZ, Kingston, N. Y., a Hot 100 format radio station. . . . Bud Widom, who has been doing music and interview shows for the Armed Forces Radio & TV Service the past four years, has been promoted to director of news-special events for the Far East Network. Leaves in August for his new position. Has been with AFRTS on and off 12 years.

Interviews filmed for ABC-TV's "Anatomy of Pop" hour special shown in February have been presented to the Howard-Tilton Memorial Library of Tulane University, New Orleans. The films include old-time jazz musicians as Billie and Dede Pierce and Punch Miller. . . . KDON's new address in Salinas, Calif., is 8 East Alisal Street, Suite 510.

Harry Abell at WYOU, P. O. Box 1988, Tampa, Fla., asks for country music records—singles and albums. The station is in a market of over a million and has 10,000 watts. . . . WBAI-FM, the non-commercial operation in New York, has launched an hour weekly rock 'n' roll program hosted by two youngsters—11-year-old David Watkins and his 13-year-old sister Caryn Watkins. . . . Jerry Brooke, formerly of KSEE, Santa Maria, Calif., is now spinning disks for WIXY in Cleveland.

## STATIONS BY FORMAT

Continued from page 32

by individual DJ. Gen'l mgr., Donald Parry, 498 S. Century Ave., St. Paul, Minn. Phone: (612) 739-6090.

WWTC: 5,000 watts. Owned by Buckley-Jaeger. On the air 5:30-1 a.m. Music format: Pop Standard (75%)—Standard (25%). Special programming: "Campus Memos," with Joel Larson, college & school news, 10-10:30 p.m., M-F. "Investor's Market Capsule," financial news, 9:20 a.m., 12:20 & 5:20 p.m., M-F. "Reaction," with various university professors, current events discussion, 9:30 p.m., Sun. "Mayor's Report," with Bill Wylder, interviews of Twin City's mayors, 9:05 p.m., Sun. Bill Wylder is director of 5-man news dept. Special equipment: 5 mobile units. 5-min. news on the half-hr., headlines on the hr. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by prog. dir., 10-15 new LP's, & about 5 new singles programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Richard S. Korse. Prog. dir., Jerry Lee. Send 3 copies of 45's and 3 copies of LP's to Mr. Lee, 609 Second Ave. S., Minneapolis, Minn. Phone: (612) 333-2363.

MINNEAPOLIS/ST. PAUL, MINN. Country's 15th Radio Market (12 AM; 7 FM).

KDWB: 5,000 watts. Owned by Crowell-Collier. On the air 24 hrs. Music format: Contemporary (90%)—Rhythm & Blues (10%). Editorializes daily. Special programming: "Hotline," discussion, audience participation, 11 p.m.-mid. Sun. "Viewpoint," discussion audience participation, 2:30 a.m.-4 a.m., T-Sat, Jack Douglas is director of 5-man news dept. Special equipment: 1 mobile unit, 4 walkie-talkies, access to single-wing aircraft. 5-min. news at 55 past the hr., headlines on the half-hr. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Play-list published weekly. 12-18 new records programmed weekly. Record promotion people are seen Tues. Gen'l mgr., Sam Sherwood. Prog. dir., Charlee Brown. Send 5 copies of 45's and 2 copies of LP's to Mr. Brown, 2415 Foshay Tower, Minneapolis, Minn. Phone: (612) 776-1501.

KQRS: 5,000 watts. Owned by McKenna Stations. On the air 18 hrs. Music format: Conservative (100%). Editorializes occasionally. Special programming: Minneapolis Symphony, New York Philharmonic, Frederic Fennel, Conductor's Choice, Jan Werner Reports, Robert St. John. 5-min news on the hr. New records are selected for air-play by committee of station personnel. Play list published monthly. 6-10 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., James Uglum, Prog. dir., Charles A. Englund. Send 2 copies of LP's to Mr. Englund, 917 N. Liliac Dr., Minneapolis, Minn. 55422. Phone: (612) 545-5601.

KQRS-FM: ERP 38,000 watts. Simulcast with KQRS, address and other information same as KQRS.

KRSI: 1,000 watts. ABC affiliate. Owned by Area-Wide Communications, Inc. On the air 24 hrs. Music format: Pop Standard (100%). Special programming: Lake Conference Football, Basketball, University of Minn. Football. "Sporting Around," with Jan Axelson, live remote with leading sports figures as guests, 11 a.m., Sat. Tom Kaye is director of 2-man news dept. Special equipment: 2 mobile units. 5-min. news at 55 past the hr., headlines on the half-hr. Comedy LP's and Folk Music included in regular programming. New records are se-

lected for air-play by committee of station personnel. Play list published weekly. 4-5 new records programmed weekly. Record promotion people are seen Mon. & Tues. Gen'l mgr., Bob Kaye. Prog. dir., Tom Wynn. Send 6 copies of 45's and 1 copy of LP's to Mr. Wynn, 4500 Excelsior Blvd., Minneapolis, Minn. 55416. Phone: (612) 926-1677.

KRSI-FM: ERP 30,000 watts. Music format: Standard (100%). Special programming: "Land O'Lakes," sports car race, live stereo broadcast each year, 1-4 p.m., Sun. Simulcast 10-p.m.-mid. with KRSI. FM prog. dir., Warren Welkle. Send 1 copy of 45's and 1 copy of LP's to Mr. Welkle, address and other information same as KRSI.

KSTP: 50,000 watts. NBC affiliate. Owned by Hubbard Broadcasting Co. On the air 24 hrs. Music format: Pop Standard (100%). Special programming: Univ. of Minn. Football, State High School Hockey Tourney, State High School Basketball Tourney. "Instant Opinion," audience call-in 10:45 a.m. Sun.-Sat. "Dave Stone Farm Forum," 5:30-6 a.m., M-Sat. "Passport," with Bob Ryan, commentary, 1:25 p.m., & 8:30 p.m., M-F. TV outlet is KSTP, channel 5. Don Buehler is director of 41-man news dept. Special equipment: dispatching system, 19 radio equipped cars, 2 airplanes, walkie-talkies. 10-min. news on the hr., extended news at 7 a.m., 8 a.m., noon, 5 p.m. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by gen'l mgr. 10-15 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Garfield Clark. Prog. dir., Paul Jay. Send 2 copies of 45's and 2 copies of LP's to Record Librarian, 3415 University Ave., Minneapolis/St. Paul, Minn. 55414. Phone: (612) 645-2724.

KSTP-FM. ERP 100,000 watts. Simulcast noon-1 a.m. with KSTP. Send 1 copy of 45's and 1 copy of LP's to Record Librarian, address and all other information same as KSTP.

KTCR: 500 watts. Independent. Daytimer Music format: Country (100%). Special programming: "Frontier Club," with Vern Arthur, live, remote country music, 3:05-4 p.m., Sun. Tom Norman is director of 2-man news dept. Special equipment: Stringers. 5-min. news on the hr., headlines on the half-hr. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published weekly. 5-10 new records programmed weekly. Record promotion people are seen Mon., Tues., Wed. Gen'l mgr., Robert J. Rock. Prog. dir., Jerry Cuning. Send 3 copies of 45's and 2 copies of LP's to Mr. Cuning, 3701 Winnetka Ave. N., Minneapolis, Minn. 55427. Phone: (612) 554-1558.

KUXL: 1,000 watts. Owned by Universal Broadcasting Co. Daytimer. Music format: Rhythm & Blues (60%)—Jazz (25%)—German, Polish, Country, Old-Time (15%). Special programming: "R&B Express-Dedication Line," with Art-Art, Pres. of Twin City Blues Assoc., audience call-in & discussion, 6-9 p.m., M-F. "B'nai Shalom Program," with Florence Katz, Jewish-oriented program with community participation, 10:30-12:30, Sun. "German Hour," with Katie Lenz, music and information to German speaking community, 11:30-1:30, Sat. & Sun. "The Polish Hour," with Eugene Swiderski, music and information to Polish speaking community, 12:30-1 & 3-4, Sat. & Sun. Douglas Rice is director of 3-man news dept. 5-min. news on the hr., headlines on the half-hr., agricultural news in early morning. Comedy LP's featured on "Art-Art's Dedication Line, Folk Music featured on "Bernstein and Folk Music." New rec-

ords are selected for air-play by prog. dir. Approximately 12 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Robert W. Smith. Prog. dir., Arthur A. Hoehn. Send 5 copies of 45's and 3 copies of LP's to Mr. Hoehn, 4820 Olson Highway, Minneapolis/St. Paul, Minn. 55422. Phone: (612) 588-8571.

KWFM: ERP 22,000 watts. Independent. On the air 22 hrs. Music format: Pop Standard (50%)—Classical (30%)—Jazz (20%). Editorializes occasionally. Special programming: "Organ Notes," with Clarence Swanson, live organ music, 5:30 p.m., M-F. "Topic One," with Lyn

Castner, discussion, 10-11 p.m., Wed. "Opera at KWFM," with Arnold Rosenberg, complete opera, 8 p.m.-signoff, Tues. Al Eggen is director of news dept. Headlines on the hr. Cuts from Comedy LP's programmed occasionally, Folk Music included in "Stars in Stereo." New records are selected for air-play by committee of station personnel. 2-6 new albums programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Robert A. Smith, Prog. dir., Merle Carlson. Send 1 or 2 copies of LP's to Mr. Carlson, 3800 Minnehaha Ave., Minneapolis 21, Minn. Phone: (612) 721-2227.

## YESTERYEAR'S HITS

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

### POP SINGLES—5 Years Ago July 10, 1961

1. Tossin' and Turnin', Bobby Lewis, Beltone
2. Boll Weevil Song, Brook Benton, Mercury
3. Quarter to Three, U. S. Bonds, Le Grand
4. Raindrops, Dee Clark, Vee Jay
5. The Writing on the Wall, Adam Wade, Coed
6. Every Beat of My Heart, Pips, Vee Jay
7. Moody River, Pat Boone, Dot
8. Yellow Bird, Arthur Lyman, Hi Fi
9. Hats Off to Larry, Del Shannon, Big Top
10. Dance On, Little Girl, Paul Anka, ABC-Paramount

### R&B SINGLES—5 Years Ago July 10, 1961

1. Tossin' and Turnin', Bobby Lewis, Beltone
2. Boll Weevil Song, Brook Benton, Mercury
3. Every Beat of My Heart, Pips, Vee Jay
4. Quarter to Three, U. S. Bonds, Le Grand
5. Raindrops, Dee Clark, Vee Jay
6. I Don't Mind, James Brown, King
7. Stand by Me, Ben E. King, Atco
8. Peace of Mind, B. B. King, Kent
9. I Like It Like That, Chris Kenner, Instant
10. I'm Comin' on Back to You, Jackie Wilson, Brunswick

### POP SINGLES—10 Years Ago July 7, 1956

1. The Wayward Wind, Gogi Grant, Era
2. I Almost Lost My Mind, Pat Boone, Dot
3. Moonglow & Theme From Picnic, Morris Stoloff, Decca
4. Standing on the Corner, Four Lads, Columbia
5. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
6. I'm in Love Again, Fats Domino, Imperial
7. Ivory Tower, Cathy Carr, Fraternity
8. Born to Be With You, Chordettes, Cadence
9. Moonglow & Theme From Picnic, George Cates, Coral
10. On the Street Where You Live, Vic Damone, Columbia

### POP LP's—5 Years Ago July 10, 1961

1. Camelot, Original Cast, Columbia
2. Carnival, Original Cast, MGM
3. Exodus, Soundtrack, RCA Victor
4. Stars for a Summer Night, Various Artists, Columbia
5. Never on Sunday, Soundtrack, United Artists
6. Great Motion Picture Themes, Various Artists, United Artists
7. G. I. Blues, Elvis Presley, RCA Victor
8. Calcutta, Lawrence Welk, Dot
9. Genius Plus Soul Equals Jazz, Ray Charles, Impulse
10. TV Sing Along With Mitch, Mitch Miller, Columbia

## Cap. Launches Stereo Test Shows

Continued from page 30

significance to Wagner, who has delved into the concept since 1957, when as a KHJ, Los Angeles disk jockey, he aired stereo tapes on the station's AM and FM operations on Saturday afternoons.

The continuous programming in 15-minute blocks for the proposed stereo show is the same concept Wagner used in developing a jazz sound for KBIQ after leaving KHJ.

Wagner points to the public's stereo awareness as working in the multiplex broadcaster's favor. All General Motors cars

except Oldsmobiles have FM stereo radios as optional equipment. Stereo record sales are strong and equipment shown at hi-fi shows is all two-channel. Adds Wagner: Stereo is becoming more recognized because of these things.

## Billboard

America's only weekly business newspaper published for any industry in FULL COLOR.

## CHED Sheds

Continued from page 30

request radio came to Canada on CHED." The monthly teen magazine — "The Teen Eye" — debuted June 23 on local newsstands. It featured stories about music, records artists, and the station's air personalities.

# RADIO-TV mart

## HELP WANTED

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

## SALES UP 307%

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

## KWIZ

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

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

## SITUATION WANTED

ONE OF AMERICA'S BEST-KNOWN DJ's & PD's seeks permanent association with "good people." Also experienced as Manager. Call: (313) 876-6348.

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

BILL BIVENS, EXPERIENCED Announcer, programmer, producer in radio & TV. Well-known, respected name in the business; pioneer in stereo with high ratings to prove it. Many music contacts, outstanding references by the great names in our business. Former announcer for Fred Waring Show, Vox Pop, Harry James and Glenn Miller radio shows; Kate Smith, Tommy & Jimmy Dorsey Stage Show, Parade of Stars and Douglas Edwards News on TV. Box 17701, Charlotte, N. C. Phone: (704) 366-2506.

EXPERIENCED DEEJAY-ANNOUNCER will relocate anywhere to any music format. Write today for a sincere, dedicated announcer, single, draft exempt. Box 265, Billboard, 183 W. Randolph St., Chicago, Ill. 60601.

JULY 9, 1966, BILLBOARD

## TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	AIN'T TOO PROUD TO BEG. . . . . 7 Temptations, Gordy 7054 (Jobete, BMI)	7
2	3	LET'S GO GET STONED . . . . . 6 Ray Charles, ABC Records 10808 (Baby Monica, BMI)	6
3	2	BAREFOOTIN' . . . . . 11 Robert Parker, Nola 721 (Bonatemp, BMI)	11
4	4	COOL JERK . . . . . 14 Capitols, Karen 1524 (McLaughlin, BMI)	14
5	6	HOLD ON! I'M COMIN' . . . . . 14 Sam & Dave, Stax 189 (East-Pronto, BMI)	14
6	5	(I'M A) ROAD RUNNER . . . . . 10 Jr. Walker & All Stars, Soul 35015 (Jobete, BMI)	10
7	7	I'LL LOVE YOU FOREVER . . . . . 13 Holidays, Golden World 36 (Myto, BMI)	13
8	8	WHEN A MAN LOVES A WOMAN . . . . . 13 Percy Sledge, Atlantic 2326 (Pronto-Quinvy, BMI)	13
9	10	GOOD TIME CHARLIE . . . . . 6 Bobby Bland, Duke 402 (Don, BMI)	6
10	11	NEIGHBOR, NEIGHBOR . . . . . 7 Jimmy Hughes, Fame 1003 (Crazy Cajun, BMI)	7
11	14	MY LOVER'S PRAYER . . . . . 5 Otis Redding, Volt 130 (East-Time-Redwal, BMI)	5
12	9	S.Y.S.L.J.F.M. (The Letter Song) . . . . . 7 Joe Tex, Dial 9902 (Tree, BMI)	7
13	21	WITH A CHILD'S HEART . . . . . 3 Stevie Wonder, Tamla 54130 (Jobete, BMI)	3
14	20	LOVING YOU IS SWEETER THAN EVER . . . . . 4 Four Tops, Motown 1096 (Jobete, BMI)	4
15	13	NINETY-NINE AND A HALF . . . . . 5 Wilson Pickett, Atlantic 2334 (East-Pronto, BMI)	5
16	17	OH, HOW HAPPY . . . . . 7 Shades of Blue, Impact 1007 (Myto, BMI)	7
17	25	SUNNY . . . . . 3 Bobby Hebb, Philips 40365 (Portable, BMI)	3
18	12	I LOVE YOU 1,000 TIMES . . . . . 9 Platters, Musicor 1166 (Ludix, BMI)	9
19	19	JUST A LITTLE MISUNDERSTANDING . . . . . 4 Contours, Gordy 7052 (Jobete, BMI)	4
20	23	IT'S AN UPHILL CLIMB TO THE BOTTOM . . . . . 3 Walter Jackson, Okeh 7247 (Metric, BMI)	3
21	15	IT'S A MAN'S MAN'S MAN'S WORLD . . . . . 10 James Brown & Famous Flames, King 6035 (Dynatone, BMI)	10
22	32	WHOLE LOT OF SHAKIN' IN MY HEART (Since I Met You) . . . . . 3 Miracles, Tamla 54134 (Jobete, BMI)	3
23	16	TAKE THIS HEART OF MINE . . . . . 5 Marvin Gaye, Tamla 54132 (Jobete, BMI)	5
24	24	LET ME BE GOOD TO YOU . . . . . 10 Carla Thomas, Stax 188 (East, BMI)	10

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
25	18	YOU WAITED TOO LONG . . . . . 10 Five Star-Steps, Windy C 601 (Camad, BMI)	10
26	40	THAT'S ENOUGH . . . . . 2 Roscoe Robinson, Wand 1125 (Kapa, BMI)	2
27	30	TEENAGER'S PRAYER . . . . . 5 Joe Simon, Sound Stage 7 2564 (Frederick, BMI)	5
28	29	I NEED LOVE . . . . . 3 Barbara Mason, Arctic 120 (Stilran-Dandelion, BMI)	3
29	27	WANG DANG DOODLE . . . . . 13 Koko Taylor, Checker 1135 (Arc, BMI)	13
30	22	LOVE IS LIKE AN ITCHING IN MY HEART . . . . . 10 Supremes, Motown 1094 (Jobete, BMI)	10
31	26	WHEN A WOMAN LOVES A MAN . . . . . 7 Esther Philips, Atlantic 2335 (Pronto-Quinvy, BMI)	7
32	34	LAUNDROMAT BLUES . . . . . 3 Al King, Stax 190 (East, BMI)	3
33	33	BABY, IT'S OVER . . . . . 2 Bob & Earl, Mirwood 5517 (Arima, SESAC)	2
34	38	I DON'T WANT TO LOSE YOU . . . . . 2 Steve Mancha, Groovesville 1002 (Myto & Groovesville, BMI)	2
35	35	SOMEWHERE . . . . . 5 Johnny Nash, Atlantic 2344 (Schirmer, ASCAP)	5
36	36	BAD EYE . . . . . 2 Willie Mitchell, Hi 2103 (Jec, BMI)	2
37	37	BOYS ARE MADE TO LOVE . . . . . 2 Karen Small, Venus 1066 (Money, BMI)	2
38	—	WE'LL BE UNITED . . . . . 1 Intruders, Gambel 201 (Sharpe, BMI)	1
39	—	WHEN YOU WAKE UP . . . . . 1 Cash McCall, Thomas 8830 (Cragvee & Special Agent, BMI)	1
40	—	SHARE WHAT YOU GOT (But Keep What You Need) . . . . . 1 William Bell, Stax 191 (East, BMI)	1

### NEW ACTION R&B SINGLES

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

WE'RE ACTING LIKE LOVERS . . . .  
Spellbinders, Columbia 43611

YOUR GOOD THING (Is About to End) . . . .  
Mable John, Stax 192

Billboard SPECIAL SURVEY for Week Ending 7/9/66

## TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOU RAWLS LIVE! . . . . . 11 Capitol T 2459 (M); ST 2459 (S)	11
2	4	WHEN A MAN LOVES A WOMAN . . . . . 6 Percy Sledge, Atlantic 8125 (M); SD 8125 (S)	6
3	2	CRYING TIME . . . . . 19 Ray Charles, ABC Records ABC 544 (M); ABCS 544 (S)	19
4	5	SOUL ALBUM . . . . . 10 Otis Redding, Volt 413 (M); S 413 (S)	10
5	3	UP-TIGHT . . . . . 7 Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	7
6	6	MARTHA & THE VANDELLAS GREATEST HITS . . . . . 5 Gordy 917 (M); GS 917 (S)	5
7	8	SOUL MESSAGE . . . . . 10 Richard (Groove) Holmes, Prestige PR 7435 (M); PRS 7435 (S)	10
8	11	TEMPTIN' TEMPTATIONS . . . . . 32 Gordy G 914 (M); GS 914 (S)	32
9	9	A TOUCH OF TODAY . . . . . 7 Nancy Wilson, Capitol T 2495 (M); ST 2495 (S)	7
10	10	GOTTA TRAVEL ON . . . . . 4 Ray Bryant Trio, Cadet LP 767 (M); LPS 767 (S)	4
11	7	GOT MY MOJO WORKING . . . . . 18 Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	18
12	13	GOIN' OUT OF MY HEAD . . . . . 16 Wes Montgomery, Verve V 8642 (M); V6-8642 (S)	16
13	12	THE LOVE YOU SAVE . . . . . 10 Joe Tex, Atlantic 8124 (M); SD 8124 (S)	10

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
14	20	I LOVE YOU 1,000 TIMES . . . . . 3 Platters, Musicor MM 2091 (M); MS 3091	3
15	18	MOODS OF MARVIN GAYE . . . . . 3 Tamla TLP 266 (M); SLP 266 (S)	3
16	—	GETTIN' READY . . . . . 1 Temptations, Gordy GLP 918 (M); SLP 918 (S)	1
17	17	WILDEST ORGAN IN TOWN! . . . . . 2 Billy Preston, Capitol T 2532 (M); ST 2532 (S)	2
18	16	UNBELIEVABLE . . . . . 16 Billy Stewart, Chess LP 1499 (M); ST 1499 (S)	16
19	19	SOUL CARGO . . . . . 2 Leon Haywood, Fat Fish LP 2525 (M); SLP 2525 (S)	2
20	14	I HEAR A SYMPHONY . . . . . 17 Supremes, Motown MLP 643 (M); SLP 643 (S)	17

### NEW ACTION R&B LP's

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

NO NEW ACTION LP's THIS WEEK



Billy Stewart

# SUMMERTIME

CHESS 1966

Ramsey Lewis

# WADE IN THE WATER

CADET 5541

Little Joe Blue

# DIRTY WORK GOING ON

CHECKER 1141

Freddy Robinson

# THE CREEPER

CHECKER 1143

The Dells

# THINKIN' ABOUT YOU

CADET 5538

# CHESS

RECORDS

# TOP LP's

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

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

This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart	This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart	This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart
1	1	<b>WHAT NOW MY LOVE</b> Herb Alpert & the Tijuana Brass, AAM LP 114 (M); SP 4114 (S)	9	51	63	<b>DO YOU BELIEVE IN MAGIC</b> Lavin' Spoonful, Kama Sutra KLP 8050 (M); KLP 8050 (S)	24	102	104	<b>TEMPTIN' TEMPTATIONS</b> Gordy G 914 (M); GS 914 (S)	33
2	2	<b>IF YOU CAN BELIEVE YOUR EYES &amp; EARS</b> Mama's and the Papa's, Dunhill D 50006 (M); DS 50006 (S)	18	52	52	<b>THAT WAS THE YEAR THAT WAS</b> Tom Lehrer, Reprise R 6179 (M); RS 6179 (S)	36	103	105	<b>JOHNNY'S GREATEST HITS</b> Johnny Mathis, Columbia CL 1133 (M); CS 8434 (S)	405
3	19	<b>STRANGERS IN THE NIGHT</b> Frank Sinatra, Reprise F 1017 (M); FS 1017 (S)	4	53	48	<b>A MAN AND HIS MUSIC</b> Frank Sinatra, Reprise F 1014 (M); FS 1014 (S)	29	104	86	<b>HERE I AM</b> Dionne Warwick, Scepter S31 (M); S 331 (S)	28
4	5	<b>WHIPPED CREAM &amp; OTHER DELIGHTS</b> Herb Alpert's Tijuana Brass, AAM LP 110 (M); SP 4110 (S)	61	54	45	<b>THE 4 SEASONS GOLD VAULT OF HITS</b> Phillips PPM 200-194 (M); PHS 400-194 (S)	31	105	115	<b>LIGHTLY LATIN</b> Perry Como, RCA Victor LPM 3552 (M); LSP 3552 (S)	5
5	4	<b>DR. ZHIVAGO</b> Soundtrack, MGM 1E-45T (M); 1E-45T (S)	17	55	60	<b>GLORIA</b> Shadows of Knight, Dunwich 644 (M); S 644 (S)	9	106	108	<b>SEE WHAT TOMORROW BRINGS</b> Peter, Paul & Mary, Warner Bros. W 1415 (M); WS 1415 (S)	37
6	3	<b>THE SOUND OF MUSIC</b> Soundtrack, RCA Victor LDC 2005 (M); LSD 2005 (S)	69	56	59	<b>ROGER MILLER/GOLDEN HITS</b> Smash MGS 27073 (M); SMS 67073 (S)	35	107	112	<b>HIGHWAY 61 REVISITED</b> Bob Dylan, Columbia CL 2309 (M); CS 9109 (S)	41
7	7	<b>LOU RAWLS LIVE!</b> Capitol T 2459 (M); ST 2459 (S)	10	57	54	<b>THE SOUL ALBUM</b> Otis Redding, Volt 413 (M); S 413 (S)	11	108	113	<b>THE SILENCERS</b> Dean Martin, Reprise R 6211 (M); RS 6211 (S)	2
8	9	<b>WONDERFULNESS</b> Bill Cosby, Warner Bros. W 1634 (M); 1634 (S)	7	58	68	<b>HITS AGAIN</b> Gary Lewis & the Playboys, Liberty LRP 3452 (M); LST 7452 (S)	7	109	111	<b>MUSIC—A BIT MORE OF ME</b> David McCallum, Capitol T 2498 (M); ST 2498 (S)	5
9	8	<b>GOING PLACES</b> Herb Alpert & His Tijuana Brass, AAM LP 112 (M); SP 4112 (S)	39	59	49	<b>THE BEST OF CHAD &amp; JEREMY</b> Capitol T 2470 (M); ST 2470 (S)	12	110	102	<b>THE BATMAN THEME</b> Neal Hefti, RCA Victor LPM 3573 (M); LSP 3573 (S)	18
10	6	<b>THE SHADOW OF YOUR SMILE</b> Andy Williams, Columbia CL 2499 (M); CS 9299 (S)	9	60	70	<b>MARTHA &amp; THE VANDELLAS GREATEST HITS</b> Gordy G 917 (M); GS 917 (S)	5	111	119	<b>GREAT MOMENTS ON BROADWAY</b> Jerry Vale, Columbia CL 2409 (M); CS 9209 (S)	2
11	10	<b>PET SOUNDS</b> Beach Boys, Capitol T 2458 (M); DT 2458 (S)	7	61	44	<b>MOONLIGHT SINATRA</b> Frank Sinatra, Reprise F 1018 (M); FS 1018 (S)	12	112	116	<b>SOUL MESSAGE</b> Richard (Groove) Holmes, Prestige PR 7433 (M); PHS 7433 (S)	9
12	12	<b>THE SHADOW OF YOUR SMILE</b> Johnny Mathis, Mercury MG 21073 (M); SM 61073 (S)	15	62	57	<b>MY NAME IS BARBRA, TWO</b> Barbra Streisand, Columbia CL 2409 (M); CS 9209 (S)	36	113	99	<b>ANDY WILLIAMS' NEWEST HITS</b> Columbia CL 2383 (M); CS 9183 (S)	23
13	11	<b>BIG HITS (High Time and Green Grass)</b> Rolling Stones, London MP-1 (M); MPS-1 (S)	13	63	55	<b>HANG ON RAMSEY!</b> Ramsey Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)	20	114	110	<b>RAMBLIN' ROSE</b> Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	162
14	20	<b>MIDNIGHT RIDE</b> Paul Revere & the Raiders, Columbia CL 2508 (M); CS 9308 (S)	5	64	67	<b>LOVE</b> Elektra EKL 4001 (M); EKS 74001 (S)	9	115	89	<b>WHERE THE ACTION IS!</b> Ventures, Delfon BLP 2040 (M); BST 8040 (S)	22
15	17	<b>CRYING TIME</b> Ray Charles, ABC Records ABC 344 (M); ABCS 344 (S)	18	65	62	<b>I STARTED OUT AS A CHILD</b> Bill Cosby, Warner Bros. W 1547 (M); (No Stereo)	40	116	118	<b>THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP</b> Al Martino, Capitol T 2528 (M); ST 2528 (S)	4
16	16	<b>MRS. MILLER'S GREATEST HITS</b> Capitol T 2494 (M); ST 2494 (S)	10	66	66	<b>ONE STORMY NIGHT</b> Mystic Moods Ork, Phillips PPM 200-202 (M); PHS 400-202 (S)	11	117	—	<b>AFTERMATH</b> Rolling Stones, London LL 2474 (M); PS 474 (S)	1
17	14	<b>THE BEST OF THE ANIMALS</b> MGM E 4324 (M); SE 4324 (S)	22	67	58	<b>AND I KNOW YOU WANNA DANCE</b> Johnny Rivers, Imperial LP 9307 (M); LP 12307 (S)	13	118	109	<b>HOUSTON</b> Dean Martin, Reprise R 6181 (M); RS 6181 (S)	34
18	18	<b>THE YOUNG RASCALS</b> Atlantic 8123 (M); SD 8123 (S)	10	68	65	<b>TRINI</b> Trini Lopez, Reprise R 6196 (M); RS 6196 (S)	10	119	120	<b>FERRANTE &amp; TEICHER FOR LOVERS OF ALL AGES</b> United Artists UAL 3483 (M); UAS 6483 (S)	3
19	15	<b>COLOR ME BARBRA</b> Barbra Streisand, Columbia CL 2478 (M); CS 9278 (S)	14	69	64	<b>FIDDLER ON THE ROOF</b> Original Cast, RCA Victor LDC 1093 (M); LSD 1093 (S)	89	120	—	<b>YESTERDAY AND TODAY</b> Beatles, Capitol T 2553 (M); ST 2553 (S)	1
20	21	<b>SOUTH OF THE BORDER</b> Herb Alpert's Tijuana Brass, AAM LP 108 (M); ST 108 (S)	53	70	75	<b>BYE BYE BLUES</b> Bert Kaempfert & His Ork, Decca DL 4693 (M); DL 74693 (S)	18	121	144	<b>MAME</b> Original Cast, Columbia KOL 6400 (M); KOS 3000 (S)	2
21	22	<b>THE MOVIE SONG ALBUM</b> Tony Bennett, Columbia CL 2472 (M); CS 9272 (S)	18	71	71	<b>THE MIRACLES GOING TO A GO-GO</b> Yankee T 247 (M); ST 247 (S)	33	122	124	<b>THE "POPS" GOES COUNTRY</b> Chet Atkins/Dustin Pops (Fiddler), RCA Victor LM 2870 (M); LSC 2870 (S)	4
22	23	<b>THE LONELY BULL</b> Herb Alpert & His Tijuana Brass, AAM LP 101 (M); ST 101 (S)	57	72	74	<b>WHEN A MAN LOVES A WOMAN</b> Percy Sledge, Atlantic 8123 (M); SD 8123 (S)	6	123	121	<b>DECEMBER'S CHILDREN</b> Rolling Stones, London LL 2451 (M); PS 451 (S)	31
23	13	<b>SOUL AND INSPIRATION</b> Righteous Brothers, Verve V 5001 (M); V6-5001 (S)	11	73	72	<b>MARY POPPINS</b> Soundtrack, Vista BV 4026 (M); STER 4026 (S)	93	124	—	<b>I LOVE YOU 1,000 TIMES</b> Platters, Musicor MM 2091 (M); MS 2091 (S)	1
24	24	<b>RUBBER SOUL</b> Beatles, Capitol T 2442 (M); ST 2442 (S)	29	74	76	<b>MUSIC—A PART OF ME</b> David McCallum, Capitol T 2432 (M); ST 2432 (S)	20	125	132	<b>FUGS</b> E.S.P. 1028 (M); (No Stereo)	2
25	25	<b>BALLADS OF THE GREEN BERETS</b> S/Sgt. Barry Sadler, RCA Victor LPM 3547 (M); LSP 3547 (S)	20	75	80	<b>MANTOVANI MAGIC</b> Mantovani & His Ork, London LL 2448 (M); PS 448 (S)	19	126	—	<b>STRANGERS IN THE NIGHT</b> Bert Kaempfert & His Ork, Decca DL 4795 (M); DL 74795 (S)	1
26	33	<b>THE SONNY SIDE OF CHER</b> Imperial LP 9301 (M); LP 12301 (S)	12	76	91	<b>GO WITH THE VENTURES</b> Delfon BLP 2043 (M); BST 8043 (S)	5	127	—	<b>WILDEST ORGAN IN TOWN!</b> Billy Preston, Capitol T 2532 (M); ST 2532 (S)	1
27	30	<b>A TOUCH OF TODAY</b> Nancy Wilson, Capitol T 2495 (M); ST 2495 (S)	7	77	81	<b>UP TIGHT</b> Stevie Wonder, Tamla TLP 248 (M); SLP 248 (S)	4	128	122	<b>TAKE A LITTLE WALK WITH ME</b> Tom Rush, Elektra EKL 308 (M); EKS 7308 (S)	5
28	28	<b>GOT MY MOJO WORKING</b> Jimmy Smith, Verve V 8441 (M); V6-8441 (S)	18	78	69	<b>THE BEST OF HERMAN'S HERMITS</b> MGM E 4315 (M); SE 4315 (S)	34	129	—	<b>GETTIN' READY</b> Tempalations, Gordy GLP 918 (M); SLP 918 (S)	1
29	29	<b>THE DAVE CLARK FIVE'S GREATEST HITS</b> Epic LM 24183 (M); BN 24183 (S)	20	79	79	<b>MAN OF LA MANCHA</b> Original Cast, Kapp KKL 4505 (M); KKS 3505 (S)	25	130	136	<b>OUT OF OUR HEADS</b> Rolling Stones, London LL 2429 (M); PS 429 (S)	48
30	41	<b>WHY IS THERE AIR?</b> Bill Cosby, Warner Bros. W 1606 (M); (No Stereo)	46	80	84	<b>I'LL REMEMBER YOU</b> Roger Williams, Kapp KL 1479 (M); ST 3479 (S)	11	131	134	<b>THE LONELY THINGS</b> Glen Yarbrough, RCA Victor LPM 3539 (M); LSP 3539 (S)	3
31	31	<b>FRANKIE AND JOHNNY</b> Elvis Presley, RCA Victor LPM 3553 (M); LSP 3553 (S)	12	81	77	<b>CHOICE</b> John Gary, RCA Victor LPM 3501 (M); LSP 3501 (S)	18	132	—	<b>S/SGT. BARRY SADLER OF THE GREEN BERETS SINGS "THE 'A' TEAM"</b> RCA Victor, LPM 3605 (M); LSP 3605 (S)	1
32	27	<b>DAYDREAM</b> Lavin' Spoonful, Kama Sutra KLP 8051 (M); KLP 8051 (S)	15	82	78	<b>WOMAN</b> Peter & Gordon, Capitol T 2477 (M); ST 2477 (S)	13	133	133	<b>LOVE THEME FROM THE FLIGHT OF THE PHOENIX</b> Brazz Ring, Dunhill D 50008 (M); DS 50008 (S)	3
33	36	<b>SOUNDS OF SILENCE</b> Simon & Garfunkel, Columbia CL 2469 (M); CS 9269 (S)	21	83	87	<b>MY FAIR LADY</b> Soundtrack, Columbia KOL 8000 (M); KOS 2400 (S)	92	134	130	<b>THE KATE SMITH ANNIVERSARY ALBUM</b> RCA Victor LPM 3535 (M); LSP 3535 (S)	3
34	34	<b>THE WONDROUS WORLD OF SONNY &amp; CHER</b> Atco 183 (M); SD 183 (S)	13	84	83	<b>THE BLUES PROJECT LIVE AT THE CAFE AU GO GO</b> Verve Folkways FV 9024 (M); FVS 9024 (S)	8	135	138	<b>HAVING A RAVE UP WITH THE YARDBIRDS</b> Epic LM 24177 (M); BN 24177 (S)	27
35	37	<b>THE BEST OF RONNIE DOVE</b> Diamond D 5005 (M); SD 5005 (S)	15	85	88	<b>GREATEST HITS</b> New Christy Minstrels, Columbia CL 2479 (M); CS 9279 (S)	4	136	131	<b>GOTTA TRAVEL ON</b> Ray Bryant Trio, Cadet LP 747 (M); LPS 747 (S)	3
36	38	<b>TIJUANA BRASS</b> Herb Alpert & the Tijuana Brass, AAM LP 103 (M); ST 103 (S)	26	86	103	<b>THE MORE I SEE YOU/CALL ME</b> Chris Montez, AAM LP 1115 (M); SP 4115 (S)	2	137	141	<b>LOUIE LOUIE</b> Kingsmen, Wand 657 (M); (No Stereo)	121
37	39	<b>BOOTS</b> Nancy Sinatra, Reprise R 6202 (M); RS 6202 (S)	18	87	82	<b>SUPREMES LIVE AT THE COPA</b> Motown 636 (M); ST 436 (S)	35	138	—	<b>EVERYBODY LOVES A NUT</b> Johnny Cash, Columbia CL 2492 (M); CS 9292 (S)	1
38	47	<b>BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?</b> Warner Bros. W 1518 (M); (No Stereo)	20	88	95	<b>ZORBA THE GREEK</b> Soundtrack, 20th Century-Fox TFM 3167 (M); TFS 4167 (S)	63	139	—	<b>JOHN GARY SINGS YOUR ALL-TIME COUNTRY FAVORITES</b> RCA Victor, LPM 3570 (M); LSP 3570 (S)	1
39	35	<b>JUST LIKE US!</b> Paul Revere & the Raiders, Columbia CL 2481 (M); CS 9281 (S)	23	89	96	<b>MY CHERIE</b> Al Martino, Capitol T 2342 (M); ST 2342 (S)	44	140	148	<b>THE BEST OF THE RIGHTEOUS BROTHERS</b> Meeklenburg 1004 (M); S 1004 (S)	8
40	32	<b>SPANISH EYES</b> Al Martino, Capitol T 2435 (M); ST 2435 (S)	21	90	93	<b>OUR HERO</b> Pat Cooper, United Artists UAL 3446 (M); (No Stereo)	7	141	106	<b>THE VENTURES</b> Delfon BLP 2042 (M); BST 8042 (S)	19
41	42	<b>SEPTEMBER OF MY YEARS</b> Frank Sinatra, Reprise F 1014 (M); FS 1014 (S)	47	91	92	<b>MY NAME IS BARBRA</b> Barbra Streisand, Columbia CL 2336 (M); CS 9136 (S)	60	142	143	<b>10 GOLDEN YEARS</b> Brenda Lee, Decca DL 4757 (M); DL 74757 (S)	3
42	53	<b>DISTANT DRUMS</b> Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S)	6	92	129	<b>DIRTY WATER</b> Standells, Tower T 5027 (M); ST 5027 (S)	2	143	142	<b>ON A CLEAR DAY YOU CAN SEE FOREVER</b> Original Cast, RCA Victor LDC 2004 (M); LSD 2004 (S)	31
43	61	<b>DON'T GO TO STRANGERS</b> Eydie Gorme, Columbia CL 2474 (M); CS 9274 (S)	6	93	94	<b>WAYNE NEWTON—NOW!</b> Capitol T 2443 (M); ST 2443 (S)	6	144	139	<b>HERE THEY COME</b> Paul Revere & the Raiders, Columbia CL 2307 (M); CS 9107 (S)	45
44	26	<b>THE SINGING NUN</b> Soundtrack, MGM 1E-75T (M); 1E-75T (S)	11	94	98	<b>THE KINK KONTROVERSY</b> Kinks, Reprise R 6197 (M); RS 6197 (S)	11	145	140	<b>THIS OLD HEART OF MINE</b> Isley Brothers, Tamla T 269 (M); ST 269 (S)	4
45	50	<b>TIME WON'T LET ME</b> Outsiders, Capitol T 2501 (M); ST 2501 (S)	7	95	97	<b>TURN! TURN! TURN!</b> Byrds, Columbia CL 2454 (M); CS 9254 (S)	28	146	149	<b>TIPPY TOEING</b> Harden Trio, Columbia CL 2506 (M); CS 9306 (S)	3
46	43	<b>I WANT TO GO WITH YOU</b> Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	16	96	100	<b>LITTLE WHEEL SPIN AND SPIN</b> Buffy Sainte-Marie, Vanguard VRS 9211 (M); VSD 79211 (S)	8	147	145	<b>THE FOUR TOPS SECOND ALBUM</b> Motown 634 (M); ST 634 (S)	35
47	40	<b>I HEAR A SYMPHONY</b> Supremes, Motown MLP 643 (M); SLP 643 (S)	17	97	117	<b>TRY TOO HARD</b> Dave Clark Five, Epic LM 24198 (M); BN 24198 (S)	3	148	146	<b>SOLID GOLD SOUL</b> Various Artists, Atlantic 8114 (M); SD 8114 (S)	14
48	51	<b>MY WORLD</b> Eddy Arnold, RCA Victor LPM 3464 (M); LSP 3464 (S)	39	98	90	<b>I REMEMBER YOU</b> Robert Goulet, Columbia CL 2482 (M); CS 9282 (S)	11	149	146	<b>SOLID GOLD SOUL</b> Various Artists, Atlantic 8114 (M); SD 8114 (S)	14
49	56	<b>HOW DOES THAT GRAB YOU?</b> Nancy Sinatra, Reprise R 6207 (M); RS 6207 (S)	6	99	85	<b>WHEN YOU'RE IN LOVE THE WHOLE WORLD IS JEWISH</b> Various Artists, Kapp KKL 4504 (M); KKS 3504 (S)	15	150	137	<b>YOU WERE ON MY MIND</b> We Five, AAM LP 111 (M); SP 4111 (S)	25
50	46	<b>HOLD ON!</b> Norman's Normals, MGM E 4342 (M); SE 4342 (S)	16	100	73	<b>SOMEWHERE THERE'S A SOMEONE</b> Dean Martin, Reprise R 6201 (M); RS 6201 (S)	18	—	—	<b>PHIL OCHS IN CONCERT</b> Elektra EKL 310 (M); EKS 7210 (S)	1



