

# Billboard

The International Music-Record Newsweekly

## Steen and 3 Distributors Merge Forming a Giant Complex

By LEE ZHITO

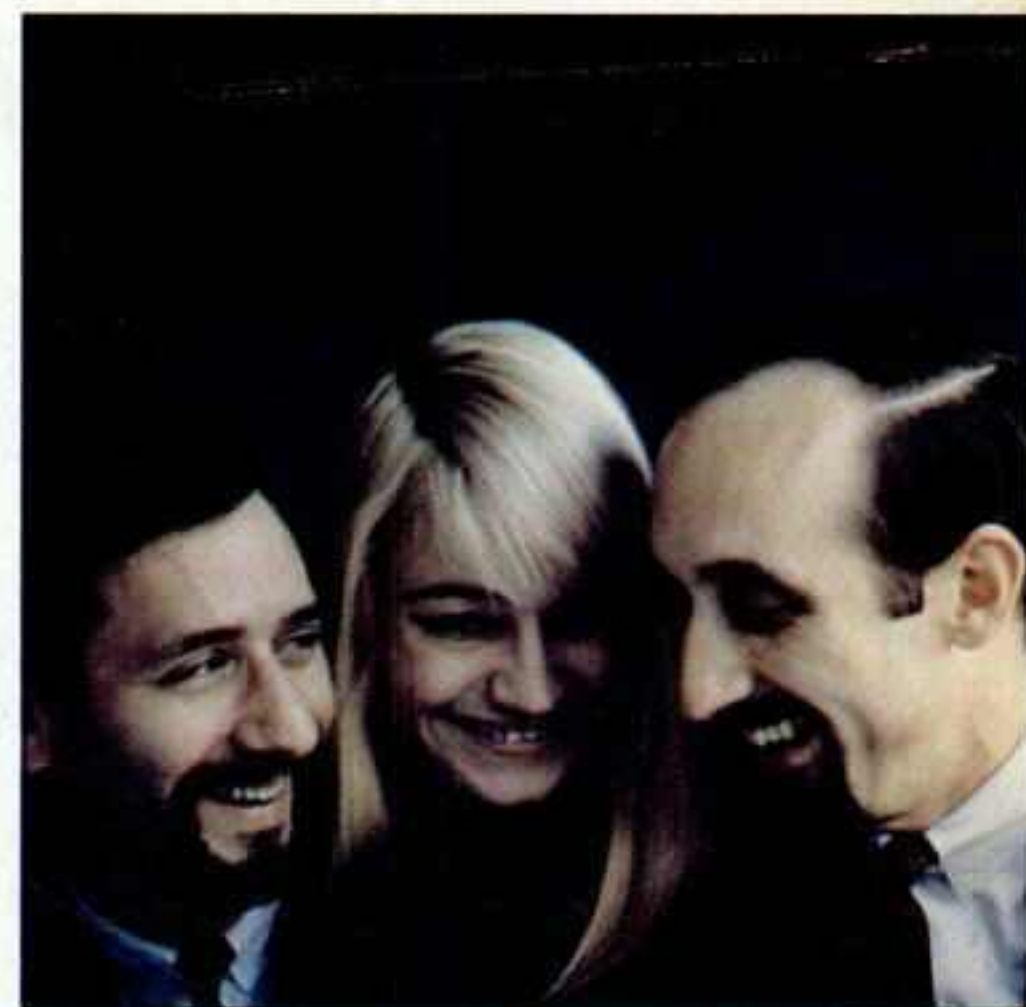
WOBURN, Mass.—Cecil Steen's Recordwagon last week merged with three major Eastern-based distribution firms to create one of the record industry's largest volume merchandising complexes. This move, coupled with Recordwagon's opening of warehouse branches

in Jacksonville, Fla., and Dallas, points to a full-scale expansion program for the Steen operation.

The distribution firms include Dumont Record Distributors and Bay State Record Distributors, both of Boston, and Eastern Record Distributors, Hartford, Conn. Steen exchanged Recordwagon stock for the stock in each of the distributing firms. Each of the distributors will continue to operate his own wing as a separate entity, retaining its old corporate name, and each will serve on the Recordwagon board of directors.

Recordwagon's new board now includes, in addition to the company's president and his wife, Lee Steen, the heads of the merged distributorships: Dumont Distributing's Don Dumont, Bay State's Robert Levinson, and Eastern Record Distributors' Richard Godlewski. The board also includes Lawrence Goldberg, Recordwagon's vice-president in charge of sales.

(Continued on page 10)



Happiness is a group called Peter, Paul & Mary whose newest on Warner Bros. is appropriately titled "Album," one of the leaders in the label's best selling "More Hits—More Often" fall release. (Advertisement)

EDITORIAL

## ASCAP on Target

ASCAP is moving forward on several important fronts. One has to do with the encouragement of new writers—and a story in this issue outlines what is being done to give this segment of the membership a larger economic stake in performances.

In addition, the Society is blueprinting sharply increased activity in two vitally important areas of the music-record business. These are the country and r&b fields. In connection with this it may be noted that ASCAP has already become a principle donor to the Country Music Association's Hall of Fame and Museum.

These moves by the Society reflect the fact that ASCAP, more than ever, is becoming attuned to the total music business. This attitude reflects credit on the administration of President Stanley Adams and the vision of the board of directors.

We feel that the Society's present attitudes, as briefly stated above, must result in greater competition in the music field—with ultimate benefits to the copyright owners.

## Today Is the Golden Age for The 'True' Indie Producer—TRO

By PAUL ACKERMAN

NEW YORK—The challenge and opportunity for the independent publisher is greater today than ever, according to Howard S. Richmond, head of the Richmond Organization, and Al Brackman, general manager.

This summation by the TRO executive comes at a time when the firm has just signed a \$1 million lease for expanded space, and while the domestic and international annual gross of the TRO-Essex group has hit the \$3 million mark.

Richmond defines the proper function of the independent publisher today as being "the business arm of the writer." Richmond points out that there are all types of publishers: "There is the custodial publisher, who is really a collection agent; there is baker-publisher; the gimmick publisher, the user-publisher and the artist publisher. Each of these serves a function, but it is a limited one. The publisher who most truly realizes the opportunity today is the one whose main emphasis is publishing—one who is not in the publishing field merely as a sideline."

### Triples Space

Richmond started his publishing operation 17 years ago, paying \$45 per month rent and using a rented phonograph. The new quarters at the Coliseum Building will contain 7,500 square feet of space—triple the present quarters—and will have the most modern tools needed in the industry. These will include (1) Music rooms for writers, with tape machine-phonograph playback equipment; (2) central audio speaker system piped into the professional and executive offices for collective hearing of new material in individual offices; (3) executive conference room with recording equipment to play back conference ideas, programs; (4) dubbing room for duplicates of acetates-tape demos with a "library file" of new songs; (5) "instant demo machines" in each professional office so that when a new song is played a duplicate copy is made simultaneously for the artist; (6) the entire operation will have the advantage of the latest electronic data processing equipment. Richmond pioneered in the use of

(Continued on page 10)

(Advertisement)

## Cap. Maps Separate Unit Helmed by Venet

By ELIOT TIEGEL

LOS ANGELES—In what may become a unique production association, Capitol and Nick Venet are completing plans for the pop music producer to return to the label and operate a separate department for the development of top 40 product.

Alan Livingston, Capitol's president, confirmed that he had been discussing the hiring of Venet, who formerly worked for the company for two and a half years. Venet will meet with Voyle Gilmore, Capitol's a&r director, this week to complete plans for the new operation which would be patterned on the Kama Sutra-MGM Records set-up.

Venet would be a Capitol employee but outside the normal a&r department and the head of a separate staff expressly created to specialize in rock 'n' roll, contemporary trend music. The thinking is for Venet to hire his own staff of independent producers and writers. The new wing would be located outside the Capitol Tower.

Livingston called this a "packaging operation—packaging writers, groups and sounds." Venet's wing would deal with amateurs and unknowns, Livingston added, in "nosing around" to keep abreast of current trends and development.



Wow! That's the reaction to the fast-selling goodie by Buddy Greco, his first album on Reprise tagged "Big Band and Ballads." The response from dealers and disk jockeys heralds the album as sure chart item. (Advertisement)

the world's largest library of cartridge entertainment 40,000 titles

(INCLUDING 4 AND 8 TRACK LP'S AND 4 TRACK SINGLES)

SPECIAL MUNTZ SECTION BILLBOARD • Coming Sept. 17

MUNTZ STEREO-PAK 7715 DENSMORE AVENUE • VAN NUYS, CALIF. 989-5000

FULL RANGE OF STEREO-PAK FOR AUTO • HOME • BOAT FROM \$39.95



MUNTZ M-12 TWELVE TRACK AUTOMATIC



MUNTZ-100



DELUXE HOME UNIT A-HW-1



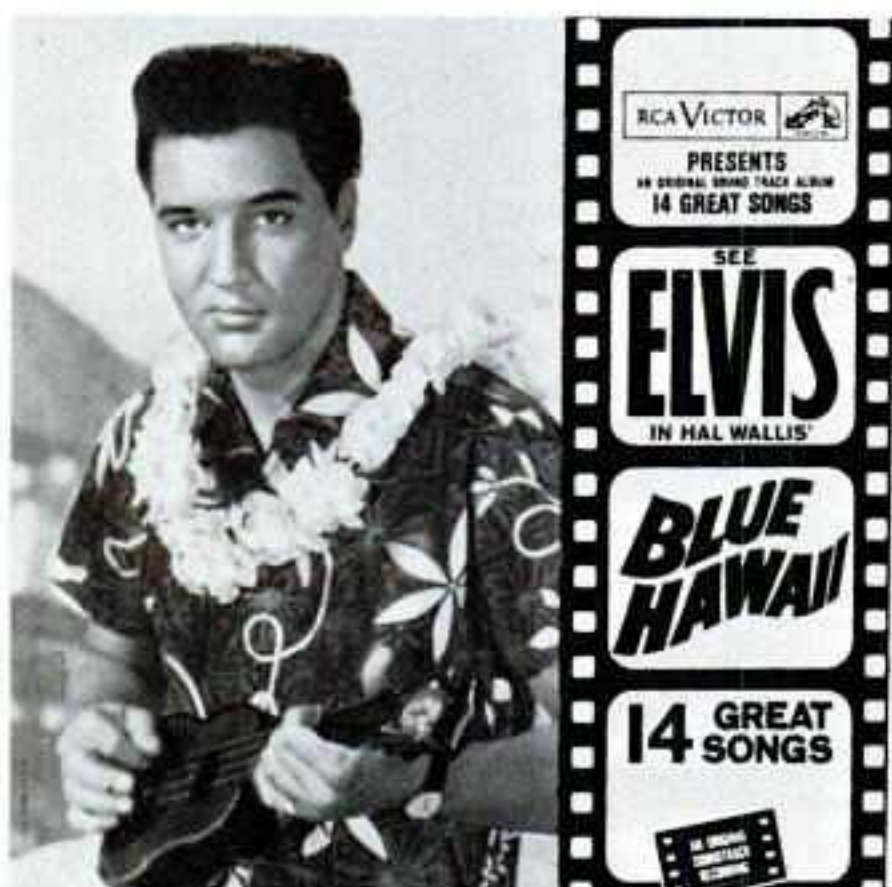
MUNTZ M-80

# ELVIS'

# BLUE HAWAII

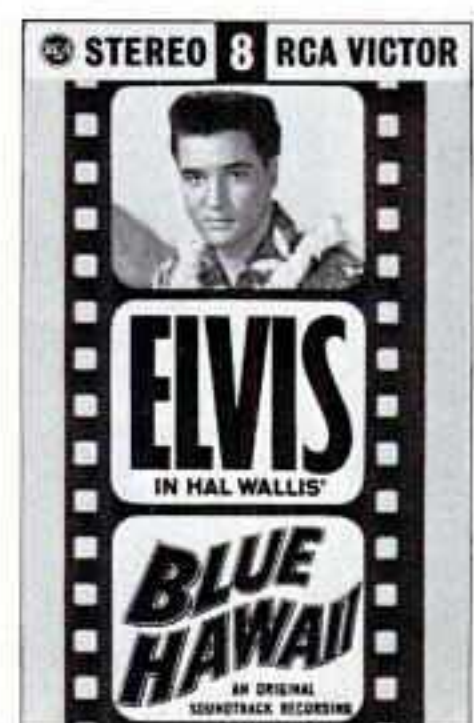
first movie of the new season on NBC-TV's  
"Tuesday Night at the Movies" – September 13

Stock up now on ELVIS' Original Soundtrack Recordings from this great movie:



LPM/LSP-2426

"Can't Help  
Falling in Love"  
c/w  
"Rock-a-Hula Baby"  
447-0635



Stereo 8  
Cartridge  
P8S-1019

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

# Cap. Stock Set-Up Bared by Pickwick

By FRED KIRBY

NEW YORK—Details of a stock option plan and distribution agreement with Capitol Records were revealed last Thursday (25) at the annual stockholders meeting of Pickwick International. The Capitol agreements, not previously disclosed, were in a package whereby Pickwick obtained the right's to Capitol's noncurrent catalog for release on the Pickwick-33 and Hilltop budget labels for a 10-year period.

In addition to the licensing agreement, which was announced after the July 18 agreement between the two manufacturers, Capitol also obtained options to purchase up to 25 per cent of Pickwick's stock during the 10-year period. Capitol purchased \$165,000 of debentures at an interest rate of 5½ per cent a year from Pickwick for the 10-year period.

The agreements with Capitol were approved 232,432-875 by the stockholders, who also endorsed a five-for-four stock split, 245,208-250. The licensing arrangement also included provisions for most of the product to be released on tape CARtridges.

Cy Leslie, president of Pick-

wick International, who explained that the Pickwick-33 logo will include "By Arrangement Capitol Records" for the material involved, told the stockholders that another arrangement called for some Capitol disks to be distributed at the usual \$1.89 Pickwick list as the "Capitol Pickwick Series." He said three pressings could not be produced under the Pickwick-33 label because of contractual arrangements between Capitol and the artists involved.

## Sinatra LP

The first Pickwick Series LP featuring Frank Sinatra is being released along with about 25 pressings of Capitol material under the Pickwick label. Included are 15 classical disks with such artists as William Steinberg and the Pittsburgh Symphony, Nathan Milstein, Vladimir Golschmann and the St. Louis Symphony, Rudolf Firkusny, and Leonard Pen-nario, pop albums with Judy Garland, Tennessee Ernie Ford, Les Baxter, Nat Cole, Ray Anthony and Al Martino, and Hill-top titles with the Louvin Brothers, Faron Young and Jody Miller.

Leslie also told the stockholders Pickwick would soon enter the musical instrument field by distributing electric guitars and also would set up its own distribution organization for the New York area. Among the major new activities for the firm this past year were the entry of the firm into publishing with Barmour Music in Nashville and the entry into the tape cartridge field with 4 and 8-track product.

Leslie said cartridges were a growing market although its full impact had not yet reached the consumers. He estimated the number of playbacks in consumers' hands would jump from the present 300,000 to 1 million for 8-track and from 650,000 to 850,000 for 4-track about Christmas time. He mentioned

(Continued on page 10)

# Disney Launching Own Label in Europe; Cuts EMI License Ties

By DON WEDGE

LONDON—The Walt Disney Music Division is launching its own record operation in Europe. It starts with the British debut Oct. 21 on the Disneyland label. Disney contracts with both record manufacturer and music publisher licensees in several European Territories expire Dec. 31.

A new record deal will be set up for Germany, the Scandinavian countries and Holland. As in Britain, present licensees are EMI firms. Deals will be concluded in the next month as Jim-

my Johnson, Disney Music Division president, swings around the Continent with his European executive, Frank Weintrop. They will also settle new publishing plans, including the opening of Disney firms in some countries.

For Britain, however, Disney Music will continue with Chappell. EMI Records will distribute the Disney label in Britain, although the U. S. firm retains the right additionally to distribute its own product. EMI will not press or otherwise be associated with them.

First Disneyland releases, due in Britain during October, 11 weeks before the present EMI-Disney pact ends, follows amicable negotiations for Disney to get partial early release. Printing of booklets for Story Teller re-

leases will probably be in England. Translations will be made for the appropriate continental countries. The British program will be boosted by a twice-weekly 30-minute network TV series bought by Redifusion, starting Sept. 27.

## Miller 'Chug' LP A Smash Smash

CHICAGO — Roger Miller's first Smash album, "Chug-a-lug. Dang Me," has passed the \$1 million mark in retail sales. His two previous Gold Record album awards were won by "The Return of Roger Miller" and "The Golden Hits of Roger Miller." He opens his TV show on NBC Sept. 12.

## Ploughboy Rides A Merry Pace

NEW YORK — "The Merry Ploughboy," which has been creating a stir in Canada, is now getting play and distribution in the United States via two versions. One is by the Abbey singers, heard here on the Hanna-Barbera label, which purchased the master from the Canadian label, Arc Records. Another version, first issued by the Carlton Show Band on the Castle label in Canada, has been acquired for distribution here by Larry Uttal's Mala label.

The song first created excitement in Canada as a result of a commercial for Carling Beer. The agency for Carling has since applied to Melody Trails (The Richmond Organization) for more extensive use of the commercial throughout Canada. Original publisher is Coda Music, Ltd., in England, a member of the Essex Music Group, which is affiliated with TRO.

## EDITORIAL

# Industry Impresario

Sid Bernstein presented the Beatles Tuesday night (23) at New York's Shea Stadium and, undoubtedly, the Beatles were the only ones who profited financially from the venture. Though the gross was \$292,000, the Beatles reaped a heavy slice of this and Shea Stadium doesn't come at a budget price; nor do an abundance of police and other overheads of such a giant promotion. Bernstein's office calculates that the show was "maybe just a break-even thing." Bernstein's promotion of the Beatles last year failed to earn him any great amount.

He recently confided that the Young Rascals, whom he manages, had brought him in much more in earnings. Yet, he bargained for the Beatles again this year—in spite of the headaches and the worries—and did a tremendous job. There were other acts on the show, the Beatles did their half-hour plus, and still the 45,000 kids who attended the giant spectacular were home by 11 p.m. The show business work and the record world owes a tribute to Bernstein for attempting—and succeeding—such a massive rock 'n' roll venture; it is outstanding proof of the popular acceptance of today's record industry. Obviously, the kids (since the screams drowned out most of the music) were there for the excitement and, obviously, since the financial rewards were not that great, Bernstein enjoys selling excitement.

# ASCAP Reshuffles Distribution To Give New Writers More \$\$

NEW YORK—ASCAP is revamping its distribution so that new writers will get more performance money. Stanley Adams, ASCAP president, explained that changes included multiplying performance credits, permitting writers to change their payment arrangements without losing credits, and payments for non-ASCAP members and material licensed by another group, such as BMI, provided the material becomes a part of the ASCAP repertory.

Adams explained that young writers still could start out by being paid for performances during the year, one of the two options previously open. However, if a writer after three of four years, wants to switch to the other system, averaging royalties over several years, the first years will be counted in the average.

Under the new payment formula, the ASCAP survey for the quarter ending nine months previously would be used to determine the first quarter's payments for new members. This figure would be multiplied by four so the writer would be paid for a full year. Works licensed by another organization would be used as a basis for payment provided that the works become part of the ASCAP repertory.

Another change provides for

payments to writers who are not members of the Society for performances of material in the ASCAP repertory. Under this system, ASCAP will log performances of compositions first published by an ASCAP publisher member after Jan. 1, 1966, and written by a non-member, either alone or in collaboration with an ASCAP member, and pay both members and non-member writers provided that the Society is the only licensing organization for the works in the United States.

## Dixon's Label Now Dynamo

NEW YORK—Luther Dixon's new Detroit-based record label will be known as Dynamo Records. The label, distributed by Musicor Records, had originally been called Cheetah Records.

However, the Cheetah disquette in New York had announced an arrangement with Audio Fidelity Records (Billboard, Aug. 27), with AF using the Cheetah logo on a special line. The name change was made to avoid confusion between the two labels.

Dynamo has already cut two singles by Inez Foxx and a new group, the Pigeons.

Adams explained, "With these proposals, ASCAP hopes to accomplish three objectives: first, to give all possible aid, encouragement and financial assistance to new talents who wish to enter the songwriting profession; second, to keep songwriting as a profession alive and independent; and third, to build an American musical repertory equal to the stature of our nation."

ASCAP also is making two other changes in its rules on crediting of performances, one of which would provide additional credit for performances as themes at the opening or closing of musical or variety program on TV, where the performance is given on-camera and is the principal focus of audience attention. This would include performances by vocalists, instrumentalists or dancers. The other change would formalize an increase in background music credit announced in February from 20 to 25 per cent of a use credit for three minutes of music.

A hearing is scheduled before Chief Judge Sylvester J. Ryan of the Federal District Court in New York on Sept. 12 for approval of the changes, which are described in a 44-page booklet, which was mailed to all ASCAP members last week.

## IN NEXT ISSUE—THE BB SEMINAR

CHICAGO — Virtually the entire editorial staff of Billboard is at the Edgewater Beach Hotel here Monday and Tuesday (29 and 30) to cover Billboard's Tape Cartridge Conference. At presstime, registrations topped the 300 mark, with leaders from the record industry, the automotive field, heavy industry and all facets of American commerce attending the meetings. Full coverage of the conference will appear in next week's Billboard.

## NARM MAKES BID TO IRS ON GETTING TAX REFUNDS

CHICAGO—The National Association of Music Merchants, which held a special phonograph record retailing meeting here last week (see Page 64), has initiated steps to seek legal means of obtaining excise tax refunds for dealers.

NARM's attorneys are reportedly asking the Internal Revenue Service to rule on whether excise taxes paid on phonograph records, but not returned by the manufacturer, may be deducted from the retailers income tax return. The move, according to NARM officials, has been prompted by dealer complaints that many manufacturers are guilty of excessive delays in refunding the tax money.

## DEPARTMENTS & FEATURES

### DEPARTMENTS

Radio-TV Programming	22	Talent	12
Classical Music	48	Tape CARtridge	60
International News Reports	32	Classified Mart	67
Country Music	56	Bulk Vending	66
Audio Retailing	64	Coin Machine News	68

### FEATURES

Gospel News	52
-------------	----

### CHARTS

Top 40 Easy Listening	18	Hits of the World	38
Hot 100	20	Hot Country Singles	56
Top LP's	42	Hot Country Albums	58
Breakout Albums	40	Best Selling R&B Records	28
Breakout Singles	44	New Album Releases	46
Best Selling Classical LP's	50		

### RECORD REVIEWS

Singles Reviews	16	Album Reviews	40 and Back Cover
-----------------	----	---------------	-------------------

# CBS Records Register a 27% Sales Increase for 6 Months

NEW YORK — CBS Records — which includes Columbia, Date, Epic-Okeh, the CBS Records Legacy Collection, Masterworks Audio Products, April-Blackwood Music, Columbia Special Products and Columbia Record Productions — reported a sales increase of 27 per cent for the first six months of 1966 as compared with the corresponding period last year.

Clive J. Davis, vice-president and general manager, cited the strong showing made by Columbia Records in the pop singles field, based largely on the sales performances of Bob Dylan, the Cyrkle, Simon and Garfunkel, Paul Revere and the Raiders and the Byrds. He added that Columbia sold more singles in June than it did in any other month in the label's history.

Davis said, "The entire record industry has had a tremendous year. Our goal has been to outpace this growth and be in the forefront of the boom. This we have done. We are now confident that 1966 will be the biggest year in our history and, in fact, will constitute the largest annual volume of busi-

ness by any record company in the history of the record industry.