Date single on the highway to Hitsville!  
Check the charts.

**'STOP!  
GET A TICKET'** by  
The Clefs of Lavender Hill

Don't wait. Go Date. Contact your nearest  
Columbia Records Distributor. **date**

2-1510

© DATE MARCA REG. MADE IN U.S.A.

Copyrighted material

## Affluent U.S. Industry Eye-Opener to EMI's Fruin

LONDON — Great differences in record-buying habits and the success of one-stops and rack-jobbing volume are the impressive factors of American trading. That is the picture seen by a key British sales executive, EMI's John Fruin, just back from a three-week investigation of manufacturer-retailer relations. It was his first U. S. visit.

"Too much emphasis has been put here on the American industry's 'profitless prosperity,'" he states. "I didn't see any profit-and-loss accounts, but people I met appeared to be making good livings from records—it was an eye-opener."

Fruin, general manager for sales and distribution of EMI Records, the U.K. operation, was hosted during his U. S. stay by Bill Tallant, national sales manager, and Max Callinson, national racking manager, of Capitol Records Distributing Corp.

Fruin did not visit any licensees. His mission was purely fact-finding at the sales level. He worked with CRDC in areas around New York, Boston, Los Angeles and Toronto.

He called on retailer and rack-served locations, one-stops and rack-jobbers. Off-duty he went shopping with "ordinary consumers."

Fruin is the executive responsible for heading EMI's current switch to direct distribution and the stronger merchandising policies that go with it.

The major's thinking on this, expounded by Fruin in a speech to the British Music Trades' Association, was a page one Billboard report, June 4, coincidental with his visit. "I couldn't have had a better introduction," he commented.

In the main, Fruin's investigation confirmed his earlier impressions of U. S. trading. "Records are presented as an attractive-looking purchase which the consumer can buy and always receive pleasure from—at a price he can easily afford," Fruin said.

"Impulse buying is much more prevalent in the U. S. than Britain at present. But an album is much cheaper to buy in the States. The equivalent of a \$2.98 album, allowing for cost of living difference, is about \$8 to a British consumer. The difference in the two countries' trading begins there—in the consumer's pocket.

"Nevertheless, we can do much more to encourage impulse buying—we have almost the same packaging and near-identical product.

"Credit buying is widespread there, but virtually unexploited here—another aid to impulse purchasing we lack," Fruin continued.

"Records are much more easily available—through racks. As a major manufacturer, we have got to consider the possibilities of something similar in Britain utilizing our main catalog, regardless of the problems it will create, if there is to be over-all expansion.

"American jobbers were most helpful in explaining their methods, problems and successes. I was very impressed with many operations I saw, particularly those carrying comprehensive catalogs. They are obviously of great help to the manufacturer.

"Perhaps the rapid mushrooming of rack-jobbing had led to a profitless prosperity. But no one spoke of it and, in general, it just isn't true now. Too much had been made of it in Britain and too little attention paid to the resultant expansion's good features," Fruin stated.

"The one-stop is also a remarkably good distribution method for the manufacturer, enabling him to get product economically to point of sale.

"Clearly it has possibilities of adaptation to the British scene, particularly for us or the dealer.

Another vast difference, Fruin noted, was attitude of tradesters to radio play—a contentious matter in the U. K. Record producers here have not lost control over disk broadcasting via the pirate ships although BBC disk play remains restricted to a basic one use a day.

"The Americans didn't understand the meaning of overexposure," he said. "Everyone regards a single largely as a form of exposure in itself to sell albums!

"All merchandising effort seems to be concentrated on LP's—and we've not yet reached that state in Britain. And we don't have such an affluent purchaser, either!"

## Beatles' Bonn Tour A Sales Blitzkrieg

COLOGNE — The Beatles' tour of Germany has been a classic of disk sales promotion.

Trade veterans say there has never been such effective tie-in sales promotion as was achieved on the "Bravo Beatles Blitz-Tournee," as the tour was tagged.

Sponsored by Bravo, the German magazine for young people, the tour was a sales tour de force even before the Beatles made their first appearance in Essen.

Sales of Beatle records increased by around 500 per cent, and in Essen, Hamburg, and Munich, where the Beatles were billed to perform, the increase soared to as high as 1,000 per cent.

Final tabulations are yet to be made, but trade officials say there is little doubt that the tour will drive Beatle disk sales to a new all-time high for this country.

Expert sales promotion gets as much credit for the showing as does the fantastic popularity

of the Beatles in this country. Retailers began work as soon as the tour was announced, supported by Bravo and Electrola, the German EMI subsidiary which distributes Beatle platters in this country.

The Beatle story was told anew by means of splashy promotional displays and the non-stop playing in retail stores of rock ballads. Meanwhile, Bravo was beating the Beatle drums at a furious tempo.

Electrola gave massive support to the retailers and Bravo by means of record barrage of press material.

While Electrola's press department fired salvos of publicity releases about the Beatles, the distribution department mounted a massive logistical effort to get extra stocks of Beatle disks to retailers in step with rising sales.

Finally, German police contributed invaluable sales promotion by summoning a "summit conference" of the police chiefs of Essen, Hamburg, and Munich to devise strategy for coping with the Beatles' blitz tour into their areas. The German trade made skillful use of the fact that the Beatles started to fame in Germany. They first attracted attention on a booking at Hamburg's Star Club, where they were given the first all-out promotion.

The Beatles are proud that they still remember the German they learned during their Star Club booking. Whatever gaps exist in any German's knowledge over the Beatles has probably been filled by now by means of a Beatles quiz developed by Electrola.

Each month Decca sends an EP to the most important record retailers throughout France—1,000 in all—which includes snaps of the current releases linked by a sales talk from Gagniere. Sometimes the artists themselves introduce their latest records.

Called Disco-Telex, the disk is also sent each month to Decca agents throughout the world.

The current Disco Telex includes selections from the latest disks of the Alan Price Set, Fernandel, the Small Faces, the Rolling Stones, Truly Smith, Eric Chardon and Pierre Vasiliu.

## CBS Austria Will Handle Switzerland

GENEVA — Following the opening of its Austrian subsidiary, CBS Records plans to use it to serve Switzerland too, according to an announcement by Peter de Rougemont, vice-president in charge of CBS European operations.

Noting that the CBS catalog is now strongly established in Switzerland, de Rougemont plans that CBS Records, Zug, Austria, will take over Swiss distribution at the end of the year.

In the second half of August, de Rougemont will accompany Harvey Schein, CBS international vice-president, to Scandinavia.

They will meet CBS and Epic licensees in Finland, Sweden, Norway and Denmark to review each market preparatory to formulating future plans.

## Casl Bows—Single, Too

TORONTO—A new record label, Casl (Canadian Artistic Sounds Library), bowed in Canada late last month with a single "The Merry Ploughboy," a traditional Irish air with updated lyrics by Dominic Behan. Radio and TV beer commercials featuring the tune spurred heavy demand at radio station and dealer levels and Casl rushed its single through, from session to stores in one week.

The new company was formed by Arlene King, a folk singer who will be heard on the label in the near future, and Christelle MacKenzie. Next on their schedule is an album by the Carlton Showband, six young Irishmen much in demand for dances around Toronto and also in New York, Cleveland, Detroit, Buffalo and other nearby U. S. centers. The Showband, with Miss King, make their disk debut with "The Merry Ploughboy." Casl is distributed nationally by Quality Records.

## Laborite Aims Sights At Sinking of Pirates

• Continued from page 3

had come out strongly against the pirates for three practical reasons, he went on. Their high-powered transmitters were used on wave length allocated by international agreement and the ships caused interference to national stations.

They similarly interfered with the shipping channels and threatened safety at sea.

By taking advantage of their extra-territorial position they used the work of others, composers and musicians, to make money out of them without payment or with very little payment.

Benn said that the shooting and other incidents had

strengthened his feeling about unlicensed broadcasting. There was doubt about the ships coming within court jurisdiction. If they did, then action would be taken but legislation would still be needed.

The debate came two days after a shooting incident at the home of Oliver Smedley, chairman of Project Atlanta, a pirate ship pioneer. It resulted in the death of Reg Calvert, agent, publisher and owner of Radio City. Smedley has been accused of murder, pleads not guilty and according to his lawyer completely denies the charge. Radio London had previously announced the associates "had purchased outright Radio City facilities" and it was to launch an "easy listening" channel, UKGM (United Kingdom Good Music).

City was subsequently put off the air by a boarding party. London then said that the deal had only been pending. It was not meeting demands of the raiders and had suspended the UKGM idea.

## Expansion at Col. of Canada

TORONTO — Expansion at Columbia Records of Canada Ltd. has seen several top level promotions and executive realignment, announced by vice-president and managing director Robert R. Pampe. The board of directors has elevated Terence Lynd, formerly comptroller, to vice-president, finance. New comptroller is James Curtis, formerly chief accountant.

Peter S. Westwood has been appointed general manager of the Record Club division, with complete responsibility for all facets of its operation. Formerly in charge of a&r as well as many record club functions, Westwood is now phasing out of recording activities.

Jack Robertson, previously manager of retail distribution, has been named general sales manager, sales and marketing, and his responsibilities will include the selection of product from the U. S. and abroad for Canadian release, and the company's recording activities in Canada. Pat Whipp has been appointed manager of the special products division, handling the creation and marketing of premium records and special time payment record packages.

## P-M LAUNCHES ALPERT DANCE WITH A WAVE

PARIS—Pathe-Marconi hired a boat for an evening cruise on the River Seine when they launched the Tijuana — the summer dance of 1966—as part of their big campaign to promote the records of Herb Alpert in France.

Nearly 300 guests, mostly from the music industry, joined the cruise to watch the new dance demonstrated by a special team of dancers led by Victor Upshaw. Among the guests were Jerry Moss, joint boss of A&M Records, and his wife.

The music of Herb Alpert is already making a big impact in France and the band is due to visit Paris in September. Promotion material put out by Pathe-Marconi reproduces the Billboard LP chart for week ending May 14 showing Herb Alpert with four records in the top 15.

## FRENCH DECCA BOWS SERVICE FOR RETAILERS

PARIS—A unique service for record shops, conceived by Decca Commercial Director Claude Gagniere, is getting an enthusiastic reaction from retailers.

Each month Decca sends an EP to the most important record retailers throughout France—1,000 in all—which includes snaps of the current releases linked by a sales talk from Gagniere. Sometimes the artists themselves introduce their latest records.

Called Disco-Telex, the disk is also sent each month to Decca agents throughout the world.

The current Disco Telex includes selections from the latest disks of the Alan Price Set, Fernandel, the Small Faces, the Rolling Stones, Truly Smith, Eric Chardon and Pierre Vasiliu.

## Princess at Ball

MONTE CARLO—Eight orchestras played for the 32d annual Ball of the Little White Bends, charity patronized by Princess Grace of Monaco, as part of the Monte Carlo Centennial celebrations. Soloists included Andy Williams from the U. S., Jimmy Fontana and Adamo from Italy, and Frances Blanche and Darry Cowl from France.



Congratulations to our artists,  
producers, arrangers, songwriters  
and publishers.



# WINNER OF THE GERMAN SONG FESTIVAL BADEN-BADEN 1966

## POLYDOR-ARTISTS THE WINNING TEAM



Wencke Myhre



»Beiß nicht gleich in jeden Apfel«  
**WENCKE MYHRE**

52 693 Polydor



»Irgend jemand liebt auch dich«  
**ROY BLACK**

52 687 Polydor



»So alt wie die Welt«  
**BRIGITT PETRY**

52 691 Polydor



»Es könnte Liebe sein«  
**LILL LINDFORS**

52 690 Polydor



Roy Black



Brigitt Petry



Lill Lindfors

POLYDOR-the worldknown pop-label of DEUTSCHE GRAMMOPHON GESELLSCHAFT HAMBURG

# Polydor Plowing Ahead in Bid for Major Share of U. K. Pop Market

LONDON—After nearly a year, Polydor Records, the British branch of DGG, is bringing to fruition plans for development of the firm into a major British pop line.

They have been masterminded by Roland Rennie, appointed managing director following a long period with EMI Records and a two-year stint as head of Transglobal in New York.

Biggest step achieved by Rennie so far was the strengthening of the pop repertoire with the acquisition of Atlantic. It quickly brought results, and the label is strong at present with Percy Sledge's "When a Man Loves a Woman."

Polydor has also had some useful activity with Edwin Starr's "Stop Her On Sight," a master picked up from Ric-Tic Records, New York. Polydor is also able to draw on the international repertoire of DGG. Biggest seller was Bert Kaempfert's "Bye Bye Blues."

In deals with several British independent producers Rennie has started a series of new labels. Reaction handles the product of Robert Stigood which brought the Who into the Polydor orbit internationally.

There was instant success for the first release, "Substitute," though follow-ups are delayed through court action instituted by Shel Talmy, who produced the group's first hits for U. S. Decca.

Two more labels were introduced last month.

Alp, formed by Any Lothian of Glasgow, is aimed at the Scottish market.

Clan is in partnership with songwriter Mitch Murray, responsible for "I'm Telling You Now," "How Do You Do It?," among a string of hits. It made its bow with an updated orchestral of "Skyliner." Murray, an artist contracted to Fontana (Philips), also has producing deals with RCA and ARC of Canada and is negotiating with Philips, France.

Due later in the year is a Marmalade label. This is being formed in conjunction with Georgio Gomelsky, former producer of the Yardbirds, who also runs a publicity firm situated in the Polydor offices handling Atlantic and certain Polydor artists.

The DGG group and Philips Records are jointly owned, the respective parent companies holding a 50 per cent interest in each other's record subsidiaries.

Rennie has taken advantage of this to share facilities in non-competitive areas. Most of Polydor's pressing is done at the Philips factory in Walthamstow, London.

Last month, Polydor began using Philips' own distribution net. It has set up its own self-contained depots in the same building as Philips' existing ones. Each has its own staff, but the same trucks and systems are used for delivery to shops.

## Connie Francis in Munich And Cutting Fast Pace

MUNICH—After a TV appearance on Lou van Burg's "Der Goldene Schuss," produced live in West Berlin, Connie Francis arrived in Munich, after a two-year absence. She is in for a two-week booking.

She recorded 25 songs within two and one half days. This is unusual by German standards. Here a hit singer needs an average of three hours to record one song. The Connie Francis LP offers U. S. standard songs for the first time in German under the title "Melodien, Die

Die Welt Eroberten" (World Favorites).

Then Connie Francis will guest on a TV show to be taped here in Munich for a TV performance to be aired Dec. 31.

She will record another LP, German numbers by Werner Scharfenberger, Fini Busch, Christain Bruhn, and Kurt Feilz. The producer of this LP is Gerhard Mendelson.

## Labels Mark Argentina's Freedom

BUENOS AIRES—Local labels have commemorated the birth of Argentine Independence.

Phonogram released a series of 10 special albums under the name of "Argentina Sings." Seven are dedicated to folklore and three to tango themes. Felix Luna and Catulo Castillo have created the literary parts for both tango and folk music, while it can be heard a prolog written by Ernesto Sabato and a poetical epilog by Julia Prilusky. Covers were designed by Enrique Rapella. This series includes a musical parade since year 1810 to our days. Naturally, songs were registered by the most important artists of Phonogram, but the themes by Atahualpa Yupanqui and Osvaldo Feasedo, as well as some of Carlos Gardel records have also been included.

At the same time, CBS released an LP, which bears the name of "The Independence," with themes based on stories related to the heroic Independence War. The songs, for which Leon Benaros wrote the words and Waldo Beloso, Carlos Di Fulvio and Adolfo Abalos the music, have been recorded by Jorge Cafrune.

Since Jorge Cafrune's LP "The Chacho Story—Life and Death of a Leader" was a hit here, and considering that both albums have similar characteristics, the appearance of "The Independence" is awaited.

## GRAND FINALE FOR THE BBC POP CONCERT

LONDON — Many continental recording stars converge on London Saturday (9) when the BBC hosts the final in this year's "Pop Over Europe" radio link-up series. Usual monthly programs, featuring the month's top song in seven countries have been by hookup.

Final show takes the form of a gala concert, staged this year in the Camden Theater, now a London BBC studio.

Representatives of the various countries taking part are Helmut Zacharias (West Germany), Vico Torriani (Geneva, Switzerland), and Jimmy Fontana (Lugano), France Gall (Monaco), Hanni Steffek (Austria), Lado Leskova (Yugoslavia) and the Trio Candido (Belgium).

Dennis Lotis represents Britain. German Kurt Edelhagen and Britain's Malcolm Lockyer conduct the BBC Showband.

## Luxembourg Audience Up

HAMBURG — Popularity of Radio Luxembourg's German service is increasing, according to the latest public opinion poll conducted by the Infratest research institute.

Luxembourg's pop programming is heard by every third person in West German, the Infratest research shows.

Each weekday, there is an average audience of 15.5 million listeners. One quarter of the audience is teen-agers and three quarters adults.

Growth of Radio Luxembourg audience has been rapid in recent years. A poll in 1963 showed an audience of about 10 million in West Germany. Experts now feel that its listenership exceeds that of Germany's own public broadcasting station.

## FROM THE MUSIC CAPITALS OF THE WORLD

### AMSTERDAM

British beat group the Fortunes (Decca) made two successful tours in this country during the second half of June. Their tour had a strong effect on sales. . . . Otto Vriezenberg, Phonogram manager for Philips popular recordings, promoted French singer **Georgette Lemaire**. Philips France recently contracted this young Parisienne. Miss Lemaire's first LP will be released soon. . . . The Philips album containing so-called "popular electronic music" by **Tom Dissevelt**. "Fantasy in Orbit" is the name of the newest contribution, containing electronic sound impressions of the newest American achievements in the conquering of space. . . . Phonogram Co. rush-released "Mini-Minnie" by Dutch beat group the **Young Ones**, thus giving attention to the Mini Fashion which blew over to Holland from Britain recently. . . . **Pete Felleman** of Artine's Funckler department released this week **Margie Ball's** fourth single waxing, "After All" b/w "Will You." Miss Ball is among the Dutch singers who will compete in the **Knokke Song Contest** this year. . . . Festival recording artist **Les Surfs** visited The Netherlands for a guest appearance on the new **Caterina Valente** show, video-taped at the Carre Theater at Amsterdam. . . . Recent additions in the popular field on Tamla-Motown label (represented by Artone) are "Love Is Like an Itching in My Heart" by the **Supremes**, and "You're the One" by the **Marvelettes**. . . . Local NCRV-TV will air the **Frank Sinatra Show**, "A Man and His Music," in September. The Voice's "Strangers in the Night" is still high on the charts. . . . German Ariola singer **Peter Alexander** is doing a TV show. Negram, distributor of Ariola, in The Netherlands, is negotiating with local KRO-TV for a Dutch airing. . . . Elektra Records visited the Negram Co. at Haarlem recently. As a result, Negram will release Elektra products here. First choice, however, stays with Vogue. Hot Elektra-Vogue artists in Holland are **Tom Rush**, **Josh White**, the **Greenbriar Boys** and **John Koerner**.

**Robert Oeges**, Negram's managing director, visited Vogue at Paris this week. Oeges talked with **Cabat** of Vogue. . . . **Klinks'** hit "Sunny Afternoon," reached 20,000 copies after only seven release days. . . . Bovema's Capitol chief **Roel Kruijs** reported that the **Beach Boys'** new album "Pet Sounds" will be rushed out this week. . . . Columbia-Holland unfolded Dutch song-

stress **Greetje Kauffeld's** German made LP "Sunday Melody" last week. **BAS HAGEMAN**

### BRUSSELS

Music publishers Ardmore & Beechwood welcomed **Ronald S. Kass**, director of overseas operations of Liberty Records, and **Harry Lewis**, director of Ardmore & Beechwood, London. The publishing firm controls four new songs by **Adamo**: "Tu Me Reviens," "Ton Nom," "Du Soleil," "Du Boulot" and "Elle etait Belle Pourtant." The songs were released on the HMV label. . . . New releases on Artone include the **New Orleans Syncopators** with "Paradise of Love" c/w "The Quack Doctor." . . . United Artists released a new single by **Shirley Bassey**, "Don't Take the Lovers From the World." . . . The Barclay label introduced three songsters: French **Maurice Fanon**, **Alain Barriere** and **Genevieve Grad**. The firm released a new record by **Mireille Mathieu** on the Barclay label and several records on the Atlantic label. . . . Polydor organized a cocktail party to mark the comeback of Flemish singer **Jean Walter**.

Polydor released singles by the **Lovin' Spoonful**: "Did You Ever Have to Make Up Your Mind?"; the **Righteous Brothers'** "He" and **John William** with "La chanson de Lara." . . . In the classical field Polygram released **Verdi's** "Aida" (a French version). The choir and orchestra were directed by **Richard Wagner**. . . . Primavera organized a press conference to mark the release of the first record of 13-year-old **Philippe** on the Olympia label. **Philippe** sings a French version of "Bang, Bang" and "Les Roses."

**MIMI SMITH**

### HAMBURG

**Bert Kaempfert**, composer of the international hit, "Strangers in the Night," is preparing a new LP. He is considering tours of Japan, Australia, South Africa and South America. . . . Three DGG records received Dutch Edison Awards: **Alban Bergs'** "Wozzeck," conducted by **Karl Boehm** (modern music); **Mozart's** "The Magic Flute," also conducted by **Boehm** (opera); "Tafelmusik," by **Telemann**, conducted by **August Wenzinger** (ancient music). . . . Three Soviet composers, **Karen Khachaturian**, **Andrei Eschpai** and **Rodion Schtschedrin**, visited West Germany as part of the German-Soviet cultural exchange. They met local composers, and Cologne radio gave a concert of their compositions. . . . Author **Curt Riess'**

## New CBS Budget Line In Germany

FRANKFURT—CBS Schallplatten, the German CBS subsidiary, has established a new label, Regina, featuring specially priced releases in beat rhythm operetta, folk songs, and classical.

Regina will accent a lively presentation aimed at a mass market. The price for releases in the series has been set at \$2.45.

Initial releases are "Hit Parade 1965," "Armstrong Forever," and the Frankie Laine LP "The Roving Gambler." Regina is a joint venture by CBS and the Hamburg disk distributor Max Kunath. Distribution will be handled jointly by CBS in Frankfurt and Kunath in Hamburg. Disks will be produced for the most part in the studios of CBS using CBS talent.

CBS will continue unchanged and as a separate production its Westminster label with classical music. Westminster releases are also priced at \$2.45. New releases on this label are works by **Robert Schumann**, **Bethoven's** Third and Sixth symphonies and **Mozart symphonies**. Other current Westminster releases are **Gershwin's** "Rhapsody in Blue" and "An American in Paris" and **Bach's** "Brandenburg Concerto."

## Essex Puts Phase 2 in Gear

PARIS—Editions Essex, the French branch of The Richmond Organization's international network, has shifted into the second phase of its operations.

Last year the company's efforts were concentrated on English and American songs; this year, however, the company is developing its French catalog, with new songs from such important writers as **Pierre Delance**, **Jeff Davis**, **Michel Jourdan**, **Eddie Marney** and **Franck Gerald**.

Essex is also grooming two writers for international promotion — composer-arranger-jazz guitarist **Mickey Baker**—and the newly signed **Francis Fumiere**.

**Baker** has just recorded four of his compositions for the A-Z label and these are likely to get strong promotion on Europe No. 1. The TRO firms in Eng-

land and America are working on releases in their respective territories and vocal versions are planned of the four songs in English and French.

**Eileen** has just recorded a **Mickey Baker** song "J'Aime le Parfum des Bois," in English and French and the record will be released in France, Germany, and Canada. **Oivier Despax** is slated to record a **Mickey Baker** song, written with **Eddie Marney**, next month, and **Rita Bartok** is doing a new **Baker** rock number for autumn release.

**Fumiere**, signed by Essex on an exclusive contract, wrote one of the two Essex entries for the **Rose de France Song Festival**—"Un Jour l'Amour," sung by American singer **Lee Chamberlin**. **Fumiere** has two U. S. records to his credit since signing with Essex and a big name star is shortly to do a third.

## Broadcast Royalty Fee Contested

• Continued from page 4

This contrasts with some other countries where U. S. manufacturers and artists are protected, although America does not provide reciprocating revenues from broadcast (or other mechanical use). The Scandinavian laws give protection to record producers against over-broadcasting, but damages have been refused in the courts against over-broadcasting, because of difficulty in proving that reduced sales are due only to radio play.

This again contrasts with the situation in many countries which give protection to record producers. In the U. K., for instance, the right has been established for 35 years. In that time,

manufacturers acting jointly have made successive contracts with the BBC which have restricted radio programming of a disk to a maximum of one use a day.

On the grounds that they were spending public money, the Scandinavian broadcasters, all State monopolies, went to court to assess the royalties. The Danish case was settled first with a royalty award of \$2.10 per minute of use. As stated, the Finnish tribunal has assessed it at \$1.50 and there is an appeal pending on Sweden's \$2.80.