On the pop album scene, Andy Williams and Barbra Streisand were the leaders, with strong support from Tony Bennett, Eydie Gorme, Robert Goulet, Jerry Vale, the New Christy Minstrels, Ray Conniff, and also Johnny Cash, the country singer who's making it pop.

In country, strong showings by Johnny Cash, Marty Robbins, Little Jimmy Dickens, Carl Smith, Ray Price, Claude King, Jimmy Dean and the Statler Brothers moved the label ahead in that category.

Three Broadway cast albums have been winners this year—"Sweet Charity," "Mame" and "The Mad Show." The Masterworks Series gained with the "Sound of Genius" campaign, Rudolph Serkin Month in April, the tribute to the late Bruno Walter, and performances by the Philadelphia, New York and Cleveland Orchestras.

Columbia's entry into the 8-track cartridge field, after two years of research and development, is off the ground.

Date Records, the pop singles

line, scored its first chart record with "Stop!—Get a Ticket," with the Clefs of Lavender Hill.

## Epic-Okeh Sales Up

Epic-Okeh sales rose 23 per cent in the first six months, paced by the Dave Clark Five, the Yardbirds and Bobby Vinton. Epic signed Donovan in June. It also acquired the catalog rights to Suraphon, a Czechoslovakian label, and bowed a medium-priced classical line, Crossroads Records. Pacing Okeh sales were Walter Jackson, Major Lance, Ted Taylor and the Vibrations.

"John Fitzgerald Kennedy ... As We Remember Him," on CBS Records Legacy Collection, won a Grammy award for "Best Spoken Word or Drama Recording."

Masterworks Audio Products, which covers radios, phonographs, tape recorders and components, were up 41 per cent, with a 47 per cent increase in the number of dealers.

Recording facilities in Hollywood and Nashville were expanded, and new engineering research and development facilities were opened June 21 in Milford, Conn.

## 'ACTION' STARTS OCT. 3

# Liberty Int'l Ready to Roll Cameras on Country Film

HOLLYWOOD—Liberty International Productions here begins shooting Oct. 3 on a full-length country music movie—"What Am I Bid." The big budget film will be in wide screen and in color. Producer is Wendell Niles Jr. The movie, reportedly the first country music film with an original score, will star LeRoy Van Dyke, Al Hirt, Tex Ritter, Faron Young and Johnny Sea, in leading acting and singing roles. Feminine lead is Chris Noel.

Gene Nash, manager of Van Dyke and Sea, wrote both the score and the script for the movie. He will also direct the film. Nash is noted for writing and producing the "Big Wide Wonderful World of Country Music" musical production that was a highlight of last year's Country Music Association convention in Nashville. He is writing and producing a similar show for advertising executives and others in Los Angeles Sept. 13. The song, "Big Wide Wonderful World of Country Music" was written by Nash for last year's event and it will be featured in the movie along with 11 other tunes of his. Nash has set up a music publishing firm

—Gene Nash Music—for handling the copyrights.

The movie will cost more than \$500,000 to produce. Ernie Freeman, who arranged Frank Sinatra's "Strangers in the Night," will be arranger-conductor for the film.

Release date for the movie is

(Continued on page 10)

# 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 ... Elliot Tieg

## 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'Neill

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

Los Angeles, Calif. 90069,  
9000 Sunset Blvd.  
Area Code 213, 273-1555

Nashville, Tenn. 37219, 226 Capitol 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 Titchester Rd., Apt. 107,  
Toronto 10

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

Japan  
Kanji Suzuki/Japan Trade Service, Ltd.,  
2-1-408, 3 Chome Otuka, 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 Record Retaller,  
Vend. Amusement Business, High Fide-  
lity, American Artist, Modern Photog-  
raphy. Postmaster please send Form  
3579 to Billboard, 2160  
Patterson St., Cincinnati, 45214

Vol. 78 No. 36

ABP SCMP ABC

# Freberg Is Back Killing Dragons

By ELIOT TIEGEL

LOS ANGELES—Stan Freberg is returning to commercial recordings, after a five-year self-imposed hiatus, to prove that humor and advertising are compatible.

The 39-year-old humorist, whose battle with Madison Avenue earns him over \$50,000 a year for creating funny commercials, has decided to re-trench his advertising activities to concentrate on satirical records.

Freberg's project is a series of albums for Capitol which he has designated "pay radio." The series is titled "Freberg Underground," with the first LP set for Sept. 6 release.

The albums are a half-hour radio show, complete with actors, sound effects, an orchestra and chorus and a live "studio" audience. Freberg believes the recording medium is the only existing means for producing satire.

He says network radio shows no longer offer a vehicle to reach the masses with satire.

Freberg calls the series "audio programs" and he en-

visions people going to their record stores to buy the latest chapters. In fact, the first LP's closing remarks, replete with old radio cliches, includes the expletive to listen again same time, same phonograph for the next album.

One of the LP's routines, "The Flackman and Regan," was released as a single last week in San Francisco with KSFO banning the disk after one play. Other stations in the Bay Area have aired the monolog, with Capitol now shipping the disk to other cities. San Francisco received advance copies when someone in the branch there accidentally mailed them out ahead of the release date.

Freberg has been under contract to Capitol since 1949. His last album was "Stan Freberg Presents the United States of America, Volume I" released in 1961. Several additional volumes had been planned, but the project was shelved when Broadway producer David Mer-

rick entered into and out of negotiations with Freberg to produce the album as a musical.

Suddenly the talks are on again, Freberg said last week. "Now we're seriously talking about producing the show for the fall season and I'm going to New York next week to talk with Merrick. If the play comes out in January, I'm faced with the dilemma of releasing an original cast album on top of Volumes 2 and 3.

Freberg hopes to record an album for the "Underground" series every other month. If he's doing the Broadway bit, he'll cut the LP's in the East.

He has already written his second "Underground" LP and hopes to have it recorded within a month. He recalls that when he began his satirical singles for Capitol, he stood alone in this field. But he did have run-ins with the label's legal department. If not for his friendship with Jack Webb, then the star of "Dragnet" on TV, he could never had cut his "St. George and the Dragon" disk. Freberg says Capitol has a different attitude now which allows him greater freedom.

## Chess Moves Into Its Own Bulding

CHICAGO — Chess-Checker-Cadet Records has moved to its own eight-story building at 320 East 21st Street here. In addition to offices, the new headquarters includes five modern recording studios, sales offices of WVON and WSDM-FM, Midwest Pressing, stockrooms and warehouses, printing and plating departments, tape vaults and Mar-Ken Enterprises, Inc., advertising affiliate, and the publishing affiliate, Chevis Music.

## Pye, Vogue Rep

NEW YORK—Irving Chezar represents Pye Records and Vogue Records in the United States. The Vogue connection was omitted from a story last week.

# CMA, WSM NOT WITH PAGEANT

NASHVILLE — The Country Music Association and WSM radio officials last week denied any connection with an organization known as the Miss Country Music America Pageant. Bill Denny, president of the CMA and head of Cedarwood Music, said the pageant had contacted both the CMA and WSM and had been turned down. The pageant organization has been notified not to use the name of CMA and WSM or claim affiliation, Denny said. Bill Williams of WSM issued a similar statement. The pageant reportedly seeks \$100 from radio stations as a fee for the station entering a girl in the contest.

# CMA and 20 Coast Stations To Stage 'Hoedown' Sept. 13

LOS ANGELES—The Country Music Association of Nashville and 20 affiliated country music radio stations based on the West Coast have teamed up to present a luncheon and country music spectacular Sept. 13 here at the Coconut Grove.

The show, "Big, Wide, Wonderful World of Country Music," was written and produced by Gene Nash. It stars LeRoy Van Dyke and His Auctioneers and Auctionettes, Dottie West, Johnny Sea, and there will be a special guest appearance by Minnie Pearl.

The show is being presented to acquaint key advertising executives and representatives,

product sponsors, and motion picture and TV executives with the recent growth of country music. Dan McKinnon of KSON, San Diego, has headed the CMA committee for the affair, assisted by Dick Schofield of KFOX, Long Beach, and Ken Nelson, country a&r producer at Capitol Records.

More than 600 persons are expected to see the 45-minute show. Among the stations sponsoring the project are KSAY, KEEN, KEAP, KUZZ, KIEV, KWOW, KGBS, KFOX, KSON, KCKC, KWJJ, KAYO, KHAT, KRDS, KSOP, KHOS, KLAK, KHEY, KMOP and KTOO.

All it needed was a  
little persuasion from  
*Patti Page...*



and a country song suddenly  
became a **pop hit single!**  
***"Almost Persuaded"*** 4-43794

Where the action is. On COLUMBIA RECORDS 

This One



061S-CPB-2H8H

© COLUMBIA MARCAS REG. PRINTED IN U.S.A.

Copyrighted material

# Amy-Mala-Bell Bows New Design

NEW YORK — Amy-Mala-Bell will launch a new label design for all three of its record labels. This new image, said President Larry Uttal, is part of a world-wide drive to establish stronger the firm's corporate image. The new design is effective Tuesday (1).

Within a month, all Canadian product, including all of the subsidiary labels of the firm, will be released on the Bell Records label. Distributor will be Quality Records, which previously issued the product on its own label. After Jan. 1, all Amy-Mala-Bell product will be released world-wide on the Bell

label. Before, the firm's product was issued world-wide on EMI's Stateside Records. EMI will continue to handle distribution for the world Bell label.

The campaign is geared to further the Bell Records image around the world. Uttal said, "I think we're strong enough now. We have enough artists, record producers, and hit records under our belt. Once our world image is established, it will help us get more new artists and labels. We haven't had enough going for us before this." Subsidiary labels handled by the company in the U. S. will remain unchanged; Amy-Mala-



Bell distributes and promotes more than 25 different subsidiary labels.

## Distrib Deal

Uttal just signed a distribution agreement with Dimitri Villard of Washington for Jet Set Records. First release under the new deal will be Eldridge Holmes with "Gone, Gone, Gone," to be followed soon by a Sam and Bill record. The group has just signed with Jet Set.

Uttal also signed a long-term contract with Marshall Sehorn and Allan Toussaint of New Orleans for producing records by Lee Dorsey, whose current hit "Working in the Coal Mine" on Amy Records is No. 8 this week on Billboard's Hot 100 chart.

# Jubilee Plans Comedy Club

NEW YORK — Jubilee Industries is beginning a Comedy Record Club, which will distribute comedy disks of all labels through the mails. While the new club will handle all types of comedy material, it will be especially designed for adults, according to Elliot Blaine, executive vice-president of Jubilee, who is directing the operation.

Mailings will be sent out this month to the more than 140,000 members of the Knockers Up Club, which was formed through application blanks included in Rusty Warren's "Knockers Up" album on Jubilee Records. Blaine, who said details are still to be being worked out for the comedy club, explained that an initial fee would be good for a lifetime membership.

Members will not be required to buy any minimum number of disks, although a selection from Jubilee's "Life of the Party" catalog will be sent each member. Blaine estimated that record discounts would run about 35 per cent. A newsletter also will go to members. Blaine, who estimated that new memberships in the Knockers Up Club averaged about 140 a day, said an extensive advertising campaign also will be utilized for the Comedy Record Club.

# London Push on Mantovani Pkg.

NEW YORK—London Records will pull out all stops to promote the new de luxe Mantovani package when the British artist arrives here next month for his 10th annual U. S. tour.

Some 3,500 radio copies of the album will be sent out, with disk jockey interviews set in major markets, LP prize promotions planned for listeners, a "Mr. Music" easel for retailers.

The tour runs from Sept. 24 to Dec. 4 and will cover all of the U. S. and Canada.

# Hollywood Records Back in R&B Action

NASHVILLE — Don Pierce, chief of Starday Records here, is reactivating his r&b label—Hollywood Records. Pierce started the label in 1952 in Hollywood with the late John Dolphin and later acquired all interests. Pierce also took over about that time Downbeat and Swingtime Records. Many of the masters under these labels have been active ever since.

Jim Wilson, head of sales for the record company, said the reactivated label would deal mostly with purchased masters and that he is in the market for them.

Executive vice-president Hal Neely visited New York last week searching for material in the current r&b drive. Both Neely and Wilson have considerable experience in promoting r&b product. The Hollywood label will be distributed largely through Starday distributors, but other distributors may be acquired in certain areas.

Starday just recently acquired two new distributors for the Texas-Oklahoma areas: H. W. (Pappy) Daily in Houston and Big State in Dallas. In addition, Pierce will represent Daily's music catalogs in Nashville.

# Mercury's 'Profit Picture' Fall Program Is Launched

CHICAGO — Mercury's fall program, titled "Let Mercury Put You in the Profit Picture," was launched this week and will run until Oct. 15.

The program will feature albums by Johnny Mathis, Moms Mabley, Horst Jankowski and a rock album by Your Gang, which was produced by Your Productions, Los Angeles firm headed by Steve Clark.

The classical program features a four-record de luxe box set of "Four Great Violin Concertos" performed by Henryk Szeryng, the music of the late Eric Coates with the London

Pops Orchestra, the world premiere recording of "Fynsk Forar" with the Danish Radio Symphony, and Howard Hansen conducting the Eastman Rochester Orchestra in his own "Symphony No. 3" and "McDowell Suites," released in honor of the composer's 70th birthday.

Limelight albums are by Oscar Peterson with Sam Jones and Louis Hayes, Art Blakey, a reissue of Cannonball and Julian Adderley and a Zoot Sims-Gerry Mulligan record.

Details on discounts and sales aids are available from Mercury distributors.

# WB's Rose Will Visit Far East

LOS ANGELES—Phil Rose, Warners-Reprise Records international director, leaves Sept. 6 on his first trip to visit Far East licensees. During his two-and-a-half-week jaunt, he will visit affiliates in Hong Kong, Japan, Manila and Australia. Rose previously accompanied label president Mike Maitland to Europe, and the Far East trip is in line with the company's program of sending its international man overseas twice a year.

# Promotion on Dove

NEW YORK — Diamond Records is running a special promotion on its fourth Ronnie Dove album, "Ronnie Dove Sings the Hits for You." Distributors will get one free LP for every five purchased through Jan. 31. The deal will be passed on to all qualified dealers, one-stops and rack jobbers. The disk includes standards and Dove's two latest hits, "Let's Start All Over Again" and "Happy Summer Days."

# 9 ALBUMS IN TOWER PKG.

LOS ANGELES — A nine-album fall release package is set by Tower Records, including the soundtrack of "The Wild Angel," an American International film. The disk features Davie Allen and the Arrows, the Hands of Time, and the Visitors. Other sets are by Kay Adams, Dean Martin, Ian Whitcomb, the Louvin Brothers, and Justin Wilson, and two disks with religious and ethnic LP's, "Canticle of the Gift" and "Jewish Songs." The release also contains the first album on the Uptown label, songs by Gloria Jones.

# Acuff-Rose Files An Infringement Suit Vs. Five

NASHVILLE—In a suit filed in the U. S. District Court for the Southern District of Tennessee, Acuff-Rose publications has charged five defendants with infringement.

Acuff-Rose claims that the song, "A Million and One" (also known as "A Million and One Times") is an infringement of the Acuff-Rose song, "I Can't Stop Loving You," by Don Gibson.

Defendants are Yvonne Devaney, writer of "A Million and One Times"; Monument Records, which recorded the song with Billy Walker; Liberty Records, which recorded the song with Vic Dana on Dolton; Warner Bros. Records, which recorded the song with Dean Martin on Reprise, and Silver Star Publishing Co., Miss Devaney's publisher.

Acuff-Rose seeks an injunction, damages, an accounting and court costs.

# New Breed Hires Cordell for Year

LONDON—New Breed Productions, an independent producing firm here, has signed a one-year exclusive pact with British Decca for the production services of Denny Cordell. Cordell owns New Breed Productions in association with David Platz, managing director of the Essex Music Group and director of operations for The Richmond Organization in the United States. Beverly will be the first of a series of artists to be produced by Cordell under the deal. The Moody Blues and Georgie Fame, who also are produced by Cordell, are not included in the new arrangement.

# CBS Germany Releasing Low-Price Opera Series

FRANKFURT—CBS Schallplatte, the German CBS subsidiary, has released a special series of low-price opera LP's—"Aus der Welt der Oper."

Priced at \$2.40, the LP's include excerpts from "Don Giovanni," "La Traviata," "Rigoletto," "The Barber of Seville," "Madame Butterfly," and "The Marriage of Figaro."

Others in the series are Verdi's "Nabucco," "The Merry Widow," and "Beloved Opera Choirs." The LP's are produced with German and Italian musical organizations, the Radio-Symphonie-Orchester Berlin, Pro Musica Symphonie-Orchester

Hamburg, the orchestra and choir of the Nuovo Teatro di Milano, and the Orchester des Operettentheaters Hamburg.

CBS Schallplatten has also released a special series of seven-inch classical and light classical EP's, including "Operetta Request Concert," "The Marriage of Figaro," "Rigoletto," "Don Giovanni," and "Madame Butterfly."

The EP's are essentially compressed versions of the LP's. CBS is using the low-price LP combined with the EP version to generate the widest possible market for classical, which is the fastest-growing segment of the German disk trade.

# Alshire Presents Will Release 10 'Strings' LP's at \$1.89 List

LOS ANGELES—Ten new 101 Strings albums will be released on the Alshire Presents label in September, all geared to a \$1.89 suggested list. The lush German-recorded products previously listed for 99 cents, but Alshire's owner Al Sherman wants stores to maintain a respectable profit.

For the past six months, Sherman has not released any 101 products, allowing existing merchandise in the field to be moved out. The new release features music of Israel, Greece, Erin, Poland, Russia and the blues.

Sherman records his own works and does not lease masters.

While he maintains a network of distributors in major markets, Sherman deals directly with major racks and mass merchandisers in key cities. The former distributor has been a manufacturer since September of 1965 when he bought the Somerset Stereo-Fidelity operation from Dave Miller, who is retained exclusively by Sherman to record products.

Somerset Stereo-Fidelity will

# Sinatra 'Strangers' Tapped by RIAA

LOS ANGELES—Frank Sinatra's "Strangers in the Night" album has been certified for a gold disk by the Record Industry Association of America. The Reprise Records LP is Sinatra's fourth gold album, previous accolades going for "September of My Years," "A Man and His Music" and "Sinatra's Sinatra."

# Featured in Philips' Fall Release Plan

CHICAGO—Multiple-record sets by Lorin Maazel, backed with a strong classical and pop-album line-up, feature Philips Records' fall release program.

Featured artists are the Swingle Singers (who start a three-month U. S. tour in November), the Mystic Moods Orchestra, Teresa Brewer, Paul Mauriat, the Gotham String Quartet and the Maazel three-record set of Bach's "Mass in B Minor."

Classical releases also feature Gerard Souzay, the London Symphony Orchestra in the first stereo version of "Manfred," and cellist Maurice Gendrin.

The price on the Maazel recordings has been cut to \$3.79-\$4.79, with each album carrying a pressure sensitized sticker indicating the lowered classical introductory list.

# If my car could only talk

b/w Song of Lita K-13576



That "Lightnin' Strikes" lad  
has a thunderin' new hit!

## Lou Christie

Produced and Arranged by Jack Nitzsche for R. P. Marcucci Ent., Inc.

At 45 r.p.m., the loudest sound you'll hear is the ring of the cash register.



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

# Justice Dept. Position Is Unjust, Angry ASCAP Charges at Probe

WASHINGTON — A Justice Department spokesman's argument against copyright fees for community antenna systems as an unnecessary extension of author "monopoly" and an unjust "toll" against CATV use, brought scathing counter-argument from ASCAP counsel Herman Finkelstein here last week.

Testimony by an acting assistant attorney general, Edwin Zimmerman, was also dubbed "contradictory" by acting chairman Sen. Quentin Burdick (D.-N. D.) during a Senate copyrights subcommittee hearings on the CATV issue in copyright law revision. The hearing was the second and last by the Senate group on the House copyrights subcommittee plan to grade CATV copyright liability according to impact on the copyright owner's market, exempting only local fill-in service (Billboard Aug. 13, 1966).

Antitrust spokesman Zimmerman said there should be no copyright liability at all for community antenna systems, which pick up TV programming free, and wire it into subscribers' homes for a monthly fee. The antitrusters fear that networks and large copyright holders in movie and program production could use leverage of high copyright fees to control or take over the antenna systems for themselves. Justice feels that blanket copyright liability for CATV would interfere with FCC regulation of the cable service.

The Justice Department spokesman's interpretation of the copyright law produced shock

in the hearing room. Zimmerman said the "toll" imposed by the law is mean only as an incentive to creation of the work, and payment must be "fairly assessed," on the basis of public use. The law limits the author's "monopoly" over his property.

Applying this to the CATV issue, Justice figures that television viewers have already paid

program copyright costs indirectly through buys of sponsors' products. Broadcasters and sponsors should pay slightly higher rates to copyright owners, if necessary, to cover CATV-enlarged audiences. In this way, Justice thinks CATV can get a free ride in copyright exemption "without injury" to the copyright owners.

## Creative Broadcasting Enters Premium Field

LOS ANGELES — Creative Sound Productions is entering the premium business, in an expansion move out of the strict sacred field. President Bob Cotterell said he has concluded sales deals with several budget labels to purchase their product for use as premiums.

Cotterell plans offering catalog-type premiums in the religious, pop music, children's stories and adult Bible lesson fields. Among the lines he may draw from are Pickwick/33, Alshire Presents, Sunset, Somerset, Supreme Recordings, Word, Crown, Design, Grand Prix, Happy Time, Hilltop, Grand Disc, Cricket, Instant Learning, Sword, Console and Gospel Sing-time.

Included in the artists are a number previously recording for Capitol who are now being released on Pickwick/33, notably Frank Sinatra and Nat Cole.

Since its inception one and a

half years ago, Creative Sound, a religious specialty house, has maintained a custom disk operation. This newest move is seen by Cotterell as an "added source of distribution" in an area that's hardly been tapped. Cotterell reports negotiations with a drug and furniture chain for premium business. He has several options available in creating premium packages: either offering an account the already completed LP by the artist or to select tunes from several LP's for packaging in one album.

## 30G Toward Rothfeld Fete

NEW YORK — The dinner-dance honoring E. J. Korvette's David Rothfeld being staged by the Music Industry Division of the United Jewish Appeal has raised \$30,000 toward its \$100,000 goal. The Music Industry Division's committee responsible for the Oct. 24 event met last week to review its plans.

Eric Bernay, the committee chairman, revealed a list of firms which have made contributions: These include Columbia Records, Columbia Records Special Products, Columbia Custom and Engineering, CBS Record Club, Epic Records, Amy-Mala, Walco, Decca, Vanguard, RCA Vitcor, Warner Bros. Reprise, Musicor, Kapp, Atlantic, London MGM, Capitol, Scepter-Wand, Fiesta, SESAC, Ambassador, Elektra and Sam Goody.

## Big 3 to Move

NEW YORK — The Big 3 Music Corp. (Robbins-Feist-Miller), which recently scored with moves in the pop field, international and talent, will move to new quarters here shortly after Labor Day. The publishing firm will occupy offices at the recently completed MGM Building at 1350 Avenue of the Americas.