The laws were drawn up after consultation between the three countries. The awards

sought by the manufacturers also had a common base, Sweden being highest because of its large population—equal to the other two.

Other factors, such as the general prosperity of each country and the degree of commercial broadcasting were also taken into account. Norway, the fourth Scandinavian country, did not join the others. Protection is, however, given to producers and artists. All mechanical users pay a royalty into a King's fund. This is distributed to manufacturers, but artists' royalties—the greater amount—is held and allocated by the fund on a basis of need. Norway is a signatory of the Rome treaty.

of Pan Americana was changed to Discos Musart, Inc. Musart has been the name of the domestic label since its founding in 1947. . . . **Barney Ales**, vice-president of Motown, Detroit, spent a week in Mexico to renegotiate with RCA Victor Mexicana the distribution contract signed three years ago. . . . **Mike Laure**, a young singer from Guadalajara who reached stardom this year and made the top of the best-selling list through his Musart recordings, appeared for the first time in the U. S. in the Million Dollar Theater, Los Angeles. . . . **Joaquin Prieto**, composer of brother Antonio's hit, "La novia" (The Bride), will debut as a performer of his own songs on a Capitol LP. . . . **Lear Jet** is expected to appoint a licensee of Stereo 8 for Mexico during the next two months. . . . Musart issued eight new LP's (locally pressed) of the Liberty catalog. . . . Among the many new LP's of international artists Gamma released are those by **Ray Charles**, **Johnny Rivers**, **Doc Severinsen**, **Francoise Hardy** and **Les Surfs**.

OTTO MAYER-SERRA

## MILAN

**Joe Giannini** and **Johnny Porta**, CGD executives, will be present at the CBS publicity convention to be held at Frankfurt, Germany. Giannini will then proceed to Antibes to the French song festival and will finally fly to the U. S. for the CBS and WB general conventions. . . . **Michele** was awarded his first golden record by his company, RCA Italiana, at a press dinner. Michele will compete at the Cantagiorgio with "E' Stato Facile." . . . **Bobby (Ricordi) Solo** will take part in the Cantagiorgio with the Italian version of **Tom Jones'** hit "To Make a Big Man Cry" (Per Far Piangere Un Uomo), published by Francis, Day. . . . **Domenico Modugno**, Cemed-Carosello, will also compete at the Cantagiorgio with his new song "San Valentino," published by Curci. . . . The Venice International Festival of Light Music will have **Caterina Caselli**, **Gigliola Cinquetti** and **Gino Paoli**, CGD; **Renato Rascel**, Cemed-Carosello; **Petula Clark**, Saar; among others. . . . Among latest entrants to the Lugano Festival are **Remo Germani**; **Solidea**, Saar; **Fabrizio Ferretti**, **Johnatan** and **Michelle** and **Michelle** and **Giorgio Gaber**, Rifi. **Iva Zanicchi**, Rifi, debuted at the Olympia of Paris with "Accarezami Amore." "Caro Mio" and "Io Ti Daro Diu." Zanicchi's records are distributed in France by Disques Barclay. . . . **Nicola di Bari** and **Roberta Mazzoni** are Saar's artists competing in the Cantagiorgio.

GERMANO RUSCITTO

## NEW YORK

**Arnold Maxin**, executive vice-president and general manager of Big 3 Music (Robbins-Feist-Miller), is on the West Coast to cover the firm's music action on such upcoming films as "The Bible," "Doctor Doolittle" and "Way Way Out." . . . **Larry Uital**, president

of Amy-Mala-Bell, is visiting England and the Continent to meet with the company's foreign licensees and overseas publishers to negotiate sub-publishing deals for the Aim Music catalog. . . . After 10 years of servicing the recording industry in New York, **Adrian Associates** is moving their base of operations to Miami. Firm specializes in the custom manufacturing of records and packaging for the educational as well as the Latin market.

**Ronnie Weissner** to Metro Distributor promotion department replacing **Mickey Wallich** who joined ABC Records. . . . **Anthony & the Imperials** have a date at the Trade Winds, Newburgh, N. Y., on July 9. . . . **Monti Rock III** set for **Johnny Carson's** NBC-TV show on July 18. . . . **Jerry Vale** at the Surf Supper Club, Wildwood, N. J., Aug. 5-12. . . . **Johnny Tillotson**, MGM singer, headlines at the Moultrie-Douglas County Fair, Arthur, Ill., on July 21. . . . The **Denims**, who record for Mercury, are at the Ondine through July. . . . The master of the **Three Coins** "Nevada Smith" was bought by Roulette Records. . . . The **Arbors**, who record for the Carney label, have been signed for a summer series over WBBM, CBS' Chicago outlet. . . . **Chuck Taylor**, head of Chuck Taylor Management Corp., is back at his personal management desk after a lengthy convalescence from surgery.

**Otis Redding** will appear at the National Assn. of Radio Announcers Convention on Aug. 14. . . . **Edwin Starr**, King Records artist, will be making his first tour of the British Isles in August. . . . **Jon Thomas**, ABC Records artist, at the Red Carpet Lounge, Cleveland, through the summer. . . . RCA Victor singer **Roy Hamilton** is back from Germany where he entertained at various American Army bases. . . . **Adrian Angel** at the Houston Music Theater in "High Spirits" from July 12 through July 31. . . . **Wynn Cameron**, of Momentum Records, began a two-week tour of Central America on July 1. . . . The **Beau Brummels**, Warner Bros. group, on a tour of the East Coast. . . . **Alan Lorber** has been signed by Kama Sutra to write the arrangements for **Louis Prima's** upcoming singles session. . . . While **Neil Sedaka** is touring U. S. Army installations in West Germany from July 14 through July 24, he'll also cut German language platters in Hamburg and French disks in Paris. . . . **Victoria Pike** has been added to the roster of South Mountain Music staff writers. . . . **Gerard W. Purcell Associates** has new offices at 150 East 52 Street.

MIKE GROSS

## PARIS

Francis, Day has published "Dans My Chambre," **Hubert Ithier's** French version of **Nancy Sinatra's** "In My Room," which has been recorded by **Yves Roze** for Polydor. . . . Vogue will release records by the British group **Them** in France, Belgium, Germany, Austria, Switzerland and Holland. Four

new titles are set for this month. . . . **Charles Aznavour** will give two recitals at the Royal Albert Hall, London, in September. . . . **Brigitte Bardot** has left Philips to sign with A-Z Records whose disks are distributed in France by Vogue. . . . **Gilbert Becaud** sang all four numbers from his new **Pathe-Marconi** EP on "Palmares de la Chanson" TV program. The singer is set to write the music for the new **Gabriel Albicocco** film, "Le Grand Meaulnes." . . . **Maurice Pon** has done the French version for Francis, Day of the **Beach Boy's** hit, "Sloop John B." Called "Ton Tour Viendra" ("Your Turn Will Come"), the song has been recorded by **Jacqueline Boyer** for Rigolo. . . . Vogue has signed a pact with English producer **Chris Blackwell** to release in France the records of **Jackie Edwards**, composer of the **Spencer Davis** hit, "Somebody Help Me." First release by Edwards includes "Somebody Help Me," "Love," "My Love and I" and "Darling." . . . **Feldman** has published "Nos Secondes Sont Comptees," a French version by **F. Thomas** of "Honey Love." **Chris Valone** has recorded it for Polydor.

One of the biggest Italian hits of the year, "Nessuno me Puo Giudicare," has been recorded by **Dalida** for Barclay under the French title "Baisse un Peu la Radio," published here by Sugar Music. . . . Festival Records has signed a young singer-composer, **Michel Fugain**. . . . Vogue star, **Antoine**, currently one of the biggest selling artists in France, is presenting his own daily program on Radio Luxembourg in conjunction with **Michel Cognoni**. . . . **Alan Lerner** is due in Paris this month to work with dress designer **Coco Chanel** on the musical which will be based on her life and is due to hit Broadway next February. . . . Decca's **Jacques "Playbach" Loussier**, **Guy Pedersen** and **Christain Garros** have each received a golden disk for topping a million sales in Germany. . . . **M. Ruggieri**, artistic director of Ricordi, was here to supervise **Lee Chamberlain's** recording in Italian for Festival. . . . **Caterina Caselli**, singer of the No. 1 Italian hit "Nessuno mi Puo Giudicare," is set for several TV appearances here this month. . . . New songs from Sugar Music include "Notre Prof'd'Anglais," recorded by **Chantal Kelly**, "Mais Qu'est-ce que ce Peur Vous Faire," and "Broadway" recorded by **Jennifer**, "Alora," recorded by the **Surfs** and "Les Enfants du Temps d'Aujourd'hui," recorded by **Michel Delpech**. . . . **Tom et Jerry** have recorded for RCA the French version, published by Feldman, of "I'm Gonna Take You There." Called "Tu Etais Sincere," the song has a French lyric by **C. Righi**. . . . Festival singer **Ornella Vanoni** has recorded "Sauza Fine," the song from the film, "Flight of the Phoenix."

**Liza Minelli** is currently scoring in the "Young America" show at the Olympia Theater. . . . Polydor has released five Verve VSP jazz LP's and backed them with extensive advertising in the jazz magazines. A strong Verve VSP program is set for September.

MIKE HENNESSEY

FROM THE  
MUSIC CAPITALS  
OF THE WORLD

book "Knaur's World History of Records" ("Knaurs Weltgeschichte der Schallplatte") will be published in September.

CBS released the first LP by protest singers **Christopher** and **Michael**. It was a live concert recording. . . . **Thomas Pieper**, is the contest disk jockey to join the German program of Radio Luxembourg. . . . The successful German musical, "Heimweh nach St. Pauli," written by **Lotar Olias** and starring **Freddy Quinn**, opens in Vienna Sept. 29 after a three-month Hamburg run. **Metronome Records** release a new LP by **Nina** and **Frederik** in September. It will be recorded in London in German and other languages. . . . The Golden 12 label presents **Casey Jones** with a gold disk for more than 1 million German sales.

CHRISTIAN TOERSLEFF

## HELSINKI

**Herman's Hermits** recently concluded Finnish tour capped with a television appearance. . . . High prices hold down record sales here. A single sells for \$2. . . . **Ken East** was chairman of the recent EMI Scandinavian meeting here. Next meeting is set for Copenhagen. **Nancy Sinatra's** "These Boots Were Made for Walkin'" got a big press and TV build-up here. . . . **Frank Sinatra's** "Strangers in the Night" off to a fast start.

The Finnish dance, "Hoppel-Poppel," won the London International Dance Contest. **Katri-Helena**, best selling Finnish female vocalist, has recorded the dance tune on Parlophone, and the record is breaking in Scandinavia, West Germany and England. **MUSIC-FRAZER** has released the Finnish version of **Barry Sadler's** "Ballad of the Green Berets." . . . The **Beatles** are still the best selling act in Finland, and the group's single, "Michel-le/Girl," is at the top of the charts. . . . **Donovan** has a Finnish concert tour coming up.

JURKI HAMALAINEN

## LONDON

Music for Pleasure, EMI's budget line racking off-shoot, has dropped its special summer promotion plan which was to have made a drive on resorts. MFP is a national promotion, with big prizes for dealers. It is also entering supermarkets on an exclusive deal with a national chain. . . . Following extensive pirate radio station play, EMI rush-released the **Beach Boys'** "Pet Sounds" LP. It had been scheduled for September. Out simultaneously was the group's "Summer Days and Summer Nights" album, which had been scheduled for July, and did not get the same prior promotion. Release here of two full-price albums by the same artist is rare. EMI had in any case planned an "artist-of-the-month" campaign for the Capitol group. The new album was not included in display material. . . . **Jimmy Johnson**, **Walt Disney** music division chief, who was expected here this month to discuss new European distribution arrangements, has postponed his visit until September. . . . After recording **Emilio Pericoli** in Italy, Warner Bros. New York-based sales manager **George Lee** visited Pye in London. . . . The Music Trades' Association is seeking meetings with manufacturers to obtain improved discounts. . . . BBC radio devotes one of its weekly record slots to an international hit parade roundup throughout the summer. . . . In Britain, **Yardbirds** Music is associated with **Feldman**, another arm of the Big 3, not FD&H as reported last week. . . . CBS managing director **Ken Glancy** is negotiating for a professional manager to head up the April-Blackwood music publishing firm in Britain.

**Pet Clark's** current BBC-TV series has brought a string of continental recording stars to Britain. Her guests included **Raphael**

(Spain), **Conny Froebess** (Germany), **Claude Françoise**, the **Surfs** (France), **Fred Bongusto** (Italy) and **Svend Asmussen** (Denmark). . . . Polydor released an LP recorded here by U. S. singer **Jack Hammer**. . . . **Kim Fowley**, on an extended visit in London, has licensed his disk, "The Trip," to Island, written songs for **Paul** and **Barry Ryan**, **Manfred Mann** and the **Seekers**, formed Living Legend Music with **Ardmore** and **Beechwood** and recorded as an artist with **Mickey Most**. He is also recording British acts for **Dan Crewe's** Genius Music. . . . Elektra plans increased exports to Germany and Benelux from the U.K. to supplement its existing sub-licensing arrangements. Scandinavian imports will, in future, come from Britain rather than the U. S. . . . **Victor Tucker** retired June 30 after 47 years with the Performing Right Society. He is succeeded as secretary by **Michael Freegard**. . . . **John Russell Thompson**, Decca Records' single sales manager, has quit after 15 years. He will become administrative head of **David Pickering's** Musicways publishing firm. . . . **Ken Glancy** brought in **Des Champ** to supplement the CBS a&r staff. . . . **Robert De Cormier** is recording 13 "A World of Song" programs for BBC-TV. . . . **Paul Samwell-Smith** left the **Yardbirds** and was replaced by **Jimmy Page**.

DON WEDGE

## LOS ANGELES

**Terry Gibbs** and his big band open the Playboy Club's summer festival of bands Wednesday (6) for two weeks in the penthouse. **Steve Allen**, who has worked with vibist, is reported set to attend and play at the opening night show. Among Gibbs' players are **Bud Shank**, **Larry Bunker**, **Conte Candoli**, **Bill Perkins**, **Frank Rosolino** and **Harry (Sweets) Edison**.

**Joe and Eddie**, after almost six months of inactivity due to illness, are back on the nightclub circuit, opening at the Troubadour, their favorite Los Angeles night spot.

**Herb Alpert and the Tijuana Brass** will have their Greek Theater presentation staged by **Andy Williams'** former producer, **Bob Finkel**. **Paul Keyes** is writing the show, which opens July 18 for one week. Lighting will be by **Gil Hemsley**, with **Archie Sharp** handling settings.

The **Jefferson Airplane** from San Francisco played the Berkeley Folk Festival over the Fourth of July weekend. . . . **Vincent Edwards** signed to a three-year pact for New York's Copacabana. . . . **Nancy Wilson's** Greek Theater show will feature two special numbers written by **Sammy Cahn**. Arrangements will be by **Luther Henderson** and **Billy May**.

Two previously unreleased **Nat Cole** masters have been made public by Capitol, "Let Me Tell You, Babe," and "For the Want of a Kiss."

The **Jazz Crusaders**, leading Coast group, made their Newport Jazz Festival debut over the weekend. . . . KTBT-FM, Garden Grove 1,000-watt, has been running the old "Green Hornet" radio series.

Winners of the seventh annual "Battle of the Bands," sponsored by the Los Angeles County Parks and Recreation Department, are the **Pico Rivera H.S. Stage Band**, the **Reseda High Ambassadors**, the **Richard Carpenter Trio**; **Karen Phillips**, from Redlands High, best vocalist; **Wynn Smith**, best drummer, and the **Happy Rock Folk Society**, best vocal group. The competition is open strictly to high school talent.

ELIOT TIEGEL

## MEXICO

Two important decisions were made by **Eduardo L. Baptista**, president of Pan Americana de Discos: the social capital of the company was raised and the name

## ARGENTINA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	GIRL—The Beatles (LP) (Odeon); *Los Inn (CBS); *Los Vip's (Ala Nicky); Peppino Di Capri (Odeon)—Fermata	The Beatles
2	2	SIEMPRE TE RECORDARE—*Yaco Monty (Odeon)—Korn	Yaco Monty
3	3	JUANITA BANANA—The Peels (Microfon); Juan Montego (Mercury); Los Hills (Disc Jockey); *Mr. Trombone (CBS); J. R. Corvinton (Odeon)—Edami	The Peels
4	6	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Music Hall); *Los Inn (CBS)	Nancy Sinatra
5	10	YO TE DARE DE MAS—Ornella Vanoni (CBS); Jose Antonio (Microfon); Herve Vilard (Mercury)—Fermata	Ornella Vanoni
6	4	MANUEL BENITEZ "EL CORDOBES"—Dalida (Disc Jockey); Franck Pourcel (Odeon); *Los Nocturnes (Music Hall); *Richard Davis Microfon; Pierre Sellin (Philips)—Korn	Dalida
7	5	MICHELLE—The Beatles (Odeon); *Los Vip's (Ala Nicky); *Barbara Y Dick (RCA); Billy Vaughn (Music Hall); *Gino Bonetti (Microfon); *Vincent Morocco Polydor; *Mr. Trombone (CBS)—Fermata	The Beatles
8	8	NESSUNO MI PUO' GIUDICARE—Caterina Caselli (Music Hall); Gene Pitney (CBS); *Elio Roca (Polydor); *Violeta Rivas (RCA)—Korn	Caterina Caselli
9	14	SPANISH FLEA—Herb Alpert y Los Tijuana Brass (Fermata); Les Eiffel (Ala Nicky); Sacha Distel (Fermata)—Fermata	Herb Alpert y Los Tijuana Brass
10	15	CALIFORNIA DREAMIN'—The Mama's and the Papa's (RCA); *Barbara & Dick (RCA)—Relay	The Mama's and the Papa's

## AUSTRALIA

This Week	Last Week	Title	Artist
1	7	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Leeds	Frank Sinatra
2	6	PAINT IT BLACK—Rolling Stones (Decca)—Essex	Rolling Stones
3	—	DID YOU EVER HAVE TO MAKE UP YOUR MIND—Lovin' Spoonful (Astor)	Lovin' Spoonful
4	—	WHEN A MAN LOVES A WOMAN—Percy Sledge (Fest. Atlan.)	Percy Sledge
5	—	MONDAY, MONDAY—Mama's and the Papa's (RCA)	Mama's and the Papa's
6	—	WILD THING—The Troggs (Parlophone)	The Troggs
7	—	IT'S A MAN'S MAN'S MAN'S WORLD—James Brown (Festival)	James Brown
8	1	TAR AND CEMENT—Verdelle Smith (Capitol)—Alberts	Verdelle Smith
9	4	SUBSTITUTE—The Who (Polydor)—Essex	The Who
10	4	RAINY DAY WOMEN—Bob Dylan (CBS)	Bob Dylan

## AUSTRIA

This Week	Last Week	Title	Artist
1	2	SLOOP JOHN B—Beach Boys (Capitol)—Weinberger	Beach Boys
2	1	HUNDERT MANN UND EIN BEFEHL—Freddy (Polydor)—Weinberger	Freddy
3	7	BIS MORGEN—Renate Kern (Polydor)—Hanseatic	Renate Kern
4	3	EINE KLEINE TRAENE—Ronny (Telefunken)—Wien Melodie	Ronny
5	5	GANZ IN WEISS—Roy Black (Polydor)—Wien Melodie	Roy Black
6	6	ICH BIN IMMER FUER DICH DA—Peter Froehlich (Polydor)—Weinberger	Peter Froehlich
7	4	NIMM MICH, SO WIE ICH BIN—Drafi Deutscher (Decca)—Helbling	Drafi Deutscher
8	9	PAINT IT, BLACK—The Rolling Stones (Decca)—Gerig	Rolling Stones
9	10	VERZEIH DIE DUMMEN TRAENEN—Petula Clark (Vogue)—Belmont	Petula Clark
10	8	JUANITA BANANA—Marcello Minerbi (Durium)—Intro	Marcello Minerbi

## BRITAIN

(Courtesy New Musical Express, London)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	PAPERBACK WRITER—*Beatles (Parlophone)—Northern Songs	The Beatles
2	1	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Leeds Music	Frank Sinatra

3	3	MONDAY, MONDAY—Mama's and Papa's (RCA)—Dick James Music	Mama's and Papa's
4	12	SUNNY AFTERNOON—*Kinks (Pye)—Belinda	The Kinks
5	9	DON'T ANSWER ME—*Cilla Black (Parlophone)—Bernstein	Cilla Black
6	7	WHEN A MAN LOVES A WOMAN—Percy Sledge (Atlantic)—Belinda	Percy Sledge
7	14	NOBODY NEEDS YOUR LOVE—Gene Pitney (Stateside)—A. Schroeder	Gene Pitney
8	11	RIVER DEEP—MOUNTAIN HIGH—Ike and Tina Turner (London)—Belinda	Ike and Tina Turner
9	10	PROMISE—*Ken Dodd (Columbia)—Springfield Music	Ken Dodd
10	5	SORROW—*Merseys (Fontana)—Grand Canyon Music	Merseys
11	4	PAINT IT, BLACK—*Rolling Stones (Decca)—Mirage Music	Rolling Stones
12	8	DON'T BRING ME DOWN—*Animals (Decca)—Screen Gems Columbia	The Animals
13	15	OVER UNDER SIDEWAYS DOWN—*Yardbirds (Columbia)—Yardbirds Music	The Yardbirds
14	19	HIDEAWAY—*Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynn Music	Dave Dee, Dozy, Beaky, Mick and Tich
15	6	WILD THING—*Troggs (Fontana)—April Music	The Troggs
16	13	SLOOP JOHN B—Beach Boys (Capitol)—Immediate Music	Beach Boys
17	—	BUS STOP—*Hollies (Parlophone)—Hournew Music	The Hollies
18	25	IT'S A MAN'S WORLD—James Brown (Pye Int.)	James Brown
19	—	GET AWAY—*Georgie Fame (Columbia)—Gunnell Music	Georgie Fame
20	24	LANA—Roy Orbison (London)—Acuff-Rose	Roy Orbison
21	23	OPUS 17—Four Seasons (Philips)—Ardmore & Beechwood	The Four Seasons
22	27	NOT RESPONSIBLE—*Tom Jones (Decca)—Leeds Music	Tom Jones
23	18	NOTHING COMES EASY—*Sandie Shaw (Pye)—Glissando	Sandie Shaw
24	—	I NEED YOU (EP)—*Walker Brothers (Philips)—Metric/Flamingo/Burlington/Screen Gems	Walker Brothers
25	—	LADY JANE—*David Garrick (Pye)—Mirage Music	David Garrick
26	22	COME ON HOME—*Wayne Fontana (Fontana)—Island Music	Wayne Fontana
27	—	I AM A ROCK—Simon and Garfunkel (CBS)—Lorna Music	Simon and Garfunkel
28	—	SITTIN' ON A FENCE—*Twice As Much (Immediate)—Mirage Music	Twice As Much
29	16	SHOTGUN WEDDING—Roy C (Island)—MCPS	Roy C
30	21	RAINY DAY WOMEN NOS. 12 & 35—Bob Dylan (CBS)—Feldman	Bob Dylan

## EIRE

(Courtesy Dublin Evening Press)

This Week	Last Week	Title	Artist
1	1	SLOOP JOHN B—Beach Boys (Capitol)—Immediate	Beach Boys
2	6	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Leeds	Frank Sinatra
3	3	NO ONE KNOWS—Sonny Knowles (Pye)—Burlington	Sonny Knowles
4	5	PAINT IT, BLACK—Rolling Stones (Decca)—Mirage	Rolling Stones
5	—	MONDAY, MONDAY—Mama's and Papa's (RCA)—Victor—Dick James	Mama's and Papa's
6	8	PRETTY FLAMINGO—Manfred Mann (HMV)—Shapiro Bernstein	Manfred Mann
7	2	AMONG THE WICKLOW HILLS—Mighty Avons (King)—Clarence	Mighty Avons
8	—	IT DOESN'T MATTER ANYMORE—Dixies (Pye)—Robert Mellin	Dixies
9	7	UP WENT NELSON—Go Lucky Four (Emerald)—Pat	Go Lucky Four
10	9	ELUSIVE BUTTERFLY—Val Doonican (Decca)—Metric	Val Doonican

## FINLAND

This Week	Last Week	Title	Artist
1	1	HAAVALSSI—Tapio Rautavaara (Philips)	Tapio Rautavaara
2	2	MICHELLE—Beatles (Parlophone)	The Beatles
3	3	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)	Nancy Sinatra
4	4	EI KOSKAAN SELVIN PAIN—Finn Trio	Finn Trio
5	5	GIRL—Beatles	The Beatles
6	6	AUTOLLA KANARIAN SAARILLE—Irwin Goodman	Irwin Goodman
7	7	KALTERITANGO—Irwin Goodman	Irwin Goodman
8	8	POLIIISI—Juha Watt Vainio	Juha Watt Vainio
9	9	VAHAN EENEN KYNELEITA—Danny	Danny
10	10	REGINA RENTO—Juha Watt Vainio	Juha Watt Vainio

## FRANCE

This Week Last Week

1	6	BANG BANG—Sheila (Philips)—Meridian	Sheila
2	1	CHEVEUX LONGS ET IDEES COURTES—Johnny Hallyday (Philips)—Labrador	Johnny Hallyday
3	—	TON NOM—Adamo (Voix de son Maitre)—Pathe Marconi	Adamo
4	4	QU'ELLE EST BELLE—Mireille Mathieu (Barclay)—Legrand	Mireille Mathieu
5	2	LA POUPEE QUI FAIT NON—Michel Polnareff (A.Z.)—Semi	Michel Polnareff
6	7	CHANTER—Enrico Macias (Pathe)—Cirta	Enrico Macias
7	—	MAIS COMBIEN DE TEMPS—Claude Francois (Philips)—Tutti	Claude Francois
8	12	PAINT IT, BLACK—The Rolling Stones (Decca)—Mirage Music	Rolling Stones
9	11	BAISSE UN PEU LA RADIO—Dalida (Barclay)—Sugar Music	Dalida
10	—	MONSIEUR LE PRESIDENT DIRECTEUR GENERAL ET LE LAPIN—Gilbert Becaud (Voix de son Maitre)—Rideau Rouge	Gilbert Becaud

## HOLLAND

\*Denotes local origin

This Week Last Week

1	1	PAINT IT BLACK—The Rolling Stones (Decca)—Ed. Essex/Basart	Rolling Stones
2	4	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Ed. Essex/Basart	Frank Sinatra
3	2	MONDAY, MONDAY—The Mama's and the Papa's (RCA)	Mama's and the Papa's
4	9	WILD THING—The Troggs (Fontana)	The Troggs
5	3	SLOOP JOHN B—The Beach Boys (Capitol)—Ed. Melodia	Beach Boys
6	5	TAKE IT OR LEAVE IT—The Searchers (Pye)—Ed. Essex/Basart	The Searchers
7	8	I KNOW—*Les Baroques (Whamm)—Ed. Europhone/Basart	Les Baroques
8	6	THE PIED PIPER—Chrispian St. Peters (Decca)—Ed. Francis Day	Chrispian St. Peters
9	7	SUBSTITUTE—The Who (Polydor)—Ed. Essex/Basart	The Who
10	—	WHY DON'T YOU TAKE IT—*The Motions (Havoc)—Ed. Impala-Basart	The Motions

## HONG KONG

This Week Last Week

1	2	MY BABY TREATED ME COOL—The Astro-Notes (Diamond)	The Astro-Notes
2	1	DAYDREAM—The Lovin' Spoonful (Kama Sutra)	The Lovin' Spoonful
3	—	PLEASE DON'T STOP LOVIN' ME—Elvis Presley (RCA Victor)	Elvis Presley
4	6	PAINT IT BLACK—The Rolling Stones (British Decca)	Rolling Stones
5	—	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)	Frank Sinatra
6	—	NOWHERE MAN—The Beatles (Parlophone)	The Beatles
7	10	CRYING—Jay and the Americans (UA)	Jay and the Americans
8	4	SIPPIN' AN CHIPPIN'—The T-Bones (Liberty)	The T-Bones
9	9	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)	Nancy Sinatra
10	5	SLOOP JOHN B—The Beach Boys (Capitol)	Beach Boys

## ISRAEL

This Week

1	JUANITA BANANA—The Peels (Karate)	The Peels
2	AS TEAR GO BY—The Rolling Stones (Decca/Pax)	The Rolling Stones
3	NESSUNO MI PUO' GIUDICARE—Gene Pitney (Musicor/CBS)	Gene Pitney
4	I MET A GIRL—The Shadows (Columbia/Hed Arzi)	The Shadows
5	PLEASE DON'T STOP LOVING ME—Elvis Presley (RCA Victor/Eastronics)	Elvis Presley
6	MY LIFE—The Overlanders (Pye/Hatakli)	The Overlanders
7	MONDAY, MONDAY—The Mama's & the Papa's (Dunhill/Eastronics)	Mama's & the Papa's
8	RIDERA—Little Tony (Durium/Hatakli)	Little Tony
9	THERE'LL BE ANOTHER SPRING—Frank Ifield (Columbia/Hed Arzi)	Frank Ifield
10	PROFESSOR BACH—Los Machucambos (Decca/Pax)	Los Machucambos

## ITALY

(Courtesy Musica e Dischi, Milan)

\*Denotes local origin

This Week Last Week

1	9	TEMA—*Giganti (Ri Fi)	Giganti
2	3	QUI RITORNERA'—*Rita Pavone (RCA)	Rita Pavone

3	2	AMO—Adamo (VdP)	Adamo
4	1	LA FISARMONICA—*Gianni Morandi (RCA)	Gianni Morandi
5	10	L'UOMO D'ORO—*Caterina Caselli (CGD)	Caterina Caselli
6	4	MICHELLE—Beatles (Parlophone)	The Beatles
7	6	RESTA—*Equipe 84 (Ricordi)	Equipe 84
8	5	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)	Nancy Sinatra
9	7	CHE COLPA ABBIAMO NOI—*Rokes (Arc)	Rokes
10	8	RIDERA—*Little Tony (Durium)	Little Tony
11	11	SE TELEFONANDO—*Mina (Ri Fi)	Mina
12	12	19TH NERVOUS BREAKDOWN—Rolling Stones (Decca)	Rolling Stones
13	15	QUANDO LA PRIMA STELLA—*Orietta Berti (Polydor)	Orietta Berti
14	—	FORTISSIMO—*Rita Pavone (RCA)	Rita Pavone
15	—	ATTENTI ALL' AMORE—*Wilma Goich (Ricordi)	Wilma Goich

## JAPAN

\*Denotes local origin

This Week Last Week

1	1	KIMI TO ITSUMADEMO—*Kayama Yuuzo (Toshiba)—JASRAC	Kayama Yuuzo
2	5	YOGIRI NO BOJYO—*Ishihara Yuujiro (Teichiku)—JASRAC	Ishihara Yuujiro
3	2	AITAKUTE AITAKUTE—*Sono Mari (Polydor)—JASRAC	Sono Mari
4	6	FUTARI NO SEKAI—*Ishihara Yuujiro (Teichiku)—JASRAC	Ishihara Yuujiro
5	7	YUUHI WA AKAKU—*Kayama Yuuzo (Toshiba)—JASRAC	Kayama Yuuzo
6	3	HONEMADE AISHITE—*Jyo Takuya (Toshiba)—JASRAC	Jyo Takuya
7	4	ANATA NO INOCHI—*Jyo Takuya (Toshiba)—JASRAC	Jyo Takuya
8	—	BARA GA SAITA—Mike Maki (Philips)—Shinko	Mike Maki
9	10	A TASTE OF HONEY—Herb Alpert & Tijuana Brass (London)	Herb Alpert & Tijuana Brass
10	8	TOKYO NAGAREMONO—*Takekoshi Hiroko (King)—JASRAC	Takekoshi Hiroko

## MALAYSIA

This Week Last Week

1	7	PAINT IT, BLACK—Rolling Stones (Decca)	Rolling Stones
2	2	BLUE TURNS TO GREY—Cliff Richard (Columbia)	Cliff Richard
3	1	LEANING ON THE LAMP POST—Herman's Hermits (Columbia)	Herman's Hermits
4	6	PRETTY FLAMINGO—Manfred Mann (HMV)	Manfred Mann
5	—	SLOOP JOHN B—Beach Boys (Capitol)	Beach Boys
6	4	MICHELLE—Overlanders (CBS)	Overlanders
7	—	BELLA BELLA—Rainbows (CBS)	Rainbows
8	—	ELUSIVE BUTTERFLY—Bob Lind (Philips)	Bob Lind
9	—	WHAT YOU GONNA DO NOW?—Chris Andrews (Decca)	Chris Andrews
10	5	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)	Nancy Sinatra

## MEXICO

(Courtesy Audiomusica)

\*Denotes local origin

This Week Last Week

1	1	AMIGO ORGANILLERO—*Javier Solis (CBS)—Mundo Musical	Javier Solis
2	2	UNA LIMOSNA—*Javier Solis (CBS)—Brambila	Javier Solis
3	3	RONDANDO TU ESQUINA—Julio Jaramillo (Peerless)—Emmi	Julio Jaramillo
4	4	LA BANDA BORRACHA—*Mike Laure (Musart)—RCA	Mike Laure
5	7	RONDANDO TU ESQUINA—*Sagrario Baena (RCA)—Emmi	Sagrario Baena
6	5	MIEL AMARGA—*Irma Serrano (CBS)—Emmi	Irma Serrano
7	6	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)—Pending	Nancy Sinatra
8	8	JUANITA BANANA—*Los Hooligans (Orfeon)—Pending	Los Hooligans
9	9	SUSIE Q.—Johnny Rivers (Gamma)—Pending	Johnny Rivers
10	10	AMARRADO (Glad All Over)—*Los Belmonts (Orfeon)—Pending	Los Belmonts