## Merco, Stern Bros. In Licensing Deal

GARDEN CITY, N. Y. — Merco Enterprises, Inc., has signed a long-term licensing agreement with Stern Brothers to operate the record departments in Stern's Paramus, N. J.; Paterson, N. J.; Prekness, N. J., and Manhattan department stores. Jack Grossman, Merco president, said the licenses brought the number of leased departments currently operated by Merco to 34. The rack jobber also services about 100 retail record departments, 40 "junior" departments in variety stores, and college book stores in 24 States.

# Executive Turntable

Mickey Kapp, executive vice-president of Kapp Records, has resigned and will announce his plans shortly. Elsewhere on the Kapp front, Herb Gordon has been named promotion man for the Delaware Valley, working out of Philadelphia. He will report to Gene Armond, national promotion manager.

Billy James has resigned as a Columbia Records artists relations manager in Hollywood to become Elektra Records new Coast director handling artist development and publicity. He opens offices Monday (29) at 6290 Sunset Boulevard.

Marilyn Reiss has been appointed permanent director of West Coast operations for the Merrick Co. with offices in Los Angeles. Miss Reiss, who had operated out of the firm's New York office before beginning as head of the public relations company in Los Angeles on June 1, previously held executive posts with Robers and Cowan, CBS-TV, Arthur P. Jacobs and Walt Disney Studios.

Harvey H. Cowen was named to the new position of assistant advertising manager of MGM Records. He will report to Jack Maher, company's ad director. Cowen joins MGM from an advertising agency specializing in product promotion on network TV. Before that Cowen was local promotion manager for Columbia Records, held a similar berth with Mercury Records, and was a song plugger for Music Publishers Holding Corp.

Joe Lombardi has left the personal management firm of Tush-Lombardi Associates; senior partner Paul Tush has set up Paul Tush Artists Personal Manage-

ment to handle the previous firm's clients.

Ernie Altschuler, executive a&r producer with Columbia Records, is leaving to join RCA Victor Records in an executive capacity.

Walt Heebner has joined Muntz Stereopak in its music duplicating department. The former Autostereo executive will also function as liaison with record companies.

Harry Anger is RCA Victor's new manager of popular advertising and display, succeeding Harold (Hank) Greer who has been promoted to manager of advertising and sales promotion services for the Radio Corp. of America. Anger will report to George L. Parkhill, manager of advertising and promotion for Victor. Before joining Victor, Anger was creative director of Spencer Advertising Co. and previously worked with Warner Brothers Records, MGM Records and Victor.

Bea Marx has been promoted to publicity director of Fredana Management. She has worked with Fredana for four years as executive assistant to Fred Weintraub, president of the firm.

Gene Block has left Warner Bros.-Reprise Records. He was national sales manager. Previously he was Western regional sales chief for Columbia. He is currently investigating new affiliations. His chores will be handled by current WB personnel with no replacement being sought immediately.

Donald McAfee, composer, has been named assistant editor at the Bourne Co. He will work with Ralph Satz, editor in chief, in preparing for publication new, original works by American composers.

### PUBLIC HEARING STATE OF NEW YORK

### MINIMUM WAGE DEPARTMENT OF LABOR

Pursuant to Article 19 of the Labor Law (Minimum Wage Act) as amended by Chapter 649 of the Laws of 1966, the Minimum Wage Board appointed by the Industrial Commissioner, will hold public hearings of a fact finding nature in connection with regulations and allowances contained in the Minimum Wage Orders promulgated by the Industrial Commissioner prior to this date.

Such regulations may relate to piece rates and overtime or part-time rates; waiting time and call-in pay rates; wage rates provisions governing split shifts, special spread of hours and weekly guarantees; and special provisions to prevent the curtailment of employment opportunities for persons whose earning capacity is affected or impaired by youth or age or by physical or mental deficiency or injury.

Such allowances may relate to gratuities, and, when furnished by the employer to his employees, meals, lodging, apparel and other such items, services and facilities.

The hearings will be held as follows:

New York City	Workmen's Compensation Board, Room 545	50 Park Place
Syracuse	State Office Building First Floor Hearing Room	333 E. Washington St.
Albany	New York State Capitol Building	Court of Claims Court-room, 2d Floor

Industry	City	Date	Time
Laundry	Albany	September 6, 1966	10:00 A.M.
	New York City	September 13, 1966	9:30 A.M.
Cleaning and Dyeing	Albany	September 6, 1966	10:00 A.M.
	New York City	September 13, 1966	9:30 A.M.
Resort Hotel	Albany	September 6, 1966	1:30 P.M.
Building Service	New York City	September 9, 1966	9:30 A.M.
Retail Trade	New York City	September 9, 1966	2:00 P.M.
	Syracuse	September 19, 1966	9:30 A.M.
Hotel (All-year)	New York City	September 12, 1966	9:30 A.M.
	Syracuse	September 20, 1966	9:30 A.M.
Restaurant	New York City	September 12, 1966	9:30 A.M.
	Syracuse	September 20, 1966	2:00 P.M.
Miscellaneous Industries and Occupations	New York City	September 12, 1966	2:00 P.M.
	Syracuse	September 19, 1966	2:00 P.M.
Confectionery	New York City	September 13, 1966	11:45 A.M.
Beauty Service	New York City	September 13, 1966	11:45 A.M.
Amusement and Recreation	New York City	September 13, 1966	2:00 P.M.

George Moskowitz, Chairman  
General Industry  
Minimum Wage Board

Dated: August 12, 1966



THE WINDY C LABEL and the Five Stairsteps have renewed their long-term contract with Cameo/Parkway Records. Curtis Mayfield, Windy C president, signs, as Neil Bogart, C/P sales manager, looks on. Standing, left to right, are: Fred Cash, co-producer of the group; Marty Thou, C/P regional promotion manager; the Five Stairsteps, and Cecil Holmes, C/P national promotion manager.

## LAS VEGAS STRIP GLOWS WITH LOT OF DISK TALENT

LAS VEGAS—Some of the leading singers in the record industry are currently playing the famed Strip here to the delight of a heavy summer tourist trade.

The record boys seem to have hit town all at once. At the Riviera, Vic Damone has been highly successful playing in the hotel's lounge. He is doing three shows a night and sings such favorites as "Marie," "On the Street Where You Live," "When You Are Alone" and "More."

Down the street is Buddy Greco, in the lounge at the Sands Hotel for the next four weeks. In his opening night show he included such big record sellers as "Lady Is a Tramp," "This Could Be the Start of Something Big" and "Around the World."

In the main showroom at the Sands is Steve Lawrence and Eydie Gorme.

Bobby Darin opened Aug. 18 at the Flamingo, and singing star John Gary closed there the night before. Darin, always a big favorite here, sang "Don't Rain on My Parade," "Quarter to Nine," "Artificial Flowers," and, of course, "Mack the Knife." He also did a medley of his top-selling records.

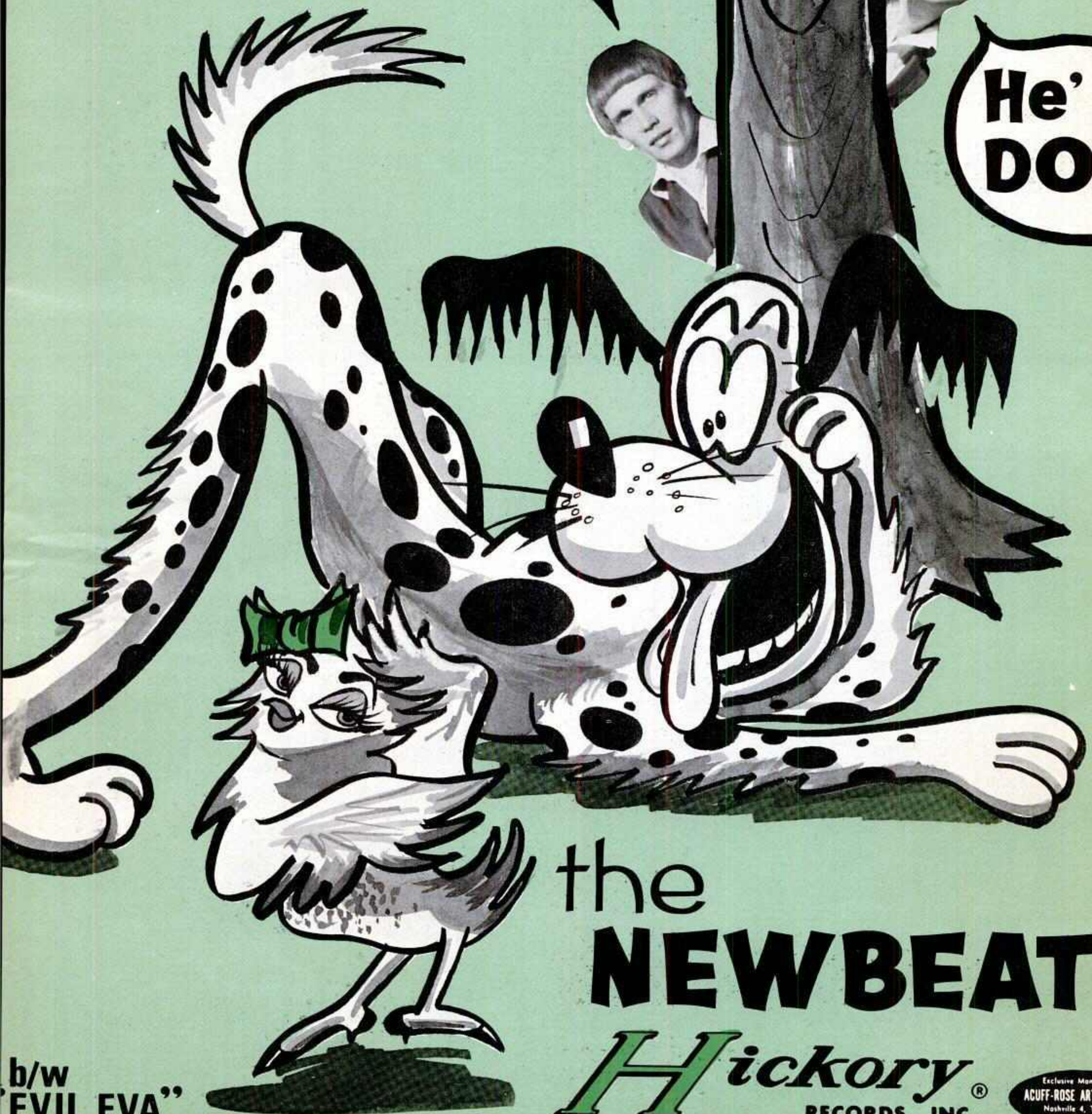


He's a  
**"BIRD DOG!"**

HICKORY 45-P-1408

He's a  
**BIRD!**

He's a  
**DOG!**



the  
**NEW BEATS**

*Hickory*<sup>®</sup>  
RECORDS, INC.

Nashville, Tennessee

Exclusive Management  
ACUFF-ROSE ARTISTS CORP.  
Nashville 4, Tennessee  
CYpress 7-5366

b/w  
"EVIL EVA"

# Today's the Golden Age for 'True' Indie Producer: TRO

• *Continued from page 1*

EDP equipment years ago, for the purpose of computing writer's royalties; now the use of this equipment is being expanded to cover the firm's entire international operation.

"What we are doing," Brackman noted, "is providing ourselves with every conceivable tool. For instance, our professional men have miniature transistor phonographs so that they can play material for artists anywhere — in restaurants, hotel rooms, etc."

"Today," Richmond added, "the publisher who serves as a mere custodian of the copyright does not meet the definition of a true publisher. He is merely fulfilling a non-creative segment of the total publisher function. The true publisher must be an extension of the writer. TRO is in business to function as an arm of the writer in all ways: to help

him economically, to encourage him and keep up his morale, to effect proper marriage of lyricist and melodist, to give full exploitation to his works — and finally to effect 'writer continuity,' or the development of a writer over a long period."

## Lyrics Important

Richmond and Brackman feel that in today's music business, a song's lyric is important. "Publishers usually judge a finished song. We seek to develop lyric writers as part of our writer workshop."

Examples are TRO's Gene Lees and Fran Landesman. The former is a novelist and critic, and Landesman, too, is a writer. "By perseverance," says Richmond, "we build writers and get continuity from them . . . the kind of continuity one has with Antonio Jobim or a Charles Aznavour, or Anthony Newley and Leslie Bricusse."

Another phase of TRO's operation is the building of song repertoires for artists. "This is a key way to start the life of a song and get it exposed, and we do it all over the world," Richmond stated.

The more independent publishers there are, the better for the music industry, provided they are publishers in the broad sense, he said, and added: "Good competition is welcomed; it promotes traffic in stores and it opens new markets all over the world."

TRO recently opened new offices in London and it operates a fully staffed office in France and Australia. These are



AL BRACKMAN

all geared to the needs of the writer. An upcoming development will be the creation of a TRO office at Palm Springs, complete with writers' workshop facilities.

"Our job today," said Richmond, "is communications—communications with the writer and with the world markets."

## 'Action' Oct. 3

• *Continued from page 4*

set for January by a major studio. Nash said he hopes the movie will serve as encouragement to other Nashville songwriters to consider the movie as exposure for their material. He is planning for a cast album. The soundtrack is being cut Aug. 29-31 in the Columbia Records studios in Nashville.

Making his debut in the film is Nashville deejay Bill Craig of WKDA. The film will be shot at Samuel Goldwyn Studios, Hollywood.

# Steen and 3 Distributors Merge Forming a Giant Complex

• *Continued from page 1*

Steen estimated that the new Recordwagon firm will reach an annual sales volume in excess of \$15 million. Steen said the three distributorships will enjoy the benefits of Recordwagon's computerized operation, and will have access to its electronic data processing equipment.

Steen revealed that Recordwagon is now adding 25,000

square feet of space to its headquarters here, giving the firm a total of 50,000 square feet. The additional space will be used to house both the Dumont and Bay State operations. Both will move here as soon as the construction is completed.

Steen also said that the warehouse branches are in their pilot phase of operation in Jacksonville, Fla., and in Dallas. The official kick-off for both will be Sept. 1.

## MGM Re-Signs Lainie Kazan

NEW YORK—Signer Lainie Kazan re-signed a long-term contract with MGM Records at a luncheon at Sardi's Restaurant here. Mort L. Nasatir, MGM Records' president, announced the signing. Miss Kazan will appear at the Fremont Hotel in Las Vegas Sept. 29 to Oct. 6. Other appearances slated this year will be at Purdue University, the Diplomat Hotel in Miami Beach, and the Fairmont Hotel in San Francisco. She also will tape an appearance for the Dean Martin TV show.

## Cesana Is Signed By Audio Fidelity

NEW YORK—Audio Fidelity Records has signed Cesana, composer-arranger-conductor, to a recording contract and will release a series of Cesana albums beginning next month. He will record in Paris, London and Rome. The material will be lush instrumental.

## Cap Stock Setup

• *Continued from page 3*

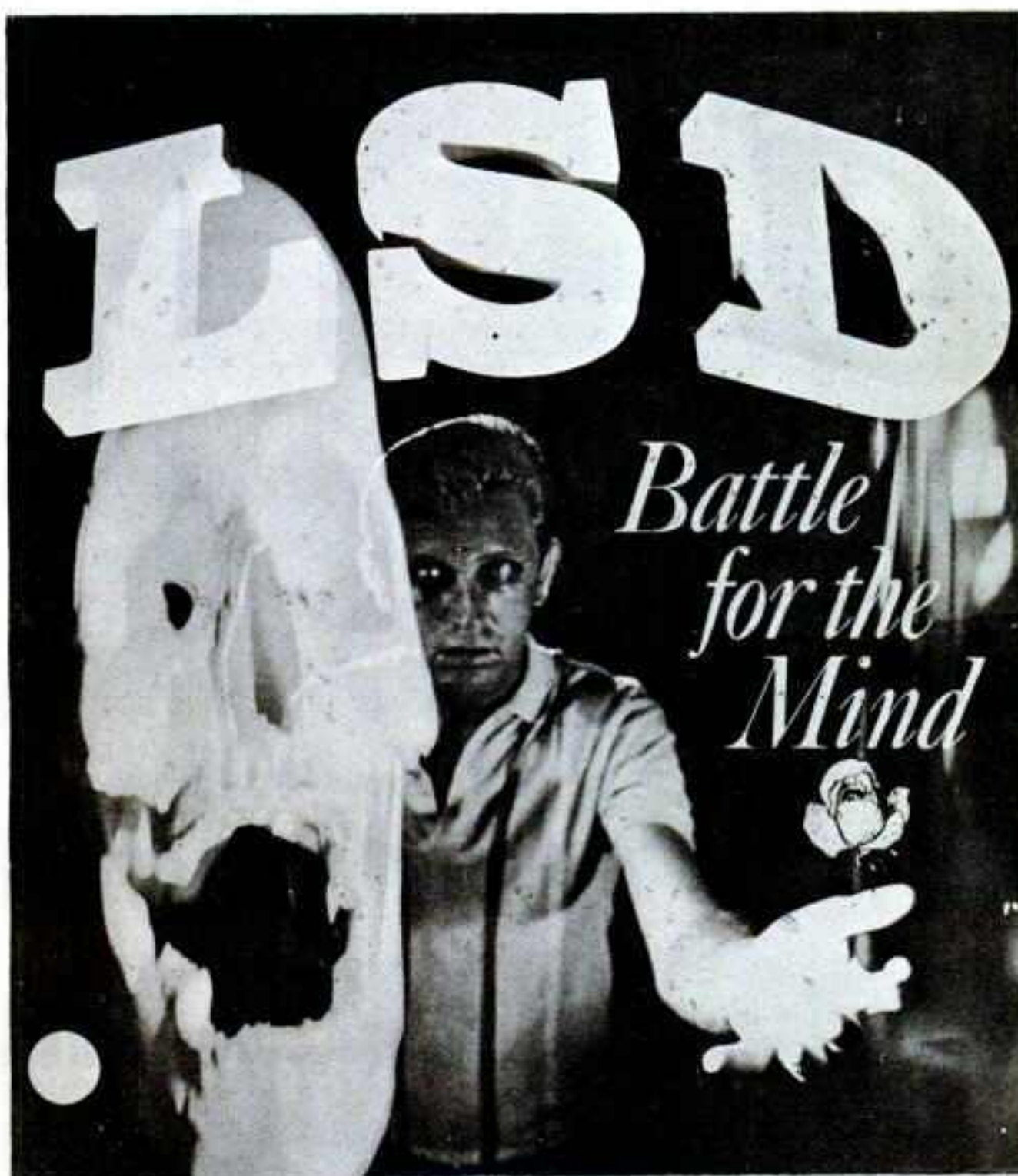
this week's Billboard seminar in Chicago as important in spreading information about the industry.

The president also announced a recently concluded deal with General Electric for distribution of Pickwick product. He emphasized the importance of this arrangement for cartridges. Also new for the company was its Nashville office and an agreement for Capitol distribution of Pickwick-33 and Hilltop in Canada.

While noting that Pickwick had agreements with 14 record companies, he said the Capitol agreement meant, "We unquestionably have the finest catalog available at under \$2." He added, "We're exceeded only by RCA Camden. But we're breathing hard on their necks and expect to surpass them soon. . . . I think we have a long way to go with Capitol. They're very co-operative, fine people to deal with."



HOWARD RICHMAN



Supreme M-113

Areas still open for distribution

# TOO HOT TO HANDLE?

WE DON'T THINK SO!

This record faces head-on the psychedelic drug menace! It offers a panoramic exploration of the subject and (in its positive approach) outlines the answer!

A SHOCKER PERHAPS . . . BUT THIS VINYL-VOICE DARES TO SPEAK OUT

"LSD" was researched and narrated by Willard Cantelon, lecturer and TV personality. It includes quotes from interviewees with users as well as medical and legal authorities.

If not available thru local sources contact:

**SUPREME RECORDS**

P.O. BOX 352 GLENDALE, CALIF. 91209  
PHONE (213) 245-3646

**TWO NATURALS FROM MOTOWN**

**BEAUTY  
IS ONLY  
SKIN  
DEEP**



*The Temptations*

GORDY 7055



**WHAT  
BECOMES  
OF THE  
BROKEN  
HEARTED**



*Jimmy Ruffin*

SOUL 35502



*The Sound of Young America™*

## Kingston 3 Hails Campus Dates

By ELIOT TIEGEL

LOS ANGELES — "If it wasn't for college concerts we'd be dead!" asserted composer John Stewart, a member of the Kingston Trio.

The trio has great respect for college gigs. The trio helped pave the collegiate trail for top-dollar performers.

"Colleges want more concerts," Stewart added. "They're making money on these things." While the Trio is cognizant of the growing sweep for rock 'n' roll dances among collegians, they nonetheless feel that the undergraduate area is very much their balliwick. "We'd be silly to get off the college circuit," added Nick Reynolds. "It's a ready market; the best audience for us. The students are very responsive. And they're old enough to understand what's going on."

Ten years ago when the group moved out of its own undergraduate status to become professional singers, it had no idea of the path that would unfurl for its brand of folk singing. After their first major single smash, "Tom Dooley" inundated the airwaves in 1958, they played 285 consecutive concerts.

Today, their schedule is preened to from 30 to 50 college dates. Financial solvency allows freedom of selections.

The Trio says it has gone through three generations of college kids. "The kids today are aware; they bother to listen to the lyrics and don't take anything at face value," Reynolds continued. "Collegians won't get stampeded into fads."

In traveling all over the country, the Kingstons (add Bob Shane as the third member) have found a disconcertingly uncomfortable attitude in the South. "There's an element there which feels we're liberal folk singers," Stewart explained. A clause in their contract forbids discrimination in seating or ticket sales. "So they know right away where it's at," Stewart snapped. "There's a certain look and cool there that we don't find in

Northern colleges. The fraternity boys have a 'cut 'em down, Harvey' attitude. The facade of the Confederacy is crumbling and they won't let go."

Stewart amplifies this reaction by saying that the Southern students aren't bad, it's just that there's an uneasiness found among a group of young people.

When the trio signed with Decca over a year ago, part of the stipulation was that Universal TV wouldn't develop a property for the boys. "We did a pilot," Reynolds revealed, "but it didn't come off. We're not very good on TV. We get up tight without an audience."

During a recent Lake Tahoe stint, the Trio recorded the ingredients for their forthcoming de luxe anniversary LP. When released it will mark their 29th LP, including 24 in the Capitol catalog.



CUTTING A NEW RELEASE titled "I Struck It Rich" is Len Barry of Decca Records. From left, arranger-conductor Jimmy Wisner, producer Dave White, Barry, and producer John Madara. Session was in New York.

## Beatlemania Turns To 'Beatle-waneia'

NEW YORK — There were certain unmistakable signs at Shea Stadium Tuesday night (23) that the phenomenal popularity enjoyed by the Beatles has begun to wane. Although their 35-minute concert netted them a whopping \$189,000, the Liverpool moppets drew only 45,000 fans compared with the capacity crowd of 55,000 that jammed the ball park for last year's show.

Perhaps a more significant omen came from being able to understand some of the lyrics to the group's 11 songs, including "Yesterday," "I Need Someone" and "Paperback Writer." In their previous appearances, the din of hysterical, teen-age girls drowned out all sound emanating from the highly amplified speakers.

Another indication that the Capitol Records stars are declining in popularity was the reaction, or lack of reaction, of the screaming Beatlemaniaics. In contrast to last year's concert, when the teeners in the lower boxes stormed the stage

en masse, only a score of hysteria-clutched fans braved the bolstered police lines (upward of 400 on the field).

It's doubtful that recent statements from John Lennon, concerning the status of Christianity in the world today, caused a dip in attendance. It is more likely that the mop-tops have saturated the market.