## NEW ZEALAND

This Week Last Week

1	1	SLOOP JOHN B—The Beach Boys	Beach Boys
2	12	THE PIED PIPER—Crispian St. Peters	Crispian St. Peters
3	3	BACKSTAGE—Gene Pitney	Gene Pitney
4	8	SUBSTITUTE—The Who (Atlantic)	The Who
5	2	DEDICATED FOLLOWER OF FASHION—The Kinks	The Kinks

6	7	LISTEN PEOPLE—Herman's Hermits	Herman's Hermits
7	4	I FOUGHT THE LAW—The Bobby Fuller Hour	Bobby Fuller Hour
8	—	PAPERBACK WRITER—The Beatles	The Beatles
9	10	HOLD TIGHT!—Dave Dee, Dozy, Beaky, Mick and Tich	Dave Dee, Dozy, Beaky, Mick and Tich
10	5	BANG BANG—Cher	Cher

## NORWAY

(Courtesy Verdens Gang)

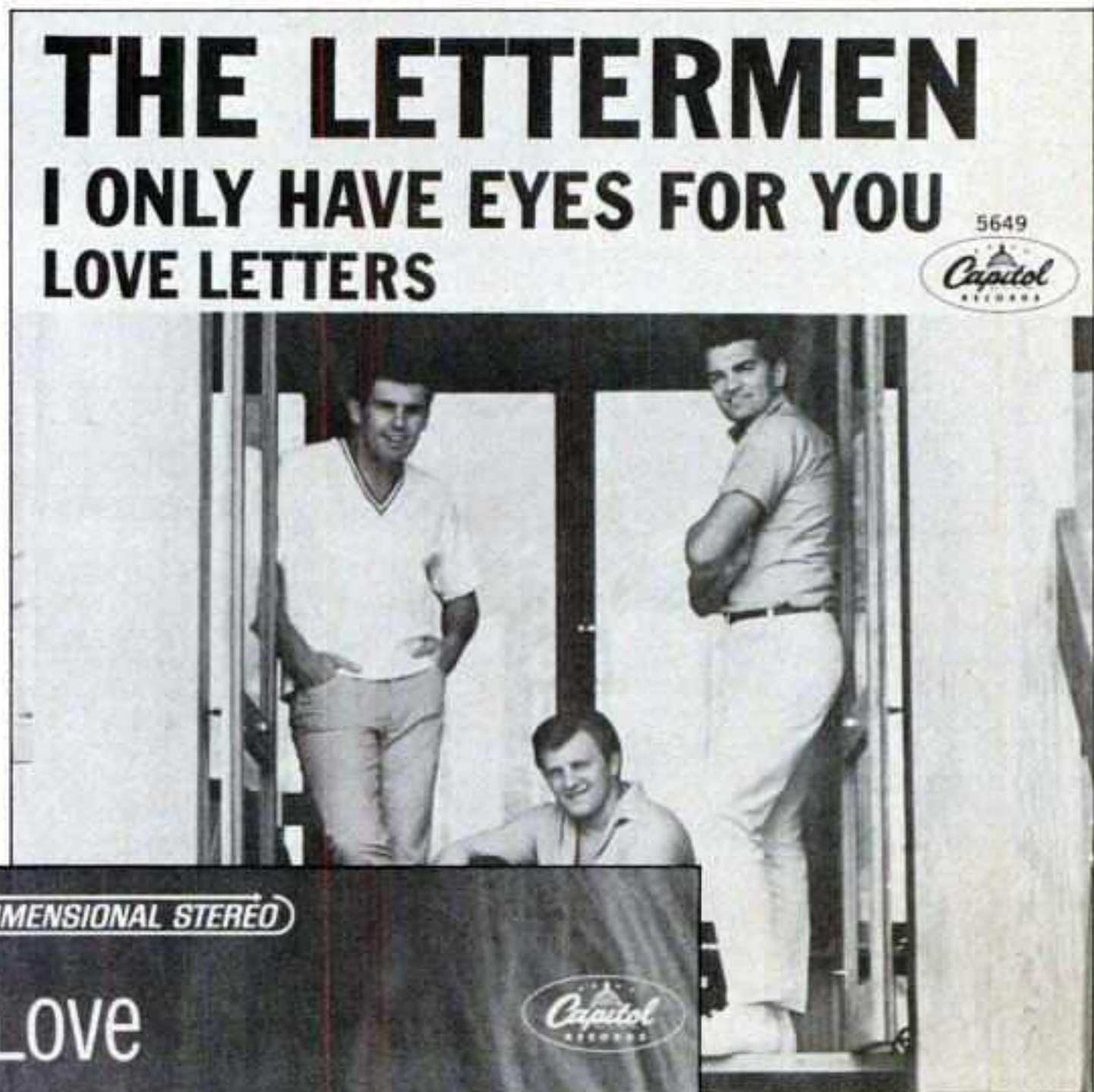
\*Denotes local origin

This Week Last Week

1	1	SLOOP JOHN B—Beach Boys (Capitol)—Sweden Music/Stig Anderson	Beach Boys
2	10	PAPERBACK WRITER—Beatles (Parlophone)—Edition Lyche	The Beatles
3	2	PAINT IT BLACK—Rolling Stones (Decca)—Essex	Rolling Stones
4	6	JUST A LITTLE TEARDROP—*Pussycats (Teen Beat)	Pussycats
5	5	MONDAY MONDAY—Mama's & Papa's (RCA Victor)—Sweden Music/Stig Anderson	Mama's & Papa's
6	3	PRETTY FLAMINGO—Manfred Mann (HMV)—Sonora	Manfred Mann

# A **DOUBLE DOSE** OF SUMMER-TIME ACTION FROM **THE LETTERMEN!**

**HIT SINGLE!**   
**HIT LP!** 



5649

(S)T 2496



# CLASSICAL MUSIC

## Classical Guitar Disks Ride High With String of Big Sales Victories

By FRED KIRBY

NEW YORK—With records by Julian Bream (RCA Victor) and John Williams (Columbia) riding long runs on the top-selling classical charts and Andres Segovia (Decca) still a big seller, the classical guitar is proving a good mover. The catalog of Laurindo Almeida (Capitol) is also going well, making him a strong contender for guitar honors.

At least two top guitarists, Rey de la Torre and Narciso Yepes, haven't come out with any new pressings recently, but they are amply represented in the Epic and London catalogs, respectively. Angel has reported good sales from its first LP by Oscar Ghiglia, "Music of Four Centuries," while Mercury is promoting the team of Presti and Lagoya. Mercury also has three releases by the Romeros, a four-man family group.

Vanguard has recent disks by two classical guitarists, Alirio Diaz and Karl Scheit. Deutsche Grammophon plans additional releases from Siegfried Behrend, who will be represented in October as accompanist for soprano Pilar Lorengar on Spanish songs and folk pieces requiring much solo guitar work.

### Segovia Cited

The pre-eminence of Segovia in the classical guitar field is evidenced not only in the large number of his disks that are still selling but in the quickness of newer artists to cite his name in their credits. Both Bream and Williams have studied with the master, while Diaz not only was a pupil of Segovia, but also his assistant teacher.

In addition to the 20 different Segovia titles still in the Decca catalog, the first Heliodor release was Segovia's "Bach for Guitar." The first pressing in his 16-year Decca career, music of Albeniz and Granados, is still available in that company's pop series at pop prices. All other Decca issues are in the Gold Seal classical line, including a three-record de luxe set, which combines three titles available singly.

Segovia's latest release was a package of the Tansman "Suite in Modo Polonico" and the Monpou "Suite Compostalana." While Decca boasts that the entire Segovia catalog is active, standouts are "Granada"; a pairing of composers Castelnuovo-Tedesco and Ponce; "Maestro," a recital record; and a pairing of the Ponce "Concerto del Sur" and Rodrigo's "Fantasia for a Gentleman."

In addition to stimulating interest in guitar fanciers, even those not normally classical buyers, Segovia is responsible for extending the classical guitar repertoire, since several modern composers have written pieces for him. Among these have been Tansman, Monpou, Castelnuovo-Tedesco, Ponce, Torrola and Roussel.

The two current hot-selling guitar disks are Victor's "Baroque Guitar" with Bream and Columbia's pairing by Williams of the Rodrigo "Concierto de Aranjuez" and the Castelnuovo-Tedesco "Concerto in D." Bream, who studied with Segovia in 1945, also is responsible for increasing the available guitar literature. In 1958, he first per-

formed Benjamin Britten's "Six Chinese Poems," written especially for him.

### Bream on Lute

Bream has recorded on the lute for Westminster as well as Victor, while Scheit has appeared on a Deutsche Grammophon set playing the lute. One of Almeida's LP's includes lute music.

Bream's 10th Victor release will be a disk of Bach suites in August. Top sellers among his Victor catalog are "Julian Bream Consort: An Evening of Elizabethan Music"; "Golden Age of English Lute Music"; "Popular Classics for Spanish Guitar"; and the coupling of Britten's "Courtly Dances" and "Gloriana," and Rodrigo's "Concierto de Aranjuez," the current Williams seller.

Williams, who also formerly recorded on Westminster, has been with Columbia, for whom he has waxed three disks since 1964. A fourth record is set for release later this year, but Columbia has not announced its title. The other Columbia pressings in addition to the current chart titles are "Columbia Records Presents" featuring Bach, and an album including works of Dodgson and Paganini.

Almeida ranks second only to Segovia in the current classical guitar catalog with 6 different titles in his 12 years with Capitol. The latest was Gnatelli's "Concierto for Guitar and Piano" and "Concierto de Copacabana," which has been selling well for Capitol. Consistent sellers in the extensive catalog are "Guitar Music of Latin Amer-

(Continued on page 49)

## U. S. Soprano Wins Award In Tchaikovsky Tourney

MOSCOW — Soprano Jane Marsh of New York won a top prize in the Tchaikovsky International Music Competition on June 26, the first American first-prize winner since 1958, when the piano award launched a successful concert and recording career for Van Cliburn. Miss Marsh, 24, sang Verdi and Tchaikovsky arias in her final round of competition on June 24.

She made her professional debut at the Boston Symphony Orchestra's opening concert of the 1965-1966 season and is slated to appear with that orchestra at Tanglewood this summer. While studying voice in New York, the San Francisco native received financial assistance from the Metropolitan Opera and the Martha Baird Rockefeller Foundation. In addition to a gold medal, Miss Marsh received the equivalent of \$2,750 in cash. The competition was the first for singers in the Tchaikovsky series.

Veronica Tyler, 28, of Baltimore shared second-place honors with Evelina Stroitseva of Bulgaria. Vladimir Atlantov of the Soviet Union was first and bass Simon Estes of New York, second in the men's division.

Viktor Tretyakov, 19, of the Soviet Union finished first in the violin competition; Erick Friedman, 26, of New York tied for sixth, while Charles Castleman, 25, of Braintree, Mass., finished eighth. Among cello winners were Karine Georgyan of the Soviet Union, first; Stephen E. Kates, 25, of Los Angeles, a graduate of the Juilliard School of Music, tied for second, and Laurence D. Lesser, 27, an instructor at the University of Southern California, fourth. The two American winners and Nathiel K. Rosen, 17, of Pasadena, Calif., who received a contest diploma, are students of Gregor Piatigorsky at Southern California.

Gregory Sokolov, 16, of the Soviet Union won the piano competition last Wednesday (29), topping Mischa Bichter, 20, of Beverly Hills, Calif., who was warmly applauded by the Russian audience. Edward Auer, 24, of Los Angeles, Dichter's roommate at Juilliard, tied for fifth with Edward Dick, 25, of Hutchinson, Kan., who gained his master's in music from the University of Texas in 1963. Francois Thiollier of Manhasset, L. I., a native of France, was sixth.

## Visiting Orchestra's Fest Draws Top Int'l Artists

NEW YORK—An international line-up of recording artists will appear in four six-concert subscription series at the fourth annual Festival of Visiting Orchestras at Carnegie Hall from Oct. 11 to May 1. The only orchestra to appear in all four series is the London Symphony, with Istvan Kertesz conducting.

Series A will begin on Oct. 11 with the Philadelphia Orchestra (Columbia), Eugene Ormandy conducting. Soloists will be pianist Anthony di Bonaventura, cellist Samuel Mayes, and violist Joseph de Pasquale. Violinist Ruggiero Ricci (London, Decca) will be soloist for the Nov. 12 appearance of the Indianapolis Symphony, Izler Solomon conducting.

Other orchestras in the A series will be the Cincinnati Symphony (Decca) Max Rudolf conducting, with pianist Byron Janis (Mercury) on Jan. 16; Cleveland Orchestra (Columbia), George Szell conducting, with pianist Tamas Vasary (Deutsche Grammophon), on Feb. 19; the London on March 8; and the Toronto Symphony conducted by Seiji Ozawa on April 5.

Series B will start on Nov. 1 with the Detroit Symphony (Mercury), Sixten Ehrling conducting and pianist Malcolm Frager. Pianist Hilde Somer will be soloist at the Nov. 14 performance of the Pittsburgh Symphony (Command), William Steinberg conducting. Rounding out the B series will be the Boston Symphony (RCA Victor) on Jan. 28, Rafael Kubelik conducting; the Cleveland on Feb. 16, with Szell conducting and pianist Geza Anda (Deutsche Grammophon); the London on March 10; and the Concertgebouw Orchestra (Philips, London, Epic) on April 27, Bernard Maitnik conducting.

Steinberg will lead the Pittsburgh in the Nov. 2 opening of Series C with mezzo soprano

Regina Sarfarty. On Nov. 10, Jean Martinon will conduct the Chicago Symphony (Victor) with pianist Wilhelm Kempf (Deutsche Grammophon). Also appearing in the C series will be the Cincinnati with Rudolf and the Modern Jazz Quartet on Jan. 18; the London on March 3, with Barry Tuckwell, French horn; the Philadelphia on March 14 with Georges Pretre conducting; and the Concertgebouw with Maitnik on April 28.

Pianist Alicia de Larrocha (Decca, Columbia, Epic) will appear with Martinon and the Chicago in the Nov. 8 opening concert of Series D, the first of five soloists set for that series. Other pianists listed are Jacob

(Continued on page 49)

## Bill Holds Up Met Razing

ALBANY—A last-ditch attempt to save 83-year-old Metropolitan Opera House from demolition was signaled by the signing by Gov. Nelson Rockefeller of the bill on June 24 that would enable a nonprofit corporation to buy and refurbish the old hall. The bill enables New York City to delay issuance of a demolition permit for 180 days if applied for by Keystone Associates, which plans to erect a 40-story office building on the site.

The nonprofit corporation, whose trustees would be appointed by Mayor John Lindsay of New York, must post \$200,000 as security first. Lindsay plans to name such a board. Rudolph Bing, general manager of the opera company, which will open at its new Lincoln Center home in September, has claimed that efforts to save the old building might hamper the company by removing a source of revenue, the sale price for the structure and site.



LEADING CLASSICAL GUITARISTS strum their instruments. Playing their guitars are Julian Bream, upper left, of RCA Victor; Andres Segovia, upper right, of Decca; John Williams, lower left, of Columbia; and Laurindo Almeida, lower right, of Capitol. Almeida is playing a guitar-lute, a six-string lute-shaped guitar.

## Classical Guitar Disks Ride High

• Continued from page 48

ica" and "Suenos," one of his four Capitol pop titles.

Diaz is considered a hot property at Vanguard, which has released two of his disks this year, the most recent being, "The Virtuoso Guitar, Volume 2," which has been out for about a month. Boccherini's "Guitar Quintet" with Alexander Schneider conducting a small ensemble was issued about four months ago. The new disks raise the Diaz Vanguard catalog to four, including "Four Centuries of Spanish Classical Guitar." Diaz taught Segovia's classes during the summer, while touring the rest of the year.

Scheit is represented by four Vanguard titles, including three in the Bach Guild series. The latest release, "Masterpieces of the Classical Guitar," came out last November. In this, Scheit follows the history of the guitar from Renaissance lutanists to the classic virtuosi. He also is professor of music and performance at the Vienna Academy of Music.

Ida Presti and Alexandre Lagoya have recorded two disks for Mercury, one featuring music of Haydn and Vivaldi and the most recent, entitled "Spanish Music," for Mercury. The four Romeros' latest release is "Evening of Flamenco Music." They also appear on "Royal Family of the Spanish Guitar," "Guitar Music From the Courts of Spain," and "Baroque Music for Four Guitars."

Westminster, which helped launch Bream and Williams, is issuing a disk entitled "Guitar Magic" by Ramon Ybarra in October, which will be his first classical catalog listing. Guitarists are in heavy demand for tours, especially in colleges, further adding to their popularity.

## London Ties In Ansermet Items

NEW YORK—London Records is running a set of special promotions on its extensive catalog of Ernest Ansermet and L'Orchestre de la Suisse Romande in conjunction with the orchestra's American debut in 10 concerts at the Stanford University Summer Festival of the Arts in Palo Alto, Calif., which began last Wednesday (22). Ansermet, 83, is slated to retire in the fall. He founded the orchestra 48 years ago.

The venerable conductor also is set to conduct the New York Philharmonic on July 9 and 12, during the Lincoln Center Stravinsky festival, his first return to the center since he conducted one of the first concerts in the new hall in 1962. London recently released five new LP's with Ansermet and L'Orchestre de la Suisse Romande.

## Orchestra Fest

• Continued from page 48

Lateiner (Westminster), with Eric Leinsdorf leading the Boston on Nov. 17; John Ogden (Angel), with the Minneapolis Symphony (Mercury), Stanislaw Skrowaczewski conducting, Feb. 9; Ludwing Hoffmann with the Philharmonia Hungarica (Mercury), March 23; and Charles Rosen (Epic), with the Buffalo Philharmonic conducted by Lukas Foss on May 1. No soloist has been announced for the March 6 concert by the London.

## 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
		<b>Billboard Award</b>					
2	3	VERDI: DON CARLO (4-12" LP) Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)	14	23	37	E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN Col. ML 6256 (M); MS 6856 (S)	3
2	3	MAHLER: SYMPHONY NO. 4 IN G Cleve. Orch. (Szell), Col. ML 6233 (M); MS 6833 (S)	14	24	19	MUSSORGSKY-STOKOWSKI: PICTURES AT AN EXHIBITION New Philm. Orch. (Stokowski), Lon. PM 55004 (M); SPC 21006 (S)	14
3	1	BERNSTEIN CONDUCTS IVES N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	7	25	26	MOZART: SYMPHONIES NOS. 28 & 33 Cleve. Orch. (Szell), Col. ML 6258 (M); MS 6858 (S)	5
4	5	MAHLER: SYMPHONY NO. 10 (2-12" LP) Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)	14	26	21	RODRIGO: CONCIERTO DE ARANJUEZ/TEDESCO: CONCIERTO IN D Williams, Col. ML 6234 (M); MS 6834 (S)	14
5	9	IVES: SYMPHONY NO. 1 Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)	6	27	27	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP) Col. M2L 328 (M); M2S 728 (S)	14
6	6	BLESS THIS HOUSE Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)	14	28	28	BEETHOVEN: CONCIERTO NO. 5 ("EMPEROR") G. Gould/Amer. Symph. Orch. (Stokowski), Col. ML 6288 (M); MS 6888 (S)	3
7	20	MAHLER: SYMPHONY NO. 6 (2-12" LP) Boston Symph. Orch. (Leinsdorf), RCA LM 7044 (M); LSC 7044 (S)	3	29	—	ARTUR RUBINSTEIN/CHOPIN RCA LM 2889 (M); LSC 2880 (S)	1
8	8	IVES: SYMPHONY NO. 4 Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)	14	30	22	GERSHWIN: RHAPSODY IN BLUE N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	14
9	4	BRAHMS: LIEBESLIEDER WALTZES Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	13	31	31	LISZT: SONATA IN B MINOR/SCHUBERT: WANDERER FANTASY Rubinstein, RCA LM 2871 (M); LSC 2871 (S)	9
10	7	PRESENTING MONTSERRAT CABALLE RCA LM 2862 (M); LSC 2862 (S)	14	32	29	REVERIE Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)	13
11	11	CHOPIN WALTZES Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	14	33	32	GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS Lon. Fest. Orch. (Black); Lon. (No Mono); SPC 21009 (S)	9
12	18	HOLIDAY FOR STRINGS Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	14	34	25	TCHAIKOVSKY: CONCIERTO NO. 1 Cliburn, RCA LM 2252 (M); LSC 2252 (S)	14
13	10	NIELSEN: SYMPHONY NO. 3 Royal Danish Orch. (Bernstein), Col. ML 6169 (M); MS 6769 (S)	14	35	35	PUCCINI: LA BOHEME (2-12" LP) Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)	9
14	15	SOUVENIR OF A GOLDEN ERA (2-12" LP) Horne, Lon. A 4263 (M); OSA 1263 (S)	7	36	38	BRITTEN: CURLEW RIVER Pears, Shirley-Quirk, Lon. A 4156 (M); OSA 1156 (S)	2
15	16	MY FAVORITE CHOPIN Cliburn, RCA LM 2576 (M); LSC 2576 (S)	14	37	—	MOZART: PIANO CONCIERTOS NOS. 14 & 17 Serkin/Col. Symph. Orch. (Schneider), Col. ML 6244 (M); MS 6844 (S)	1
16	14	BAROQUE GUITAR Bream, RCA LM 2878 (M); LSC 2878 (S)	11	38	39	BARTOK: CONCIERTO FOR ORCHESTRA Cleve. Orch. (Szell), Col. ML 6215 (M); MS 6815 (S)	7
17	12	ZARZUELA ARIAS Caballe, RCA LM 2894 (M); LSC 2894 (S)	5	39	—	MUSIC OF ARNOLD SCHOENBERG, VOL. 4 (2-12" LP) G. Gould, Col. M2L 336 (M); M2S 736 (S)	1
18	23	BIZET: CARMEN (3-12" LP) Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)	10	40	—	THE WONDERFUL WALTZES OF TCHAIKOVSKY Chicago Symph. Orch. (Gould), RCA LM 2890 (M); LSC 2890 (S)	1
19	13	BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP) Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)	9				
20	17	BACH ON THE PEDAL HARPSICHORD Biggs, Col. ML 6204 (M); MS 6804 (S)	11				
21	24	RITUAL FIRE DANCE Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)	4				
22	33	PURCELL: MUSIC FOR THE THEATRE Bath Fest. Orch. (Menuhin), Angel 36332 (M); S 36332 (S)	3				

## NEW ACTION LP's

No New Action  
Classical LP's This Week

## BEST SELLING CLASSICAL LP's (By Category)

### OPERA, VOCAL AND CHORUS

- | This Week | Last Week | Title, Artist, Label & No.  | Weeks on Chart |
|-----------|-----------|---|----------------|
| 1.        | 1.        | VERDI: DON CARLO (4-12" LP)—Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)                                  | 14             |
| 2.        | 2.        | BLESS THIS HOUSE—Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)                    | 14             |
| 3.        | 3.        | BRAHMS: LIEBESLIEDER WALTZES—Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)                                    | 13             |
| 4.        | 4.        | PRESENTING MONTSERRAT CABALLE—RCA LM 2862 (M); LSC 2862 (S)   | 14             |
| 5.        | 5.        | SOUVENIR OF A GOLDEN ERA (2-12" LP)—Horne, Lon. A 4263 (M); OSA 1263 (S)                                    | 7              |
| 6.        | 6.        | ZARZUELA ARIAS—Caballe, RCA LM 2894 (M); LSC 2894 (S)   | 5              |
| 7.        | 7.        | BIZET: CARMEN (3-12" LP)—Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)                 | 10             |
| 8.        | 8.        | BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP)—Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S) | 9              |
| 9.        | 9.        | PUCCINI: LA BOHEME (2-12" LP)—Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)               | 9              |
| 10.       | 10.       | BRITTEN: CURLEW RIVER—Pears, Shirley-Quirk, Lon. A 4156 (M); OSA 1156 (S)                                   | 2              |

### SYMPHONIC AND ORCHESTRAL

- |    |    |   |    |
|----|----|---|----|
| 1. | 1. | MAHLER: SYMPHONY NO. 4 IN G—Cleve. Orch. (Szell), Col. ML 6233 (M); MS 6833 (S) | 14 |
|----|----|---|----|

- |     |     |  |    |
|-----|-----|--|----|
| 2.  | 2.  | BERNSTEIN CONDUCTS IVES—N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)                   | 7  |
| 3.  | 3.  | MAHLER: SYMPHONY NO. 10 (2-12" LP)—Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)         | 14 |
| 4.  | 4.  | IVES: SYMPHONY NO. 1—Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)                 | 6  |
| 5.  | 5.  | MAHLER: SYMPHONY NO. 6 (2-12" LP)—Boston Symph. Orch. (Leinsdorf), RCA LM 7044 (M); LSC 7044 (S) | 3  |
| 6.  | 6.  | IVES: SYMPHONY NO. 4—Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)               | 14 |
| 7.  | 7.  | NIELSEN: SYMPHONY NO. 3—Royal Danish Orch. (Bernstein), Col. ML 6169 (M); MS 6769 (S)            | 14 |
| 8.  | 8.  | RITUAL FIRE DANCE—Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)                          | 4  |
| 9.  | 9.  | PURCELL: MUSIC FOR THE THEATRE—Bath Fest. Orch. (Menuhin), Angel 36332 (M); S 36332 (S)          | 3  |
| 10. | 10. | MOZART: SYMPHONIES NOS. 28 & 33—Cleve. Orch. (Szell), Col. ML 6258 (M); MS 6858 (S)              | 5  |

### SOLO INSTRUMENT AND CONCERTI

- |    |    |  |    |
|----|----|--|----|
| 1. | 1. | CHOPIN WALTZES—Rubinstein, RCA LM 2726 (M); LSC 2726 (S)                       | 14 |
| 2. | 2. | MY FAVORITE CHOPIN—Cliburn, RCA LM 2576 (M); LSC 2576 (S)                      | 14 |
| 3. | 3. | ARTUR RUBINSTEIN/CHOPIN—RCA LM 2889 (M); LSC 2889 (S)                          | 1  |
| 4. | 4. | E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN—Col. ML 6256 (M); MS 6856 (S) | 3  |
| 5. | 5. | BAROQUE GUITAR—Bream, RCA LM 2878 (M); LSC 2878 (S)                            | 11 |

# COUNTRY MUSIC

## Country Artists in Topeka Benefit

TOPEKA, Kan. — Country music artists teamed up with radio and TV stations in Kansas June 15 to raise more than \$54,000 for victims of the recent tornado. Hap Peebles, forced to cancel a live country music talent show here because the tornado had damaged the Municipal Auditorium, scheduled the artists into the studios of WIBW-TV-AM-FM here for an all-night country music marathon.

The show starred Ferlin Husky and his Capitol Records band, Wilma Lee and Stony Cooper, Orlo and Marvis Thompson, Cindy and Roy Cantrell, Stringbean, the Three Taylor Sisters, Leon Douglas, Vern Stovall, and Janet McBride. The show saw appeals from not only the stars and Hap Peebles, but Governor William Avery of Kansas and Kansas Senator Carlson.

The program was carried over



COUNTRY MUSIC ARTIST FERLIN HUSKY answers the WIBW-TV phone during the marathon to accept a pledge for money.

a network of radio stations that included WIBW-AM-FM, KLWN in Lawrence, KSEX in Pittsburg, KOFO-FM in Ottawa, and KFDI in Wichita, who joined the broadcast around 11

p.m. The TV hookup included the originating station, KTVH-TV, Wichita; KTCV-TV, Ensign; KAYS-TV, Hays; KOAM-TV, Pittsburg; and KLOE-TV, Goodland. All of the stations donated the time as a public service and donations came in from as far away as Monterey, Mexico; California and Baltimore, according to Morrie Bridges of WIBW-FM.

## Pepsi Sponsors Live Show on WJRZ, Newark

NEWARK, N. J. — A live country music show, sponsored by Mountain Dew, soft drink made by the Pepsi-Cola Co., is new on WJRZ Radio here. The hour-long broadcast billed as "The Mountain Dew Country Music Review," originates from Palisades (N. J.) Amusement Park, 8-9 p.m. Thursdays, hosted by WJRZ air personality, Bob Lockwood.

The show, produced by Norman Roslin, features Smokey Warren and band, and a name guest each week. The 12-week series ends Sept. 8.

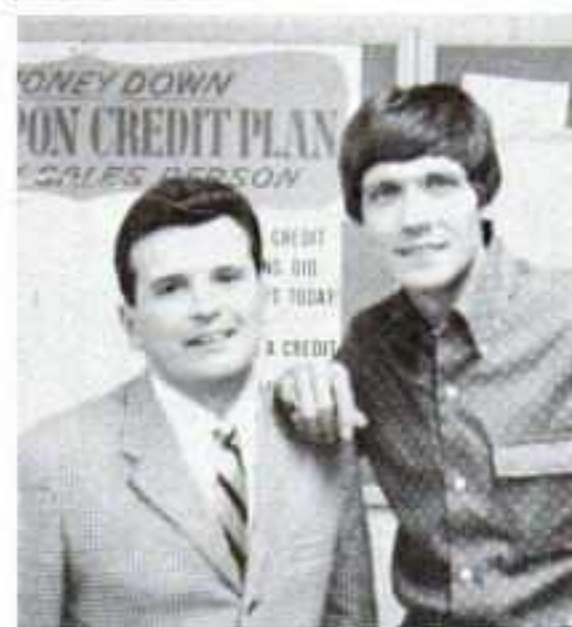
Warren and his country music revue appeared on "World's Original Jamboree" over WWVA, Wheeling, W. Va., Saturday (2), along with Columbia recording artist Johnny Dollar. Smokey leaves for a tour of Newfoundland and Labrador for a five-week tour starting Sept. 15.

## Bill Strength Back in Action

NASHVILLE — Texas Bill Strength, forced to relinquish his deejay chores recently on a Minneapolis station, due to illness, which laid him low several months, has recovered and will henceforth work as a country music single. Strength says he has given up the deejay business, at least temporarily.

He arrived here recently to scout for a potential hit song and a recording session. He appeared Friday (24) on Bobby Lord's TV show, on Ernie Tubb's "Midnight Jamboree" Saturday (25), and Ralph Emery's early-morning show Monday (28), all on Station WSM.

Strength leaves here late this week for Fort Lauderdale, Fla., for a five-week club date, and returns here in August after filming the Bill Anderson TV show Aug. 14-16 in Charlotte, N.C.



BILLY JOE ROYAL, Columbia artist, is snapped with Bob Zukié (left), sales manager of the Cleveland office for Stark Record Service, during the former's appearance at a recent autograph party at the J. J. Newberry store in Mentor, Ohio.



KSON GENERAL MANAGER DAN MCKINNON not only gave a spin to "Don't Touch Me," by Monument Records' Jeannie Seely, but took the artist up for a San Diego sight-seeing spin in his airplane.

## YESTERYEAR'S COUNTRY HITS

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

### COUNTRY SINGLES— 5 Years Ago July 10, 1961

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

### COUNTRY SINGLES— 10 Years Ago July 7, 1956

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

## Where They're Showing

BOBBY LORD: Nicholasville, Ky., July 5; Danville, Ky., 6; Somerset, Ky., 7; McKee, Ky., 8; Barbourville, Ky., 9; Winchester, Ky., 11; West Liberty, Ky., 12; Paintsville, Ky., 13; Grayson, Ky., 14; Flemingsburg, Ky., 15; Cynthia, Ky., 18; Williamstown, Ky., 19; New Castle, Ky., 20; Hardinsburg, Ky., 21; Edmonton, Ky., 22; Owensboro, Ky., 23; Bowling

Green, Ky., 25; Hodgenville, Ky., 26; Sturgis, Ky., 27; Hickman, Ky., 28, and Paducah, Ky., 29.

AL ROGERS: Abilene, Tex., July 8-9; Roswell, N.M., 15; Albuquerque, N.M., 16-17; San Angelo, Tex., 29; Lubbock, Tex., 30, and Amarillo, Tex., 31.

SONNY JAMES: Oklahoma City, July 15-17.

## KLAK Expands

DENVER — KLAK Radio, 5,000-watt, 24-hour country and western station covering the Greater Denver area, will shortly begin operation of an FM affiliate to augment its AM operation. The FM affiliate will also operate with a c&w format. KLAK offices and studios are now located in a new quarter-million-dollar radio complex located at 7075 West Hampden Avenue, Denver.



BOB GALLION, Hickory recording artist who has just joined the staff of WAIA Radio, Atlanta, where he will be heard daily from 2 to 6 p.m. For several years in the past, Gallion was voted Atlanta's most popular country music deejay.

JULY 9, 1966, BILLBOARD

## WE'RE HAVING A HIT WAVE.

And these singles are bubbling under!

"It'll Take a Little Time"

Jerry Vale 4-43696

"Georgia Rose" Tony Bennett 4-43715

"How Can I Tell Her It's Over"

Andy Williams 4-43650

Where the chart fever is.  
On COLUMBIA RECORDS

THEY SAID! "IT COULDN'T BE DONE IN NEW YORK"  
(BUT WE DID IT)

SMASH HIT  
IN NEW YORK.  
SOLD OVER  
50,000.

"FATS" SHAKE'M UP

PART 2

CLAUDE "FATS" GREENE

CAMILLE #109

Camille  
E. HODGE, MGR.

CAB RECORDS

P. O. Box 620 New York, N. Y. 10027  
Telephone: (212) KI 2-4646; (212) UN 5-4849

## 2 New Country Labels in Bow

ELMHURST, Ill. — Formation of two labels, Scarlo and Fine-R-Tone, dealing in country product only, was announced last week by Audio Engineering Associates, with headquarters here.

Brien Fisher, writer of the awhile-back BMI award-winning "Old Moon," will head up a.&.r and product development for the labels. Stepping out of his role as chief engineer for A.E.A., Bernie Harville will helm the  
(Continued on page 51)



# COUNTRY MUSIC

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 7/9/66

★ 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)	8	27	29	BORN TO BE IN LOVE WITH YOU Van Trevor, Band Box 367 (Stonethrow, BMI)	12
2	3	THE LAST WORD IN LONESOME IS ME Eddy Arnold, RCA Victor 8818 (Tree, BMI)	9	28	33	I'M NOT CRAZY YET Ray Price, Columbia 43560 (Pamper, BMI)	5
3	2	TAKE GOOD CARE OF HER Sonny James, Capitol 5612 (Paxton-Recherche, ASCAP)	14	29	25	I JUST CAME TO SMELL THE FLOWERS Porter Wagoner, RCA Victor 8800 (Acclaim, BMI)	10
4	4	DON'T TOUCH ME Jeannie Seely, Monument 933 (Pamper, BMI)	13	30	37	I'M A NUT Leroy Pullins, Kapp 758 (Youmans-Sleepy Hollow, ASCAP)	3
5	5	EVIL ON YOUR MIND Jan Howard, Decca 31933 (Wilderness, BMI)	12	31	40	BECAUSE IT'S YOU Wanda Jackson, Capitol 5645 (Freeway, BMI)	3
6	11	(YES) I'M HURTING Don Gibson, RCA Victor 8812 (Acuff-Rose, BMI)	10	32	35	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor 8851 (Glaser, BMI)	3
7	9	SWINGING DOORS Merle Haggard, Capitol 5600 (Bluebook, BMI)	14	33	36	A MILLION AND ONE Billy Walker, Monument 943 (Silver Star, BMI)	3
8	8	TALKIN' TO THE WALL Warner Mack, Decca 31911 (Pageboy, SESAC)	16	34	45	OLD BRUSH ARBORS George Jones, Musicor 1174 (Glad, BMI)	3
9	10	I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol 5633 (Mimosa, BMI)	9	35	31	NICKELS, QUARTERS AND DIMES Johnny Wright, Decca 31927 (Champion, BMI)	6
10	6	DISTANT DRUMS Jim Reeves, RCA Victor 8789 (Combine, BMI)	15	36	34	CATCH A LITTLE RAINDROP Claude King, Columbia 43510 (Gallico, BMI)	13
11	14	AIN'T HAD NO LOVIN' Connie Smith, RCA Victor 8842 (Blue Crest, BMI)	5	37	46	EVERYBODY LOVES A NUT Johnny Cash, Columbia 43673 (Jack, BMI)	2
12	7	A WAY TO SURVIVE Ray Price, Columbia 43560 (Pamper, BMI)	12	38	48	GETTIN' ANY FEED FOR YOUR CHICKENS Del Reeves, United Artists 50035 (Central, BMI)	2
13	13	DON'T TOUCH ME Wilma Burgess, Decca 31941 (Pamper, BMI)	10	39	39	CHICKEN FEED Bobbi Staff, RCA Victor 8833 (Harbot, SESAC)	3
14	19	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca 31966 (Sure-Fire, BMI)	6	40	41	LONELYVILLE Dave Dudley, Mercury 72585 (4 Star, BMI)	2
15	17	STEEL RAIL BLUES George Hamilton IV, RCA Victor 8797 (Witmark, ASCAP)	12	41	38	I'LL LEAVE THE SINGIN' TO THE BLUEBIRDS Sheb Wooley, MGM 13477 (Blue Echo, BMI)	8
16	12	WOULD YOU HOLD IT AGAINST ME Dottie West, RCA Victor 8770 (Tree, BMI)	18	42	42	THE WORLD IS ROUND Roy Drusky, Mercury 72586 (4 Star, BMI)	3
17	20	STANDING IN THE SHADOWS Hank Williams Jr., MGM 13504 (Ly-Rann, BMI)	7	43	44	THE RIGHT ONE Statler Brothers, Columbia 43624 (Jack, BMI)	4
18	21	TIME TO BUM AGAIN Waylon Jennings, RCA Victor 8822 (Bramble, BMI)	6	44	—	THE SHOE GOES ON THE OTHER FOOT TONIGHT Marty Robbins, Columbia 43680 (Mariposa, BMI)	1
19	15	PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca 31901 (Combine, BMI)	15	45	—	WHO LICKED THE RED OFF YOUR CANDY Little Jimmy Dickens, Columbia 43701 (Window, BMI)	1
20	28	DAY FOR DECISION Johnny Sea, Warner Bros. 5820 (Moss Rose, BMI)	5	46	50	I'D JUST BE FOOL ENOUGH Browns, RCA Victor 8838 (Acuff-Rose, BMI)	2
21	26	THE LOVIN' MACHINE Johnny Paycheck, Little Darlin' 008 (Mayhew, BMI)	6	47	—	I HEAR LITTLE ROCK CALLING Ferlin Husky, Capitol 5679 (Acclaim, BMI)	1
22	16	HISTORY REPEATS ITSELF Buddy Starcher, Boone 1038 (Glaser, BMI)	14	48	—	YOU CAN'T ROLLER SKATE IN A BUFFALO HERD Roger Miller, Smash 2043 (Tree, BMI)	1
23	18	I LOVE YOU DROPS Bill Anderson, Decca 31890 (Moss-Rose, BMI)	22	49	—	WALLPAPER ROSES Jerry Wallace, Mercury 72589 (Melrose, ASCAP)	1
24	30	ALMOST PERSUADED David Houston, Epic 10025 (Gallico, BMI)	3	50	—	I CAN'T KEEP AWAY FROM YOU Wilburn Brothers, Decca 31974 (Bronze, SESAC)	1
25	23	THE COUNT DOWN Hank Snow, RCA Victor 8808 (Hank's, BMI)	10				
26	22	BACK POCKET MONEY Jimmy Newman, Decca 31916 (New Keys, BMI)	16				

## HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY for Week Ending 7/9/66

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	DISTANT DRUMS Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S)	7
2	2	DUST ON MOTHER'S BIBLE Buck Owens & His Buckaroos, Capitol T 2497 (M); ST 2497 (S)	7
3	3	TRUE LOVE'S A BLESSING Sonny James, Capitol T 2500 (M); ST 2500 (S)	8
4	5	I LIKE 'EM COUNTRY Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)	12
5	7	EVERYBODY LOVES A NUT Johnny Cash, Columbia CL 2492 (M); CS 9292 (S)	6
6	4	ROLL OUT THE RED CARPET FOR BUCK OWENS & HIS BUCKAROOS Capitol T 2443 (M); ST 2443 (S)	20
7	8	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	18
8	12	PLEASE DON'T HURT ME Norma Jean, RCA Victor LPM 3541 (M); LSP 3541 (S)	6
9	9	COUNTRY FAVORITES—WILLIE NELSON STYLE RCA Victor LPM 3528 (M); LSP 3528 (S)	11
10	6	MISS SMITH GOES TO NASHVILLE Connie Smith, RCA Victor LPM 3520 (M); LSP 3520 (S)	15
11	10	JUST BETWEEN THE TWO OF US Bonnie Owens & Merle Haggard, Capitol T 2453 (M); ST 2453 (S)	12
12	14	I'M A PEOPLE George Jones, Musicor MM 2099 (M); MS 3099 (S)	3
13	11	FOLK-COUNTRY Waylon Jennings, RCA Victor LPM 3523 (M); LSP 3523 (S)	14
14	20	LONELYVILLE Dave Dudley, Mercury MG 21074 (M); SR 61074 (S)	3
15	16	TOGETHER AGAIN Roy Drusky & Priscilla Mitchell, Mercury MG 21078 (M); SR 61078 (S)	3
16	17	MEAN AS HELL! Johnny Cash, Columbia CL 2446 (M); CS 9246 (S)	15
17	23	DON GIBSON WITH SPANISH GUITARS RCA Victor LPM 3594 (M); LSP 3594 (S)	2
18	24	MANY HAPPY HANGOVERS TO YOU Jean Shepard, Capitol T 2547 (M); ST 2547 (S)	2
19	19	A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU Dick Curless & Kay Adams, Tower T 5025 (M); ST 5025 (S)	9
20	15	CHET ATKINS PICKS ON THE BEATLES RCA Victor LPM 3531 (M); LSP 3531 (S)	14
21	18	TALK ME SOME SENSE Bobby Bare, RCA Victor LPM 3515 (M); LSP 3515 (S)	14
22	22	TWO WORLDS Bonnie Guitar, Dot DLP 3696 (M); DLP 25696 (S)	7
23	27	JIMMY DEAN'S GREATEST HITS Columbia CL 2485 (M); CS 9285 (S)	4
24	25	ANY NEWS FROM NASHVILLE? Homer & Jethro, RCA Victor LPM 3538 (M); LSP 3538 (S)	6
25	—	TIPPY TOEING Harden Trio, Columbia CL 2506 (M); CS 9306 (S)	1
26	21	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	40
27	—	DON'T TOUCH ME Wilma Burgess, Decca DL 4788 (M); DL 74788 (S)	1
28	28	GUITAR STYLINGS OF HANK SNOW RCA Victor LPM 3548 (M); LSP 3548 (S)	6
29	29	THE WHO'S WHO OF COUNTRY & WESTERN MUSIC Various Artists, Capitol TT 2538 (M); STT 2538 (S)	3
30	30	THE GIRLS GET PRETTIER Hank Locklin, RCA Victor LPM 3588 (M); 3588 (S)	2

## ALBUM REVIEWS

Continued from page 36

### GUITAR SOUNDS OF THE SOUTH

Jack Eubanks, Monument MLP 8044 (M); SLP 18044 (S)

### LIVE-IN CONCERT

George Wright, Dot DLP 3712 (M); DLP 25712 (S)

### MORE GREAT HITS IN BOOGIE WOOGIE

Jack Fina, Dot DLP 3719 (M); DLP 27719 (S)

### GYPSY MANDOLIN!

Howard Frye, Monitor MF 463 (M); MFS 463 (S)

### GREAT INSTRUMENTAL HITS

String-A-Longs, Dot DLP 3723 (M); DLP 25723 (S)

### LOW PRICE POPULAR

MICHELLE GOING FOR BAROQUE  
Ray Martin, RCA Camden CAL 976 (M); CAS 976 (S)

### LOW PRICE COUNTRY

GEORGE JONES SINGS FROM THE HEART  
Mercury Wing MGW 12323 (M); SRW 16323 (S)

### A SATISFIED MIND

Porter Wagoner, RCA Camden CAL 769 (M); CAS 769 (S)

### TRAVELIN' BLUES

Hank Snow, RCA Camden CAL 964 (M); CAS 964 (S)

### MOVIN' VAN DYKE

Leroy Van Dyke, Mercury Wing MGW 12322 (M); SRW 16322 (S)

### CLASSICAL

RACHMANINOFF: TRIO  
ELEGIAQUE NO. 2 IN D MINOR  
David Oistrakh/Lev Oborin/Sviatoslav Knushevitsky, Bruno 14077L (M)

### LOW PRICE CLASSICAL

SHOSTAKOVICH: SYMPHONY NO. 1/THE AGE OF THE GOLD  
BALLET SUITE  
London Symphony Orch. (Martinon), RCA Victorola VIC 1184 (M); VICS 1184 (S)

### JAZZ

WILD BILL DAVIS LIVE AT COUNT BASIE'S  
RCA Victor LPM 3578 (M); LSP 3578 (S)

### THREE WAVES

Steve Kuhn Trio, Contact CM 5 (M); CS 5 (S)

### ANDY BARTHA'S DEEP SOUTH

DIXIELAND JAZZ BAND  
Art ALP 41 (S)

### BLUES

#### BLUES IN THE STREET

Cortella Clark, RCA Victor LPM 3568 (M); LSP 3568 (S)

### HYMN

#### I NEVER WALK ALONE

Gloria Roe, Word W 3348 LP (M); WST 8348 LP (S)

### CHILDREN'S

#### DO YOU KNOW HOW YOU GROW? INSIDE (10" LP)

Joseph G. Moore/Roxana Alsberg, Folkways FC 7081 (M)

#### DO YOU KNOW HOW YOU GROW? OUTSIDE (10" LP)

Joseph G. Moore/Roxana Alsberg, Folkways FC 7082 (M)

### SOUNDTRACK

THE RUSSIANS ARE COMING THE RUSSIANS ARE COMING  
Soundtrack, United Artists UAL 4142 (M); UAS 5142 (S)

### SPOKEN WORD

JACQUELINE KENNEDY  
Audio Fidelity AFLP 703 (M)

### INTERNATIONAL

#### CRAZY OTTO BEAT

Polydor LPHM 249025 (M); SLPHM 249025 (S)

#### SONNTAGS IM KONZERTCAFE

Franz Deuber & Orch. Polydor LPHM 249022 (M); SLPHM 249022 (S)

#### AUCH MATROSEN HAVEN EINE HEIMAT

Das Marine-Musikkorps Nordsee, Polydor LPHM 249207 (M); SLPHM 249207 (S)

#### UKRAINIAN SONGS

Olga Pavlova & George Bohachevsky, Monitor MF 462 (M); MFS 462 (S)



### THREE-STAR ALBUMS

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

### POPULAR

BALTIMORE'S TEEN BEAT A GO GO  
Various Artists, Dome SR 4007 (M)

### COMEDY

THE BROTHERS-IN-LAW STRIKE AGAIN!  
Arc A 684 (M)

### CLASSICAL

AN EVENING IN A GYPSY TABOR VOL. 3  
Hungarian Gypsy Orchestras of Budapest, Bruno 50059L (M)

THE AMERICAN SCENE SUITE WITHIN THE PIANO WORLD OF ROBERT VAN EPS  
Blue River LPM 1001 (M); LSP 1001 (S)

### BLUES

BLUES AND COUNTRY DANCE TUNES FROM VIRGINIA  
John Jackson, Arhoolie F 1025 (M)

BIG MAMA THORNTON IN EUROPE  
Arhoolie F 1028 (M)

### RELIGIOUS

THE UNIQUE GALILEAN  
Sammy Poole, Sacred Profile LP 1000 (M)

### INTERNATIONAL

ARMENIAN CHORAL MUSIC  
Armenian National Choral Society of Boston (Der-Manuelian), Folkways FW 8704 (M)

MUSIC OF MALI  
Folkways FE 4338 (M)

## Two New Labels

Continued from page 50

sales and promotion operations, with Fred Henning assuming the technical duties.

Fisher has announced the signing of c-w jockey Bill Blough, of WMRO, Aurora, Ill., and Ben (Queenie) Stewart, with both artists skedded for immediate sessions.

# WE'RE HAVING A HIT WAVE.

And this single is a scorcher!

"5D (Fifth Dimension)"  
The Byrds 4-43702

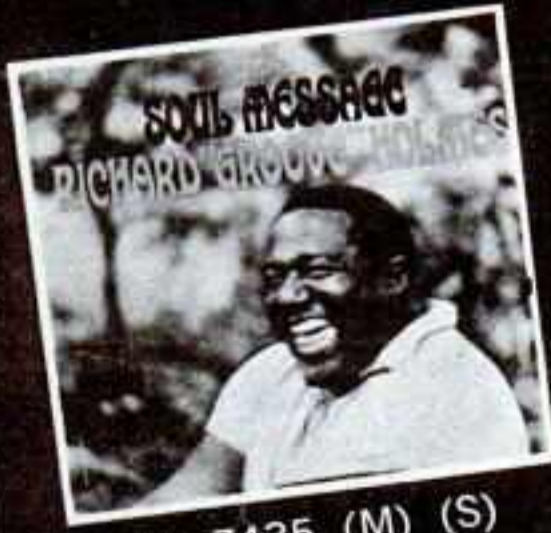
Where the chart fever is.  
On COLUMBIA RECORDS

©COLUMBIA RECORDS. PRINTED IN U.S.A.

THE NEW  
KING  
OF THE  
ORGAN ON  
PRESTIGE

GROOVE HOLMES  
Money Makin' Single . . . and . . . Best Selling Album

MISTY  
45-401



PR 7435 (M) (S)



RECORDS, INC.  
203 S. Washington Ave.,  
Bergenfield, N. J.

## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

#### MOTHER'S LITTLE HELPER

Rolling Stones, London 902

### ★ REGIONAL BREAKOUTS

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

#### THE JOKER WENT WILD . . .

Brian Hyland, Philips 40377 (Rising Sun, BMI) (New York)

#### DADDY . . .

Pebbles & Bamm Bamm, HBR 484 (Flomar-Crazy Cajun, BMI) (Boston)

#### SUGAR AND SPICE . . .

Cryan Shames, Destination 624 (Duchess, BMI) (Chicago)

#### MOVE A LITTLE BIT CLOSER . . .

Mary Love, Modern 1020 (Modern & Macadell, BMI) (Boston)

#### THAT'S ENOUGH . . .

Roscoe Robinson, Wand 1125 (Kapa, BMI) (Cleveland)

#### BORN A WOMAN . . .

Sandy Posey, MGM 13501 (Painted Desert, BMI) (Memphis)

## NEW ALBUM RELEASES

### □ ANGEL

VICTORIA DE LOS ANGELES—Opera Arias; 36351, S 36351

ELGAR: VIOLIN CONCERTO—Yehudi Menuhin/New Philharmonia Orch. (Boult); 36330, S 36330

MOZART: SERENADE FOR 13 WIND INSTRUMENTS—London Wind Quintet & Ensemble (Klemperer); 36247, S 36247

SCHUBERT: SYMPHONY NO. 9—The Halle Orch. (Barbirolli); 36328, S 36328

### □ ATLANTIC

BOBBY DARIN—In a Broadway Bag (Mame); 8126, SD 8126

### □ CANAAN

HAL KENNEDY—The Little Man With the Big Voice; CA 4619, CAS 9619

### □ CAPITOL

JOHN BARRY Plays Film and TV Themes; T 2527, ST 2527

Best of the BEACH BOYS, Vol. 1; T 2545, DT 2545

HAPPY GOODMAN FAMILY—Bigger 'n' Better; CA 4630, CAS 9630

FERLIN HUSKY—I Could Sing All Night; T 2548, ST 2548

The Best of PETER & GORDON; T 2549, ST 2549

KAY STARR—Tears & Heartaches/Old Records; T 2550, ST 2550

### □ CAPITOL IMPORTS (GERMANY)

LORTZINGER: ZAR UND ZIMMERMANN; SM 91464/66

SCHUBERT: ROMANTISCHE NACHTSTUCKE; SM 80892

GANZ PARIS SINGT VON DER LIEBE; SM 84097

ADAMO '66; 84070

### □ COLUMBIA

RAY CONNIF & THE SINGERS—Somewhere My Love; CL 2519, CS 9319

SKITCH HENDERSON & THE TONIGHT SHOW ORCH. Play Music From "Mame"; CL 2518, CS 9318

NEW CHRISTY MINSTRELS—In Italy. . . . In Italian; CL 2531, CS 9331

PETE SEEGER—Dangerous Songs; CL 2503, CS 9303

### □ CONTEMPORARY

HAMPTON HAWES TRIO—Here and Now; M 3616

### □ DECCA

JAN HOWARD Sings Evil on Your Mind; DL 4793, DL 74793

VARIOUS ARTISTS—This Land and Its Music; DL 34368

### □ DOGBITE

DAWSON & HARRELL—Think Fuzzy!; LPMS 200

### □ DOLTON

VIC DANA—Town and Country; DLP 2046, DST 8046

### □ HICKORY

The Best of FRANK FIELD; LP 132, LPS 132

### □ KAPP

JACK JONES—The Impossible Dream; KL 1486, KS 3486

### □ LAURIE

VARIOUS ARTISTS—Take That! You No Good. . . .; LLP 2035

### □ LIBERTY

ROSS BAGDASARIAN—The Mixed-Up World of Bagdasarian; LRP 3451, LST 7451

VIKKI CARR—The Way of Today!; LRP 3456, LST 7456

GANTS GALORE; LRP 3455, LST 7455

RUBEN RODRIGUEZ AND HIS GUADALAJARA KINGS; LRP 3454, LST 7454

DEL SHANNON—This Is My Bag; LRP 3453, LST 7453

TROMBONES UNLIMITED—These Boots Are Made for Walkin'; LRP 3449, LST 7449

### □ LONDON

ROLLING STONES—Aftermath; LL 3476, PS 476

### □ MACE

BEETHOVEN: BRAHMS—Various Artists; M 9038, MS 9038

BRAHMS-MOZART—Heinrich Geuser/Drole String Quartet; M 9029, SM 9029

HAYDN—Various Artists; M 9040, MS 9040

VARIOUS ARTISTS—Court Concert; M 9031, SM 9031

VARIOUS ARTISTS—Wind Chamber Music 1750-1928; M 9034, SM 9034

VARIOUS ARTISTS—Court Concert—The Music of Haydn; M 9032, SM 9032

WINDBACHER BOYS CHOIR—Double Chorus Motets of the Old Masters; M 9054, MS 9054

### □ PACIFIC JAZZ

RICHARD "GROOVE" HOLMES—Tell It Like It Is; PJ 1010, ST 20105

WES MONTGOMERY—Easy Groove; PJ 10104, ST 20104

THE ZIMBO TRIO; PJ 10103, ST 20103

### □ POLYDOR

MIT PETER ALEXANDER Durch Das Traumland Der Operette; LPHM 249011, SLPHM 249011

VARIOUS ARTISTS—Heut'war Die Alte Zeit Bei Mir; LPHM 249005, SLPHM 249005

WILLY SCHNEIDER—Wenn Abends Die Heide Traumt; LPHM 249012, SLPHM 249012

Traditions—Märche 6; LPHM 249004, SLPHM 249004

### □ PRESTIGE

JACK McDUFF—Walk On By; 7476, S 7476

PUCHO & THE LATIN SOUL BROTHERS—Tough!; 7471, S 7471

SYLVIA SYMS—Sylvia Is/With Kenny Burrell; 7439, S 7439

### □ RCA VICTOR (MEXICAN)

MAS RANCHERAS CON LOS TRES ASES—Caray. . . Caray!; MKL 1691, MKS 1691

HNOS. MARTINEZ GIL—Perfume De Gardenias; MKL 1659

VIRGINIA LOPEZ Y Su Trio Imperio; MKL 1692

Asi Soy Yo . . . RENE TOUZET; MKL 1683, MKS 1683

HOMENAJE DE FERNANDO VALADES AL CARIBE-CENTRO-SUDAMERICA Y MEXICO; MKL 1688

### □ REPRISE

SOUNDTRACK—Washington Is for the Birds; R 6212, RS 6212

### □ ROULETTE

TOMMY JAMES & THE SHONDELLS—Hanky Panky; R 25336, SR 25336

### □ SACRED PROFILE

SAMMY POOLE—The Unique Galilean; LPLP 1000

### □ SMASH

SWINGIN' MEDALLIONS—Double Shot (of My Baby's Love); MGS 27083, SRS 67083

### □ SPAR

The Many Guitars of JIMMY WILKERSON; SP 3002

### □ TOWER

GOODWIN "GOODY" GOODLOAD & HIS FROSTONIA BALLROOM ORCH.—Supercamp; T 5031, ST 5031

### □ VERVE

WILLIE DOBO—Uno Dos Tres/1, 2, 3; V 8648, V6 8648

MOTHERS OF INVENTION—Freak Out!; V 5005-2, V6 5005-2

### □ WARNER BROS.

JOHNNY SEA—Day for Decision; W 1659, WS 1659

SOUNDTRACK—Who's Afraid of Virginia Woolf?; B 1656, BS 1656

### □ WORD

REVIVALTIME CHOIR Sings Songs We All Love; W 3366, WST 8366

## Ben-Gar Formed

BALTIMORE — Ben-Gar Records has been established by Benson Cassel, a former professional singer. First release by Cassel, a songwriter, is a Little LP 33 1/3 rpm record featuring the choir of Northwood High School, Silver Springs, Md. The record was produced especially for Cypress Gardens, Fla., and will be sold there as well as through a national distribution set-up. Three tunes, including "Cypress Gardens," are on the record, available in stereo and mono.

JULY 9, 1966, BILLBOARD

Copyrighted material

## NAMM Looking for Solid Dealer Proposal

CHICAGO — William R. Gard, executive vice-president of the National Association of Music Merchants, said last week that he hopes "a concrete proposal of record dealers wants" will come out of the special phonograph record committee meeting which will be held on the first day of the Music Show.

The meeting, open to all those interested in record retailing problems—including non-members of NAMM—is scheduled for Sunday, July 10, at 2 p.m. in Private Dining Room 8 of Chicago's Conrad Hilton Hotel.

Chairman of the phonograph record committee and a member of NAMM's board of directors, S. H. Galperin Jr. said, "all dealers are invited to this dis-

cussion of record merchandising problems. The outcome of the meeting—and any action that might be taken because of it—will be determined by who is there and what is said. I am hoping that independent record dealers are well represented so that we can have a good discussion of some of our mutual problems."

### Open Participation

Galperin said there are no scheduled speakers for the meet-

*(Continued on page 55)*

## Record Attendance Expected At 65th Annual Music Show

By PAUL ZAKARAS

CHICAGO — Enjoying its biggest business year in history, the music and consumer electronics industry will converge here for the 65th annual Music Show starting July 10 to view a variety of exhibits — of which string and fretted instruments and sound tape products will rank one-two in total number of exhibitors.

The show will give record dealers their first real view of the new CARtridge systems. At least a dozen firms will be showing some version of the new Philips units — including several 4-track stereo models. A number of other firms will be showing 4-track, 8-track, and "compatible" 4-or-8 players for car or home.

An all-time record crowd of more than 20,000 musicians is

expected to pour into the Conrad Hilton Hotel, site of the five-day event sponsored by the National Association of Music Merchants (NAMM). Attendance figures will undoubtedly be aided by the presence of the Housewares Show in Chicago during the same week.

### Full House

NAMM officials have announced that every available

*(Continued on page 54)*



S. H. GALPERIN JR., chairman of NAMM's phonograph record committee.



S. JOHN INSALATA, trade association authority, to attend open committee meeting.



SELL  
THE BEATLES  
OWN LISTENING SYSTEM

# beatlephones

Stereo headphones with full color photos of the Beatles on each earcup. And inside, a unique stereo sound that dramatizes stereo records as no other listening system can. Beatlephones offer personalized listening. Hefty sound for those who want to hear it; quiet for those who don't... even in the very same room.



Inc., makers of famous Koss Stereophones. So you can be sure of outstanding headphone quality. It all adds up to fantastic sales potential among teen age record fans, guitar, accordion or organ musicians. Order your trial quantity now or hear them at the NAMM Show.

Beatlephones are the product of Koss Electronics Booth 4 — North Hall. Conrad Hilton Hotel.

## KOSS ELECTRONICS, INC.

2227 NORTH 31ST STREET • MILWAUKEE, WISCONSIN 53208  
KOSS IMPETUS: 2 VIA BERNA • LUGANO, SWITZERLAND

\* Manufactured under the exclusive license from FOMISA. \$24.95 List  
Write for complete catalog of products for the performer.



The Pfanstiehl needle catalog is cross indexed in every possible way for quick identification of a customer's needle... by brand number, cartridge or needle number, or by picture... for exact replacement with a new Pfanstiehl diamond or sapphire needle. Write for your free catalog and a supply of self-mailer order forms today.

Your order shipped same day it's received.

DIRECT-TO-DEALER

# Pfanstiehl

CHEMICAL CORPORATION • BOX 498  
104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS  
Originators of the \$9.95 Diamond Needle

# Record Attendance Expected At 65th Annual Music Show

• Continued from page 53

foot of space has been utilized for the displays by the 371 manufacturing firms which will exhibit at the show. The number of exhibitors represents a new high for the show as does the total exhibit space which will add up to 238,000 square feet spread out through ten floors of the Conrad Hilton.

Following the traditional pattern, consumer electronics products will be displayed in big open exhibit areas while music instruments are shown in sample rooms. Of the exhibiting manu-

facturers a total of 54 will be showing phonographs, hi-fi and stereo equipment; 27 television sets; 54 radio; and 43 will show electronic imports. String and fretted instruments will be exhibited by 95 firms and tape and sound equipment will be shown by 86 companies.

From all advance indications an unmatched number of new products and new merchandising ideas will be introduced at the Music Show this year," predicted William R. Gard, NAMM executive vice-president. "Even in music instruments the trends started by elec-

tric guitars is spilling over into other fields. Electronic versions of everything from pianos to wind instruments will be introduced for the first time.

"Innovation has proven to be a sales stimulus in every field and this year there will be a variety of new ideas that will be introduced, particularly in the tape field where imagination seems to have run riot in bringing the excitement of tape recording to every imaginable kind of setting from boats to mobile homes."

Reflecting the increasingly bigger role in the industry for

tape are the exhibit statistics which show tape firms as the second largest exhibitor category — a section which includes approximately 30 firms of the burgeoning tape cartridge market.

New automobile, home and portable units, stereo and monaural, should create great interest at the cartridge booths.

The 95 fretted and string instrument exhibitors, most of them showing guitars, electric guitars and amplifiers, should also draw large crowds. These products are undergoing an unprecedented wave of popularity which led to over 1.5 million unit sales of acoustic and electric guitars in 1965.

Radio, which made its bow at the Music Show back in the 20's, continues to be a highly important part of the annual event with retail sales for this year expected to exceed 30

million units. "The continued strength of radio as an entertainment media is no doubt due to the vast growth of music generally in America," noted Gard. "Radio, especially with the boom in FM in recent years, has become the prime device for listening to music in the average home. And listening to music is now the nation's favorite pastime, exceeding even reading and card playing."

"Of course, phonographs have also grown tremendously in popularity stimulated by the tremendous interest in music," said Gard. "There are more than 55 million phonographs in American homes currently and last year sales topped 6 million units for the first time and helped to account for the resurgence of record sales which exceeded \$800 million in the past year, a new high for the record industry exceeding even the heyday of the postwar years when the LP was first introduced."

Combination of varied home entertainment units into single compact packages will be one of the trends to be seen at the show. A portable AM-FM radio, phonograph and TV set all in one unit will be exhibited, along with several combination units involving cartridge players.

Another new concept is a combined TV, stereo, tape, AM-FM unit with a global time clock which projects into the future to the day when international TV programming becomes a reality.

## Business Sessions

In the field of merchandising the NAMM has arranged for special consumer electronics business sessions with particular emphasis on sales of home entertainment products ranging from TV to records. "Our merchandising and operating studies have indicated that more than one fourth of the gross sales of complete music stores constituting TV, phonograph, radio and records," said Gard. "This percentage even exceeds musical instrument sales. To help provide marketing service to our members as well as non-members who attend the Music Show, we have set up business clinics which will discuss some of the key problems in the consumer electronics field."

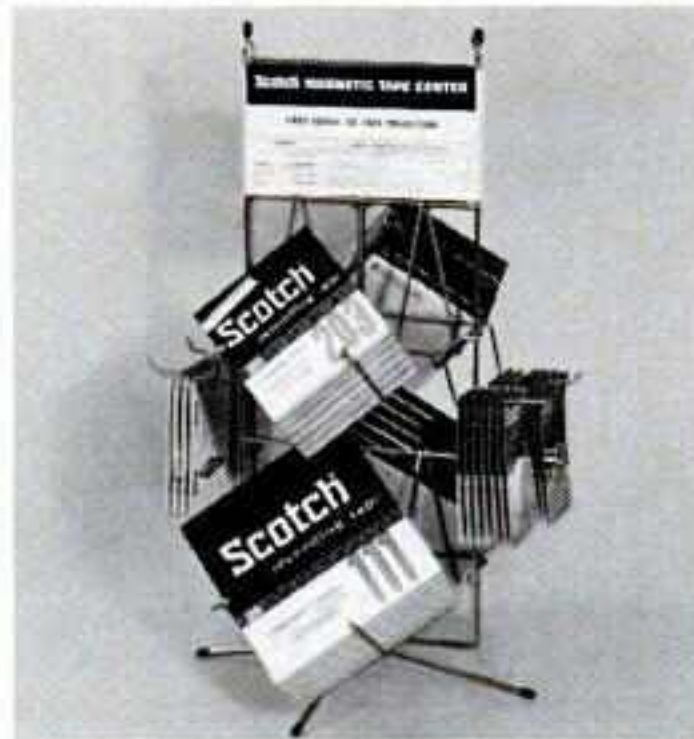
"More and more we are finding that there is less and less of a dividing line between the music instrument and home electronics fields and that they are sold together as home entertainment merchandise, not only in large department stores in big cities but also in music stores in smaller towns. Today more and more musical merchandise is being 'electrified' and whatever imaginary line separated music instruments and consumer electronics is disappearing."

Gard stated that based on NAMM surveys, more than half of all the buyers at the Music Show are retailers who sell TV, radio, phonographs or tape. "We expect the percentage to rise in future years as more and more music stores sell brown goods and as more and more so-called appliance stores broaden their sales fields to include guitars, electronic organs and pianos and the like," Gard concluded.

# Boost your recording tape sales with these new "Scotch" Brand Displays



**NEW! LESS SPACE... MORE PROFIT!** Display WCD-5. Perfect for counter or pegboard display. Holds 72 assorted rolls in 3", 5" and 7" sizes plus accessories. Compact: 32" high, 23 3/4" wide, 8" deep. Header sign gives timing information to aid customer selection. Display free with 72-roll assortment of 5" and 7" sizes.