Whatever the reason, it seems that the Beatles have begun the long, slow downward journey, even though their concerts will attract thousands and their rec-

*(Continued on page 18)*

## Tamla-Motowners Go to Town

NEW YORK — The Tamla-Motown sound continues to delight and excite the teen dance set. In a sellout performance at the Forest Hills Music Festival Saturday night (20) the label's mainstays, the Supremes, Temptations and Stevie Wonder headlined a fast-paced, well-produced program that captivated the enthusiastic crowd.

The Temptations, a well-disciplined quintet of song-and-dance men, launched the concert with a barrage of their former hits, including "Why You Wanna Make Me Blue," "The Girl's All Right With Me," "My Girl," "My Baby," and "Ain't Too Proud to Beg." Dressed in white from head to toe, the talented boys were an impressive sight as they synchronized and sang 12 of their

Gordy Records singles, highlighted by their latest chart hit, "Beauty In Only Skin Deep."

Following the quintet, a rough task for any performer, was Stevie Wonder, the blind, young singer with the Ray Charles style. Wonder displayed his many talents (drums, piano, harmonica) along with his vocal ability, as he sang his smash hit "Uptight," the civil rights protest tune, "Blowin' in the Wind," his latest chart-buster, and finished with the audience-participation song, "La La La La La."

After intermission the concert's headliners, billed as the "No. 1 Female Singing Group in the U. S.," topped off the show with their typically smooth act, featuring their own top 10 hits, "Baby Love," "Stop in the Name of Love," "My World Is Empty Without You" and their current smash, "You Can't Hurry Love." The Supremes, top act in the Motown stable, also sang a bossa-nova version of "More," and a comedy routine built around "Queen of the House."

The crowd of 14,000 exuberant fans served as a strong vote of confidence for the Tamla-Motown empire and president Berry Gordy. **HERB WOOD**

was accompanied by the Jimmy Joyce Singers from his TV show, seated ringside, who broke into song.

Dick Stabile's 18-piece house band, conducted by Gary's pianist John Price, offered the backing for all the tunes, save "Music." Singer utilized the unusual approach of walking to the corners of the large room with a transistorized mike to allow backscatters a closeup peak. The spotlights barely picked him up, but the action was an appreciated surprise.

Booking is Gary's second in a year and, as a result of the TV exposure and RCA Victor disks, portends good box office.

**ELIOT TIEGEL**

## Gary Draws a Full House In 17-Tune Card at Grove

LOS ANGELES—John Gary gave a mature, polished performance in his Coconut Grove opening Thursday (18).

The host of his own summer TV series on CBS drew a full house of partisans who responded to all tunes. Gary's ability in handling ballads and medium-tempo songs was showcased in a 17-tune act.

His show consisted of casual patter, a smattering of humor and imitations and a style reminiscent of Perry Como's. Gary's voice carries echoes of the late Buddy Clark, but the emotion and drive are all his, notably on "What Now My Love?" "Prisoner of Love" and "Sound of Music." On the last-named tune, he

## Signings

**Herbie Mann** signed a new long-term contract with Atlantic Records. . . . **Mickey Rooney Jr.** to Liberty Records with "I'll Be There," his debut single. He's son of the film actor. . . . Cadet Records signed **Marlena Shaw**, a 23-year-old singer, to a long-term pact. . . . **Alan Arkin**, stage and screen actor, signed a long-term contract with Columbia Records. His initial disk will be "Barney's Love Song." . . . **Gili** joined Dot Records with "Don't Be a Loser" her debut disk. . . . **Anthony and the Imperials** inked a long-term contract with the William Morris Agency. . . . The **Pacesetters** to Galeiko Records with "Say, Sayonara" their first pressing. . . . **Charo** to ABC Records. . . . **Eileen Fulton**, actress-singer signed with Capitol Booking Corp. . . . **Glenn Yarbrough** signed for a second year as the off-camera singer for Italian Swiss Colony Wine TV commercials. . . . Capitol Booking Corp. signed **Los Bravos** and the **Satans 4**. The Satans 4 also signed with Atlantic Records. . . . **Glen Garison** with Cliffie Stone Productions. . . . The **Teachers** to ABC Records.



"The Velvet Groove," Howard Roberts' newest album on the Verve label (Verve V-8662), is the finest example thus far of the tremendous range and extremely sensitive touch of this fine musician. For this set, Howard has surrounded himself with the best sidemen in the business. And the entire package comes off as a swinging tribute to the man's great skills: "Indian Summer," "An Orchid for Miss Sterling," the rhythmic "The Innocents" and a huge-sounding "Polka Dots and Moonbeams" are among the 9 great cuts. Howard Roberts is one of the creative guitarists who has selected Epiphone as his instrument. Its excellent response and quality craftsmanship make it a guitar that a swinging professional like Howard Roberts can take for granted. Epiphone—choice of artists who can hear the difference.

(Advertisement)

Unsurpassed in Quality at any Price

**GLOSSY PHOTOS**

7½¢ EACH IN 8x10

1000 LOTS \$10.98 per 100

Post Cards \$40 per 1000

100 8x10 COLOR \$95.00

SPECIAL PROCESS 1000 8x10 \$165.00

**COPYART Photographers**

A Division of JAMES J. KRIEGSMANN

165 W. 46th St., N.Y. 36 PL 7-0233



**TRADE MARTIN**  
sings  
**"WORK SONG"**  
c/w "So This is Love"  
# **8926**

Exciting sound geared  
for what's happening in  
today's music scene.

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

*the Hits*

*the Label*

66-1001

**The Monkees**

COLGEMS

**LAST TRAIN TO CLARKSVILLE / TAKE A GIANT STEP**

Manufactured and Distributed by RCA



**Meet The Monkees . . .**

A different-sounding new group with a live, infectious feeling demonstrated by a strong rock beat that generates excitement from the opening note to the last groove.

See the Screen Gems TV Show "The Monkees," produced by Bert Schneider and Robert Rafelson, every Monday night on NBC-TV at 7:30 pm E.D.T. beginning Sept. 12th.

"Last Train to Clarksville" produced by Tommy Boyce, and Bobby Hart. "Take A Giant Step" produced by Tommy Boyce, Bobby Hart and Jack Keller.

Music Supervisor Don Kirshner.

**COLGEMS**

Manufactured and Distributed by RCA

*the Monkees!*

**ORDER FROM YOUR RCA VICTOR DISTRIBUTOR TODAY!**

# Show Stopper!

Marilyn Maye sings the title tune from the new Broadway production "Cabaret."

## "Cabaret"

c/w "Two Lovers" #8936

It's timely—It's right—It's terrific! The flip side is from the recently released movie "How to Steal a Million." This single's double dynamite—no Maye-be about it.

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





# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 118—Last Week, 146

\*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

**\*DUSTY SPRINGFIELD — ALL I SEE IS YOU** (Prod. ---) (Writers: Westlake-Weisman) (Anne-Rachel, ASCAP)—Lush production ballad with subdued vocal should surpass the smash "You Don't Have to Say You Love Me." Flip: "I'm Gonna Leave You" (Raintree, ASCAP). **Philips 40396**

**BOB DYLAN—JUST LIKE A WOMAN** (Prod. by Bob Johnston) (Writer: Dylan) (Dwarf, ASCAP)—Dylan's in top form with this much recorded bluesy ballad aimed right at the top of the chart. Flip: "Obviously 5 Believers" (Dwarf, ASCAP). **Columbia 43792**

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

**SAM & DAVE—SAID I WASN'T GONNA TELL NOBODY** (Prod. ---) (Writers: Porter-Hayes) (East-Pronto, BMI)—Hot on the heels of "Hold On, I'm Comin'," the wailing duo have an equally solid entry in this easy-rocker. Flip: "If You Got the Loving" (East-Cotillion, BMI). **Stax 198**

**PETER, PAUL & MARY—THE OTHER SIDE OF THIS LIFE** (Prod. by Albert B. Grossman) (Writer: Neil) (Third Story, BMI)—Smooth blues material from the pen of Fred Neil, together with a danceable arrangement serves as a powerful change of pace for the trio. Should climb rapidly. Flip: "Sometime Lovin'" (Blackwood, BMI). **Warner Bros. 5849**

**LESLEY GORE—TREAT ME LIKE A LADY** (Prod. by Bob Crewe) (Writers: Crewe-Knight) (Saturday, BMI)—This powerhouse Bob Crewe production, combined with strong vocal work and infectious melody should spiral up the chart. Flip: "Maybe Now" (Buffee, BMI). **Mercury 72611**

**\*TRINI LOPEZ—PANCHO LOPEZ** (Prod. by Don Costa) (Writer: Lalo Guerrero) (Wonderland, BMI)—A novel revival of the Davy Crockett melody is this happy rocker with special lyric perfectly suited to the Lopez style. Watch this one. Flip: "Hall of Fame" (Tridon, BMI). **Reprise 0508**

**ROBERT PARKER—THE SCRATCH** (Prod. by Whurley Burley) (Writer: Parker) (Bonatemp, BMI)—New dance craze should put this solid beat number up there where "Barefootin'" left off. Flip: "Happy Feet" (Bonatemp, BMI). **Nola 726**

**NINO TEMPO & APRIL STEVENS—ALL STRUNG OUT** (Prod. by Nino Tempo & Jerry Riopell) (Writers: Tempo-Riopell) (Daddy Sam-Jerell, BMI)—This exceptional number, that starts off easy and builds into a smooth rocker, could be just the one to bring the duo back to a high spot on the Hot 100. Commercial change of style for the team. Flip: "I Can't Go On Living Baby Without You" (Daddy Sam-Jerell, BMI). **White Whale 236**

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

**BEAU BRUMMELS—Here We Are Again** (Taracrest-Turrido, BMI) **WARNER BROS. 5848**  
**DAMITA JO—If You Go Away** (Marks, BMI). **EPIC 10061**  
**JEAN DuSHON—For Once in My Life** (Stein & Van Stock, ASCAP). **CADET 5545**  
**LES McCANN, Ltd.—Sunny** (MRC, BMI). **MERCURY 72612**  
**HERBIE MANN—Philly Dog** (East, BMI). **ATLANTIC 5074**  
**THE KINGSTON TRIO—Lock All the Windows** (SFO, BMI). **DECCA 32010**

**ROGER MILLER—MY UNCLE USED TO LOVE ME BUT SHE DIED** (Prod. by Jerry Kennedy) (Writer: Miller) (Tree, BMI)—Chalk up another hilarious, off-beat winner for Miller. Should hit with impact, pop and country. Flip: "You're My Kingdom" (Tree, BMI). **Smash 2055**

**TRADE MARTIN—WORK SONG** (Prod. ---) (Writers: Brown-Adderley) (Upam, BMI)—The recent Tijuana Brass success could fast be repeated with this pulsating vocal version. Should skyrocket Martin up the chart. Flip: "So This is Love" (Lollipop, BMI). **RCA Victor 8926**

**EDDIE HODGES—HITCH HIKE** (Prod. by David Nook) (Writers: Stevenson-Paul-Gaye) (Jobete, BMI)—The former Marvin Gaye hit is revived in this hot Detroit-sound arrangement destined to rush Hodges up the chart. One of his most commercial entries to date. Flip: "The Old Rag Man" (Sea-Lark, BMI). **Aurora 161**

**THE BITTER END SINGERS — EVERYBODY KNOWS MY NAME** (Prod. by Four Seasons Prod.) (Writer: Gaudio) (Seasons Four-Saturday, BMI)—New sound for the folksters with this commercial Four Seasons production and debut on the Atco label should hit with impact. Strong folk-rock dance beat in support of Dylan-type vocal. Flip: "Come the Mornin'" (Seasons Four, BMI). **Atco 6433**

**UNIQUES—RUN AND HIDE** (Prod. ---) (Writers: Stampley-Freeman-Wade) (Carnaby-Gallico, BMI)—Strong rocker that should prove the group's best chance for a national top-of-the-chart hit. Flip: "Good Bye, So Long" (Modern, Placid, BMI). **Paula 245**

**THE CAPES OF GOOD HOPE—SHADES** (Prod. by Roger Karshner) (Writer: ---) (Machiavelli, BMI)—The manager of the Outsiders, Roger Karshner, has come up with another winning group here, with this strong rhythm number and clever lyric. Left fielder to watch. Flip: "Lady Margaret" (Machiavelli, BMI). **Round 1001**

**VENTURES—GREEN HORNET THEME** (Prod. by Joe Saraceno) (Writer: May) (Hastings, BMI)—The Billy May TV theme gets a swinging going over via this version aimed at a high chart position. Flip: "Fuzzy and Wild" (Dobe, BMI) **Dolton 323**

**IAN & THE ZODIACS—Where Were You** (MRC, BMI). **PHILIPS 40369**  
**THE SCOUNDRELS—Up There** (Pamco, BMI). **ABC 10834**  
**THE ARROWS—Theme From the Wild Angels** (Dijon, BMI). **TOWER 267**  
**JERRY LEE LEWIS—Memphis Beat** (Screen Gems-Columbia, BMI). **SMASH 2053**  
**THE FIVE CARDS STUD—Everybody Needs Somebody** (Keetch-Dino, BMI). **RED BIRD 10-082**  
**THE LOCOS—Guantanamo Rock** (Stacey, BMI). **RCA VICTOR 8931**

## COUNTRY SPOTLIGHTS

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

**BUDDY STARCHER—THE FALL OF A NATION** (Prod. ---) (Writer: Babcock) (Glaser, BMI)—With the thought and story line that made "History Repeat Itself" a smash, Starcher has the ingredients, from the pen of Joe Babcock, to repeat that success. Flip: "Last Supper" (Cedarwood, BMI). **Decca 32012**

**SHEB WOOLEY — TONIGHT'S THE NIGHT MY ANGEL'S HALO FELL** (Prod. by Jack Clement) (Writer: Wright) (Vanjo, BMI)—Plaintive ballad, exceptionally performed, serves as a top-of-the-chart contender for Wooley. Flip: "Anchors Aweigh" (Tree, BMI). **MGM 13556**

**DICK CURLESS—THE BARON** (Prod. ---) (Writers: Hobbs-Curless) (Aroostook, BMI)—Based on the film, "The Blue Max," the lyric ballad captures the story of World War I's air battles. Disk has top pop potential as well. Flip: "A Good Job-Huntin' and Fishin'" (Aroostook, BMI). **Tower 255**

**GEEZINSLAW BROTHERS—YOU WOULDN'T PUT THE SHUCK ON ME** (Prod. by Ken Nelson) (Writer: Allred) (Geezinslaw, BMI)—**SNOOK IS THE ONLY TOWN FOR ME** (Prod. by Ken Nelson) (Writer: Miller) (Central, BMI)—Clever novelty material from the comedy duo that should fast establish them as a top record act. Equal potential for either side. **Capitol 5722**

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

**JOHNNY PAYCHECK—Ballad of the Green Berets** (Music, Music, Music, BMI). **LITTLE DARLIN 0011**  
**RED SIMPSON—I'm Turnin' in My Star** (Central, BMI). **CAPITOL 5717**  
**RUBY WRIGHT—A New Place to Hang Your Hat** (Tree, BMI). **EPIC 10055**  
**JOHNNY BOND—Hell's Angels** (Starday, BMI). **STARDAY 776**  
**BOB LUMAN—Come On and Sing** (Cedarwood, BI). **HICKORY 1410**  
**HANK LOCKLIN—The Best Part of Loving You** (Coldwater, BMI). **RCA VICTOR 8928**  
**KAY ADAMS—Little Pink Mack** (Central, BMI). **TOWER 269**  
**BILLY MIZE & THE JORDANAIREs—The Bigger the Fool** (Seashell, BMI). **COLUMBIA 43770**  
**CHET ATKINS—Prissy** (Vector, BMI). **RCA VICTOR 8927**  
**CHARLIE WALKER—I'm Gonna Hang Up My Gloves** (Blue Book, BMI). **EPIC 10063**  
**MARGIE BOWES—It's Enough to Make a Woman Lose Her Mind** (Stallion, BMI). **DECCA 32014**  
**MEL TILLIS—Stateside** (Cedarwood, BMI). **KAPP 772**  
**JAMES O'GWYNN—Eleven Years Ago** (Southtown, BMI). **HICKORY 1409**  
**DONNIE OWENS—Heart Attack** (Rende, BMI). **RAMCO 1971**  
**FRANKIE MILLER—Charlie's Got a Good Thing Going** (Starday, BMI). **STARDAY 777**

## R&B SPOTLIGHTS

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

**MIGHTY SAM — FANNIE MAE** (Writer: Glascoe) (Frost-Olivia, BMI)—Pulsating rocker loaded with excitement, driving dance beat and a wailing vocal performance. Should spiral up both the r&b and pop charts. Flip: "Badmouthin'" (Rising Sons, BMI). **AMY 963**

**FRED HUGHES —As Long as We're Together** (Joni-Lula, BMI). **EXODUS 1035**  
**ACE CANNON—More** (Marks, BMI). **HI 2111**  
**JOE SWIFT'S INTERNATIONALS—Bell Bottoms** (Keymen-Circleview, BMI). **ONACREST 501**

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

**JOE SIMON—Too Many Teardrops** (Combine, BMI). **SOUND STAGE 7 2569**  
**BILLY PRESTON—Sunny** (Portable, BMI). **CAPITOL 5730**  
**BILLIE DEARBORN—Down** (Saturday, BMI). **DYNO VOICE 223**  
**THE O'JAYS—Stand in for Love** (Metric-Bar-New, BMI). **IMPERIAL 66197**  
**EARL GAINS—The Best of Luck to You** (Cal, BMI). **HBR 481**  
**THE TRIUMPHS—Walkin' the Duck** (Press, BMI). **VERVE 10422**

SEPTEMBER 3, 1966, BILLBOARD

Copyrighted material



look into...

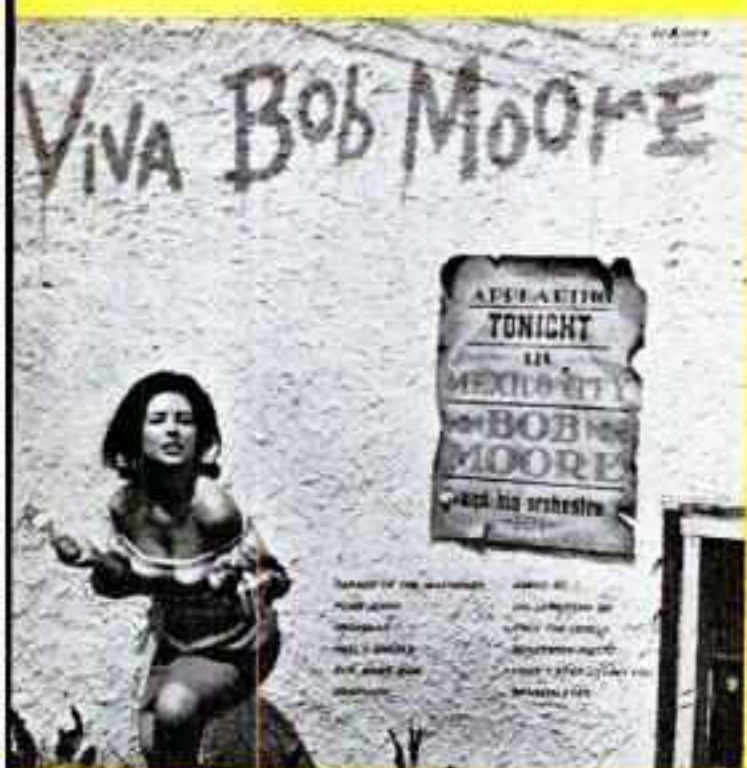
# Spanish Eyes

45-P-1407

& ELEPHANT ROCK



by  
**BOB MOORE**  
and his  
**ORCHESTRA**



LP 131  
stereo & mono

..... exciting and vibrant with the real flavor of Old Mexico."

**Hickory**  
RECORDS, INC.  
Nashville, Tennessee

Exclusive Management  
**ACUFF-ROSE ARTISTS CORP.**  
Nashville 4, Tennessee  
Cypress 7-5366



# Upbeat Season Ends At Municipal Opera

this year's Municipal Opera season, which ended a 12-week run this week (Aug. 27), exceeded last year's by about 12,000 despite a 13-week season last year.

Incomplete figures put attendance this year at about 760,000 compared with 747,402 in 1965. "We gave them shows they wanted to see, even if they had been done before—some many times," said William Zalken, manager of the outdoor theater in its 48th season.

Biggest draw was "Oklahoma," with Robert Horton as lead. It attracted 82,157, fourth greatest draw in the opera's history. "Having Horton helped the

box office," Zalken said. "How much is hard to say. 'Oklahoma!' always draws big."

Eddie Albert in "The Music Man" placed second with 73,433 in the second week of its two-week run; with 59,429 in the first week, the Meredith Willson musical attracted 132,862, not too far off the record 137,613 attracted by "My Fair Lady" in 1964.

Attendance at "Bye Bye Birdie" was 8,000 greater than in 1962. Zalken attributed this to the use of a local rock 'n' roll combo, Bob Kuban and the In-Men, "who really brought out the teen-agers."

## Are the Beatles on the Wane?

• Continued from page 12

ords will continue to gross millions for some time.

Other groups that shared a slice of the \$292,000 gross, and a much smaller share of the crowd's enthusiasm, were the Cyrkle, the Remains, the Ronettes and Bobby Hebb. The WMCA Good Guys, Murray the K, "Cousin Brucie" Morrow and Hal Jackson handled the emcee chores for producer Sid Bernstein. **HERB WOOD**

The Beatles appearance in Boston, (18) created only wild enthusiasm for 20,000 youngsters and left next day \$60,000 richer. Attendance of 30,000 was hoped for. It is reported

that Frank Connelly, impresario of the big Framingham Carusel Theater, who staged the show, took in a gross of from \$125,000 to \$160,000. Tickets were scaled at \$4.75 and \$5.75.

The more than 350 State and local police kept the crowd orderly, had little trouble in handling the few recalcitrants who jumped fences and got onto the vast infield where the stage was set up. Local deejays tried to calm the crowd, but in this modern trend, the audience wanted to be the show.

The Remains performed in a nasal imitation of the Beatles; Bobby Hebb and the Cyrkle went on to the thunderous rumble and good-natured screams of the crowd. Then three slim girls in gold lame



With a Top 40 Sound, the Scott Brothers are clicking with their first release on the SCOLARON LABEL, "Teen Age Lovers" b/w "Graduation Breakup," \$1.00. DJ's, write for copies to: L A Record Distributing Company, 8442 Wilbur Avenue, Los Angeles, California 91324. Phone (213) 343-8045. (Advertisement)

dresses, the Ronettes, tried to make themselves heard.

Finally at 9:55 p.m. the Liverpool group sang "If I Needed Someone" to the screaming crowd. And at 10:25 p.m. it was all over. The Beatles gave all they had and it was a good show.

**CAMERON DEWAR**

## Taylor Charms At Living Room

NEW YORK—Faron Taylor opened at the Living Room, Monday (22) with charm and warmth.

The Columbia Records recording artists captured the audience from her first number with a soft style that crescendoed into a powerhouse finale. That's the way each of Miss Taylor's numbers was sung—an easy opening building steadily to a forceful finish. Miss Taylor was trying to please and she certainly succeeded.

Miss Taylor's material included show tunes, standards, and Easy Listening, up-tempo pop music. Backed by a three-man band, she scored sharply with a medley consisting of "Reach Out for Me," "Must Be a Reason" and "Rescue Me." The show's highlight was a dynamic rendition of "The Masquerade Is Over."

**HANK FOX**



ANDY WILLIAMS, right, Columbia recording artist, and Henry Mancini, RCA Victor artist, confer with Harry Salvus, sales manager of North Pacific Supply Co. Inc., Victor Records distributor, as the two performers kicked off their two-week concert tour in Portland, Ore.

the  
FUTURE  
with a  
promise

## Billboard TOP 40

# EASY LISTENING

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

THIS WEEK	1	2	3	4	TITLE	Artist, Label & Number	Weeks On Chart
1	2	3	4		<b>BORN FREE</b>	Roger Williams, Kapp 767 (Columbia, BMI)	6
2	1	5	5		<b>I COULDN'T LIVE WITHOUT YOUR LOVE</b>	Patula Clark, Warner Bros. 5835 (Northern, ASCAP)	8
3	6	13	17		<b>IN THE ARMS OF LOVE</b>	Andy Williams, Columbia 43737 (Twin-Chris, ASCAP)	6
4	3	1	1		<b>SOMEWHERE MY LOVE</b>	Ray Conniff & Singers, Columbia 43626 (Robbins, ASCAP)	12
5	10	18	23		<b>GUANTANAMERA</b>	The Sandpipers, AAM 895 (Fall River, BMI)	5
6	4	6	8		<b>A MILLION AND ONE</b>	Dean Martin, Reprise 0500 (Silver Star, BMI)	7
7	5	4	3		<b>THE IMPOSSIBLE DREAM</b>	Jack Jones, Kapp 755 (Fox, ASCAP)	17
8	8	10	11		<b>THE TIP OF MY FINGERS</b>	Eddy Arnold, RCA Victor 8869 (Tree & Champion, BMI)	7
9	16	21	35		<b>THERE WILL NEVER BE ANOTHER YOU</b>	Chris Montez, AAM 810 (Morris, ASCAP)	4
10	7	7	9		<b>MISTY</b>	Groove Holmes, Prestige 401 (Veeva, ASCAP)	11
11	13	20	28		<b>ALFIE</b>	Joannie Sommers, Columbia 43731 (Famous, ASCAP)	5
12	12	17	21		<b>JUST YESTERDAY</b>	Al Martino, Capitol 5702 (Damian, ASCAP)	7
13	15	16	18		<b>WADE IN THE WATER</b>	Ramsay Lewis, Cadet 5541 (Ramsel, BMI)	9
14	11	11	13		<b>YOU YOU YOU</b>	Mel Carter, Imperial 66183 (Hollin, BMI)	9
15	23	29	30		<b>MAS QUE NADA</b>	Sergio Mendes and Brasil '66, AAM 807 (Peer Int'l, BMI)	5
16	29	34	—		<b>CAST YOUR FATE TO THE WIND</b>	Shelby Flint, Valiant 743 (Friendship, BMI)	3
17	9	2	2		<b>THE WORK SONG</b>	Herb Alpert & Tijuana Brass, AAM 805 (Upam, BMI)	11
18	24	30	37		<b>SUMMER SAMBA</b>	Walter Wanderley, Verve 10421 (Duchess, BMI)	4
19	20	26	29		<b>A SIGN OF THE TIMES</b>	King Richard's Flugel Knights, MTA 107 (Dutchess, BMI)	5
20	18	12	10		<b>STRANGERS IN THE NIGHT</b>	Frank Sinatra, Reprise 0470 (Roosevelt-Champion, BMI)	19
21	17	15	16		<b>NON... C'EST RIEN</b>	Barbra Streisand, Columbia 43729 (Kiki, BMI)	5
22	14	8	6		<b>GEORGIA ROSE</b>	Tony Bennett, Columbia 43715 (Feist, ASCAP)	9
23	26	27	31		<b>KHARTOUM</b>	Ferrante & Teicher, United Artists 50038 (Unart, BMI)	8
24	21	9	7		<b>LARA'S THEME FROM "DR. ZHIVAGO"</b>	Roger Williams, Kapp 738 (Robbins, ASCAP)	19
25	30	39	—		<b>BLUE SIDE OF LONESOME</b>	Jim Reeves, RCA Victor 8902 (Glad, BMI)	3
26	19	14	15		<b>IT'LL TAKE A LITTLE TIME</b>	Jerry Vale, Columbia 43696 (Leeds, ASCAP)	8
27	31	31	34		<b>PUT YOURSELF IN MY PLACE</b>	Buddy Greco, Reprise 0459 (Screen Gems-Columbia, BMI)	5
28	22	28	20		<b>LET ME TELL YOU, BABE</b>	Nat King Cole, Capitol 5483 (Comet, ASCAP)	7
29	32	35	40		<b>THE WHEEL OF HURT</b>	Margaret Whiting, London 101 (Roosevelt, BMI)	4
30	—	—	—		<b>SUMMER WIND</b>	Frank Sinatra, Reprise 0509 (Witmark, ASCAP)	1
31	39	—	—		<b>THE SON OF IRVING</b>	Frank Gallop, Musicor 1191 (Thirteen, ASCAP)	2
32	—	—	—		<b>FLAMINGO</b>	Herb Alpert & Tijuana Brass, AAM 813 (Tempo, ASCAP)	1
33	34	38	—		<b>ALFIE</b>	Carmen McRae, Mainstream 650 (Famous, ASCAP)	3
34	36	40	—		<b>HAPPINESS IS</b>	Count Basie & Singers, ABC 10830 (Mills, ASCAP)	3
35	35	36	—		<b>WACO</b>	Lorne Green, RCA Victor 8901 (Ensign & Greens, BMI)	3
36	37	37	—		<b>MY HEART REMINDS ME</b>	Vikki Carr, Liberty 55897 (Symphony House, ASCAP)	3
37	38	—	—		<b>KING OF THE ROAD</b>	Mickie Finn, Dunhill 4038 (Tree, BMI)	2
38	40	—	—		<b>THE BALLAD OF THE SAD YOUNG MEN</b>	Steve Lawrence, Columbia 43758 (Empress, ASCAP)	2
39	—	—	—		<b>I REALLY DON'T WANT TO KNOW</b>	Ronnie Dove, Diamond 208 (Hill & Range, BMI)	1
40	—	—	—		<b>PROMISES</b>	Ray Charles Singers, Command 4085 (Chappel, ASCAP)	1

## Fidelipak Cartridges

EMPTY OR TAPE LOADED

LOWEST PRICES IN INDUSTRY

FINEST QUALITY TAPE • 3M • AUDIO DEVICES

CHARTEX MARKETING INC.

CARTRIDGES FOR 4-8 TRACK MACHINES

300 • 825 • 850 • 600 • 1200 ft. LENGTHS

CHARTEX MARKETING INC.

200 PARK AVENUE, NEW YORK, N. Y. 10017

## PUBLICITY-BOOKING PHOTOS

MASS GIVES YOU FAST SERVICE  
• TOP QUALITY • LOW PRICES  
and a MONEY BACK GUARANTEE!

ONLY 10¢ EACH

for 100 Sparkling 8 x 10 Hi-Gloss Photos

Why pay more for photos when Mass offers you flawless photos, rush 72 hour service and satisfaction guaranteed? For quantity prices, special services and samples, write today for free brochure.

MASS PHOTOCOPY

6730 Long Drive • Houston, Texas 77017

# HOORAY FOR TOMMY ROE

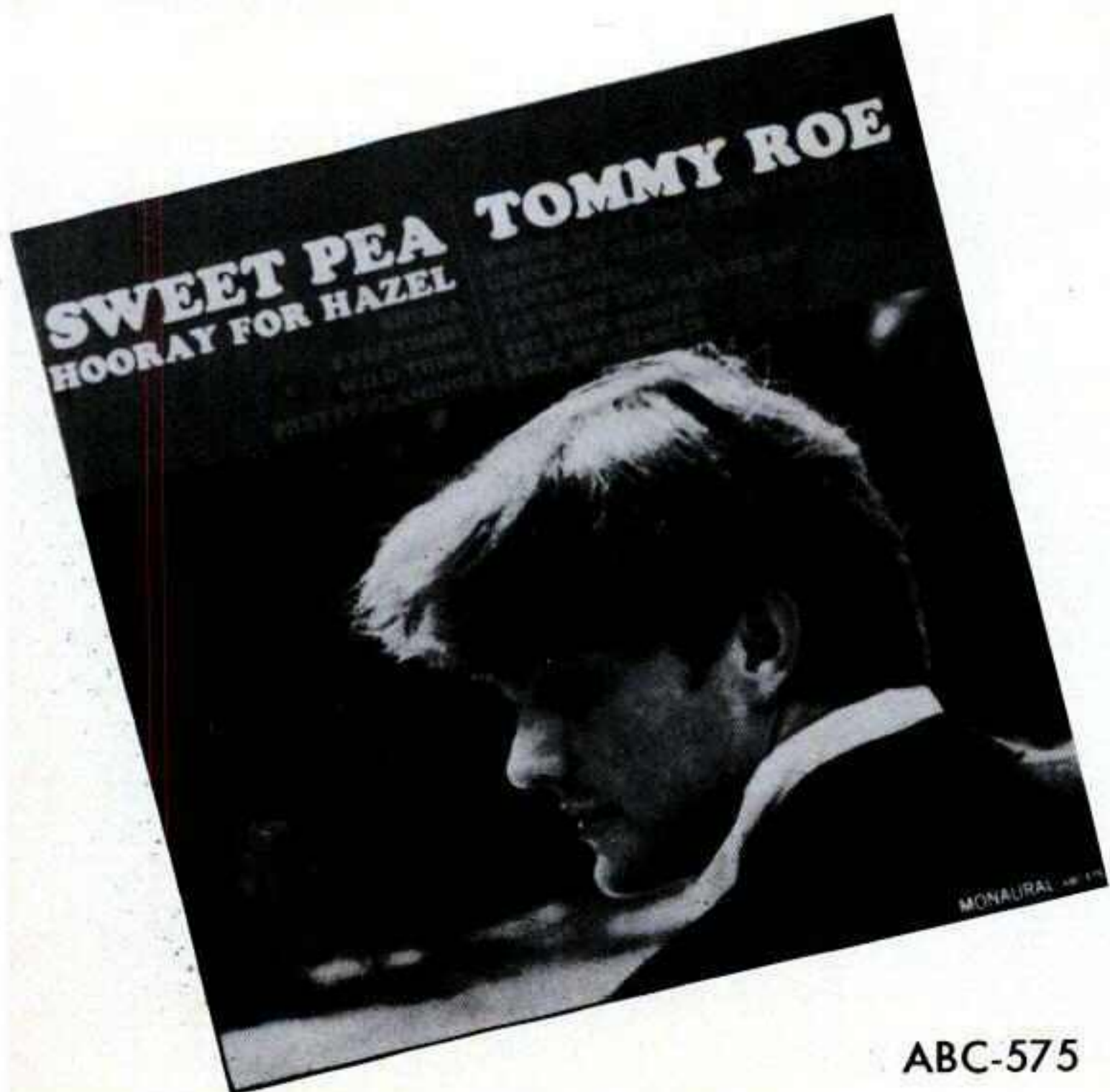
and his new single — already breaking for the charts

# “HOORAY FOR HAZEL”

#10852



**And — His New  
Chartbound Album**



ABC-575



RECORDS

A Subsidiary of American Broadcasting Companies, Inc.

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 Billboard Award icon and star markers.

Table with columns: Wk. Ago, Wks. On Chart, TITLE, Artist (Producer), Label & Number. Includes star markers.

Table with columns: Wk. Ago, Wks. On Chart, TITLE, Artist (Producer), Label & Number. Includes star markers.

HOT 100—A TO Z—(Publisher-Licensee)

Large alphabetical list of songs and artists from the Hot 100 chart, including publisher and licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs and artists that are bubbling under the Hot 100 chart.

**A GREAT BIG GIANT !**

# MERCY

#2112



# WILLIE MITCHELL

**Hi**  
RECORDS

THE AMERICAN *LONDON* GROUP

**A CURRENT BEST SELLER**

STEREO Hi

**it's what's happenin'** **willie mitchell**

bad eye      secret agent man  
 wooly bully      taste of honey  
 634-5789      java      the "in" crowd  
 blueberry hill      shadow of your smile  
 honky tonk      what now my love  
 hot cha

Stereo SHL 32031

Mono HL 12031

# RADIO-TV programming

## Detroit Dealers Play Down Chart Value in Sound-Alike Market

By RAY BRACK and PAUL ZAKARAS

DETROIT—While local record merchandisers claim that area radio "Top 40 charts" are highly inaccurate, they say that they are able to live with the situation because no one in the Motor City market uses radio charts as a buying guide.

This lack of direct chart influence on record sales, according to dealers, is due to the relatively high number of competing Big Beat radio stations in the area—all offering slightly different formats and none having a clearly dominant influence as taste-maker in the Detroit pop market.

Sam Press, co-owner of the Ross Music Shops in Detroit, said that "There are actually three influential rock stations—two here and one in Windsor, Canada, competing for the kids' attention, plus two very strong r&b stations. You have to remember that because of Mo-

town, r&b is a stronger product here than it might be in other markets. So what you have is kids constantly switching dials between all these stations and not being dominated by any of them. A 'Keener' (WKNR) chart might have some of the most popular songs in the area on it but it will invariably be late in listing a big English hit which the kids have been hearing on CKLW of Windsor, and will likewise be late in listing a hot r&b number that has been exposed by one of the other stations."

"What this means," he said, "is that teen-agers choose the best of several stations. For this reason we don't have to buy according to anybody's chart. The independent dealers in this town wait until they start getting requests before they will order anything—except something by a very hot artist."

Asked if his customers would not seek out a competitor who already had the hits in stock, Press said: "The racks are even slower in getting current singles out—we can move faster than our competition."

### Not Used as Guide

Lou Salesin, a 35-year veteran of the business who owns Munford Music Shop, said that he also does not use "radio charts as buying guides. I must ignore WKNR and the other lists; they are inaccurate for a number of reasons. Some of these inaccuracies could be eliminated—and I would like to see that happen, just for the principle of the thing."

Sol Margolis, owner of the

Ross Music Stores, told Billboard: "I only order what I get calls for, plus a minimum of new releases by established artists. To my knowledge, no Detroit dealer uses radio charts as any kind of a buying guide. We know better than to trust what those sheets say."

Another dealer, who did not wish to be identified, said that "you simply cannot believe what the radio charts list. The trouble is that there are too many pop records being released. I think the manufacturers are working on some sort of percentage planning. They just keep churning the records out, hoping that

(Continued on page 65)



WASHINGTON DEEJAYS WELCOME Columbia Records artist Jerry Vale to the Shoreham Hotel. From left, Rudy Runnels, program director, WOL; Don Richards, WTOP; Vale; Lou Bonelli, music director, WRC, and Carroll James, WWDC. Vale, whose latest single is "I'll Take a Little Time," was performing in the city.

## WEAM Again Grabs Singles Ring

WASHINGTON — What the record industry needs—as well as the radio industry—is more people like Bob Crewe and the Beatles. "We need more people—artists as well as record producers—who do things different, because nothing stimulates our business like excitement," said Steve Wade, an air personality and music director of WEAM, the 5,000-watt Hot 100 format station here. Crewe and the Beatles, he noted, are always coming up with something fresh in their work. Crewe produces the 4 Seasons, among others.

WEAM for the second year in a row has come out on top here as the major influence on sales of singles records—indica-

tion of a vast teen and young adult audience. Billboard's latest Radio Response Rating survey of the market, ninth largest radio market in the nation, showed the station No. 1 with 39 per cent of the votes, leading WPGC's 34 per cent. Last year, WEAM crept into first place for the first time, but by only one percentage point.

Voting in the survey were the people whose living depends on record sales—record dealers, distributors, record one-stop operators, and local and national record company executives. All feel that the ability of a station to influence record sales is an indication of the station's ability to influence sales of other product.

Harry H. Averill, vice-president and general manager, sets the music programming policy for the station; the man who carries it out is Wade. Wade, who's responsible for selecting the records played on the station, pointed out that the station's success is based largely on teamwork with all personalities contributing.

### Program Pattern

WEAM uses a programming pattern calling for two up-beat tunes, one down-beat. Each record is slotted by Wade who feels that the "over-all pop sound of today seems to be soft. You can't rely on the old Elvis Presley, and the Rolling Stones. I think some of the hard rock tunes are making it today only because of the need stations have for up-beat tunes; some

of the hard rock records aren't as good as they used to be. Stevie Wonder and the Supremes are softer today, too."

He said that an estimated 23 per cent of the station's audience is teens, but the "bulk of our audience is undoubtedly among young adults." WEAM aims its programming at a "thinking, buying" audience.

Records are selected for airplay at WEAM, Wade said, on "the way it sort of grabs you. I never put a record on the playlist unless I've heard it half-a-dozen times and I try to listen to every record at least once. Too, I don't play a record just because I like it. You're not playing records to entertain yourself, but your listeners."

WEAM tries to keep ahead—or abreast—of the record market, but Wade often finds he's on and off a record before the rest of the nation. The pick record of the week is played every other hour for two weeks except during the midnight to 6 a.m. period when it's played every hour. The station feels this gives the pick adequate exposure and if it's going to make it, it'll make it during that time.

Every record on the playlist—40 records, plus five instrumentals, and one pick of the week—is turned over about every three or four hours. But the list is flexible; the station will add a good record immediately. "So many stations have a long list, but never play many of the records on it; we play them all," Wade said.

## WALT BOWING AUDIENCE PLAN

TAMPA, Fla. — WALT has initiated a guaranteed audience project. Aimed primarily at advertisers, the station's "SMD" plan (Sales Messages Delivered) vows a Pulse rating of 6 or a weekly cumulative listening audience of 35,000 different homes, said station president Robert Leonard.

## Winners of Golden Mike Awards



LENA HORNE, NAMED Woman of the Year by the National Association of Radio Announcers, greets Don Covey of Atlantic Records. Looking on is NARA's Man of the Year, Sheldon Leonard. Awards were presented at convention Aug. 11-14 in New York.



JAMES BROWN, winner of NARA's Golden Mike Award as male artist of the year, visited his audience after doing a show especially for NARA members Friday. His award was presented then ahead of time.



JOE MEDLIN of Atlantic Records receives the NARA Dave Dixon Award for distinguished service from Bill Summers, left, WLOU, Louisville, Ky.



ED WRIGHT, president of NARA, received an achievement award from United International Artists Booking Agency of Miami Beach. Presenting award is Buzzy Willis of Roulette Records, left.



TALKING With James Brown, King Records artist, is Del Shields, executive vice-president of NARA and a deejay at WLIB-FM, New York.

## A 'Liberal' Format Helps WOL to the Top

By CLAUDE HALL

WASHINGTON — "Who are we to say Negroes don't like the Beatles," said Rudy Runnels, music director of the powerhouse r&b station here. WOL is the No. 1 station in audience ratings in the metropolitan area and Billboard's latest Radio Response Rating survey shows the station as predominantly the major influence on sales of r&b records—No. 1 with a heavy majority of 61 per cent of the votes. A year ago the station, which had just switched from good music, ranked as the sec-

ond station influence on r&b record sales.

Part of the station's success undoubtedly rests on the fact that it has a liberal programming policy and plays such artists as the Beatles, Sonny & Cher, the Lovin' Spoonful, Tony Bennett and Frank Sinatra—when their records reach the top 10 of the charts. This policy definitely works, as the station's ratings show. It has also broadened the base of sales of the city's major r&b retail dealers, said Runnels. "Waxie Maxie is stocking records now that he

(Continued on page 26)

# Jan & Dean

great!

new!

single



# Fiddle Around

b/w A Surfer's Dream

#55905

Copyrighted material





# Look what everyone'll be listening to!

## SEPTEMBER RELEASES



LN 24204/BN 26204\*



LN 24205/BN 26205\*



LN 24206/BN 26206\* EN 646†



LN 24207/BN 26207\*



LN 24208/BN 26208\*



LN 24211/BN 26211\*



LN 24212/BN 26212\*



FLM 13104/FLS 15104\*



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



# 'Liberal' Format Boosts WOL

• Continued from page 22

never carried before. So is Frank Manthos, owner of the Soul Shack, a retail outlet so big it's like a supermarket for records."

Runnels was named the No. 1 air personality influencing r&b record sales by Billboard's RRR survey; he had 37 per cent of the votes. Voting were the men whose living depends on these sales—record dealers, distributors, one-stop operators, and na-

tional and local record company executives. "And I'm not even a personality deejay," Runnels said. "I don't know what to say. All I can do is announce the record and the time." But this fits right in with the station's "modern" r&b format, which it more or less pioneered. The policy is "less talk," said Runnels. "If deejays can't say it in 10 seconds or less, they shouldn't say it." Too, the record formula, Runnels said, give the audience the sense of hearing the new tunes, but neither the new nor the old tunes too often. The station has anywhere from 40-80 records on its playlist; it doesn't restrict itself.

One of the contributing factors to the station's success in

the market is that it's big on news, big on social events, and tries to make listeners feel they're a part of the station. A special "Soundoff Line" feature each half-hour monitored by five electronic secretaries, allows personal gripes of listeners to be aired. In addition, there's a guest deejay line and once-an-hour the station airs the voice of a listener making a request and plays that request.

R&b stations across the nation are doing well, felt Runnels, "especially those r&b station who've upgraded their programming to top 40 type programming. Personality r&b radio is fast becoming a part of the past."

The station is launching jazz programming on its FM facility in the near future and hopes are to eventually broadcast completely in stereo.

# Vox Jox

• Continued from page 24

Lin Broadcasting chain which owns the outlet and will headquarter in Nashville. Replacing Brand is Jack Murray, formerly of KLIF in Dallas.

WBBF in Rochester, N. Y., is editorializing about the quality of popular music—both on its Hot 100 format AM facility and its concert format FM operation—and using 20 seconds of "Eleanor Rigby" by the Beatles for an example. Wow, what prime exposure.

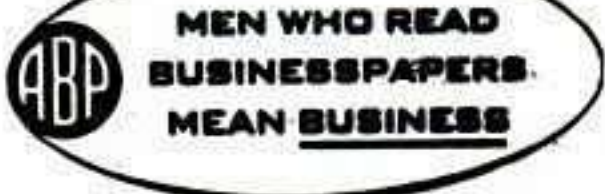
WBCA at Box 426, Bay Minette, Ala., needs country music singles and albums; send to program director Wayne Hinson...

WCNW in Hamilton-Fairfield, Ohio, has upped it power to 5,000 watts. . . . Hal Greene has been appointed supervisor of programs for WGY and WRGB-TV, Schenectady, N. Y.

Ron Wilson has been named program director of KTOT, Big Bear Lake, Calif. . . . The new line-up at KON in Salinas, Calif., includes program director John Stevens, formerly of WTIK, New Orleans; music director Johnny Harker, formerly of KLIV, San Jose, Calif.; Ted Behr, John Stevens, Fred McConnell, Jack Daniels, Don Kaye and Ben Lawson.

Bob Lyons, air personality at WIFE, Indianapolis, has shifted to WJAS to handle an afternoon program for the Pittsburgh station. . . . An estimated 15,000 fans turned out Aug. 6 for WGUN's all-day remote broadcast and free country music show at Lake Wood Park. Besides records, several live country bands were featured and the evening show starred Don Gibson, David Houston, Patti White, the Harden Trio, Merle Travis, Wilma Lee and Stony Cooper, and Bill Carlisle.