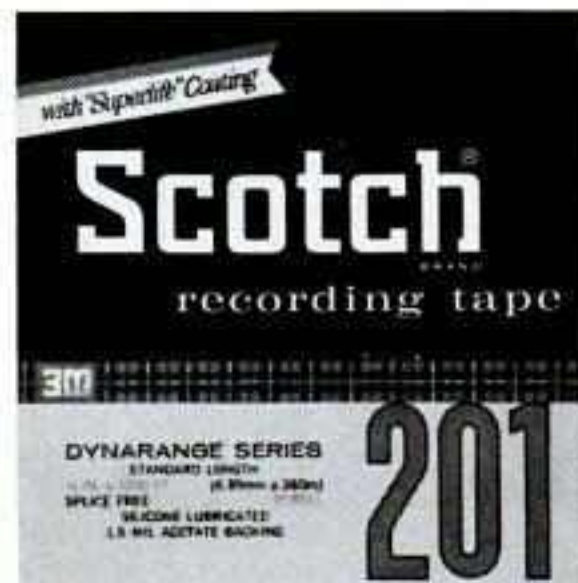
**NEW! FAST TURNOVER... INCREASED SALES!** Display WCD-7. Holds 24-roll selection in sturdy wire rack display. Makes revolving counter merchandiser or converts into two separate displays for pegboard hanging. Simplified but complete inventory of 5" and 7" rolls. Timer headboard. Display free with 48-roll assortment.



**PROVEN SALES BUILDER!** Display FCD-2. Dealers report sales increases from 42% to 300% with this handsome floor cabinet merchandiser. Compact — only two feet square, 57" high, yet holds 144-roll assortment plus back-up stock. Attractive walnut and metal construction. Display free with 288-roll assortment.



**"LIVING LETTER" DISPLAY Deal LL-66.** Shaped like a miniature mailbox. Holds all 3 lengths of "Living Letter" Tapes in plastic mailing boxes plus address labels. Comes packed with 72 "Living Letter" tapes.

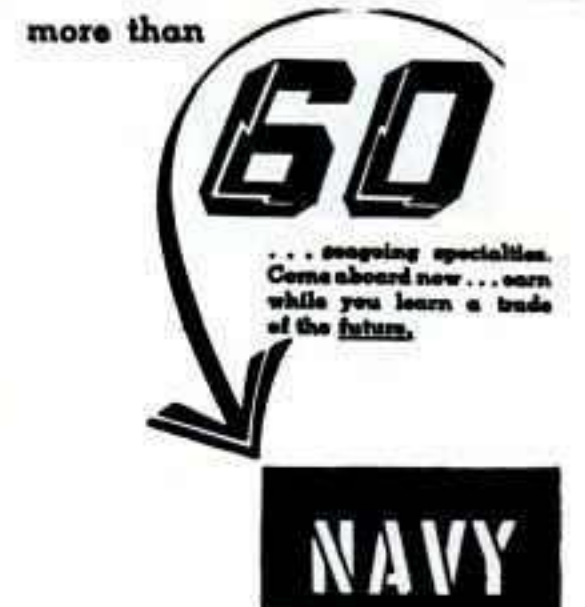


**"Dynarange"... your number one best seller!**

The demand is still growing for this super-sensitive tape. Gives your customers the same full fidelity at 3 3/4 speed that they normally expect only at 7 1/2 ips. Nationally advertised and pre-sold in magazines and on national network TV and radio. Free demo tape and special counter display available with 48-roll order while supply lasts.

**Magnetic Products Division 3M COMPANY**

SCOTCH™ AND THE PLAID DESIGN ARE REG. TMS. OF 3M CO., ST. PAUL, MINN. 55119 © 1966, 3M CO.



JULY 9, 1966, BILLBOARD

# NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.

## V-M Phono



Voice of Music stereo phonograph. Called Table-Topper, features four-speed automatic changer, solid-state amplifier, four controls. Walnut veneer cabinet. No price.

## Panasonic Radio



AM memory-tuning portable radio Matsushita Electric for Panasonic. Automatic frequency control switch for pre-set lock-in of five stations. Operates on six penlite batteries, with earphone jack and external powerpack. Silver and black plastic cabinet with carrying strap at \$39.95.

## EMI Scope Phono



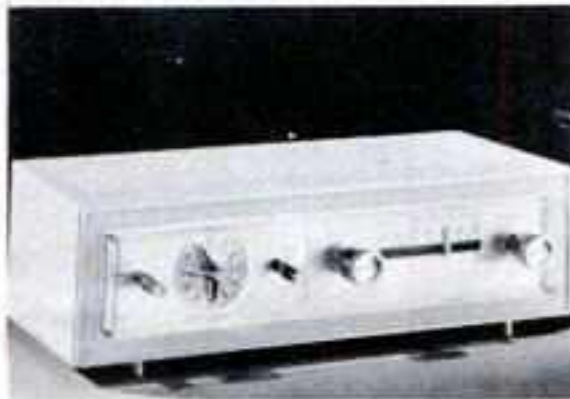
EMI Scope solid-state stereo portable phonograph. Five controls, Garrard four-speed changer, inputs for auxiliary, microphones, guitars, tape outputs and stereo headphones. Price \$199.50.

## Panasonic Radio



Panasonic AM table radio by Matsushita Electric. Electronic-automatic tuning, illuminated frequency indicator, two-position day and night switch for station screening, earphone jack. Operates on AC current. Black plastic and aluminum cabinet. Price \$39.95.

## Philco Radio



AM clock radio by Philco. Six transistors, slide rule tuning, automatic sleep switch and buzz alarm, delayed sleep timer, dial light. White plastic cabinet with spun aluminum trim. Retail at \$34.95.

## Admiral Phono



Admiral solid-state portable phonograph. Four-speed automatic record changer, four separate controls, operates on eight D batteries or AC current. AC charger recharges battery when set is off. Black cabinet priced at \$69.95.

## Philco Radio



Philco AM miniature radio. Eight transistors, black with diecast chrome frame and black leather wrist strap. Retail at \$14.95.

# NAMM Seeks Solid Proposal

Continued from page 53

ing and that anyone attending will be given the opportunity to participate in the discussion. "If the meeting produces some good ideas for action which could be best accomplished by the association, I will make a report on these ideas at our board meeting on the following Wednesday."

Gard said his association is interested in phonograph record problems because "about 75 per cent of our members retail phonograph records in some way." What NAMM would like to see, said Gard, "is a logical proposal from record dealers, listing a program—say five or 10 points—that could be implemented for them and would receive the support of a good number of dealers."

"Our board of directors could then study this proposal and

come to some sort of decision on it. I think nothing can be done until this first step is taken," said Gard. "No group has as yet come up with any such program and presented it to NAMM but I hope that the phonograph record committee meeting might stimulate such a step."

A number of record dealers in Chicago and other parts of the Middle West have indicated they are planning to attend the meeting.

Among those present at the meeting will be S. John Insalata, an attorney and Billboard contributor, who is an expert in trade association work and a member of the Illinois, Federal, and U. S. Supreme Court Bars. Among Insalata's areas of specialized interest are legislation, lobbying, public relations and retailing.

# CLASSIFIED MART

## BUSINESS OPPORTUNITIES

NEW DISCOUNT CENTER: RECORD Dept. needed in high traffic, good income, Long Island location. Call Mr. Ellen (516) 466-8166.

## BULK VENDING SUPPLIES

## R. G. DISTRIBUTING CO.

Roasters and Salters of all Type Nutmeats  
Cashew Splits ..... .65  
Cashew Butts ..... .79  
Spanish Peanuts ..... .28  
R.G. Spec. Vendor  
Mixed Nuts ..... .60  
Vendors Mix Red Pistachios... .82  
One-third deposit with order—balance C.O.D.

R. G. DISTRIBUTING CO.  
1430 N. Bosart Avenue  
Indianapolis, Indiana  
Phone: #356-9545

## DISTRIBUTING SERVICES

RECORD RIOT — 45 RPM RECORDS, brand new, factory fresh, \$6 per hundred, \$50 per thousand. Major labels, popular hits, top artists. Freight prepaid with check-in-advance orders. Apex-Rendezvous, Inc., 4007 9th Ave., Brooklyn, N. Y. 633-9400.

RECORD RIOT 45'S — BRAND NEW, some late hits. \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212-343-5881. ch-11

## DISTRIBUTION ARRANGED

CONSULTATION  
All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

NATIONAL RECORD PROMOTION & PUBLICITY PRESSING  
No job too small

MORTY WAX PROMOTIONS  
1650 Broadway  
N.Y., N.Y. 10019  
CI 7-2159

## EMPLOYMENT SECTION

### HELP WANTED

#### TELEPHONE SALESMAN

Local and travel, to sell radio feature. Top commissions and bonus. Last 20 years have been very good.

Phone:  
MR. LEWIS at CL 3-2708  
after 6 p.m. for appointment.

### SITUATIONS WANTED

BUYER, MAJOR DEPT. STORE, strong musical background, seeks change to audio-record merchandising. Contact: Box 333, Billboard, 165 W. 46th St., New York, N. Y. 10036.

## MISCELLANEOUS

CONFIDENTIAL INVESTIGATIONS: Domestic, criminal, civil, industrial. Photos and recordings. Persons located. Plainclothes escort service. N.Y.C. area. John Brullmann, 31-05 88th St., Jackson Heights, N. Y. Phone: (212) 446-6933.

30,000 PROFESSIONAL COMEDY LINES! Forty books, plus Current Comedy, a monthly service. Catalog free. Sample selection, \$5. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y.

## PROMOTIONAL SERVICES

SONGWRITERS, ATTENTION — FINALLY you will be personally represented in Hollywood. Free information. Songwriters Distribution Society, 370 N. Ogden Drive, Dept. B, Hollywood, Calif. 90036.

## National Record Promotion

(You Record It—We'll Plug It)

Music Makers Promotion Network  
★ New York City ★  
20 Years' Dependable Service  
Brite Star, Cleveland, Ohio  
Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.

★ DISTRIBUTION ARRANGED  
★ MAJOR RECORD LABEL CONTACTS  
★ NATIONAL RADIO & T.V. COVERAGE  
★ BOOKING AGENT CONTACTS  
★ NASHVILLE NEWSPAPER PUBLICITY  
★ RECORD PRESSING

CALL: CLEVELAND 216-JO 4-2211  
DIST. OFFICE  
★ ★ BRITE STAR ★ ★ ★  
14881 Overlook Drive Newbury, Ohio

## INTERNATIONAL EXCHANGE

### ENGLAND

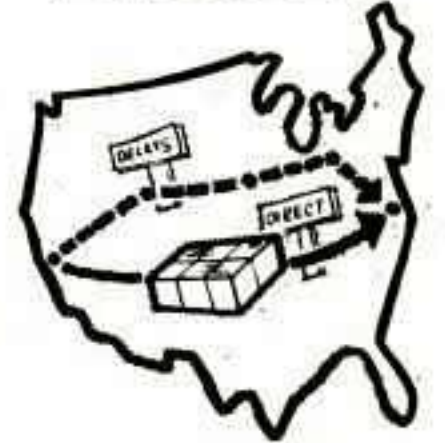
ALL ENGLISH RECORDS RUSHED BY airmail. Stones' "Aftermath," LP; Beatles' new LP, both \$6.15 airmail. 300-page pop catalog, \$2 airmail; \$1 surface. For A-1 LP's: John Lever, Gold St., Northampton, England.

BEATLES NEW ALBUM SOON! Stones' new English album, "Aftermath," English "Rubber Soul," 14 cuts on each, and any other English album, mono or stereo: \$6. airmail. Stones' "Poison Ivy" E.P.: \$2.20. Pop catalogue airmail: \$2. Record Centre, Ltd., Nuneaton, Eng.

"AFTERMATH," BRAND-NEW STONES album. New Beatles album soon. Any album of your choice, \$6 incl. airmail. Cash with order. Berkeley Records, 6 Lansdowne Row, Berkeley Sq., London W.1, England.

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England.

## ZIP CODE SPEEDS YOUR PARCELS



1. Packages are shipped by more direct route.
2. They are handled fewer times.
3. There is less chance of damage.

ZIP Codes keep postal costs down but only if you use them.



## CLASSIFIED ADVERTISING RATES

REGULAR CLASSIFIED AD: 25c a word. Minimum: \$5. First line set all caps. DISPLAY CLASSIFIED AD: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around all ads.

FREQUENCY DISCOUNTS: 3 consecutive insertions, noncancellable, nonchangeable, 5% discount; 6 insertions, 10%; 13 or more consecutive insertions, 15%.

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue. BOX NUMBER: 50c service charge per insertion, payable in advance; also allow 10 additional words (at 25c per word) for box number and address.

INTERNATIONAL EXCHANGE ADVERTISING RATES  
International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: \$1 per line. Minimum: 4 lines per insertion. DISPLAY CLASSIFIED AD: \$14 per inch. Minimum: 1 inch. Same frequency discounts as above apply.

PAYMENT MUST ACCOMPANY ALL ORDERS  
SEND ORDERS & PAYMENTS TO: John O'Neill, International Exchange Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601, or Andre de Vekey, European Director, 15 Hanover Square, London W. 1, England.

Classified Advertising Department  
BILLBOARD MAGAZINE  
188 West Randolph Street  
Chicago, Illinois 60601  
Please run the classified ad copy shown below (or enclosed separately) in \_\_\_\_\_ issue(s):

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

PLEASE TYPE OR PRINT YOUR AD COPY IN THE ABOVE SPACE. FULL PAYMENT MUST ACCOMPANY YOUR CLASSIFIED AD ORDER.

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_  
AUTHORIZED BY \_\_\_\_\_ AMOUNT ENCLOSED \_\_\_\_\_

Type of classified ad desired—check one  
 REGULAR CLASSIFIED  DISPLAY CLASSIFIED  
HEADING DESIRED: \_\_\_\_\_

# BULK VENDING news

## Bulk Vendors May Find Home In New Missouri Association

By EARL PAIGE

KANSAS CITY, Mo.—As a result of a meeting here last week Missouri now has its third automatic merchandising association in full operation. Observers cannot recall when the vending industry in this State was better organized. And the new group will likely open its rolls to bulk vendors.

Already in existence is the MAMC, Metropolitan Automatic Merchandising Council of St. Louis. Its officers are: Walter Mayer, ARA, president; Peter Van Wie, St. Louis Vendors, vice-president; Robert Hageman, Midwest Vending, treasurer, and Frederick McCoy, Automatic, secretary.

Recently, KCVC was formed. This is the Kansas City Vending Council (Billboard, April 30). Its officers are: Tom Gialdi, Inter-State Vending Co., president; Sam Stallone, Double S Vending Co., vice-president; Tony Raccagano, Heart of America Co., treasurer; Bud Saunders, Canteen Co. of America, secretary; board members Cecil Preby, Edward Vending Service; Gene Francis, Fran-Co Service; Woodie Moore, Commercial Candy Co.

Purpose of last week's meeting here was to co-ordinate the associations in Missouri's two largest cities with the out-State organization. Hence, MAMA was formed, the Missouri Auto-

matic Merchandising Association.

### Sales Tax

Its officers are: Tom Stirton, Canteen Co. of America, St. Louis, president; Gene Francis, Fran-Co Vending Co., Kansas City, vice-president; Len Stegeman, Stegeman Vending, Jefferson City, treasurer; Walter Mayer, ARA, St. Louis, secretary; board members, Bob Croarkin, Martin Vending Co., Macon; Morris Orchard, Orchard Vending, Springfield; Tom Gialdi, Inter-State Vending Co., Kansas City; Arthur Stevens, Automatique, Kansas City; R. K. Dickens Sr., St. Joseph Tobacco Co., St. Joseph; Frederick McCoy, Automatic, St. Louis, and Tom Stirton.

Speaking of the things immediately concerning the Missouri vendors, Stirton said, "Our first order of business is to find a solution to the small sales tax problem. We also need to put some teeth into the break-in laws and we need a public health law we can live with," he said, adding, "but as important as all these are, we're after new membership. We feel," Stirton said, "that every vendor should be represented in one of our three State organizations."

That a welding together of all Missouri coin-machine operators was not unlikely became evident when Stirton said he would welcome consideration of

letting both bulk and phonograph-game operators into the tri-association.

### Same Cause

As for bulk operators, fighting the same cause as their bigger brothers in the small sales tax battle and unequitable licensing laws in various suburban and out-State communities, they have been attempting to form an organization in St. Louis.

A big dinner meeting and election of officers is planned for July 13 at the Town Hall Restaurant in Clayton at which the MBVA (Metropolitan Bulk Vending Association) hopes to get rolling.

As for phonograph and games operators, many of whom are in various phases of automatic merchandising themselves, the out-State organization (Missouri Coin Machine Council) has a new president, John Masters, Missouri Valley Amusement, Lee's Summit (Billboard, June 25).

Kansas City phonograph-games operators have always



NATIONAL VENDORS ASSOCIATION president-elect Irwin Nable is seen addressing recent assembly of the Southeastern Bulk Vendors Association in Charlotte, N. C. Seated foreground is Margaret Kelly, Penny King Co., Pittsburgh. Seated background (from left) are Jack Thompson, Smith-Regal of Carolina in Charlotte; Hugh Eckard, treasurer of the association, and Leo Leary, Leaf Brands, Chicago.

been well organized and recent interest has increased in reorganizing activities in St. Louis.

It could be that the success of the organization achieved by big operators in Missouri will be an inspiring and unifying force for all bulk operators in the State.

## NEW PRODUCTS

### KARL GUGGENHEIM

MR. SAYSO. This little dime capsule item "speaks out" for what kids want and against what they don't want. Plastic parader carries such place cards as "higher pay for sitters," "cool it," "I hate girls," "kiss me," "I hate teachers," etc. Free display with each bag.

### HENAL NOVELTIES

GREEN BERET ITEMS. Available as rings or patches. Rings carry plastic replica of the famous green beret worn by the special forces. Cloth patches of four types will stick to notebooks, bikes, T-shirts, autos, clothing, etc. Rings available gold plated or in plastic colors. Patches and rings come capsuled. Special prices in bulk. Separate displays available with each order.

UNBELIEVE-A-BALL. Vends in Rocket or ball gum machine. Comes in assorted, attractive colors. Available in bulk only. Separate displays available with each order.

FAMOUS SCENES. Brand-new display for pictures of such architectural wonders as the Statue of Liberty, United Nations Building, Eiffel Tower and the Leaning Tower of Pisa. Kids use them to decorate anything. Separate displays available with each order. Displays in full eye-catching color.

### PENNY KING

BRILLIANT BUGS. A new brilliant-colored bug assortment in midget capsules for 1-cent vending. Careful detail. Bags of 500 come with free display front. Extra fronts available. Firm also has cards and dice in midget capsules.

KEY RING MIX. An all-new metal key ring mix on a new styrofoam display front. Colorful assortment of metal key rings with 14 different items: diamonds, rubies, pearls, good luck charms, baseballs, pistols, Western boots, etc. For dime vending. Cardboard display fronts also available.

## NCA Elects New Officers

WASHINGTON—At the recent convention of the National Confectioners Association here Douglas S. Steinberg was re-elected president and S. Burr Sifers was elected chairman of the board.

Steinberg is from Wilmette, Ill., and Sifers is a partner in Sifers Valomilk Confection Co., Kansas City, Mo.

Elected to one-year vice-presidential terms were John J. Barranger, Whitman Div., Pet Milk Co., Bala-Cynwyd, Pa., and Richard H. Hardesty Jr., president, Hardesty Candy Co., Richmond, Va.

Re-elected vice-presidents were Robert C. Daugherty, James O. Welch Co., div. of National Biscuit Co., Cambridge, Mass.; J. W. Feighner, president, Tom Huston Peanut Co., Columbus, Ga., and Cecil H. McKinstry, president, Society Candy Co., Seattle.

Elected secretary-treasurer was Lyman Moore, executive vice-president and treasurer, Reed Candy Co., Chicago.

## COINMEN IN THE NEWS

### LOS ANGELES

George Muraoka of Simon Distributing Co. reports June was one of the best sales months in the company's history, continuing the trend of 1966. . . Clayton Ballard also reports a "very active" month at Wurlitzer. . . Nelson Fernandez and Larry Badgewell, both of Wurlitzer, back from vacation. . . Jim Lawless joined the Struve Distributing team, while Barbara Early will fill in for Britt Edelman at the Paul A. Laymon Co. Britt is vacationing. . . Leonard Hicks of Wurlitzer is seriously ill at the Hollywood Presbyterian Hospital. . . George Muraoka's mother-in-law, Natsui Fukui, is visiting the Muraoka household. It's her first trip to America. . . Jim Holder of Phoenix shopping at Struve, while Harry Hall of Big Pine visiting Laymon.

Wurlitzer is remodeling its showroom. . . Mike Hall of the C. A. Robinson Co. is on vacation. . . Henry Tronick of the Robinson Co. reports his son, Steve, is spending the summer teaching at UCLA. BRUCE WEBER

IF YOU WANT BIG MONEY AND WE MEAN BIG MONEY FROM EVERY LOCATION JUST TRY

Northwestern

SATURN 2000

Wire or phone your order to the closest Northwestern distributor.



ACME VENDING MACHINE COMPANY  
1696 West Washington Blvd.  
Los Angeles 7, California  
(213) RE 2-8119

ANGOTT DISTRIBUTING COMPANY  
2616 Puritan  
Detroit, Michigan  
(313) UN 4-0773

BIRMINGHAM VENDING COMPANY  
540 Second Avenue North  
Birmingham, Alabama  
(205) 324-7526

BITTERMAN & SON  
4711 East 27th Street  
Kansas City 27, Missouri  
(816) 923-3900

CENTRAL DISTRIBUTORS  
2315 Olive Street  
St. Louis 2, Missouri  
(314) MA 1-5511

CHAIN STORE SPECIALTIES  
1121 71st Street  
Miami Beach 41, Florida  
(305) UN 5-9545

CLEVELAND COIN MACHINE EXCHANGE  
2025-2029 Prospect Avenue  
Cleveland, Ohio  
(216) TO 1-8715

CONTINENTAL VENDING SUPPLY, INC.  
2440 East McDowell Road  
Phoenix, Arizona  
(602) 275-6734

GRAFF VENDING COMPANY  
2056 Iron Ridge  
Dallas, Texas  
(214) ME 1-2552

GRAFF VENDING COMPANY  
6527 Calhoun Road  
Houston 21, Texas  
(714) RE 7-3823

GRAFF VENDING OF CALIFORNIA  
5215 East 12th Street  
Oakland 1, California  
(415) AN 1-9037

H. B. HUTCHINSON JR.  
1784 N. Decatur Road N.E.  
Atlanta 7, Georgia  
(404) DR 7-4300

KING & COMPANY  
2700 West Lake Street  
Chicago 12, Illinois  
(312) 533-3303

LANIEL AMUSEMENT, INC.  
151 Ave. Rockland Ave.  
Montreal 16, Que., Canada  
(514) RE 1-8571

LYNN'S VENDING COMPANY  
90 West 2265 South  
Salt Lake City, Utah  
(801) 484-8801

NORTHWESTERN SALES  
401 Lenox Square  
Jacksonville, Florida  
(904) 388-0443 or  
731-1658

NORTHWESTERN SALES & SERVICE  
1194 West Tremont Street  
Boston 20, Massachusetts  
(617) HI 5-8935

NORTHWESTERN SALES & SERVICE  
440 West 36th Street  
New York 18, New York  
(212) 564-6467

PARKWAY MACHINE CORPORATION  
701-731 Enser Street  
Baltimore 2, Maryland  
(301) 327-1021

ROSELYN VENDING  
4310 S. E. Division  
Portland, Oregon  
(503) RE 5-7562

SIDMOR VENDING COMPANY  
3137 Fifth Avenue  
Pittsburgh, Pennsylvania  
(412) AT 1-2540

STAR VENDING COMPANY  
510 West 4th Avenue  
Denver 23, Colorado  
(303) 244-7179

VEEDCO SALES COMPANY  
2124 Market Street  
Philadelphia, Pennsylvania  
(215) LO 7-1448

VENDALL DISTRIBUTING COMPANY  
1820 East 38th Street  
Minneapolis, Minnesota  
(612) 720-8336

VENDORS DISTRIBUTING COMPANY  
682 Madison Avenue  
Memphis 3, Tennessee  
(901) JA 5-1916

Northwestern

CORPORATION

2672 ARMSTRONG ST., MORRIS, ILL.  
PHONE: WHITNEY 2-1300

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c . . . \$14.50  
N.W. Deluxe, 1c or 5c Comb. . . 12.00  
N.W. 10-Col. 1c Tab Gum Mach. 18.00  
Atlas 1c & 5c 100 Ct. Ball Gum. 12.00  
Acorn 8 lb. Globe . . . . . 10.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red . . . . . \$ .92  
Pistachio Nuts, Jumbo Queen, White . . . . . .87  
Afgan Crown Red Lip Pistachio Nuts . . . . . .60  
Afgan Prince Red Lip Pistachio Nuts . . . . . .53  
Indian Nuts, 5 lb. bag, per lb. . 1.10  
Cashew, Whole . . . . . .86  
Cashew, Bolls . . . . . .79  
Peanuts, Jumbo . . . . . .45  
Spanish . . . . . .32  
Mixed Nuts . . . . . .57  
Baby Chicks . . . . . .35  
Rainbow Peanuts . . . . . .32  
Bridge Mix . . . . . .32  
Boston Baked Beans . . . . . .32  
Jelly Beans . . . . . .32  
Licorice Gems . . . . . .32  
M & M, 500 ct. . . . . .48  
Munchies, 16-lb. carton, per lb. .39  
Hershey-ets . . . . . .47

Wrapped Gum—Fleets, Topps  
Bazooka & Pal, 4M pcs. . . . \$14.00  
Rain-Blo Ball Gum, 1800 per ctn. 6.25  
Rain-Blo Ball Gum, 1800 printed per carton . . . . . 6.40  
Rain-Blo Ball Gum, 3250 per ctn. 8.35  
Rain-Blo Ball Gum, 4250 per ctn. 8.35  
Rain-Blo Ball Gum, 3500 per ctn. 8.35  
Maltettes, 2400 per carton. . . . 8.40  
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.  
Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. . . . . 1.30  
Hershey's Chocolate, 200 ct. . . . 1.30  
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.  
Everything for the operator.  
One-third Deposit, Balance C.O.D.

## MODEL 60 BULK-PAK



The popular Model 60 . . . now adapted to vend wrapped confections. Write for circular and prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, INC.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
LOngacre 4-6467

# President Gets Penny-Mix Bill

WASHINGTON—A non-nutritive candy additive bill has gotten final okays from Congress and has been deposited with the President. Candy makers are expected to get immediate approval by President Johnson to begin using safe non-nutritive additives in their products.

An important feature of the bill from the bulk vending industry viewpoint is specific language allowing trinket mixing in candy packages or vending machines so long as the items are not imbedded in the candy products.

The measure passed the Senate about three weeks ago. The bill, H.R. 7042, had passed the House last year. It amends the Pure Food and Drug Act primarily to permit non-nutritive additives such as emulsifiers and preservatives and stabilizers in confectionery.

### No Fillers

The bill went back to the House from the Senate for approval of a Senate suggestion that the wording be changed slightly to guarantee that no fillers or stretchers be used; that all additives have a functional use. The Senate also wanted explicit wording forbidding the whole or partial embedding of trinkets in confections.

The Senate Committee on Labor and Public Welfare, in reporting out the bill, said it had rejected an amendment suggested by the Department of Health, Education and Welfare, that only wrapped trinkets be allowed in mingling. The committee decided this was a separate matter, not germane to its consideration of non-nutritive substances in candy. HEW had approved the bill in its present form.

National Vendors Association officials, who testified against the wrapping amendment, say that the non-nutritive additive bill as it stands "codifies" the famous "Cavalier" decision of some 15 years ago. At that time the court ruled that the mixing of trinkets and confections was not "adulteration."

### Alarmed

The bulk vending industry became alarmed last July when it was learned that the Food and Drug Administration was ex-

pected to suggest to the Senate Committee that an amendment requiring the wrapping of all trinkets mixed with confections be added to the bill.

The industry launched a letter-writing drive to acquaint members of Congress with the threat such an amendment posed to the bulk vending business. This campaign was followed by effective industry testimony here. An NVA official testified: "Our entire industry would be irreparably damaged financially and possibly be put out of business if such an amendment were passed."

The Senate committee, in ruling out the bill sans the FDA amendment, said that the trinkets question would have to be taken up in a separate hearing, if it should become necessary. But at the time, the committee said, it "did not feel that sufficient evidence of the possible hazards of commingling trinkets was offered to justify extending the law at this time. It should be noted," the report added, "that the vending machine industry has one of the lowest product liability rates in the industry."

### Tightened

The confection industry has long fought for the right to add harmless, non-nutritive substances such as are allowed in ice cream and other foods, as

emulsifiers, preservatives, etc. In passing H.R. 7042 last year, the House amended the Food and Drug Law to permit the additives, but the Senate tightened the wording a little.

Harmless, non-nutritive masticatory substances, to improve chewability in gum, are already permissible under the law, and the amendments do not alter this situation, the Senate committee pointed out.

## 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

Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

SCHOENBACH CO.  
715 Lincoln Pl., Brooklyn 16, N.Y.  
(212) PResident 2-2900



## YOU COUNT MORE WITH OAK

### THE TITAN II

The Titan II vends all types of bulk merchandise and capsules, including wrapped gum. It is the ultimate in mass merchandise display and stimulates greater sales through outstanding point-of-purchase impact. New features include a larger coin box with enclosed receptacle that channels all coins into coin box without spilling. All dispenser wheels are interchangeable with the Standard Acorn line for easy conversion from one product to another. It also is available with interchangeable service head designed for versatility and convenience. The new slip-out mechanism makes coin conversion easy; built-in wheels and handle make the Titan II easy to move.

Time payments available on OAK Machines through all distributors.

**oak MANUFACTURING CO., INC.**  
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031



## Pat and Lyn

SAY:

HAVE YOU TRIED "WOWIES"?  
(Candy-Coated Chocolate Peanuts)

WOWIES are called WOWIES—'cause when you taste one you'll say "WOWIE, that's good." . . . and when you see how fast your machines empty you'll say—"WOWIE—THAT'S BUSINESS!!"

## 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



A LIMITED WHO'S WHO in the bulk vending business was to be found at this table during this year's national distributor meeting convened by Northwestern in Chicago. From left: Jean Couteau, Lanier Amusement Co., Montreal; Dave Liebling, Cleveland Coin Machine Exchange, Cleveland; William Zuber, Vendall Distributors, Minneapolis; Max Hurvich, Birmingham Vending Co., Birmingham, Ala.; L. B. Anderson, Star Vending Co., Denver; Kenneth E. Shollenbarger, Continental Vending Co., Phoenix, Ariz., and W. R. Greiner, Northwestern Corp., Morris, Ill.

# Impulse Behind Most Candy Sales: Study

WASHINGTON—A research report presented at the National Confectioners Association convention here recently indicated

that nine out of 10 candy purchases are out of impulse.

The report, based on the seventh DuPont Consumer Buying Habits Study, carried with it the suggestion that the impulse buying statistics argue for in-location display and point-of-purchase advertising methods.

The study suggested that many impulse purchases are the result solely of merchandising factors. It was suggested that packages and displays which give the merchandise the flavor of fun can stimulate purchases greatly.

The point was also made that displays and merchandising devices must do their work rapidly, for the typical shopper spends as little time as possible in a location. Therefore, creativity is of the utmost importance.

## Another Bulk Tax Exemption

TRENTON, N. J.—Bulk vendors continue battling a thousand on dime-and-under exemptions in newly instituted State sales tax laws. The latest break came here in New Jersey, where dime-and-under sales are exempt from the new 3 per cent sales tax that went into effect July 1.

Once again the wide ranging lobbying team of Roger and

### SUMMER CLEARANCE

50-1¢ Topper Ball Gum 5  
Mds: ..... 8.00 ea.

25-1¢ Acorn Ball Gum ..... 8.00 ea.

25-1¢ Acorn Tab ..... 10.00 ea.

25-1¢ Northwestern Tab ..... 12.00 ea.

25-Baby Grand 5¢ Capsule  
Cash with order ..... 5.00 ea.

**BIRMINGHAM VENDING COMPANY**  
520 Second Ave., North Birmingham, Alabama  
Phone: FAirfax 4-7526

Now is the time to upgrade every top-notched location with **NEW VICTOR MULTIPLE STANDS AND EQUIPMENT**. You'll immediately get **BIGGER COLLECTIONS**.

Write for free color circular.

**LOGAN DISTRIBUTING, INC.**  
1850 W. Division St., Chicago, Ill. 60622  
Phone: (312) NU 6-4870



LAND-OFFICE BUSINESS was carried on at recent open house at Southern Acorn Sales, Charlotte, N. C. Occassion was the completion of a new warehouse by partners Lee Smith and Jack Thompson. This is an interior view of the new facility.



COLUMBIA'S JOHNNY CASH, Wurlitzer's model 3000 phonograph and a cute number named Kathy O'Connor (Miss Wurlitzer) got together during a Melody Fair held adjacent to the Wurlitzer factory at North Tonawanda, N. Y., recently.

## Day of Decision Nears On Copyright Changes

By MILDRED HALL

WASHINGTON—The jukebox operators' day of decision on copyright royalty payment may come late this month. The House Copyrights Subcommittee working out terms of the massive copyright law revision, hopes to have the amended bill and a report out by late July, according to Subcommittee counsel Herbert Fuchs. The target date has been delayed somewhat because of the Congressional Fourth of July recess, which goes to the 10th of the month.

Talks have been going on between the subcommittee and attorneys for the songwriter and jukebox operator interests involved in this perennial battle. The subcommittee, under its acting chairman Rep. Robert Kastenmeier (D., Wis.) has held more than 30 executive meetings on the tougher problems in revision of the old 1908 copyright law. These include the jukebox standoff, the rate ceiling on record manufacturers' royalty under compulsory licensing, educators' demands for free use, and the copyright liability of community antenna systems.

### Praise

It is generally felt that decisions of the subcommittee will be upheld by a majority vote in the full Judiciary Committee, helmed by Rep. Emanuel Cel-

ler (D., N. Y.). The subcommittee has the backing of the Copyright Office and the praise of many copyright experts for its long, careful examination of the problems, and its discussions with attorneys in shaping compromises. But several industries are known to be set for a renewed battle when the revision bill comes up for House vote, and when it goes to the Senate for final consideration.

Although the original wording of the 1965 revision bill would have simply canceled the traditional jukebox exemption from performance royalty, some compromise statutory proposal was promised during lengthy House Subcommittee hearings last year. Copyrights Subcommittee chairman Kastenmeier pledged to try to find a fair way to give songwriters some royalty on jukebox play, but without endangering the jukebox industry by leaving it open to unlimited fees.

In May, subcommittee member Rep. Herbert Tenzer (D., N. Y.), told a group of copyright experts in New York that the subcommittee was seriously

"considering" the MOA proposals to tie juke box royalty payment to records used in the boxes, bypassing dealings with the copyright licensors. MOA plan would pay copyright owners an extra royalty of two cents per record used in the jukebox, with collection made through a central office. Operators would register with the Copyright Office, make quarterly reports, and be liable for statutory damages for failure to pay.

### Genuine Step

Rep. Tenzer hoped that some compromise would "avoid the need for unequal bargaining, and protect against exorbitant charges." He said that "although the (MOA) proposal has obvious drawbacks from the copyright owners' point of view, I believe it represents a genuine step toward an ultimate solution of this difficult problem and that if not in its details, at least in its broad framework, it will receive consideration by the subcommittee." (Billboard, May 14, 1966.)

Just how much or how favorable that consideration has been, will only be known when the

(Continued on page 61)

## Calif. Scopitone Rights To Coin Mach. Service

LOS ANGELES — Marvin Miller, president of the Coin Machine Service Co., announced his firm will have the exclusive distributor rights in California to Scopitone, the film jukebox.

Miller said he is prepared to give Scopitone "a proper California welcome" with a promotional campaign aimed at the operator for coin machine industry acceptance. He revealed Coin Machine Service had been negotiating with Scopitone officials for two years for distributor rights.

To make room for the line, Miller announced the remodeling of a showroom, to better display Scopitone machines, and the renting of storage facilities to house the 148 machines he has available. Miller also added a "preview" room to screen Scopitone films.

Although just beginning to promote the product, Miller said he has been swamped with

requests from operators and distributor executives to view the film jukebox. In promoting Scopitone, he said, I will attempt to reach the operator to better explain the machine and his (operator) role in the Scopitone picture.

### Testing

"Now that the machine is out of the hands of the promoter and into the hands of the coin machine industry," Miller said, "we can expect to generate a greater potential in sales and profits for the operators."

"Scopitone will replace 'live' entertainment, which is often the downfall of location owners as well as operators. While eliminating 'live' entertainment, it will not harm coin and amusement machines now in operation." The Coin Machine Service Co., Miller said, is testing the effect the Scopitone machine has on phonographs, pool tables,

(Continued on page 60)

## Get Reprint of Location-Owned Machine Story

Last week a definitive article on "What You Can Do About Location-Owned Machines" appeared in Billboard. The article, written by S. John Insalata, is available in reprint form at 15 cents a copy (10 cents a copy if you order 50 or more). The article is must reading for every operator these days, and the reprints make excellent distributor and trade association give-away pieces. Write LOCATION-OWNED MACHINE REPRINT, BILLBOARD MAGAZINE, 188 WEST RANDOLPH STREET, CHICAGO, ILL. 60601. And ask for our full catalog of profit-building reprints for operators.

## Film Executive Projects Bright Scopitone Picture

LOS ANGELES—After looking back at what Scopitone has been able to accomplish, and after pondering the future of the cinema jukebox, Irving Briskin, executive vice-president of Harmon-EE Productions, admits enthusiasm for Scopitone's future prospects.

Harmon-EE Enterprises is involved with Scopitone under an exclusive five-year contract to make jukebox films on a cost-plus-fixed-fee basis.

Briskin sees this immediate future for Scopitone:

1. More than 50 three-minute productions to be made in Hollywood—each taking one full crew day of shooting.
  2. 10 million feet of 16mm color print film to be released by his Hollywood laboratory within a year.
  3. Additional signings of prominent Hollywood motion picture, television and recording personalities to exclusive jukebox film contracts.
  4. Unlimited advertising potential on Scopitone screens.
- Briskin, who is steering the development of the Hollywood product for the Scopitone box concept, labels his goals as "realistic goals"

based on market research administered by Harmon-EE Productions in the last few years.

### Nearly 2,000

The increasing demand for Scopitone units—there are nearly 2,000 Scopitone units in use—

(Continued on page 62)

## W. Va. Association Applauded By Cancer Society; Plan Meet

OAK HILL, W. Va.—National headquarters of the American Cancer Society has commended the West Virginia Music & Vending Association on its co-operation in the 1966 national drive. The WVMVA participated by posting notices on all jukeboxes, stating that a day's collections would be donated for the fight against cancer.

John A. Wallace, president of the WVMVA and the Music Operators of America, reported that the collection drive, conducted on Memorial Day, was comparatively successful and that the State association was

considering co-operating with the American Cancer Society in its 1967 drive.

### Convention

Wallace also announced last week that the WVMVA will hold its annual convention in Charleston Aug. 26-27. The association's board of directors met two weeks ago and have officially invited MOA executive vice-president Fred Granger and National Automatic Merchandising Association legislative counsel Dick Funk to address the convention.

Tentative program for the convention is as follows:

### FRIDAY, Aug. 26

- 2 p.m.—Registration
- 6 p.m.—Cocktail hour
- 7 p.m.—Dinner
- 8 p.m.—Business session

### SATURDAY, Aug. 27

- 9 a.m.—Registration
- 12:30-1:30 p.m.—Buffet luncheon
- 2 p.m.—General meeting (election of officers; addresses from Granger and Funk)
- 6 p.m.—Cocktails
- 7 p.m.—Banquet
- 8 p.m.—Door Prize

(Continued on page 59)



JOHN WALLACE: Big convention planned at Charleston, W. Va.

JULY 9, 1966, BILLBOARD

Copyrighted material



# Phonograph Manufacturers Lead Scramble for Exhibition Space

CHICAGO—The 1966 Music Operators of America trade show "will probably have the largest and most diversified list of exhibitors in the history of the event," trade association official Fred Granger declared last week.

Leading the influx of early registrants for the Oct. 28-30 affair at the Pick-Congress Hotel here were the phonograph manufacturing giants, Rock-Ola, Rowe, Seeburg and Wurlitzer. All signed immediately after a meeting with MOA representatives here in mid-June.

Speculation surges through the trade that all four major jukebox manufacturers will come to the show with new models—a happy circumstance calculated to draw a record operator attendance. The fact that the MOA show overlaps the Chicago conclave of the National

Automatic Merchandising Association virtually clinches record registration figures for both shows.

### Sellout

"Nothing pulls like Chicago," goes the axiom, "especially when MOA-NAMA conventions coincide."

Cognizant of this fact, manufacturers of coin-operated amusement and vending equipment are grabbing all available space quickly. NAMA officials report that McCormick Place is a near sellout. The MOA's Fred Granger reports that the Pick-Congress exhibit halls will be hard-put to accommodate all the firms signed or expected to sign for the show. And Tom Mackey, hotel representative, reports that hotel suites are being reserved unusually early.

Full representation of the revolutionary audio-visual concept

is assured by the signing of Scopitone, Inc., for the second consecutive year and Color-Sonics will exhibit its new machine for the first time at an MOA show. The trade is a-buzz with talk that one, two, three and perhaps all four of the phonograph makers will also unveil applications of video to the jukebox during the MOA show.

### Bombshells

In short, the industry should be prepared for the dropping of some of the biggest new product bombshells in the history of the business during this year's MOA show.

And not the least of the innovations will come from the game manufacturers, and allied firms, the list of which, the MOA reports, is growing rapidly. It now includes American Shuffleboard, Automatic Products, Bally Manufacturing Co., D&R Industries, Dancarr Music, Fischer Manufacturing, Irving Kaye Co., Logan Vending Co., Midway Manufacturing Co., National Shuffleboard, Sutra Import Corp., Tape-Athon, U. S. Billiards, Valley Sales Co., Wico Corp. and Williams Electronic Manufacturing Corp.

Granger expressed optimism that record companies, who will be contacted shortly, will also sign in greater numbers than last year for the show. "We are mak-

*(Continued on page 63)*

## Wurlitzer In Cincy Meeting

CINCINNATI — Wurlitzer Co. shareholders meeting here June 28 were briefed on what president R. C. Roling termed "favorable operations" for the fiscal year ended March 31.

Company directors, who were all re-elected, declared a cash dividend of 20 cents per share and voted to adopt revisions in the company's "code of regulations" designed to bring the code into conformity with the policies of the New York Stock Exchange.

Farny R. Wurlitzer, chairman of the board since 1942 and with the company for 62 years, was elected Chairman Emeritus.

## Should Location Own Its Background Music Unit? Gersh Says 'No'



SAM GERSH OF ATLAS: "Buying a background music unit is like buying a razor."

CHICAGO — Samuel H. Gersh, executive vice-president of Atlas Music Co. here, knows the background music industry like few men around today. Drawing on his considerable experience, he went on record last week as strongly advising the location against ownership of its background music system.

Gersh's credentials in the field of background music include experience in electronics during World War II as an engineer assigned to the Navy; he holds patents for remote-controlled FM background music receivers; he was one of the founders of the background music division of Field Enterprises.

"It's like buying a razor," declared Gersh, "the location that buys a background music unit becomes a captive customer. And when the true cost is analyzed, the location will pay just

*(Continued on page 60)*

## Background Music a 'Blue-Chip' Business

LOS ANGELES — A steady stream of spending by industry and by retail firms, traditionally uninterested in background music, is now giving background music firms a "blue-chip" feeling.

Merchants and service industries are taking another look at background music as a stimulant to increase production and hike retail sales. And the spending philosophy shift is likely to bring additional profits and sales to the now booming background music industry.

The spending trend in background music by industry, which normally divorces itself completely from music-orientated programs and gimmicks, is based on both financial psychology and hard cash realities.

David Anthony, executive vice-president of Tape-Athon Corp., insists surveys prove background music is directly responsible for a 14.8 per cent production increase in factories and a 7 per cent hike in retail sales. Retail stores, the survey

reports, also will show a 4 per cent new customer increase.

"Imagine how a 10 or 15 per cent increase in factory production or just a 5 per cent increase in foot traffic at a retail shopping center could improve profit figures," Anthony said. "This is why industry and retail stores finally are taking a hard look at background music."

Anthony believes background music now has become a necessity of modern business and industry. "Studies have proved that background music can increase sales, can alleviate boredom, fatigue, monotony and occupational accidents," he said.

### Saks 5th Ave.

To add validity to Anthony's contention, Tape-Athon users include the Coca-Cola Co., the Hilton hotels, the General Electric Co., Pontiac Motor Car Division, J. J. Newberry, Saks 5th Avenue and Safeway Markets.

Background music also can be found in Yankee Stadium, Disneyland, Inglewood Park Ceme-

*(Continued on page 63)*

## W. Va. Assn. Applauded by Cancer Society

• *Continued from page 58*

9 p.m.—Floor show and dancing.

Assisting Wallace on the convention committee are W. T. Cruze, Jack Bess.

### Officers

In addition to Wallace, WVMVA officers are J. C. Hunt, Shelton Price and Leoma Ballard. Directors are Anthony Cupolo, Caudell Wallman, Edward M. Oliver, James Stevens, Joe Dobkins, C. H. Flannery, James K. Hutzler, Andrew Kniska, Cruze, Jerry Derrick, William Anderson, Bess, James Kiser, Dilman R. DeHaven. Sergeant at arms is Chris Ballard.

The WVMVA received a letter from Steven Barrie, director of special events for the American Cancer Society, thanking the association for its participation in the drive.

"You are to be commended for your outstanding support of the cancer drive," Barrie wrote.

Wallace, a principle in Wallace & Wallace Music here, was instrumental in organizing the state association in 1954 and has remained active in its activities while serving as a board member and officer of the MOA.

## BULLETIN

ALBANY, N. Y.—The landmark licensing bill for amusement machine operators, recalled from the Governor after passage, has been okayed again by the Legislature. The bill was recalled for an amendment to the section which provides that no operator or stockholder with more than 10 per cent interest in an operation who has had a felony conviction in the last five years be granted a license. The section was expanded to bar licenses to persons convicted during the past five years of misdemeanors related to the following law violations: bookmaking, policy, lotteries, operation of professional card or dice games, traffic in narcotics. The amendment will reportedly assure the bill's signing. A similar bill was vetoed by the Governor last year. The amended measure was passed by the Senate on Monday (27) and the Assembly on Wednesday (29).



BACKGROUND ON THE ROWE Custommusic system of background music is obtained by Billboard publisher Hal B. Cook (second from left) from Rowe marketing vice-president Fred Pollak (center) and division manager Donald Lunday (right) as Billboard's Bob Riedinger (left) listens in.

**Schmelke**  
Dedicated to superior workmanship  
The Finest Name On  
**PRECISION CUE STICKS**  
We manufacture accurate, durable, quality Cue Sticks... Exclusively  
For Information write  
**SCHMELKE MFG. CO.**  
Shakopee, Minnesota

**MUNVES**  
**ARCADES**  
725 TENTH AVE., N. Y. 10036  
**READY FOR LOCATION**  
Chicago Coin All Star Baseball ..... \$250.00  
Chicago Coin Big Hit ..... 175.00  
Bally Ball Park ..... 195.00  
Bally Heavy Hitter ..... 165.00  
Bally Batting Practice ..... 175.00  
Midway Deluxe Baseball ..... 235.00  
Midway Top Hit ..... 345.00  
Midway Slugger ..... 275.00  
United Yankee Baseball ..... 195.00  
Williams Batting Champ ..... 275.00  
Bally Bull's-Eye Gun ..... 195.00  
Chicago Coin Playland ..... 295.00  
Chicago Coin Shoot the Clown ..... 225.00  
Chicago Coin Ray Gun ..... 295.00  
Arizona Gun ..... 195.00  
ALL NEW GRAND PRIX ROAD RACER ..... 795.00  
SKI 'N SKORE ..... 1195.00  
Write for complete information  
**MIKE MUNVES CORP.**  
577 Tenth Ave.  
New York, N. Y. 10036  
Phone (212) BR 9-6677

**Make Money with the music makers by Rock-Ola**

# Graduation Day Nears At New York School

By HANK FOX

NEW YORK — Graduation day is still three months away for the men in the New York school for jukebox mechanics, but at present, all signs point to the classes as a tremendous success.

The school's first class of 14 students is being taught every phase of the phonograph's operation including coin mechanism, amplification, record changing and chassis. By graduation they will be fully knowledgeable in the functioning of all the four major jukebox manufacturers' products, Rowe-AMI, Seeburg, Wurlitzer and Rock-Ola.

According to Ben Chicofsky, MONY general business manager, the teachers are extremely happy with the students' progress and many of the trainees already work part time on Saturdays for operators. This, of course, also serves to supplement their school work with on-the-job training. The in-class instruction which began last September, was set up through the efforts of the Music Operators of New York.

### Absorbed

After graduation there should be no problem with employment, Chicofsky says. In fact, he be-

lieves all of them will be "absorbed overnight." The school was created because of the acute shortage in the industry for trained mechanics. A product of two years' negotiations, it is one of the first association-sponsored schools to obtain operating funds from the federal government under provisions of the Manpower Development and Training Act.

The federal monies are allocated to the States where they are appropriated on a city by city basis through the Manpower Training Program. New York State has made \$75,000 available for the school's operation. That's enough money needed to train 30 men. The funds are administered by the New York City Board of Education. Each student receives approximately \$50 per week while in training. The Board of Education supplies the teachers for the program.

Plans are now being formulated for another class of 15 to commence in late September. Chicofsky says he hopes to obtain funds for a second course in game repair. Although the association must work through the same channels, Chicofsky believes it will be much easier because of jukebox class' success.

## THE LAW SAYS . . .

# Fee for Regulation, Not Strangulation

By S. JOHN INSALATA

In the landmark lower court case of Vross vs. City of Youngstown, decided in May of this year (Billboard, June 18, p. 55), what could someday be regarded as a step toward slapping a legal lid on local license fees on legitimate music and amusement devices may have been taken.



INSALATA

An amusement device was defined as including any "music box, victrola, radio or any music contrivance" as well as any mechanical amusement device which could be operated by either a coin or by "payment of a fee." What this last phrase concerning payment of a fee was intended to cover was not made clear but background music, among other types of operation, might have been covered by the language. Pinball machines were deemed not to be covered by the ordinance, however.

### License Not a Tax

The fees provided in the ordinance were \$1,500 for the first device owned or operated and \$3 for each machine thereafter. Area operator Donald Vross, owner of a business in the nearby suburb of Canfield, brought suit challenging the new ordinance and asking for a declaratory judgment. An opinion invalidating the ordinance as being unconstitutional was handed down by Judge Sidney Rigelhaupt in the Mahoning County Court of Common Pleas. The city, in effect, was using a license law as a tax or revenue measure.

### What's Regulation?

The authority of the city to license these devices was predicated upon the power to regulate the operation of these machines for the protection and the welfare of the community. The court said the new Youngstown fee was excessive, unreasonable and arbitrary. In so doing, the judge gave this guide as to where fees intended for proper regulation end and where questionable or unconstitutional fees begin, saying: "A license becomes a tax and is unenforceable if it goes further than the necessary expense of issuing the license and the costs of regulation."

The fees originally suggested to the city council by the mayor were much lower than those enacted by the council. The court noted this and stated that fees of this type were so obviously higher than the costs of any reasonable regulation that they "cannot be justified in honesty or good sense." It is obvious that fees of these amounts, if they had been sustained, would have placed a heavy burden on large operators and forced small operators out of business.

### Question of the Hour

The question of the hour for the coin machine industry is "How high and how far can municipalities go in charging local fees?" So far as amusement and related devices go, the Vross case helps give us a partial answer. That answer is, that where the power rests with the city, the power to regulate the fees cannot legally exceed the cost of legitimate regulation by more than a reasonable amount.

The type of ordinance passed by the Youngstown city council is not uncommon elsewhere. Similar fee schedules exist in other parts of the nation, especially in the Midwest. The Vross case should give considerable help to those who wish to take positive action to correct this situation.

The decision rendered by the court raised three other important points, as well: the status of coin-operated pool tables; the possibility that the law was passed for devious reasons; and the myth that high fees can keep undesirables out of the industry and out of the city. We'll take up each of these points in coming columns.

S. John Insalata, a regular contributor, is a former member of the staff of the National Automatic Merchandising Association. He holds a degree in law and a Master's degree in industrial relations from Loyola University, Chicago, and is a member of the Illinois, Federal and U. S. Supreme Court bars.

Should you or your company's attorney desire full particulars and legal citations on the case dealt with here, write S. John Insalata, Billboard Magazine, 188 West Randolph Street, Chicago, Ill. 60601.

## ALL MACHINES READY FOR LOCATION

CC Champion Rifle Range	\$295.00
CC 4 Game Shuffle	95.00
CC 6 Game Shuffle	125.00
Rock-Ola 1458	185.00
Seeburg 222	355.00
Seeburg G	115.00
Seeburg Q100	375.00
Seeburg R	175.00
AMI WQ 120 & 200	
Wall Box	35.00
Seeburg 3W1 Wall Box	9.95

Cable: LEWJO  
Call, Write or Cable.

### ED GOSS

Call Lew Jones.  
Very Important.

## Lew Jones Distributing Co.

Exclusive Wurlitzer Distributor  
1311 N. Capitol Ave.  
Indianapolis, Ind.  
Tel.: ME1rose 5-1593

## ANOTHER FIRST

from DAVID ROSEN  
—first catalog listing over  
750 color-sound films available  
now for all MOVIE-MUSIC  
MACHINES.



★ Famous Song Hits & Dancers  
★ For Sale or Rental  
FREE—Send for Copy on Letterhead  
FILMOTHEQUE—DISCOTHEQUE • Only  
2-in-1 machine with movies & juke-  
box in single unit. Few still avail-  
able. Try it before you buy it!

Exclusive Rowe AMI Distributor  
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

## DAVID ROSEN inc

855 N. BROAD ST., PHILA., PA. 19123  
Phone: (215) CEnter 2-2900

# Should Location Own Its Background Music Unit? Gersh Says 'No'

• Continued from page 59

as much for its own player and tapes as it would for a system under contract to a legitimate operator."

## Calif. Scopitone

• Continued from page 58

and a variety of amusement equipment.

"To better explain how Scopitone works," Miller said, "we have taken a Scopitone film-jukebox, installed it in one of our premier locations and watched it perform. After a fair trial period the Scopitone machine was earning about \$100 per week, the jukebox intake level had been maintained, and there was a 30 percent increase in the coin return take on amusement games and pool.

"The Scopitone machine had generated foot traffic into the location, thus assuring the location of improved business for both the owner and the operator."

Coin Machine Service also will handle the complete library of Scopitone films, now numbering about 380.

Gersh pointed out that the own-it-yourself cost doesn't take service into consideration. "From an operator," he said, "the location gets the background music unit and complete service at no more than he'd pay for his own system."

The Atlas executive has drawn up a background music cost analysis of the own-your-own system. The true typical cost to the location for its own system, Gersh said, breaks down as follows:

Yearly cost of tape player (3-year amortization)	\$117.00
Interest (7 per cent on initial investment)	24.50
First Tape (With price subject to increase at any time.)	100.00
Second Tape	129.00
Interest on tapes (at 7 per cent)	16.03
Sales taxes	13.84
Service (Cost subject to increase at any time.)	35.00
Additional seasonal tape	33.33

Total annual cost \$468.70  
Monthly cost 39.06

Gersh asserted that these total cost figures would be higher if the location wants more than two tapes per year or if a tape should be damaged or wear out. He declared that the average monthly cost figure, on the basis of his analysis, is about the same as that of a system leased from an operator.

"Some locations have a natural objection to paying monthly, so they are ripe to be sold on an all-at-one-time deal," Gersh observed. "But they don't realize that what they're getting is worse than a monthly contract—and more costly in the long run."

He said that two other points frequently overlooked by location owners are the facts that, to a business, the capital tied up in a background music system is worth 27 per cent and the lease under which music is provided by an operator is deductible.

**WANTED: Wms. 4 Baggers, 1957 Baseballs, Wurlitzer 2150, United Bowl-A-Rama, late model Add-A-Balls, Band Wagon & Fun Cruisers.**

### SPECIALS OF THE WEEK

VENDING	
6 Apco Dual Compressor Ice Makers	\$650.00
2 Vendo Milk Merchants	695.00
3 Vendo Ice Cream Merchants	695.00
National 111, siant front Cigt.	150.00
ARCADE	
Midway Mystery Score	\$295.00
MUSIC	
Seeburg DS-160	\$625.00

SPECIAL PRICE BULLETIN  
No. 466 Now Available. Write or wire.

### PIN GAMES

GOTTIEB	
Big Top AB	\$325
Bonanza	325
Egg Head	195
Fashion Show	275
Flipper AB	125
Flipper Clown AB	225
Flipper Cowboy AB	250
Flipper Fair AB	195
Flipper Parade AB	175
Flipper Circus	225
Gauche	295
Hi Diver	125
Ice Revue	395
Kewpie Doll	135
Lancer	245
Lightning Ball	125
Majorette AB	295
Masquerade	595

Melody Lane	\$195
Miss Annabelle	125
North Star	310
Oklahoma	250
Queen of Diamonds	125
Seven Seas	195
Shipmates	325
Sky Line	345
Square Head AB	225
Swing Along	345
Texan	175

### WILLIAMS

Big Deal	\$325
Friendship 7, AB	150
Jolly Joker, AB	135
Kismet	195
Music Man	210
Ski Club AB	325
Soccer	225
Space Ship	175

### MUSIC BOXES

Rock-Ola 1493	\$445
Rock-Ola 1495	425
Seeburg LPC-1	825
Seeburg AY-160	575
Seeburg AY-100	525
Seeburg 222	445
Seeburg 222 Hideaway	345
Seeburg 201	350
Wurlitzer 2100	195
Wurlitzer 2400	395

### ARCADE EQUIPMENT

Auto Photo #9	\$495
Capital Auto Test	475
C. C. Pro Basketball	295
Dale Desert Hunter	295
Keeney 2 Gun Fun	195
Mid. Raceway	275
Auto. Sit Down Drivemobile	250
Waiting Question & Answer Scale	125
Wms. Mini-Golf	295
Auto. Lord's Prayer	150
C. C. World's Fair Rifle Gallery	345
Genco Pony Express	295

### KIDDIE RIDES—

### SUMMER SPECIALS

Southland X-17	\$695
Bally Champion Horse, metal base	375
Tusko Elephant	495
All Tech Hiway Patrol	450
Bally Western Express	350
All Tech Satellite	395
All Tech Whirlybird	395
Sandy Horse	325
Jr. Jet Rocket	125

## CLEVELAND COIN

International  
2029 PROSPECT AVE. CLEVELAND 15 OHIO  
All Phones Tower 1 6715

Say You Saw It in  
Billboard

2 1/4" MAGNETIC CUE BALL  
ALL 16 BALLS NOW SAME SIZE  
Valley manufacturing & sales company  
333 Morton Street • Bay City, Michigan • 892-4536



POST-MIX PAUSE is enjoyed during grand tour of the new Seeburg Corp. plant in Chicago by (from left) Irving Ovitz, director of vending sales, World Wide Distributors; Robert Breither, vice-president, vending sales, Seeburg; Earl Fohrman, vice-president, vending sales, Pepsi General Bottlers, Inc., and Frank Gumma, vending sales representative, World Wide Distributors.

### Two Assn. Elections in East

NEW YORK—The Connecticut and New Jersey Automatic Merchandising Councils meeting at the Hotel Americana here June 18 elected officers.

Elected president of the New Jersey group was John V. Costello, Servomation of New Jersey, Inc., Bloomfield. Officers elected were Edward A. Dierickx, Dierickx Vending Co., Irvington; Larry Arice, Automatique New Jersey, Inc., Kearney (vice-presidents); and Kenneth Andrews, Swain's Automatic Merchandisers, Inc., Morristown, treasurer.

The new president of the Connecticut group is Warren J. Seder, Connecticut Dispensing Co., West Hartford. Francis Mason, Mason-Jeffries, Inc., Derby, was elected first vice-president. Canteen Food and Vending Service, Newington, was elected second vice-president, and elected secretary and treasurer, respectively, were James T. Waugh, General Foods Corp., Norwood, Mass., and Joseph Charbonneau, Servomation of Southern Connecticut, Inc., New Haven.

### Minnesotans Elect Johnson

MINNEAPOLIS—Meeting here recently, the Minnesota Automatic Merchandising Council of the National Automatic Merchandising Association elected Lee A. Johnson, Canteen Co. of Minnesota, as president. New vice-president is Jack Edgar, Kroiss Vending Co., St. Paul. Harry E. Johnson, Harry E. Johnson Co., Minneapolis, was elected treasurer, and A. A. Clusiau, Arrowhead Vending Co., Grand Rapids, was elected secretary.

### NAMA Coinage PR Praised

CHICAGO—The effort by the public relations department of the National Automatic Merchandising Association in behalf of adoption of our new coinage was singled out for recognition at the annual awards banquet of the Publicity Club of Chicago here June 10.

One of the club's highest awards, based on excellence in planning, execution and ultimate realization of objectives, was accepted on behalf of the association by Walter Reed, NAMA public relations director. Also present at the banquet were NAMA executive director Thomas Hungerford, legislative counsel Richard Funk and assistant PR director Steven Polcyn Jr.

### Sales Down, Bootleggers Blamed

BOSTON—Reports of tumbling State-taxed cigaret sales in Massachusetts have authorities blaming the North Carolina smugglers—grown famous as the New York nemesis.

Excise tax figures show a 15 per cent drop for this April compared with last year, or about a \$95,000 loss in tax money.

The excise tax on cigarets was raised 2 cents, effective March 3, bringing the tax total per pack to 10 cents.

Tax officials had warned that organized gangs might move into Massachusetts with cigarets from North Carolina, where no cigaret taxes are charged.

"Now they've moved in," a tax official commented.

### Cigaret Shorts . . .

New York City has nabbed 406 suspects since the city launched a cigaret smuggling crackdown last October, according to city finance director Roy M. Goodman. . . . Nationally, cigaret shipments were off 9 per cent during April compared with the previous year. . . . Chesterfield filters will be marketed nationally by the end of July by Liggett & Myers now that research has shown the company that 65 per cent of volume is now in filters. . . . Most vending machines in Oregon now are set at 35 cents per pack in the wake of the 4-cent-per-pack price hike that became effective July 1. A penny wholesale price increase was also a factor.

**GIVE...so more will live  
HEART FUND**



# Day of Decision Nears On Copyright Changes

• Continued from page 58

amended bill is reported out later this month. Licensors ASCAP, BMI and SESAC have fought hard against the additional record-royalty proposal as being a form of mechanical royalty. They hold it unfair to songwriters who are entitled under the law to both mechanical royalty on recordings, and performance fees when the playing is public and for profit.

Rep. Celler, chairman of the full Judiciary Committee which must approve the amended bill from the Copyrights Subcommittee before it can go to the House floor for vote, has consistently fought for an end to the jukebox royalty exemption in the old law. During the 1965 hearings, Rep. Celler said that if the jukebox operators did not accept some form of statutory compromise, he would do his best to simply end the exemption—either as part of the revision bill, or in a separate anti-exemption bill.

Attorneys for jukebox operators are known to have closely studied the subcommittee's recently disclosed policy calling for a limited liability for Community Antenna systems (CATV). These pick up TV programs from local and/or distant stations and retransmit to subscribers for a monthly fee, but pay no copyright royalty. The subcommittee made public its provisos on CATV in the forthcoming revision bill because both Congress and the FCC are devising new legislation and rules

to contain the fast-growing CATV systems.

### Parallels

Some onlookers see certain parallels in the CATV and jukebox situation. As first worded, the revision bill would have simply made CATV liable for copyright clearance, with no limits on fees demanded. During subcommittee hearings, broadcasters, movie and TV film producers and sports leagues, and music licensors, all demanded that CATV be made liable for copyright payments. Since then, a New York Federal District Court has decided that CATV systems are liable even under the present copyright law, which never envisioned this particular use.

However, the subcommittee, in working out its provisos in the revision bill, decided against total liability. Instead, it provides for a limited liability, by "reasonable fees," mutually negotiated between CATV systems and copyright owners, in a large area of CATV service, where the programming is already available locally. (In areas where CATV shows copyrighted movies, new to the locale, it becomes fully liable; in local fill-in coverage, there is no liability at all.)

The subcommittee explained its "reasonable fee" policy on the basis of wide dissemination by CATV systems to the public, and the almost impossible task of clearances CATV would face for all programming material. The fee would be mutually arrived at, on a voluntary basis

between CATV and copyright owners.

There is a kicker in the bill to ensure negotiations: in case of dispute, courts would decide the reasonable fee. Courts could triple recovery for the copyright owner if the infringing CATV operator had refused to pay. But the court could withhold any recovery to the copyright owner if he had refused a reasonable offer from the CATV operator.

Observers here feel that the subcommittee expects a few court shakedown cases to help the marketplace decide reasonable fees as between CATV and program copyright owners. The subcommittee was also clearly reluctant to cement any rate-setting in the statute—especially since "it could be another 50 years before the next copyright revision," Copyright Office spokesmen pointed out during hearings.

The subcommittee has said openly that its greatest difficulties come about when creator-user contestants do not agree among themselves on a fair compromise. The battle over record royalties, between songwriter and publisher interests on one side and record manufacturers on the other, has given the subcommittee one of its toughest rate-ceiling problems in mechanical royalties. In the case of the CATV copyright liability, the Subcommittee has decided to let the courts do it if the copyright owners and users fail to reach agreement.

**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!**

●●●●● When player rolls ball over any one of 6 "SPOT BOWL" buttons on alley, SPOT-HIT 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

**NOW DELIVERING  
MEDALIST**

**COMING—1-PLAYER FLIPPER GAME  
KICKER**

CHICAGO COIN MACHINE DIV.  
**CHICAGO DYNAMIC INDUSTRIES, INC.**  
1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

## VIENNA SHOW

### Japanese Manufacturers Set Sights on European Market

By DON WEDGE

VIENNA—At least 12 Japanese coin machine manufacturers will be represented at the International Congress and Exhibition of Coin-Slot Machines for Industry and Trade (INCOMAT) here Nov. 12-15.

The event is also expected to attract several manufacturers from Communist countries, presenting the possibility of the first East-West coin machine confrontation.

The number of Japanese coin machine firms exhibiting is unprecedented and clearly indicates the first major move by the growing Japanese coin machine industry into a Western market.

#### One World

The congress and exhibition will run simultaneously at the Kunstlerhaus. Theme for the event is "One coin machine world with unlimited opportunity for all."

The exhibition and convention are sponsored by the Federation of the Austrian Coin Machine Trade (Verband des Oesterreichischen Automaten-gewerbes).