Tobe Howard has been appointed program director of WLOU in Louisville, Ky., replacing James Rucker. Rucker, who broadcasts as Jim Dandy, had been serving as music director as well as acting program director; he'll continue his music director chores. . . . A letter from John King, music director of KCAT, Memphis: Dear Bob, Our disk jockeys really ate your record up! Please send another copy with a little mustard." The letter, of course, refers to a promotion—a single record of Norma Tanega's "I Want Bread" with a slice of rye—sent by producer Bob Crewe to deejays around the nation.



## STATIONS BY FORMAT

• Continued from page 24

**WOL:** 1,000 watts. On the air 24 hrs. Music format: Rhythm & Blues (100%). Record promotion people are seen M-F. VP & gen'l mgr., John Pace. Operations mgr. Bill Shepard. Music dir., Rudy Runnels. Send 2 copies of 45's and 1 copy of LP's to Mr. Runnels, 2000 "P" St., N.W., Washington, D. C. 20036. Phone: (202) 462-3900.

**WOL-FM:** ERP 20,000 watts. Simulcast with WOL.

**WOOK:** 250 watts. Owned by United Broadcasting Co. On the air 24 hrs. Music format: Rhythm & Blues (100%). Gen'l mgr., E. Carlton Myers. Prog. dir., Cliff Holland. Send records to Mr. Holland, 5321 1st Pl. N.E., Washington, D. C. 20011. Phone (202) 882-2500.

**WFAN-FM:** ERP 16,000 watts. On the air 7 a.m.-11 p.m. Music format: Latin American (100%). Address and other information same as WOOK.

**WPGC:** 10,000 watts. Owned by Richmond Bros. Radio. Daytimer. Music format: Contemporary (100%). Editorializes occasionally. Special programming: "Sound Off," listener's letters read, 12 times daily, M-Sun. "Flight Information Reports," every 1/2 hr. "Triple A Traffic Reports," 10 times daily. Sports Capsules 20 times daily. Mr. McGonigle and Mr. McNamara are directors of 5-man news dept. 5-min. news at 25 past the hr. 2-min. headlines at 55 past the hr. Comedy LP's and Folk Music included in regular programming. New records selected for air-play by music dir. 6-20 new singles and 2-5 new LP's programmed weekly. Record promotion people are seen M-F. VP & gen'l mgr., Bob Howard. Prog. dir., Warren Duffy. Send 10 copies of 45's and 2 copies of LP's to Rec. Lib. Parkway Bldg, Bladensburg, Md. 20710. Phone: (301) 779-2100.

**WPGC-FM:** ERP 16,750 watts. Simulcast with WPGC.

**WASHINGTON, D. C. (and urban area).** Country's 9th Radio Market (17 AM; 14 FM).

**WPIK:** 1,000 watts. Owned by Potomac Broadcasting Corp. Daytimer. Music format: Pop Standard (100%). Editorializes occasionally. Special programming: Univ. of Va. Football, 5-min. news on the hr. and half-hr. Comedy LP's featured at various times. New records selected for air-play by committee of station personnel. Gen'l mgr. & prog. dir., H. Hayes. Send records to Mr. Hayes, 523 1st St., Alexandria, Va. Phone: (703) 683-3000.

**WXRA-FM:** ERP 10,000 watts. On the air 24 hrs. Music format: Country (100%). Address and all other information same as WPIK.

**WQMR:** 1,000 watts. Owned by Connie B. Gay Broadcasting Corp. Music format: Standard (100%). Special programming: "Bernie Harrison Show," entertainment news and views, 5:40 p.m., M-F. "Between the Bookends," with Prof. Gayle Smith, book reviews, 8 a.m., Sun. Andrew Cremedas is director of 5-man news dept. 5-min. news on the half-hr., headlines on the hr., extended news when the news load demands. New records selected for air-play by prog. dir. Approximately 10 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Ted Dorf. Prog. dir., Bob Chandler. Send 2 copies of stereo LP's to Mr. Chandler, 8121 Georgia Ave., Silver Spring, Md. 20910. Phone: (301) 587-4900.

**WGAY-FM:** ERP 20,000 watts, stereo. Simulcast with WQMR.

**WRC:** 5,000 watts. NBC affiliate. Owned by RCA. On the air 24 hrs. Music format: Pop Standard-Classical. Special programming: U. S. Naval Academy Football. "Capital By-Lines," with Betty Groebli, interviews with names in the news, 12:15-12:55 p.m., M-F. "Ludlam's Lodge," with Kennedy Ludlam, hunting, fishing, conservation news, 12:30-12:45 p.m., Sat. TV outlet is WRC-TV, channel 4, NBC network. Dave Dary is director of 17-man news dept. Special equipment: mobile unit, 2-way radio. 5-min. news on the hr., headlines at 25 or 30 past the hr., extended news 6:15, 6:45, 7:30 p.m. Comedy LP's featured on "Joy Boys," with Ed Walker and Willard Scott, 8:05-11 p.m., M-F, also included in regular programming. New records selected for air-play by committee of station personnel. Approximately 50 new singles and 40 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Joseph Goodfellow. Music lib., Lou Bonelli. Send 6 copies of 45's and 6 copies of LP's to Mr. Bonelli, 4001 Nebraska Ave. N. W., Washington, D. C. 20016. Phone: (202) EM 2-4000.

**WRC-FM:** ERP 20,000 watts. Simulcast with WRC.

**WTOP:** 50,000 watts. CBS affiliate. Owned by Washington Post Co. Music format: Conversation, news & information (75%, Mon.-Sat.)-Classical (25%) Pop Standard (Sun. only). Editorializes 3 times daily. Special programming: Univ. of Md. Football & Basketball, Washington Senators Baseball. "For Your Information," Psychology Speaking, 11:30-noon; Trading Post, 12-1 p.m., Dayline open line, 1-2 p.m.; open line with guest, 2-3 p.m., M-F. "Newsline/AM," with Eddie Gallatter, news and information, 6-10 a.m. "Newline/PM," with Jamie Bragg, 3-6 p.m., M-F. TV outlet is WTOP-TV, channel 9. Edward Ryan is director of 42-man news dept. Special equipment: mobile units, traffic reports from 300-unit D. C. Transit Co. 10-min. news on the hr. New records selected for air-play by committee of station personnel. Gen'l mgr., Lloyd W. Dennis. Prog. dir., W. L. Hedgpeth. Send 1 copy of LP's to Mr. Hedgpeth, 40th & Brandywine N. W., Washington, D. C. 20016. Phone: (202) 244-5678.

**WTOP-FM:** ERP 20,000 watts. Simulcast with WTOP.

**WUST:** 250 watts. Daytimer. Music format: Rhythm & Blues (90%) Gospel (10%). Gen'l mgr., Perry Walders. Prog. dir., Bill Johnson. Send 1 copy each of 45's and 1 copy each of LP's to the following: Bill Johnson, Sonny Wood, Barry Richards, Perry Walders, 815 Vee St. N.W., Washington, D. C. 20001. Phone: (202) 462-0011.

**WJMD-FM:** ERP 40,000 watts stereo. On the air 17 hrs. Music format: Standard (100%). FM prog. dir., Dick Cerrl. Send 2 copies of stereo LP's to Mr. Cerrl. Address and other information same as WUST.

**WWDC:** 5,000 watts. Owned by Avco. On the air 24 hrs. Music format: Pop Standard (80%) Contemporary (20%). Editorializes daily. Special programming: Baltimore Colts Pro Football. "Steve Allison Show," controversial talk, 10 p.m.-12:30 a.m., M-Sun. Bob Robinson is director of 13-man news dept. Special equipment: Helicopter for traffic reports. 2 news wagons, Amphicar, mobile studio. 5-min. news on the half-hr., headlines on the hr., extended news at 7:30 a.m. & 8:30 p.m. & 5:30-6 p.m. Comedy LP's featured on "C-J & Co." with Carrol James, 3-7 p.m., M-Sun., and included in regular programming. New records selected for air-play by committee of station person-

## Hot 100 Stars



LOVE  
Elektra Records

The Love group was born in a Los Angeles coffee house in April 1965. Members are Arthur Lee, 21, lead vocalist who can play any instrument from drums to piano to guitar; Johnny Echols, 21, lead guitarist, studied at the Los Angeles Conservatory of Music; Bryan Maclean, 19, rhythm guitarist and vocalist; Kenneth Forssi, 23, electric bass; Alban (Snoopy) Pfisterer, 19, drums. They cut their first Elektra album early in 1966; a single, "Little Red Book," was pulled from that and made the national chart. Artists treated here have a new record on Billboard's Hot 100 Chart with a star, signifying heavy sales. "7 And 7 Is" is No. 42 this week.

## 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 September 4, 1961

1. Michael, Highwaymen, United Artists
2. Wooden Heart (Muss i denn . . .), Joe Dowell, Smash
3. Tossin' and Turnin', Bobby Lewis, Beltone
4. You Don't Know What You've Got (Until You Lose It), Ral Donner, Gone
5. School Is Out, Gary (U. S.) Bonds, LeGrand
6. Take Good Care of My Baby, Bobby Vee, Liberty
7. My True Story, Jive Five, Beltone
8. Hurt, Timi Yuro, Liberty
9. Don't Bet Money, Honey, Linda Scott, Canadian-American
10. As If I Didn't Know, Adam Wade, Coed

### R&B SINGLES—5 Years Ago September 4, 1961

1. Tossin' and Turnin', Bobby Lewis, Beltone
2. Last Night, Mar-Keys, Satellite
3. My True Story, Jive Five, Beltone
4. Don't Cry No More, Bobby (Blue) Bland, Duke
5. San-Ho-Zay, Freddy King, Federal
6. Let the Four Winds Blow, Fats Domino, Imperial
7. Baby, You're Right, James Brown, King
8. I'm a-Tellin' You, Jerry Butler, Vee Jay
9. Take My Love, Little Willie John, King
10. I Like It Like That, Chris Kenner, Instant

nel. Play list published weekly. Approximately 10 new singles and 5 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Ben Strouse. Prog. dir., Irv Lichtenstein. Music lib., Larry Sealton. Send 6 copies of 45's and 6 copies of LP's to Mr. Sealton, 1627 "K" St. N.W., Washington,

### POP SINGLES—10 Years Ago September 1, 1956

1. Hound Dog/Don't Be Cruel, Elvis Presley, RCA Victor
2. My Prayer, Platters, Mercury
3. Whatever Will Be, Will Be, Doris Day, Columbia
4. Flying Saucer, Buchanan & Goodman, Lunivere
5. Canadian Sunset, Hugo Winterhalter, RCA Victor
6. Allegheny Moon, Patti Page, Mercury
7. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
8. Be-Bop-A-Lula, Gene Vincent, Capitol
9. I Almost Lost My Mind, Pat Boone, Dot
10. Tonight You Belong to Me, Patience & Prudence, Liberty

### POP LP's—5 Years Ago September 4, 1961

1. Something for Everybody, Elvis Presley, RCA Victor
2. Judy at Carnegie Hall, Judy Garland, Capitol
3. Never on Sunday, Soundtrack, United Artists
4. Goin' Places, Kingston Trio, Capitol
5. Camelot, Original Cast, Columbia
6. Dance Till a Quarter to Three, Gary (U. S.) Bonds, LeGrand
7. Exodus to Jazz, Eddie Harris, Vee Jay
8. Stars for a Summer Night, Various Artists, Columbia
9. Ring-a-Ding Ding, Frank Sinatra, Reprise
10. Yellow Bird, Lawrence Welk, Dot

D. C. 20006. Phone (301) 589-7100.

**WWDC-FM:** ERP 20,000 watts. Music format: Standard (100%). Simulcast with WWDC 12:30 a.m.-9 a.m. Send 1 copy of 45's and 1 copy of LP's to Mr. Sealton. Address and other information same as WWDC.

## 4 More Outlets In C&W Arena

NEW YORK—The wave of stations switching to modern country music formats continues to sweep the nation. Latest stations to change include 1,000-watter KOGT in Orange, Tex., which beams around the clock; KALB in Alexandria, La., is programming six and a half hours daily; KEAN in Brownwood, Tex., is going 12 hours a day with country music; KVLB in Cleveland, Tex., is mixing country music with Hot 100 records, according to new program director Jeff McClain. All stations need records.



AUTOGRAPHING HIS FIRST country music album for Dan McKinnon, general manager of country music station KSON in San Diego, is Arthur Fiedler, right, conductor of the Boston Pops Symphony Orchestra. Fiedler, who recorded the album with guitarist Chet Atkins, recently visited the station for on-the-air interview. He commented: "I couldn't fight you, and am glad I joined you folks in the country music business."

*another  
spotlight  
performance\**

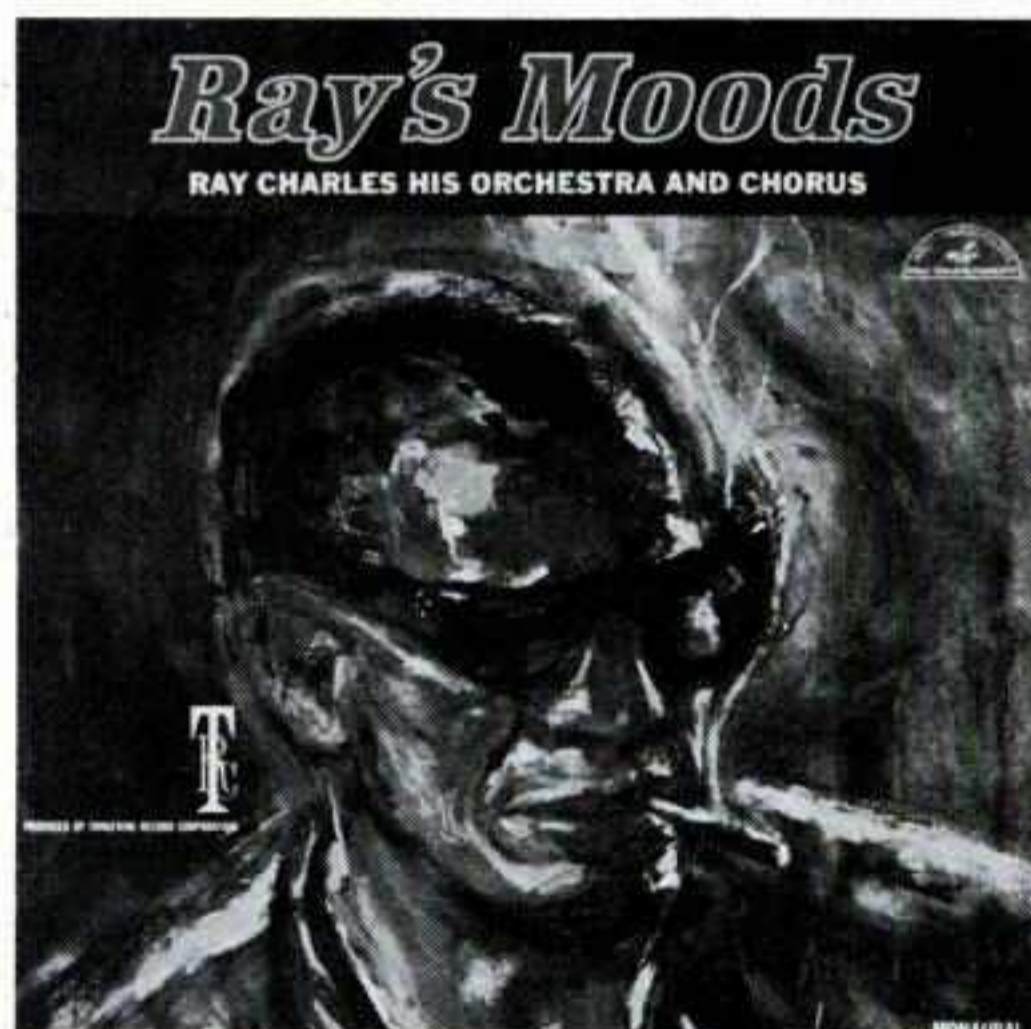
# RAY CHARLES

**\* I CHOSE TO  
SING THE  
BLUES**



**B/W**

**HOPELESSLY** -10808



**RAY'S MOODS** ABC-550

Here's Ray's newest album and it's a winner!  
He plays a lot of piano and a lot of organ,  
with big helpings of soul and genius.



PRODUCED BY TANGERINE RECORD CORPORATION



A Subsidiary of  
American Broadcasting Companies, Inc.



**THE DYNAMIC, EXPLOSIVE  
SOUND OF BOBBY BLAND  
... AND THE  
EXCITING ROY HEAD**



THEY ARE RISING  
FAST ON BOTH  
CHARTS: R&B  
AND TOP FORTY  
STATIONS BLASTING



WITH BLAND'S ...  
**"POVERTY"**  
B/W  
**BUILDING FIRE  
WITH RAIN**  
(DUKE 407)

AND ROY'S ...  
**"TO MAKE A  
BIG MAN CRY"**  
B/W  
**DON'T CRY  
NO MORE**  
(BACKBEAT 571)

**And Banging With a Loud, Pleasing Sound ...**

**LEE LAMONT'S  
"PLEASIN' WOMAN"**  
B/W  
**HAPPY DAYS**  
(BACKBEAT 564)

**KURTIS SCOTT'S  
"NO, NO BABY"**  
B/W  
**NO PLACE LIKE HOME**  
(SURE-SHOT 5020)

**AL HASKINS'  
"YOU GOT ME"**  
B/W  
**TAME ME**  
(SURE-SHOT 5018)

**THE COASTLINERS'  
"SHE'S MY GIRL"**  
B/W  
**I'LL BE GONE**  
(BACKBEAT 566)

**DUKE  
RECORDS, INC.**  
2809 ERASTUS STREET  
HOUSTON, TEXAS 77026

**PEACOCK  
RECORDS, INC.**  
2809 ERASTUS STREET  
HOUSTON, TEXAS 77026

**TOP SELLING R & B SINGLES**

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	22	<b>YOU CAN'T HURRY LOVE</b> Supremes, Motown 1097 (Jobete, BMI)	3	26	2	<b>AIN'T TOO PROUD TO BEG</b> Temptations, Gordy 7054 (Jobete, BMI)	15
	2	<b>BLOWIN' IN THE WIND</b> Stevie Wonder, Tamla 54136 (Witmark, ASCAP)	6	27	19	<b>WHEN YOU WAKE UP</b> Cash McCall, Thom's 307 (Craggee & Special Agent, BMI)	9
3	7	<b>LAND OF 1,000 DANCES</b> Wilson Pickett, Atlantic 2348 (Tune-Kel-Anatole, BMI)	5	28	41	<b>CAN'T SATISFY</b> Impressions, ABC 10831 (Chi-Sound, BMI)	2
4	6	<b>WADE IN THE WATER</b> Ramsey Lewis, Cadet 5541 (Ramsel, BMI)	6	29	50	<b>LITTLE DARLING (I Need You)</b> Marvin Gaye, Tamla 54138 (Jobete, BMI)	2
5	10	<b>HOW SWEET IT IS (To Be Loved by You)</b> Jr. Walker & The All Stars, Soul 35024 (Jobete, BMI)	4	30	29	<b>MISTY</b> Groove Holmes, Prestige 401 (Vernor, ASCAP)	8
6	34	<b>BEAUTY IS ONLY SKIN DEEP</b> Temptations, Gordy 7055 (Jobete, BMI)	2	31	36	<b>I GUESS I'LL ALWAYS LOVE YOU</b> Isley Brothers, Tamla 54135 (Jobete, BMI)	5
7	5	<b>WARM AND TENDER LOVE</b> Percy Sledge, Atlantic 2342 (Pronto-Bob-Dan-Quincy, BMI)	6	32	32	<b>HE'LL BE BACK</b> Players, Minit 32001 (Stanc, BMI)	5
8	9	<b>I BELIEVE I'M GONNA MAKE IT</b> Joe Tex, Dial 4033 (Tree, BMI)	5	33	33	<b>WHO-DUN-IT?</b> Monk Higgins, St. Lawrence 1013 (Special Agent & Craggee, BMI)	4
9	4	<b>OPEN THE DOOR TO YOUR HEART</b> Darrell Banks, Revilot 201 (Myto, BMI)	8	34	37	<b>LOVE (Oh, How Sweet It Is)</b> Jerry Butler, Mercury 72592 (Overcome, BMI)	5
10	11	<b>SUMMERTIME</b> Billy Stewart, Chess 1966 (Gershwin, ASCAP)	5	35	40	<b>KNOCK ON WOOD</b> Eddie Floyd, Stax 194 (East, BMI)	2
11	3	<b>SUNNY</b> Bobby Hebb, Philips 40365 (Portable, BMI)	11	36	21	<b>LOVE ATTACK</b> James Carr, Goldwax 309 (Rise/Aim, BMI)	6
12	13	<b>WORKING IN THE COAL MINE</b> Lee Dorsey, Amy 958 (Marsaint, BMI)	5	37	38	<b>IN THE BASEMENT</b> Etta James & Sugar Pie DeSanto, Cadet 5539 (Chevis, BMI)	4
13	16	<b>WORLD OF FANTASY</b> Five Steir-Steps, Windy C 602 (Camad, BMI)	5	38	39	<b>NOTHING IN THE WORLD CAN HURT ME (Except You)</b> Buddy Ace, Duke 397 (Emphasis, BMI)	3
14	15	<b>WHAT BECOMES OF THE BROKEN-HEARTED</b> Jimmy Ruffin, Soul 35022 (Jobete, BMI)	5	39	—	<b>B-A-B-Y</b> Carla Thomas, Stax 195 (East, BMI)	1
15	20	<b>AIN'T NOBODY HOME</b> Howard Tate, Verve 10420 (Rittenhouse, BMI)	3	40	—	<b>LOVE IS A HURTLIN' THING</b> Lou Rawls, Capitol 5709 (Rawlow, BMI)	1
16	17	<b>MONEY WON'T CHANGE YOU</b> James Brown & the Famous Flames, King 6048 (Dynatone, BMI)	5	41	44	<b>MAKE ME BELONG TO YOU</b> Barbara Lewis, Atlantic 2346 (Blackwood, BMI)	3
17	8	<b>YOUR GOOD THING (Is About to End)</b> Mabel John, Stax 192 (East, BMI)	8	42	43	<b>I WAS BORN A LOSER</b> Bobby Lee, Sue 144 (Rambling, Sagittarius, BMI)	2
18	14	<b>THAT'S ENOUGH</b> Roscoe Robinson, Wand 1125 (Kapa, BMI)	10	43	—	<b>KEEP LOOKING</b> Solomon Burke, Atlantic 2349 (Pronto-DeFaith, BMI)	1
19	12	<b>PHILLY FREEZE</b> Alvin Cash & the Registers, Mar-V-Lus 6012 (Vapac, BMI)	7	44	47	<b>POOR DOG (Who Can't Wag His Own Tail)</b> Little Richard, Okeh 7251 (Neichell, BMI)	2
20	30	<b>I WANT TO BE WITH YOU</b> Dee Dee Warwick, Mercury 72584 (Morley, ASCAP)	5	45	45	<b>WE BELONG TOGETHER</b> Dee Brown & Lola Grant, Shuffine 014 (Bold Lad-Cape Ann, BMI)	2
21	24	<b>BABY I LOVE YOU</b> Jimmy Holiday, Minit 32002 (Metric, BMI)	6	46	—	<b>MAN LOVES TWO</b> Little Milton, Checker 1149 (Unart & Feebee, BMI)	1
22	26	<b>I GOT TO LOVE SOMEBODY'S BABY</b> Johnnie Taylor, Stax 193 (East, BMI)	5	47	—	<b>DAY TRIPPER</b> Vontastics, St. Lawrence, (Macken, BMI)	1
23	27	<b>CAN I</b> Manhattans, Carnival 517 (Samayan, BMI)	5	48	48	<b>MOVE A LITTLE CLOSER</b> Mary Love, Modern 1020 (Modern & Macadell, BMI)	2
24	25	<b>THE RIGHT TRACK</b> Billy Butler, Okeh 7245 (Jalynne, BMI)	8	49	—	<b>MY SWEET POTATO</b> Booker T. & M.G.'s, Stax 196 (Instrumental, BMI)	1
25	18	<b>I WANT A GIRL</b> Mad Lads, Volt 137 (East, BMI)	6	50	—	<b>I GOT TO HANDLE IT</b> Capitols, Karen 1525 (McLaughlin-Gomba, BMI)	1

**TOP SELLING R & B LP's**

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
Billboard Award	1	<b>GETTIN' READY</b> Temptations, Gordy GLP 918 (M); SLP 918 (S)	9	14	23	<b>TEQUILA</b> Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	2
	2	<b>LOU RAWLS LIVE!</b> Capitol T 2459 (M); ST 2459 (S)	19	15	12	<b>SOUL ALBUM</b> Otis Redding, Volt 413 (M); S 413 (S)	18
3	6	<b>UP-TIGHT</b> Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	15	16	18	<b>BAREFOOTIN'</b> Robert Parker, Nola LP 1001 (M); (No Stereo)	4
4	4	<b>HOLD ON! I'M COMIN'</b> Sam & Dave, Stax 708 (M); 708 (S)	6	17	19	<b>I LOVE YOU 1,000 TIMES</b> Platters, Musicor MM 2091 (M); MS 3091 (S)	11
5	17	<b>THE EXCITING WILSON PICKETT</b> Atlantic 8129 (M); SD 8129 (S)	2	18	5	<b>A TOUCH OF TODAY</b> Nancy Wilson, Capitol T 2495 (M); ST 2495 (S)	15
6	15	<b>ON TOP</b> Four Tops, Motown MLP 647 (M); SLP 647 (S)	2	19	16	<b>MOODS OF MARVIN GAYE</b> Tamla TLP 266 (M); SLP 266 (S)	11
7	3	<b>SOUL MESSAGE</b> Richard (Groove) Holmes, Prestige PR 7435 (M); PRS 7435 (S)	18	20	11	<b>MARTHA &amp; THE VANDELLAS GREATEST HITS</b> Gordy G 917 (M); GS 917 (S)	13
8	9	<b>CRYING TIME</b> Ray Charles, ABC ABC 544 (M); ABCS 544 (S)	27	21	8	<b>SOUL SISTER</b> Aretha Franklin, Columbia CL 2521 (M); CS 9321 (S)	6
9	7	<b>GOTTA TRAVEL ON</b> Ray Bryant Trio, Cadet LP 767 (M); LPS 767 (S)	12	22	10	<b>DANCE THE COOL JERK WITH THE CAPITOLS</b> Atco 33-190 (M); SD 33-190 (S)	6
10	14	<b>A CHANGE IS GONNA COME</b> Brother Jack McDuff, Atlantic 1463 (M); SD 1463 (S)	3	23	—	<b>WADE IN THE WATER</b> Ramsey Lewis, Cadet LP 774 (M); LSP 774 (S)	1
11	22	<b>ROAD RUNNER</b> Jr. Walker & The All Stars, Soul SLP 703 (M); S 703 (S)	2	24	—	<b>LOU RAWLS SOULIN'</b> Capitol T 2566 (M); ST 2566 (S)	1
12	25	<b>TENDER LOVING CARE</b> Nancy Wilson, Capitol T 2555 (M); ST 2555 (S)	2	25	20	<b>TELL IT LIKE IT IS</b> Richard (Groove) Holmes, Pacific Jazz PJ 10105 (M); ST 20105 (S)	5
13	21	<b>HOOCHIE COOCHE MAN</b> Jimmy Smith, Verve V 8667 (M); V6-8667 (S)	2				

# DUSTY'S NEW SINGLE IS ABSOLUTELY THRILLING!

(EVEN BIGGER THAN "YOU DON'T HAVE TO SAY YOU LOVE ME")

**PHILIPS**

40396

Anne-Rachel  
Music Corp.  
(ASCAP) 3:19



Vocal

**ALL I SEE IS YOU**  
(C. Westlake-B. Weisman)  
**DUSTY SPRINGFIELD**

Accompaniment Directed by  
Wally Stott

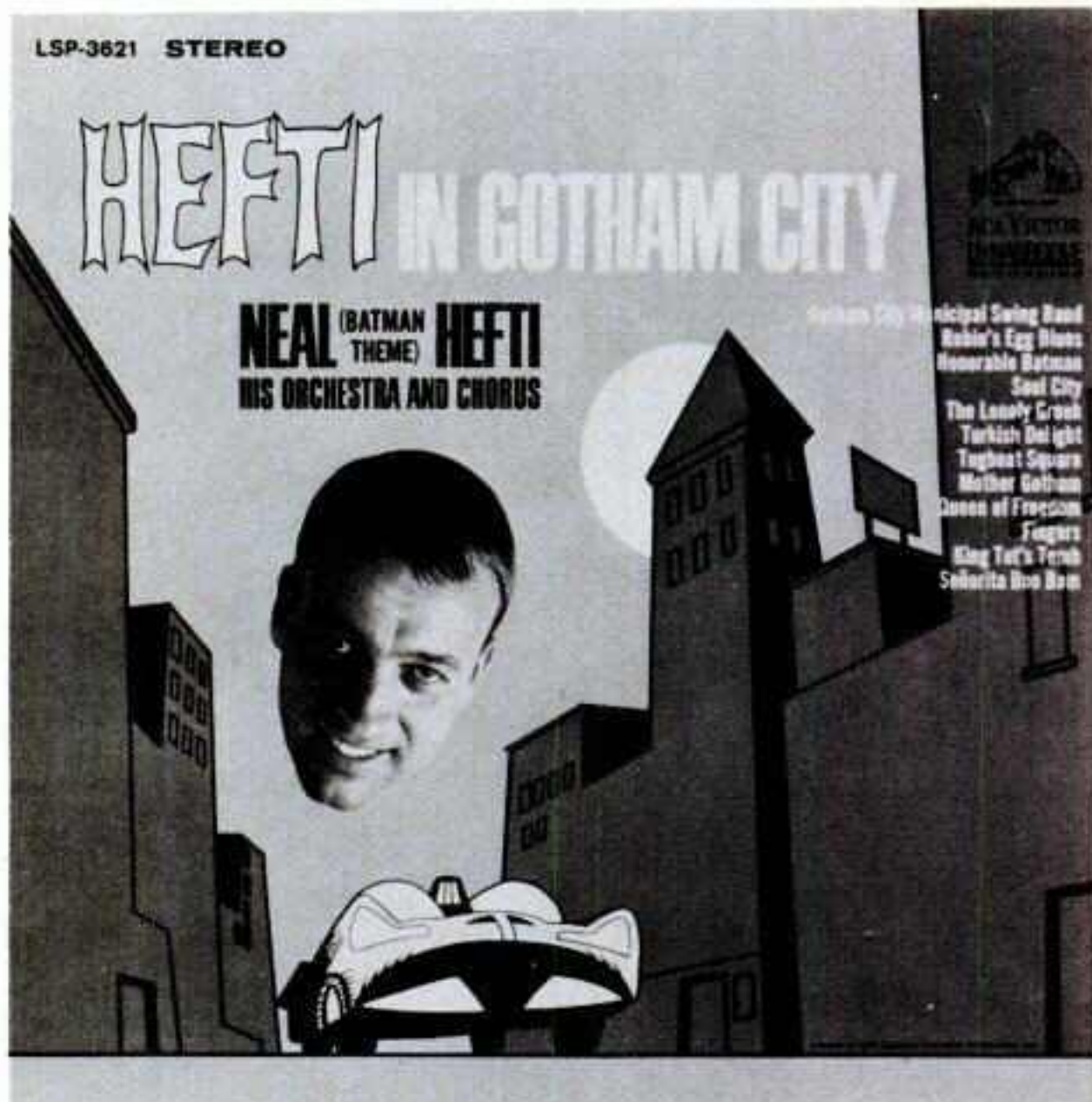
# A NEW SWINGER IN TOWN

## "HEFTI IN GOTHAM CITY"

RCA VICTOR'S GREAT NEW HIT SMASH, BANG BOOM ALBUM!

**NEAL (BATMAN THEME) HEFTI**

HIS ORCHESTRA and CHORUS



**HEFTI IN GOTHAM CITY** LSP-3621  
Gotham City Municipal Swing Band • Robin's Egg Blues  
• Honorable Batman • Soul City • The Lonely Greek •  
Turkish Delight • Tugboat Square • Mother Gotham  
• Queen of Freedom • Fingers • King Tut's Tomb •  
Señorita Boo Bam





JACKIE DE SHANNON

'I CAN MAKE IT WITH YOU'

#66202

JACKIE'S BRAND NEW SINGLE MAKES IT! BIG!



## Bonn Govt. Taking Neutral Road In Network-Artist Society Strife

By OMER ANDERSON

BONN — The Bonn government has declined to intervene in the dispute between the West German radio network and the performing artists society over royalties for disk music programming.

The government's intervention is being sought on the grounds that two groups stand to lose most from the present deadlock which are not a party to the royalty rhabarb and have no representation at the negotiations: radio listeners and the record companies.

Listener representatives have demanded government intervention on the ground that radio in Germany is organized as a "public service" activity and, hence, is regulated by the government. Listeners pay 50 cents monthly listening fee, and listener representatives claim the current contretemps threatens to cheat the listener.

Record companies have a more subtle involvement. They depend on radio programming of disk music to promote record sales, especially of pop music. Much of the phenomenal growth of the German record industry since the war is credited to radio exposure of disk music.

### Radio Importance

Aside from the economics of the matter, overt advertising is no substitute for radio disk music programming. Sales and listener studies clearly show that in Germany radio exposure is the main force in building disk sales.

Were disk programming to be abandoned entirely or even severely curtailed by the West German radio network—the Ar-

beitsgemeinschaft der öffentlich-rechtlichen Rundfunkanstalten der Bundesrepublik Deutschland (ARD) — Germany's disk program would be sorely hit.

The Bonn government contends, however, that the dispute has still to move to the crisis stage.

The performing artists—the Gesellschaft zur Verwertung von Leistungsschutzrechten (GLV)—is demanding a tenfold increase in disk music royalties from the ARD. This would amount to about \$6,000,000 annually and would be in addition to the \$20,000,000 annually which ARD already pays to GEMA, the German ASCAP organization.

ARD, which is a federation of regional networks organized as a national quasi-public corporation, has answered the GLV's demands with the threat to eliminate disk music programs entirely and rely instead on live music and tapes from its archives and non-GVL sources.

The GVL has been laughing off this threat, but now ARD is moving to put it into force.

### Disk Format Cut

North German Radio, the largest of the ARD's regional affiliates, has cut back disk programming 10 per cent, substituting, for example, for Frank Sinatra, a local (live) singer, Addi Muenster, celebrated in North Germany for his rendition of "Hummel, Hummel mit Hunor." NDR claims listeners are writing in to say that "Addi sounds better in German ears than Frank ever did."

Hessische (Hessian) Rundfunk has eliminated "for the duration" its popular disk pro-

gram "Teens-Twens-Pop Time," "aether leicht gewellt" and "Wir bitten zum Beat." Instead, the station is playing vintage (but beyond GVL control) foxtrots.

West German Radio (covering the Ruhr area and Bonn-Cologne) has banished "Plattensplauderei," "Schlager (Hit tune) Report," and "Siskotheek-Bummel." Some of the air time thus vacated has been assigned to Willy Schneider, a staff singer and folk tune artist celebrated for his "Einmal am Rhein," a sort of poor man's version of "Home on the Range."

Sender Freies Berlin has cut phonograph music from 80 to eight hours of disk music weekly; the Bavarian Radio network from 70 to seven hours weekly; and Radio Saar has announced that beginning Sept. 1 it will eliminate phonograph music entirely except for commercials, which are broadcast in clusters on short programs twice daily.

## Mex. Cap. Bubbles With New Projects

By KEVIN M. KELLEGHAN

MEXICO CITY — A major prime time TV show, a contest for new talent, and nationwide sales representation in the U. S. are the major projects for the first months of Discos Capitol de Mexico's second year of business. The company got a birthday present too, an increase in capital.

The firm celebrated its first anniversary by announcing that a new live half-hour TV show will be beamed to Mexico's estimated 10,000,000 viewers.

Kick-off program may include the Beach Boys, who are signed for a TV appearance "soon." The Outsiders and Nancy Wilson will be invited.

Capitol de Mexico plans to buy a half hour from Telesistema Mexicano, nation's largest network, then sell spots to

sponsors. The company will supervise production by "an expert from the television station."

The contest for new talent debuts Oct. 1 in Guadalajara, also on TV. The purpose is to discover new talent exclusively among university students in that city. Scheduled as a pilot, the contest will go national in January if it works regionally.

The idea isn't new in Latin America. It worked six years ago in Brazil, general manager Andre Midani points out, and out of the youth of that nation came the bossa-nova beat. The situation in Mexico is different. Of the three basic elements of any country's music—lyrics, rhythm and melody—Mexico's lyric offerings are perhaps the weakest.

Composers have been saying the same thing for 20 years, (Continued on page 36)

## E. Germany to Roll Out Red Carpet For Pop Music at the Leipzig Fair

BERLIN — Communist East Germany is arranging an unprecedented display of pop music for its famous autumn trade fair at Leipzig Sept. 4 to 11.

Fair officials said about 2,500 pop titles would be on display from 75 countries. Erich Koestner, chief of the Leipzig fair's entertainment products division, explained, "We can't guarantee that all of the 2,500 records would qualify for Billboard's 'Hot 100' listings, but we are trying to assemble records which are popular in countries all over the world. There is no question that the record exhibits at Leipzig this year will be the biggest ever."

Fair officials reported that about 35 major Western record companies will exhibit at Leipzig. This large turnout is a tribute to the fact that Western pop is now officially recognized, if not encouraged, in East Germany. East Germany has come to concede that music is an important facet of the world export trade, and that pop is a prime export commodity along with classical. East Germany is rolling out the red carpet for records at Leipzig this year not only to promote the disk trade but also to help sell its record players and hi-fi equipment. This is the fastest growing segment of the East German electronics industry in response to the East German government's new policy of encouraging consumer goods consumption.

### To Show Strides

East Germany will use the Leipzig fair, the big East-West trade meeting ground in Europe, to dramatize the strides made by the East German disk industry.

East Germany's disk business is State-controlled, with all production and sales are rising rapidly. In 1965, East Germany produced 12 million records compared with 5 million in 1959, of which pop accounted for 3 million and classical 9 million.

### Classical Product

East Germany is now producing standout classical product alone and in co-operation with West German record companies. For example, Eterna's releases of Bach's "Weihnachtsoratorium," Handel's "Jahreszeiten" and Mozart's "Entfuehrung aus dem Scraill" have found a large world export market.

VEB Deutsche Schallplatten has developed lucrative sales

for Cuban music and for Eastern European folk music. The East Germans have become Fidel Castro's principal music sales outlet in Europe.

In the last year, East Germany has made efforts to sell its music in the West as part of East-West trade package deals. These deals include East German music along with East German optics and electronics in trade pacts with Western countries such as France, England, Holland and Sweden.

At the same time, the market for Western music has been expanding in East Germany. Authorities have dropped outright opposition to Western pop and they have even begun to give cautious encouragement to the playing of evergreens.



LAUNCHING THE 1, 2, 5 campaign to popularize singles in France are Les Princesses, who record for Pierre Berjot's ELY label.

## Singles Attack Launched Vs. EP Market in France

PARIS — A new offensive to popularize singles and break the EP stranglehold on the French market is being mounted by independent producer Pierre Berjot.

Berjot is promoting his campaign on a 1, 2, 5 formula; one disk, two songs, 5 francs (\$1), and believes that EP's should be completely eliminated from the French market.

"We have decided to try to force the issue by manufacturing only single records," Berjot said. "We feel it is completely unpractical for a producer to have to record four songs at a time when only one of them is

likely to get radio exposure. The three others represent a waste of time, talent and money.

"Also, young people, who form the largest group of record buyers, are likely, in my view, to spend 5 francs on a single much more readily than double the amount on a EP, especially when they are probably only interested in one song."

In addition to releasing singles of Les Princesses and Rolande Poyla on his own Ely label, Berjot has also persuaded Philips to put out the first disk of American-born singer Dean Cooper as a single.



DARCY GLOVER, marketing manager Philips Records, London, left front row, with Philips managing director Leslie Gould, right front row, at their company's international sales conference in London. With them are company personnel from all over Europe: left to right, back row, H. Johanson, AB Philips Sonora, Stockholm, Sweden; Mr. E. Landqvist, AB Philips Sonora, Sweden; Mr. H. Buen, Norsk Phonogram A/S Oslo, Norway; S. T. Stahl, AB Philips Sonora, Sweden; G. Augustin, N. V. Phonogram Amsterdam, Holland; B. Spits, Phonographische Industrie, Baarn, Holland; C. Voute, London; Mr. F. Damste, Baarn, Holland. Center rows, left to right, P. Sberrow, Societe Phonographique Philips, Paris; G. De Noaillet, Societe Phonographique Philips, Paris; T. Van de Haar, Philips Baarn; H. Cats, Philips Baarn; L. Hazen, Philips France; O. Wiisholm, Nodisk Polyphon A/S, Copenhagen, Denmark; W. Arming, Polyphon Schallplatten GmbH, Vienna, Austria; T. L. Dongen, Philips, Baarn.

## Correction

NEW YORK — The recent Australian listing under "Hits of the World" incorrectly attributed the publishing credit for "Born Free" to Leeds Music. The correct publisher is Screen Gems-Columbia Music, Inc.



ANOTHER MUSICAL SIDE OF  
*Peter, Paul and Mary*

THEIR NEW SINGLE

“THE OTHER SIDE OF THIS LIFE”

#5849



FROM  
*Peter, Paul and Mary's*  
*Album*



WARNER BROS.  
RECORDS

WARNER BROS. ALBUM #1648



LLOYD W. DUNN, vice-president and head of Capitol Records, International Division, at the company's Canadian wing national sales convention in Toronto. With him are Capitol of Canada recording artists, left to right, Wes Dakus, Claude Girardin, Stu Mitchell, Barry Allen and Gary Buck. Seated next to Dunn are Praline and Diane Leigh.

## Dial-a-Disk, British Style, Buzzes Along

LONDON—Britain's government-controlled telephone service is planning to continue a Dial-a-Disc service in Leeds, Yorkshire, in October after a successful four-week trial there during July. The service is run during the evenings on a line normally reserved for callers wanting to know the latest score in international cricket matches. Each day a different record from the top positions on the week's charts is played continuously. In the July trial 176,000

persons used Dial-a-Disc.

If the second experiment is equally successful, the disk service may be supplied by other phone exchanges across Britain.

Britain's only privately run exchange at Hull, Yorkshire, has operated a similar business for 12 years. Called Teledisc, the Hull service plays one record all week and is sponsored by a local record store. The first week in August it pulled in 19,000 callers for the Beatles' "Yellow Submarine."

## Newsstand Records in Milan Making Stores Fighting Mad

MILAN—A new invasion of the pop record market with a 9 3/4-inch LP (33 rpm) offering six best-selling tunes for 80 cents on newsstands is rubbing record shops the wrong way.

Previous protests have concerned the many disks, both shellac and plastic, now available through news dealers. Most successful of these has been Fratelli Fabbri's "The Great Musicians," with biweekly re-

leases of classical LP's at 90 cents, and the long-running weekly series, "The Story of Music." Other installment books have included records, and one cross-word weekly regularly offers plastic records.

The records have been part of periodicals which claimed the records were incidental to and illustrative of texts. The new release, "Sonorama Per Tutti," which is labeled "No. 1" with no indication of frequency of issue, features the six top-ranking songs of the competition known as A Record for the Summer, sponsored by RAI-Radiotelevision Italiana, and the Italian Phonograph Record Association. The record has been prepared by Compagnia Internazionale Discografica and Edizioni Musicale Arlecchino and features an orchestra called I Falchi.

## Discos Universales Registers Sales Hike

MEXICO CITY—Discos Universales, S. A. announced this year's first period sales was \$384,000, up 25 per cent over the same period in 1965. Company revealed at least 10 per cent of that 25 per cent increase was in jazz sales, mostly on the Verve label, with this city the top market.

## Polydor Bows Marmalade, A New Label

LONDON—Germany's Deutsche Grammophon U.K. subsidiary, Polydor, is launching a new label called Marmalade. First release is a single, "We Love the Pirates," by new group, the Roaring 60's. The lyrics on the record, produced by the independent Carter-Lewis team responsible for several U.K. hits, urge the government to abandon its plans to ban the off-shore commercial radio stations.

The disk most likely will get plenty of airplay from the eight pirate radio stations afloat around Britain's coast. Label head Georgia Gomelsky hopes that the pirate promotion will put Marmalade in the charts first shot.

## First Two LP's on 'Light Music' Are Out in Norway

OSLO—The Association of Norwegian Light and Film Music Composers and Songwriters (NOPA), in collaboration with the Norwegian Broadcasting Corporation (NRK) and Philips, is currently releasing worldwide the first two LP's in the series, "Light Music From Norway."

In addition to the funds that have been accumulated by NOPA over a period of years for this purpose, the Norwegian Broadcasting Corp. has given a grant to make these recordings possible. In addition to the recordings made by NRK's own orchestra, the series will consist of recordings of brass band music, an a cappella choir, a choir with orchestral accompaniment, and instrumental solo and small ensembles.

The head of the Norwegian Information Service in New York, Jon Embretsen, will arrange for the records to be distributed to some 200 commercial radio and TV stations in the U. S.

## Rivers' Disk, Club Tie-In

MEXICO CITY—"The Gold Records," a special selection of Johnny Rivers' top hits, will be released next month here coinciding with the singer's appearance at the El Patio nightclub Friday (2). A single with "Muddy Water," and "Every Day I Have to Cry" will be released with Rivers singing the songs in Spanish. The "Disco de Oro" will include "Memphis," "Maybellina," "Seventh Dun," "Secret Agent Man" and Rivers' big current Aztec hit, "Susy Q," as well as six others.

## Celantano Is Hit By Tax Charge

MILAN—Adriano Celantano, top Italian vocalist, and his disk empire which includes Clan Celantano and other labels and the C and C Distribution Co., have been charged with evasion of taxes on income of \$3 million by national and local tax authorities.

## A Swinging Record-Buying Bonn Spends 150 Mil Yearly

BONN—Government consumer surveys disclose a swinging market in West Germany for phonograph records; about 70 per cent of all record buying is done by those under 40, and teen-agers make up the biggest market for hit tunes.

The Germans spend around \$150,000,000 annually for records. Women buy more records than men. Women make up 52.8 per cent of the West German population, but they buy about 60 per cent of all phonograph records.

About 40 per cent of all German households now have a record player, thanks to the German boom. And some 1,000,000 persons buy phonograph records regularly, although they have no phonograph record player at home. They buy the disks for gifts and/or to play on friends' record players.

Fifty per cent of German

disk buying is done between October and January. Hit tunes sell the year-round and particularly singles. But LPs, pop as well as classical, sell better in the autumn and winter. In the spring, the German disk buyer's fancy turns to pop singles.