Officials say that they hope for 200 or more exhibiting firms. Last year 75 firms from 22 countries exhibited.

Both the U. S. and the Soviet Union are expected to be represented.

Some 15 American firms have indicated they will reserve space.

Among features planned for the congress will be a discussion of the influence of coin machines on tourist trade. International coin machine legislation will also be discussed.

#### Meeting Ground

An INCOMAT official said, "Vienna is the meeting ground between East and West — the clearing house for trade and commercial contracts between the capitalist and Communist worlds. It is logical, therefore, that an international trade fair be held here, for no Western firm can afford to neglect the growing Communist market."

(Billboard's Budapest correspondent reports greatly increasing demand for U. S.-made equipment in Hungary.—Ed.)

### Larry Patterson To Wed Aug. 8

BASEL, Switzerland — Lawrence T. Patterson, president of Patterson International Corp., coin machine import company located in Cincinnati, Ohio, will marry Doris R. Stauffer here Aug. 8.

The ceremony will be at The Elisabeth's Church here.

This year's fair will be the second sponsored by the Austrian federation. The first was held here in 1964.

According to federation President Karl A. Bergmann, the exhibition is open to firms from all over the world. Companies seeking exhibit information may write Verband Des Oesterreichischen Automaten-Gewerbes, 1010 Vienna / Eschenbachgasse 11, Austria.

### Gold Back From Tour of Far East

CLEVELAND — Cleveland Coin Machine Exchange president Ronald A. Gold returned last Thursday (30) from an extended tour of the Far East.

According to David H. Liebling, executive vice-president of Cleveland Coin, Gold visited existing accounts in Tokyo, Osaka, Hong Kong, Okinawa, Manila and other cities, solidifying business relationships, setting up new accounts and "doing a substantial amount of business."

Liebling said Gold will be touring other foreign market areas in the future, such as South America and Africa. Cleveland Coin is developing a lively trade in Africa, he said.



M. MARC BAUCHEZ is welcoming operators these days to the new Paris showrooms of Mepadi S. A. The firm has just opened the doors to the plush new salon on the Boulevard Pasteur in hopes that they can stimulate sales in the metropolitan Paris region. Heretofore, says M. Bauchez, the firm, with its factory located in Metz, has had to rely on brochures to interest potential buyers in the Paris region.

### Film Executive Projects Bright Scopitone Picture

• Continued from page 58

and the current average production rate of one filmed short a week with increasing distribution, is the obvious reason for Briskin's glee. Furthermore, he says, new machines are being manufactured at a rate of 100 a week.

"The demand for Scopitone units is definitely on the rise," Briskin said. "For instance," he said, "I just learned Tel-a-Sign, Inc., the manufacturer of Scopitone machines, is increasing production rates to 150 units a week."

"These figures of increased production obviously mean some people are putting the Scopitone machines in on a no-charge operation—purely for the entertainment of their customers. They pay a standard fee based upon the number of plays. These machines are being located in waiting rooms, in hotels and restaurant lobbies, and even in an airport lounge," Briskin said.

The increased machine production also means a great majority of the machines are going to locations where there are no jukeboxes, although every standard jukebox location represents a potential Scopitone site. Briskin points out Scopitones are being placed in hotel lobbies and ships, virgin territory for jukeboxes.

#### Artists

"The increasing demand for Scopitone has some heady implications for people connected with all phases of production in the new medium," Briskin admits. "Most immediately concerned are the artists and the production crews involved. But, there is also new potential for advertisers and proprietors interested in providing their patrons with an exciting form of entertainment."

"The artists and performers have as much enthusiasm as anyone," Briskin said. "This is something new for them. Many haven't made films before and Scopitone shorts are giving them an opportunity for a different exposure to the public."

Scopitone offers artists a cash fee plus a royalty of 40 cents per print released. Performers are earning more than \$1,000 on a single film involving one day's work. "As the number of machines and release prints goes up," Briskin said, "the amount

that an artist makes will increase accordingly."

The income figure includes the royalties on about 1,000 prints released in Europe through the French distributor, Cameca, in addition to the U. S. distribution. "Our Hollywood-produced films seem to be getting a solid reception in Europe. Of the first 18 films we produced," Briskin said, "most were immediately ordered for European distribution."

#### Advertising

Briskin is most excited about the possibility in filming advertisements for Scopitone machines. "Machines, for example, could be located in stores with brief product commercials, featuring items sold in the store, being projected between songs," Briskin said. "It is even likely that some educational uses for the Scopitone concepts will evolve, for example, musical rhymes for nursery schools."

"Prints of Scopitone productions could even be made on 8mm striped film for sale to home users just like records," Briskin said. "With the amazing popularity of the Super 8 concept, there are going to be numerous 8mm sound projectors in the home," Briskin said. (Super 8 is Scopitone's new cartridge film concept.)

"Once you start speculating, it's easy to see that there are endless possibilities. For example, we have started looking into the possibility of using these filmed productions for short-haul airline entertainment," he said. "They would fit in on half-hour flights which just can't show a feature-length movie."

Eastman 35mm color negative film—about 2,000 feet of it—is used for each filming session. At present, all the processing and print making is being done by Technicolor. Briskin feels that the 16mm release prints are holding up well under repeated plays. He said that they had tested one print for more than 3,500 plays with no visual or soundtrack problems.

The future of Scopitone? "When you consider that there are almost three-quarters of a million record-playing jukeboxes in the country," Briskin said, "it gives an indication of the size of the potential market for Scopitone. So far, we've only scratched the surface."

profits a-go-go...with Williams

# a-go-go

4 PLAYER FLIPPER GAME FEATURING NEW CAPTIVE BALL SPINNER UNIT

**SCORING VALUES**

- EXTRA BALL PLUS 200
- COLLECT BONUS (100 UP TO 1900)
- 500 POINTS OR 50 POINTS

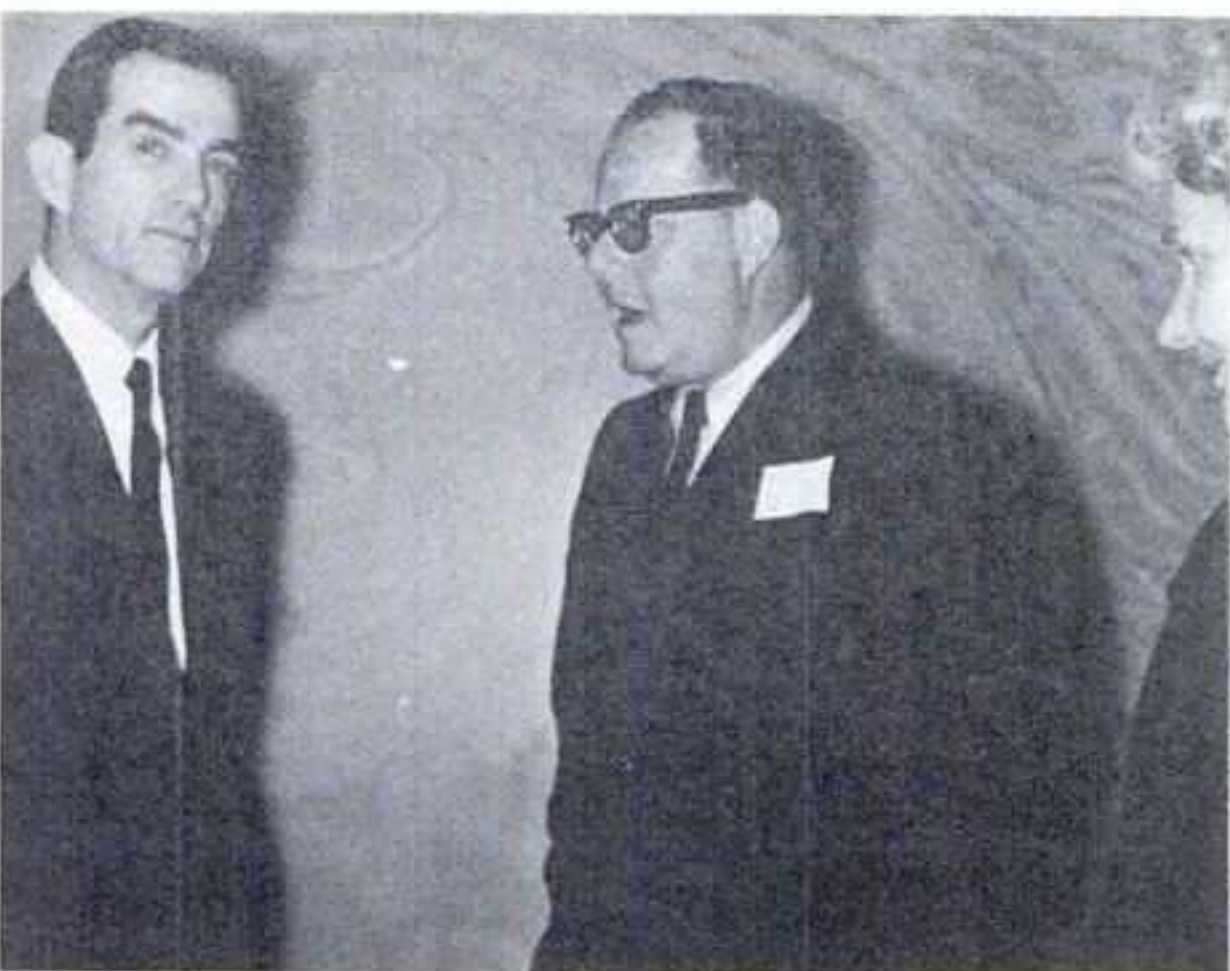
HIGH SCORE SKILL LANE (UP TO TOP OF PLAYFIELD).  
4 HIGH POWERED FLIPPERS.  
WIDE OPEN ACTION PACKED PLAYFIELD.

- STANDARD 3 WAY MULTIPLE CHUTE
- NUMBER MATCH
- 3 OR 5 BALL PLAY
- STAINLESS STEEL MOULDING & TRIM
- AUTOMATIC BALL LIFT

WILLIAMS 1966 Parts catalog now available

**Williams** ELECTRONIC MANUFACTURING CORP.  
3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618  
Cable Address: WILCOIN, CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR



**BILL CANNON** (left), chairman of the MOA committee on record company communication and programming, talks Little LP's with **Nate Feinstein**, World Wide Distributors, Chicago, and operator **Mary Gillette**. During the chat, which took place at the recent meeting of the Illinois Coin Machine Operators Association, Feinstein said that he makes Seeburg Little LP's available through one-stops.

## Phono Mfrs. in Scramble For Exhibition Space

• *Continued from page 59*

ing a special effort to bring record companies to this show by setting up a program that will make it worth their while as never before," he said. "We are going to make every effort to bring record men together with operating company record buyers and programmers during the show."

**International**

The special MOA committee on record company communication and programming headed by Bill Cannon is expected to make several revolutionary proposals with respect to liaison between operators and disk manufacturers at the show.

And for the first time, the MOA show will have a truly international flavor. A 100-man British delegation is definitely planning to attend, and representatives of the trade from the Continent, Mid-East, Africa, the Far East and Latin America are

## Seattle Seeks New Pool Rule

**SEATTLE**—The City Council License Committee on June 14 directed the corporation counsel to prepare legislation which would "lift the lid" on the number of billiard and pool tables in town.

The old rule of one license for each 5,000 persons no longer would apply to taverns or other places in which minors are not permitted.

The proposed ordinance also removes coin-operated pool tables from the category of a pool table and places it in the category of a "coin-operated amusement device."



**BOB BRONDEAU**, Rock-Ola distributor from Menominee, Mich., reports to Wisconsin operators on tour he made of Jack Moran's Institute of Coin Machine Operations in Denver.

## PHONOGRAPHS, COIN-OPERATED MUCH BETTER

**PEORIA, Ill.**—Local operator Les Montooth, founding president of the Illinois Coin Machine Operators Association (now a director) and a vice-president of the Music Operators of America, noted a misleading listing of phonographs in the telephone directory recently. The listing read: "Phonograph Leasing and Renting." Because a new State law levies a 3 per cent tax on lease agreements, Montooth thought the listing should be altered to avoid confusion and the telephone directory service readily complied. New listing: "Phonographs, Coin-Operated."

Some observers say it reminds them of the old days when several special trains snaked their way to Chicago from all parts of the country, picking up operator delegations as they went to swell the attendance at the big trade show. "On to Chicago Via The Billboard Special," screamed the banner headlines in this trade magazine those many years ago. Could it be the old spirit is rekindled?

## Background Music a 'Blue-Chip' Business

• *Continued from page 59*

tery, Vandenburg Air Force Base, Ohio State University and Freedomland.

"Background music must be custom-fitted to meet the specifications for your type of business," Anthony said. "Background music for Saks 5th Avenue obviously would be different from the music heard in the Inglewood Park Cemetery." To be effective, he said, background music for business and industry must be properly programmed for a specific application. It must have an indirect or subconscious influence on customers and employees.

"Industry expects to benefit by background music with production increases and by absenteeism fall-offs. Industry has found a new tool to stimulate production, while retail stores and businessmen have found another 'gimmick' to lure the customer into buying, thus increasing retail sales."

**Religious**

Tape-Athon recently advanced into the religious field, promoting background music to funeral

homes and to the Inglewood Park Cemetery.

"An exclusive combination of the Tape-Athon audio playback system and recorded Norton Chimes is available at Tape-Athon," said Anthony. "Our background music system is being accepted by the clergy of all denominations the world over."

Tape-Athon's Norton system is available in 10 different versions to fit any religious situation. More than 12 standard tapes are available for different service requirements. Standard tapes include four Protestant series, each with 54 selections; a Catholic series with 44 selections, the Christmas series with 22 carols, Easter series of 18 hymns, and the Angelus.

Models include automatic programming control with a separate schedule for Sunday services. "Religious music has become an important part of background music," said Anthony.

**Say You Saw It in Billboard**

# 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

*D. Gottlieb & Co.*

1140-50 N. Kostner Avenue  
Chicago, Ill. 60651

# COINMEN IN THE NEWS

## WHIPPANY, N. J.

At a recent school held at Rowe Manufacturing Co. here the following sat in on instruction on the Rowe Bill Changer, 1020A Cold Drink machine, SK-9 Coffee machine, 333 Coin Mechanisms and First-in-First out candy machines: Anthony Aguanno, Servo-

mation of New Jersey, Bloomfield, N. J.; Robert Astarita, Tailor Made Restaurants, Inc., Bellerose, Long Island, N. Y.; Julius Benken-dorf, A&A Amusement Co., Parksville, N. Y.; Hy Brill, Duso Amusement Co., Liberty, N. Y.; John Caragianis, Newport Music Co., Newport, R. I.; Sheldon Dulberg, Vix Vending Co., Detroit,

## RECONDITIONED SPECIALS GUARANTEED IN STOCK—SUBJECT TO PRIOR SALE

### PIN BALLS—BOWLERS—ARCADE

BALLY		UNITED BALL BOWLERS	
THREE-IN-LINE, 4-PI. . . . .	\$260	TEAM MATE . . . . .	\$195
SHEBA, 2-PI. . . . .	310	FALCON . . . . .	195
HARVEST . . . . .	250	SAVOY . . . . .	195
BIG DAY, 4-PI. . . . .	350	TIP TOP . . . . .	195
BULL FIGHT . . . . .	275	DIXIE . . . . .	180
50/50, 2-PI. . . . .	360	CLASSIC . . . . .	275
DISCOTHEQUE, 2-PI. . . . .	375	FROLIC . . . . .	315
TRIO . . . . .	325	7 STAR . . . . .	325
MAGIC CIRCLE . . . . .	305	HOLIDAY . . . . .	360
<b>WILLIAMS</b>		TROPICS . . . . .	385
BIG INNING . . . . .	\$245	ALAMO . . . . .	385
MINI GOLF . . . . .	255	<b>CHICAGO COIN BOWLERS</b>	
OH BOY, 2-PI. . . . .	205	KING . . . . .	\$210
<b>CHICAGO COIN ARCADE</b>		QUEEN . . . . .	210
ALL STAR BASE-BALL . . . . .	\$225	PRINCESS . . . . .	275
BIG LEAGUE BASE-BALL . . . . .	395	CONTINENTAL . . . . .	335
CHAMPION RIFLE RANGE . . . . .	285	ROYAL CROWN . . . . .	385
		GRAND PRIZE . . . . .	475

Bally ALL-THE-WAY, \$250

CHICAGO COIN'S  
TOP BRASS, \$250

Write for complete 1966 Catalog of Phonographs, Vending and Games.

Established 1934



**ATLAS MUSIC COMPANY**

Cable: ATMUSIC—Chicago

2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

Mich.; Fred Eddy, Massasoit Vending Co., Plymouth, Mass.; Francis McCloskey, Area Vending Co., Pittsburgh, Pa.; Larry Watkins, J. H. Lynch Co., Inc., New Orleans, La.; Adrian Brian, Gilchrist Vending, Ltd., Montreal, Quebec, Can.; Keith Brown, Canada Caterers of Toronto, Leaside, Toronto, Canada; George Carbaugh, R&R Vending Co., Saxton, Pa.; George Dutch, David Rosen, Inc., Philadelphia, Pa.; Bobby Gillespie, Pepsi-Cola Bottling Co., Greenville, S. C.; Roger Simoneau, All Food Service, St. Lambert, Montreal, Quebec, Can.; Mark Yasuda, Tsugami Auto Vend, Akron, Ohio.

Presenting certificates to course-completers was James Abato, director of service engineering for Rowe. Frank Boykie, Lou DiPalma and Tom Fenton, Rowe service engineers, were instructors during the week of classes.

## SEATTLE

At the recent meeting of the Northwest Automatic Retailers Council here, at which Thomas H. Boone, Boone's Vending Service, Inc., Roseburg, Ore., was elected president, the following were also elected to office: Larry Thomas, Servomation of Washington, Inc., Seattle, vice-president; Ray Rush, Sound Cigarette Service, Inc., Federal Way, Wash., secretary, and Jack Bennion, Servomation of Portland, Inc., Portland, Ore., treasurer. Elected to the board of directors was Keith McCormick, Clark's Ferry Concessions, Inc., Seattle, and returned to the board: Stephen G. Balough, Food-O-Matic, Inc., Seattle; W. J. Higgins, Canteen Service, Inc., Seattle; Paul Mercy, Automat Co., Inc., Yakima, Wash.; Fred W. Conrad, Rogue Valley Vending Service, Inc., Medford, Ore., and James Wykoff, Continental Coffee Co., Seattle.

## PHILADELPHIA

John P. Deodati, partner in United Vending Service, was admitted to membership in the Philadelphia Athletic Club. . . . Jimmy Ginsberg, who heads up the local Wurlitzer machines distributing firm, won the golf tournament at the Pennsylvania Automatic Vending Council convention last week in Bedford Springs, Pa. . . . Leo Beresin, executive of the Berio Vending Co., serving as a division chairman in the current membership enrollment of the Philadelphia Fellowship Commission, human relations agency. . . . Automatic Retailers of America (ARA) announced plans to build a large illuminated billboard atop its building at 25th and Lombard Streets—facing the Schuylkill Expressway so that the corporate name would be visible to thousands of motorists each day and evening. . . . Macke Variety Vending Co., based here with branch operations at Lansdale, Chester and Easton in Pennsylvania, was admitted to membership in the Greater Philadelphia Chamber of Commerce. Albert M. Rodstein heads up the vending and food service firm which was established in 1944. Other officers of the company include Angelo Musi, executive vice-president; Morris Wilensky, treasurer and assistant secretary, and Isaac Rubenstein, vice-president in charge of purchasing. . . . Jack Beresin, president of ABC Consolidated Corp., will be cited for his many years of service to humanitarian causes by the Motion Picture Associates of Philadelphia at a community-wide dinner on Sept. 17 at the Bellevue-Stratford Hotel—which date coincides with his 75th birthday. In addition to heading up one of the major vending and food services, Beresin has held every top position with Variety Clubs International and with Variety Club here; he is the founder of Old Newsboys Day here in behalf of handicapped children, and has been a leading figure in the Federation of Jewish Agencies.

MORRIE ORODENKER



AT THE PODIUM before gathering of the Wisconsin Music Merchants Association in Lake Delton, Wis., is Clinton Pierce, Brodhead, who was re-elected president during the meeting. Other speakers during the meeting, June 19, were (from left) Music Operators of America vice-president Les Montooth, Peoria, Ill.; MOA executive vice-president Fred Granger, Chicago, and MOA board chairman Lou Casola, Rockford, Ill.



THREE OF THE SAME gentlemen are seen relaxing in the restful surroundings of the superb Wisconsin Dells resort area.



AND THE WIVES of the same gentlemen take the pleasant air at the Dells. From left: Mrs. Casola, Mrs. Granger and Mrs. Pierce.



JACK BESS (left) AND FRED GRANGER were caught by cameraman in a corridor of the Conrad Hilton Hotel in Chicago last week discussing plans for adding impetus to the Music Operators of America national membership drive. Bess, of Richmond, Va., is chairman of the drive. Granger is MOA executive vice-president. Bess was in Chicago for the International Moose convention.



Billboard

Billboard's  
Fourth  
Annual  
International

# COIN MACHINE DIRECTORY

A fact-packed 8½" by 11" easy-to-use directory. Must reading for operators wanting up-to-date marketing information.

Extra copies only \$1.00 ea.

**Non-Subscribers**

Use coupon below.

Receive Billboard weekly and get the 1966 Coin Directory at no extra charge.

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214 873

Please enter my subscription to BILLBOARD for

1 YEAR \$20     3 YEARS \$45     New     Renew

Payment enclosed     2 EXTRA issues for cash     Bill me later

Above subscription rates for Continental U. S. & Canada. Overseas rates on request.

Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip \_\_\_\_\_

Type of Business \_\_\_\_\_ Title \_\_\_\_\_



## THEY LOVE TO LISTEN TO IT

• Nearest thing to live performance is the stirring stereophonic reproduction of current artists by the Model 3000 Wurlitzer. It's a musical magnet that pulls people in, makes their food and beverage more enjoyable, keeps them there longer, spending money. Your own ears will prove it. Just step into your Wurlitzer Distributor and listen.



*Wurlitzer*  
MODEL *3000* STEREO CONSOLE

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK

# ALBUM REVIEWS

FRANCIS C LAUDA 1146  
TUDOR LANE B51122  
SANDS POINT 32 R  
PT WASHINGTON LI N Y 11050



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.

## SPOTLIGHT

### AFTERMATH

Rolling Stones. London LL 3476 (M); PS 476 (S)

The Stones have another chartbusting LP in this hard-rock package built around their No. 1 single, "Paint It Black." Other wild musical forays include "Stupid Girl," "Flight 505" and "Going Home." A bow to the group's talented producer, Andrew Loog Oldham.



## POP SPOTLIGHT

**BEST OF THE BEACH BOYS—VOL. I**  
Capitol T 2545 (M); DT 2545 (S)

The distinctive and familiar "surfin'" sound of the boys has been the backbone of their numerous hit disks. Now 12 of their top singles are offered in this well-produced package. "Surfin' U.S.A.," "Surfer Girl," "Little Deuce Coupe," "Little Honda," "Fun, Fun, Fun" and "Wendy" are all here to create sales stimulus.



## POP SPOTLIGHT

**THE IMPOSSIBLE DREAM**  
Jack Jones. Kapp KL 1486 (M); KS 3486 (S)

This is Jones' most commercial and artistic effort. Spotighting his ballad hit, "Impossible Dream," he also excels with his sensitive reading of "Shadow of Your Smile," his fresh swing version of "You Better Go Now" and his wild jazz-flavored treatment of "What Now My Love." "Strangers in the Night" and "My Best Girl" from "Mame" are standouts.



## POP SPOTLIGHT

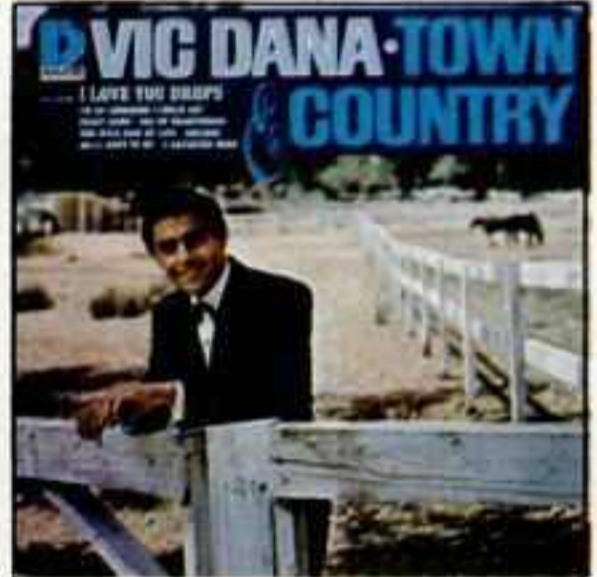
**SOMEWHERE MY LOVE**  
Ray Conniff and the Singers. Columbia CL 2519 (M); CS 9319 (S)

The perennial favorite in the choral group field have another hit package in this album filled with a pleasing variety of popular tunes. The beautiful "Edelweiss" from "Sound of Music," "Young and Foolish" from Broadway's "Plain and Fancy" and the LP's title tune from "Doctor Zhivago" are exceptional performances.



**POP SPOTLIGHT**  
**THE BEST OF PETER AND GORDON**  
Capitol T 2549 (M); ST 2549 (S)

Living up to the label's Starline series, the LP features the duo's hit singles, "A World Without Love," "Woman" and "Don't Pity Me." The British-born boys have another album chart item in this LP that will receive a big reception from the teen dance set.



**POP SPOTLIGHT**  
**TOWN & COUNTRY**  
Vic Dana. Dolton BLP 2046 (M); BST 8046 (S)

Built around his pop hit version of the country "I Love You Drip," Dana carries the theme through this album as he performs pop arrangements of other country-oriented material... some old, some new. Among the standout Dana interpretations are "I'm So Lonesome I Could Cry," "Abilene" and "He'll Have to Go."



**POP SPOTLIGHT**  
**IN A BROADWAY BAG (MAME)**  
Bobby Darin. Atlantic 8126 (M); SD 8126 (S)

The dynamic vocal style of Darin is in top form in this well-done package of Broadway musical hits based upon his singles hit, "Mame." Outstanding are his renditions of "Feelin' Good," "Don't Rain on My Parade" and "Everybody Has the Right to Be Wrong." "I Believe in You" is another winner.



**POP SPOTLIGHT**  
**IN MY QUIET ROOM**  
Harry Belafonte. RCA Victor LPM 3571 (M); LSP 3571 (S)

Belafonte's brilliant ballad style lends itself to the exceptional mood material which he selected for the package. The vocalist's single "Quiet Room," a programmer's delight, is featured as the title tune and lead song. Mike Settle's beautiful blues-tinged "Raindrops" and the near-standard "Try to Remember" from the long-run musical "The Fantasticks" are outstanding.



**POP SPOTLIGHT**  
**TEARS & HEARTACHES/OLD RECORDS**  
Kay Starr. Capitol T 2550 (M); ST 2550 (S)

The Kay Starr style is hard to beat on pop-country material and this exceptional commercial package is a prime example. Program comprised fresh treatments of recent hits such as "Make the World Go Away" and "Flowers on the Wall." She adds a new dimension to one of her oldies, "I Waited a Little Too Long."

**POP SPOTLIGHT**  
**SOUND OF THE TIMES**  
Les & Larry Elgart. Columbia CL 2511 (M); CS 9311 (S)

Les and Larry Elgart are right in the groove with some swinging contemporary dance music. There's "Michelle," "Taste of Honey," "Batman Theme" and more in the go-go vein. It's fine for the youngsters, and the Elgart name will help with the adults who want to cavort like youngsters.



**POP SPOTLIGHT**  
**HANKY PANKY**  
Tommy James and the Shondells. Roulette R 25336 (M); SR 25336 (S)

Hot group, featuring the vocal work of Tommy James, has a swingin' chart-topping disk in "Hanky Pank," the title tune of this teen-aimed, dance-beat package. Top sales action should result from the group's increasing number of in-person performances and solid airplay.



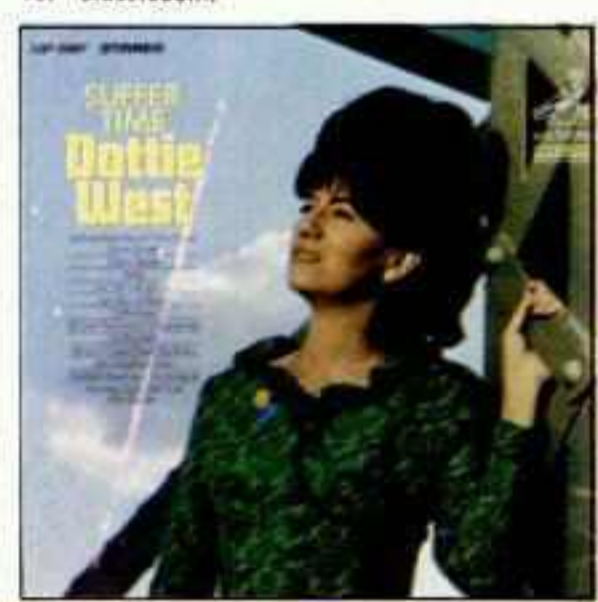
**POP SPOTLIGHT**  
**DOUBLE SHOT (OF MY BABY'S LOVE)**  
Swingin' Medallions. Smash MGS 27083 (M); SRS 67083 (S)

LP debut of the swingin' octet from South Carolina highlights the group's smash hit single, "Double Shot (Of My Baby's Love)." The boys emphasize the big beat, rockin' material. Top commercial singles possibilities in the cuts. "She Drives Me Out of My Mind," "What Kind of Fool" and "Idaho Jane."



**COUNTRY SPOTLIGHT**  
**SUFFER TIME**  
Dottie West. RCA Victor LPM 3587 (M); LSP 3587 (S)

A beautiful selection of sad, wistful songs of love on the outs, including her current hit—"Before the Ring on Your Finger Turns Green"—that will be an automatic best seller on the country chart. "Would You Hold It Against Me" is another tune bound for classicdom.



**COUNTRY SPOTLIGHT**  
**DON GIBSON WITH SPANISH GUITARS**  
RCA Victor LPM 3594 (M); LSP 3594 (S)

The incomparable Don Gibson in a South-of-the-Border musical surrounding and the soft background of Spanish guitars is led by Chet Atkins who produced the LP. Songs include "Blues in My Mind," "Maria Elena" and "Once a Day." Due to be a great country music seller.



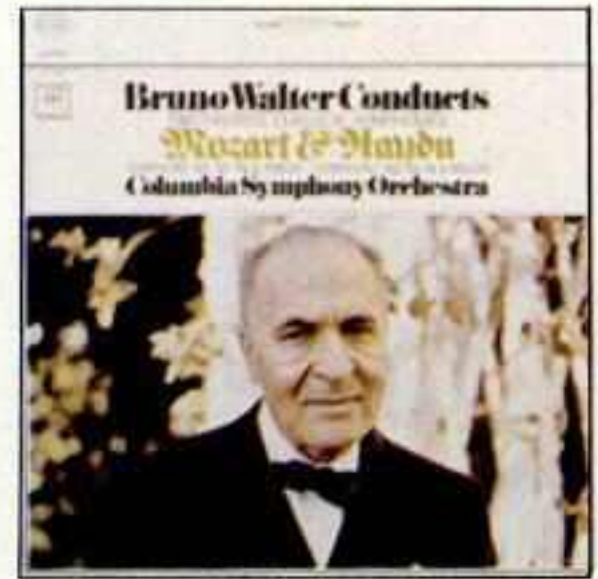
**COUNTRY SPOTLIGHT**  
**ALONE WITH YOU**  
Jim Edward Brown. RCA Victor LPM 3569 (M); LSP 3569 (S)

One of the most mellow "good music" voices in the country music field, Jim Edward Brown devotes his perfect styling to "Yesterday," his current country hit "Regularity on My Mind" and "I'm Just a Country Boy." Stereo version is great. This LP is bound for big country sales and good pop sales, too.



**COUNTRY SPOTLIGHT**  
**GOSPEL TRAIN**  
Hank Snow. RCA Victor LPM 3595 (M); LSP 3595 (S)

One of the country music greats, Hank Snow teams up with the imperials Quartet on this soul-searching selection of religious songs and recitations. Includes "Shop Town," "I'll Go Marching Into Glory," "This Train" and "The Run"—all outstanding. Should be a steady seller on religious shelves as well as country.



**CLASSICAL SPOTLIGHT**  
**BRUNO WALTER CONDUCTS MOZART & HAYDN**  
Columbia Symphony Orch. (Walter). Columbia ML 6269 (M); MS 6829 (S)

Walter left a legacy of great recording behind him and this disk is an excellent example. Previously available on separate sides, this represents a fine coupling of two distinguished works. Should be a best seller.



**JAZZ SPOTLIGHT**  
**UNO DOS TRES/1.2.3**  
Willie Bobo. Verve V 8648 (M); V6 8648 (S)

The jazz-oriented Latin rhythms showcased by Willie Bobo's exciting timbales touch are developed here with a fresh imaginative flair. It works well on the original pieces and it works with such standards as "The Breeze and I," "Old Man River" and the more recent "Michelle."



**INTERNATIONAL SPOTLIGHT**  
**NESSUNO MI PUO GIUDICARE**  
Gene Pitney. Musicor MM 2100 (M); MS 3100 (S)

With the song winner from the 1966 San Remo Festival—"Nessuno Mi Puo Giudicare"—to path the way, this Gene Pitney package of hit Italian songs in Italian will be a big seller in Italy and among his devoted U. S. fans. Also included: "Innamorata" and "I Tuoi Anni Piu Belli."