Big families buy pop in preference to classical, and single persons with their own households buy mostly classical. This means, according to the surveys, that disk firms should angle sales promotion toward family units for pop, and toward bachelor households for classical.

Berliners buy the most phonograph records per capita and residents of Lower Saxony the fewest. In Wurttemberg-Baden, the solid Swabians buy the most classical of any population group in Germany, but in Schleswig-Holstein the reverse is true, with pop sales running ahead of any other German province.

## Original Score LP Is Issued On Italian Western Cartoon

MILAN—The first Italian western cartoon "West and Soda" was released last winter and was a box-office success. In conjunction with the movie release, Carosello issued an album including the original score penned by Giampiero Boneschi and published by sister concern Curci. A Milanese factory marketed a puppet series made of cloth with all leading characters who appeared in the movie.

"West and Soda" will be screened in the Scandinavian countries, Belgium, Holland, Spain, France, Germany, Canada, South America and in the U. S., this fall.

Carosello has just released its album to Polydor for Germany, Benelux and the Scandinavian countries, to Belter for Spain, to Disc-Jockey for Argentina and to Rozenblit for Brazil.

## Irish Showbands Hoping for Breakthrough on the Hot 100

DUBLIN—Apart from crashing the British best sellers, the foremost ambition of every Irish showband is to have a disk on the Hot 100.

This month, there's a possibility that one of the country's top 10 units will visit the U. S. for a three-month stay, mainly for recording purposes.

Another showband with the Hot 100 firmly in mind is the Drifters, who, with lead singer Joe Dolan, have had five singles on an EP in the Irish chart. Manager Seamus Casey is mailing copies of their new disk, "Pretty Brown Eyes," to American disk jockeys in the hope of getting some exposure.

Casey feels it is essential to use original material and ideas to make the breakthrough. "Showbands don't mean anything in the U. S. right now because hardly any of their records have been released there.

(Continued on page 36)

## CASELLI LEADS WITH PERDONO

ROME—Festivalbar competition on the nation's jukeboxes has already broken all previous records as it goes into its final month with Caterina Caselli, CGD, leading by a comfortable margin with her song "Perdono." Following in order are Little Tony, Durium, "Ridera"; Petula Clark, SAAR-Vogue, "L'Amore E Il Vento" (who was winner in 1965 with Italian version of "Downtown"); Wilma Goich, Ricordi, "L'Uomo Di Ieri," and Sascha Distel, EMI-Voce del Padrone, with "Signor Cannibals." Winners will be featured on special TV program Sept. 15.

## STORY-SINGERS FEST SEPT. 10-11

PIACENZA, Italy—"The Austin Massacre" is one of the many song-stories which have been entered in the Second National Festival of Story-Singers, Sept. 10-11. Among other subjects which will be heard will be the story of an Italian train wreck, the world soccer championships, and other news events of the year. The art of the "cantastorie" is basically Sicilian, but it flourishes elsewhere in Italy. A year ago it was won by Turi di Prim with the story of a shipwreck.

*fastest breaking record in the country!*

# Q&A tears

*(question mark)  
&  
the mysterians*

*C-428*



**CAMEO PARKWAY RECORDS**

1650 Broadway, N. Y. C. - 309 South Broad Street, Philadelphia, Pa.

For bookings, contact: BOB SCHWARTZ 313/BR 2-4872

# From The Music Capitals of the World

## AMSTERDAM

Karin Kent took over No. 1 on the Dutch charts with "Dans Je De Hele Nacht Met Mij" (Dance the Whole Night With Me) on Decca, which was composed by Burt Bacharach. She originally sang the number at the Nnokke Song Festival in Belgium. Decca's Netherlands marketing organization, the Phonogram Co., expects the record to pass the 100,000 mark. . . . Philips is releasing a series of recordings during September by I Musici with five Vivaldi concertos and an album featuring **Quartetto Italiano**, with four of Haydn's popular string quartets.

The Dutch Swing College, jazz group, is scoring strongly with a single coupling, "East St. Louis Toodle-oo" and "From Monday On," culled from an earlier album. . . . Through Phonogram here, Mercury has issued a **Faron Young** album, "The Best of Jim Reeves," and the **Clebanoff** orchestra album, "Country Music for People Who Don't Like Country Music." . . . Popular British group the **Troggs** have their first EP out on Fontana here with "Wild Thing" as the lead track. . . . Liberty's **Julie London** will not appear at the Dutch disk festival Oct. 1 as scheduled. French singer **Richard Anthony** will substitute.

Dutch Capitol chief **Roel Kruize** announced release of the single "God Only Knows" by the **Beach Boys**, who are a hot group here. . . . Zither player **Anton Karas** includes the "Third Man Theme" on his new CBS album here.

BAS HAGEMAN

## LONDON

Liberty vice-president **Bob Skaff** married U. S. model **Victoria Hilbert** at a London register office Tuesday (16). Mrs. **Paul Anka** and her sister **Mrs. Margaret Dreyfus** were ceremony witnesses. Before the wedding, Skaff was having talks with EMI and looking at independent material here for Liberty to put out in America. . . . United Artists Music Co. has bought a 50 per cent stake in Orbit Music, the publishing company run by independent producer **Shel Talmy** here. **Noel Rogers**, head of UA's publishing operation here, said:

## Irish Showbands

Continued from page 34

"Any bands that undertake annual tours are usually confined to playing the Irish ballroom circuit. Showbands are getting far more international-minded and their primary objective is to register in Britain or in the States," he said.



ANGELICA MARIA and Alberto Vasquez hold the "Kanguro Radio Mil" as last year's most from Mexico City radio station Radio Mil as last year's most-popular recording artists for youth. Both are Musart artists. Angelica Maria's latest LP is "Volume Seven." Vasquez's latest LP includes "Strangers in the Night" and "Shadow of Your Smile."

"The deal will mean a considerable expansion in Orbit's activities in coming months."

Top British group the **Who** have their first new single on the independent Reaction label for six months. Titles are "I'm a Boy" and "In the City." The group's record career was delayed by a legal hassle over their recording contract. . . . Rival companies Decca and EMI each listed **Darrell Banks'** Hot 100 single "Open the Door to Your Heart" for release here. Decca has now conceded the disk to EMI. The mix-up occurred, says Decca, because each company negotiated with different executives of the Revilov label in the U. S.

Decca's Emerald label rushed tapes to the U. S. Parrot label of an Irish-made disk "Star of Athenry." Originally titled "Flaming Star," the record tells the story of a U. S. soldier killed in Vietnam. The soldier emigrated to America from Athenry in Ireland. Parrot is now mulling release of the disk by **Brian Coll** and the **Plattermen**, reports the group's manager.

GRAEME ANDREWS

## MILAN

**Tony Renis**, who formerly switched from Italian EMI to CGD, has now signed with RCA Italiana. His first release is "Ci Sono Cose Più Grandi" (There Are Bigger Things) b/w "La Ragazza Di Liverpool" (The Girl From Liverpool). Renis won the San Remo Festival with "Quando, Quando," in 1962. . . . Winners of the Fifth Festa Degli Sconosciuti (Feast of the Unknown Ones), held at Ariccia, Rome, were **Titti Bianchi** and **Ketty Gangi** (female singer series), **Emilio Roy** and **Carmelo Pagano** (male singer series), **I Condors** and **Gli Ignoti** (combo series) and **James Iitti** and **Baldoni** (singer-composer series). They will immediately record for the new RCA Italiana's label. **Titti Bianchi**, **Carmelo Pagano** and **Emilio Roy** will also participate in the Festival of Roses, in October, to be filmed by the Italian TV company.

Ricordi issued the first album by the Equipe '84 with the company, including "Bang, Bang," "Auschwitz" and 10 tunes penned by the group members. Also Ricordi issued the second Italian LP by the **Yardbirds**, under the R-International label. . . . Durium assigned the English version of **Little Tony's** "Ridera," "Let Her Go," recorded in England under **Tony Hatch's** direction, to CBS. "Ridera" passed the 250,000 sales mark, here. . . . "John Brown" (Glory, Glory, Allelujah) by the **Marcellos Ferial**, sold 160,000 copies, according to Durium's statement. . . . "Le Ragazze Semplici" (The Simple Girls), co-published by **Edizioni California** and **Edizioni Esedra**, was recorded and introduced by French singer **Marise Nicolaj**, making the first color transmission by French TV from Saint Tropez.

Italian EMI booked two weekly programs with Radio Monte Carlo. Each program will run for 15 minutes, one to be aired on Tuesday, "I Successi Della Settimana (Hits of the Week)," and one on Saturdays, "Un Juke-Boxe Per I Giovani (A Jukebox for the Younger Ones)." Radio Monte Carlo's signal can be heard in Northern and Central Italy. . . . **Robertino, Curci-Carosello**, will take part in the Song Festival of Zurich with the song "Un Dollaro D'Amore (One Dollar of Love)." . . . Clan Records will issue the first 10 albums from the Russian MK classical catalog by Oct. 1. Two series, one regular and one budget, are expected. Sale prices are still unknown. . . . Saar released "But You're Mine" b/w "You Don't Love Me" by **Sonny and Cher**, on Atco. Also, Saar marketed the first Italian single by new Vogue's star **Michel Polnareff**. "Una Bambolina Che Fa No, No" (A Doll Who Says No, No) b/w "La Lezione Del Capellone" (The Long-

haired One's Lesson). . . . **Fred Bongusto**, Fonit-Cetra, recorded four titles for the Festival of Paris, including the "Un Disco Per L'Estate" (A Record for the Summer) radio contest winner "Prima C'Eri Tu." Bongusto will promote these songs via the French television by Oct. 1. . . . **Claudio Villa**, Fonit-Cetra, is back from his 45-day tour in the U.S.S.R. . . . Phonogram issued **Louis Armstrong's** "Mame," backed by "When the Saints Go Marchin' In," under the Mercury label. . . . Also Phonogram released "Sally Goes Around the Roses" by the **Ikettes** and a beat album "Op-Latina," performed by various top European combos, both under the Polydor label.

"Il Ragazzo Della Via Gluck," **Adriano Celentano's** San Remo hit which according to Clan's statement sold 500,000 copies, was recorded in English by Celentano, under the title, "Tar and Cement." This tune backed with another Celentano's hit, "La Festa" (The Feast), will be released in England and the U. S. Clan did not disclose the name of the involved British and American companies as yet. Clan's artists participated in the filmed TV show "20 minutes with the Clan," to be aired by Oct. 1.

**Ricky Maiocchi**, leader of the combo **I Camaleonti** (the Chameleons), Kansas Records, switched to CBS Italiana. . . . The Italian version of **Cher's** "Bang, Bang" was also recorded by **Milena**, Clan Records. Milena's first record was issued one year ago without disclosing her name (she was introduced as The Clan's Girl), and sold some 100,000 copies, thanks to heavy publicity. . . . **Don Backy** and **Ico Cerruti**, Clan, will participate in the Festival of Roses with "Come Adriano" (Like Adriano) and "La Volpe" (The Fox). Backy will also take part in the Festival of Zurich with the same tune, in late October. . . . Decca Italiana issued an album series dedicated to orchestra conductor **Herbert von Karajan** and the Philharmonic Orchestra of Vienna, including pieces by **Verdi, J. Strauss, Adam, Brahms, Dvorak, Grieg, Tchaikovsky, Mozart, Haydn, R. Strauss**. . . . **Renata Mauro**, GTA, will compete in the forthcoming Festival of Naples with "Stu' poco e'bbene" (This Small Piece of Love), penned by **Memo Remigi**, published by D'Anzi (Curci Group). . . . **Domenico Modugno** will participate in the Festival of Naples, and his song, "Sole Malato" (Sick Sun), published by Curci, will probably be performed by **Peppino Di Capri, Carisch**, and **Mario Abbate**, Vis Records. GERMANO RUSCITTO

## NEW YORK

The **Seven of Us** and **Tyre Glenn** began a three-week engagement at the Cheetah Thursday (25). The two rock groups will continue through Sept. 7. . . . The **Down Five** began a two-week return engagement at the Phone Booth last week. . . . **Marty Laws** will write the music, and **Jules Bass** the lyrics for the TV series "King Kong," premiering on ABC-TV on Sunday (4). . . . The **Mothers of Invention** drew 3,700 persons and grossed more than \$9,000 in a "Freak Out" show at the Shrine Exposition Hall in Los Angeles. . . . **Simon & Garfunkel, Carolyn Hester** and **Bob Gibson** will appear at a day-long folk festival at the Rehabilitation Center for Crippled Children at Fairfield (Conn.) University on Sept. 10. **Louis Armstrong** will perform in the evening. . . . The **Vibrations** leave for Europe on Sept. 8 for a one-month European tour. . . . **Lana Cantrell** returned from Poland for her stint as featured vocalist in **Joey Bishop's** show at the Sands in Las Vegas beginning Thursday (1). . . . **Sam the Sham** will make his acting debut in the MGM film "The Fastest Guitar Alive," which stars **Roy Orbison**. . . . **Chuck Jackson** started his third Apollo Theater engagement this year Friday (26). . . . The **New Christy Minstrels** are learning Japanese for a two-week winter tour to the Far East. . . . **Bill Doggett** is in a two-week stand at the Flamingo Lounge in Memphis.

The **Teddy Boys** supplied the background music for a TV special on Arthur, the New York



PHILIPS-RADIO Monte Carlo boat at Cannes is visited by, left to right Andre Asseo, Philips chief public relations officer and programme compere; pop singer Johnny Hallyday; and M. Hazan, assistant director general of Philips (France).

## New Projects at Mexican Capitol

Continued from page 32

with different words. Perhaps a student has something new to say and, if he does, he may need a new melody to say it with. Mexicans couldn't have better rhythms, and some of their melodies have become universal favorites.

Capitol's **Dick Rising** has been the force behind the new 50-man national sales force representing Latin America product. Concentration will be in centers with large Spanish-speaking populations. Capitol International salesmen are already out beating the Spanish-language bushes, can deliver from a complete stock of Mexican articles in U. S. storerooms now.

Capitol has 32 national artists. Rock accounts for 14 per cent of sales, general Latin for 20 per cent and Ranchero is a low 3 per cent. Strongest group

is Los Yaki. American music accounts for 22 per cent of Capitol de Mexico's sales, classical takes a healthy 16 per cent, while European represents 30 per cent of the total. The Beatles lead the bunch with 21 per cent of that segment, followed by the Beach Boys in the foreign area.

The company sent tapes for four LP's to be pressed and released in U. S. under the Capitol label. They include **Gabriella**, sophisticated jazz; **Mariachi de Oro y Plata**; **Maria Bravo**, who's a slow seller locally but does well in Germany, Holland and Japan, and **Lucho Gatica**, who's big everywhere.

Capitol's capital will be raised to \$800,000 before December. The percentage of increase of sales for second semester 1966 over the first was close to 100 per cent.

discotheque, Saturday (27) on WABC-TV. . . . **Vincent Edwards** is winding up an engagement at Harrah's in Reno. . . . **Ronnie Dante**, whose latest Columbia disk is "Think," is in the new film "Step Out of Your Mind." Dante is a former member of the **Detergents**. . . . The **Pair Extraordinaire**, who recently closed at the Bitter End are on a promotional tour, sponsored by Liberty Records including an appearance at the National Student Association conference in Champaign-Urbana on Saturday (27). . . . The **Dave Brubeck Quartet** performed at the Cape Cod Melody Tent in Hyannis, Mass. on Sunday. . . . **Eddy Arnold** last week cut radio tapes in New York for the Social Security program. . . . **Tony Bennett** opened a two-week engagement last Thursday (25) at the new Caesars Palace in Las Vegas. . . . **Soupy Sales** arrived in Hollywood this week to cut his first singles for Capitol. He's due to star at the Atlantic City Steel Pier, with a November filming slated for "Biggest Dog in the World," a Columbia movie. . . . The **Andy Angel Quartet** are in a four-week stand at Shepheard's. . . . The **Pilgrims** have been held over for another four weeks at Ondine. . . . The **Toys** began a two-week stint at the Rainbow Lounge in Wildwood, N. J., Friday (26). . . . **Eileen Fulton**, currently at the Cincinnati Playboy Club, begins two weeks at the King Edward Hotel in Toronto on Sept. 19. . . . **Erroll Garner**, who did SRO business recently at the Cater Baron Amphitheater in Washington, will return there for 30 more concerts this season and next. . . . **Dean Martin** will wax the pop version of the "White Knight" TV commercial theme. The theme also may be expanded for album treatment.

**Godfrey Cambridge** has returned from Rome after filming "The Biggest Bundle of Them All," the first of a two-picture deal with

MGM. . . . **Josh White** began a two-week stay at the Bitter End Wednesday (24) with the **Uncalled For 3**. . . . **Vernon Glen** was honored by Country Music DJ **Deni Lee** and Radio Station **WLBY** of Ladysmith, Wis., recently with a "Vernon Glen Day." . . . **Tony Sandler** and **Ralph Young** have been booked for a return engagement at the Persian Room beginning Dec. 21. . . . **Robert and Richard Sherman** have completed the score for "The Happiest Millionaire," a Walt Disney film starring **Tommy Steele**. . . . **Sam Fox Film Rights, Inc.** has acquired the Audio Recordings library of recorded background music.

The **Gants** were featured by radio station **WPTR** at the Good Guy Room in Lake George, N. Y. Other artists slated for the Good Guy Room include the **Del-Vets**, and **Johnny Maestro and the Crews**. . . . **Milt Jackson** brought his jazz quintet into the Five-Spot Cafe Tuesday (23). . . . The **Razors Edge** appeared on the **Upbeat TV Show** in Cleveland Saturday (27) and also will perform on the **Clay Cole TV Show** on Saturday (3) and **Dick Clark's "Where the Action Is"** Tuesday (6) before a tour of one-nighters for **Universal Attractions**. . . . **Ronnie Dove**, currently on a tour of State fairs, opens at the Venice Club in Baltimore on Sept. 12.

**Kapp Records' Sid Schaffer**, vice-president in charge of sales; **Joe Berger**, national sales manager; and **Norm Leskiw**, regional sales manager, attended the Toronto 10th anniversary celebration and sales meetings of **Phonodisc of Canada**, Kapp's Canadian affiliate. . . . **Dick Clark** and his production company will be jointly represented by **GAC** and **Marvin Josephson Association**. . . . **Dave Kapp**, president of Kapp Records, is on the West Coast for a series

(Continued on page 38)

NOW FROM THE KAMA SUTRA PEOPLE,  
ANOTHER GREAT ACTION-GETTING GROUP!

# The Goodtimes The Hard Life

b/w That's When Your Heartaches Begin KA-215

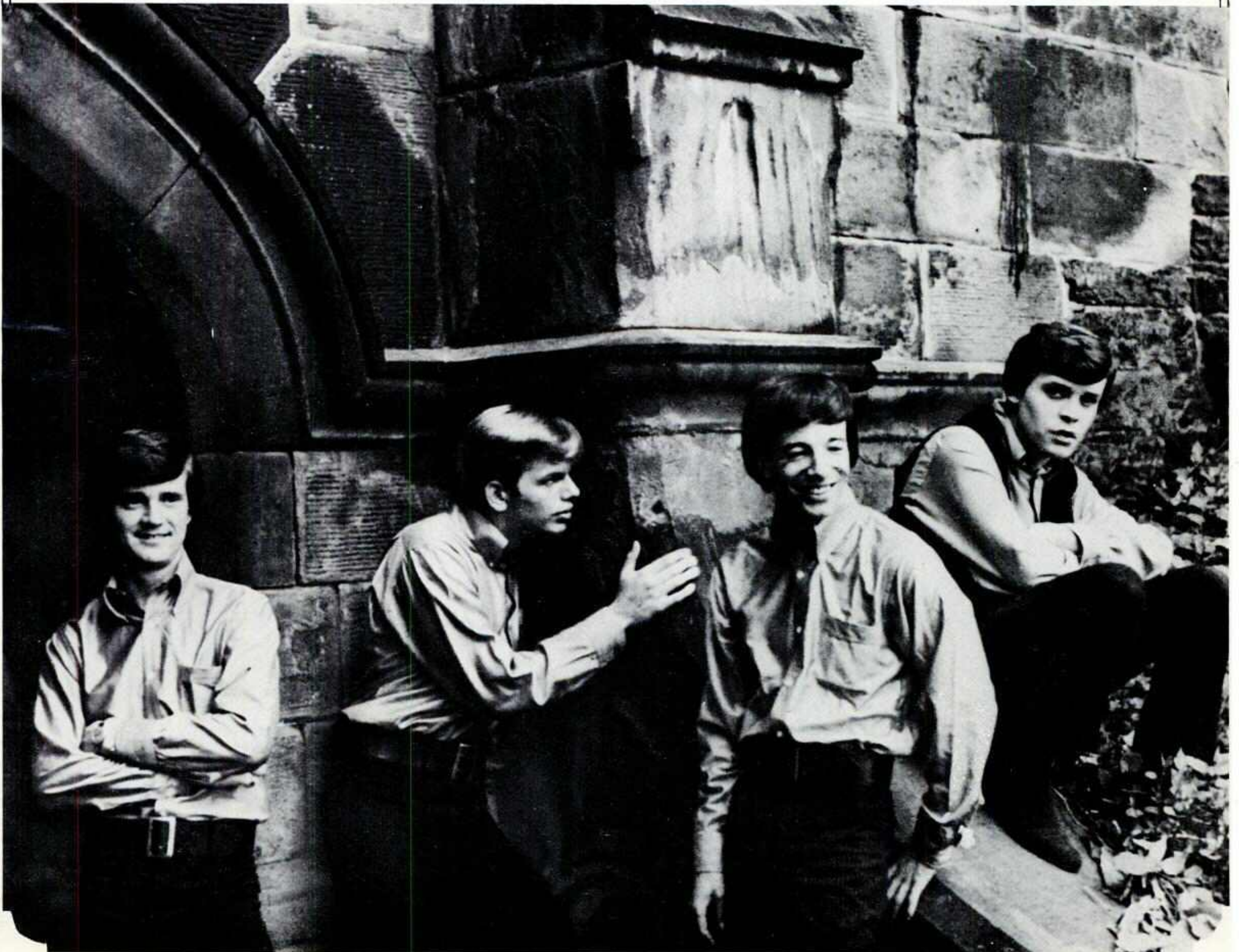
Great times ahead with The Goodtimes from

*Kama Sutra*

EXCLUSIVELY DISTRIBUTED BY

**MGM RECORDS.**

A division of Metro-Goldwyn-Mayer Inc.



## AUSTRALIA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	6	BORN FREE	Matt Monroe (Parlophone)—Leeds
2	1	SOMEWHERE MY LOVE	Ray Conniff Singers (CBS)—Alberts
3	7	MAMA	B. J. Thomas (Fest. Scep.)—Alberts
4	2	LARA'S THEME	MGM Singing Strings (MGM)—Alberts
5	—	BUS STOP	The Hollies (Parlophone)
6	3	WILD THING	Troggs (Parlophone)—April
7	4	GUANTANAMERA	Sandpiper (Festival)—Essex
8	8	WHEN A MAN LOVES A WOMAN	Percy Sledge (Fest. Atlan.)
9	—	EASY FEVER	*Easybeats (Parlophone)—Alberts
10	9	HANKY PANKY	Tommy James (EMI-Roulette)—Belinda

## BRITAIN

(Record Retailer)

This Week	Last Week	Title	Artist
1	1	YELLOW SUBMARINE	Beatles (Parlophone)—Northern
2	3	GOD ONLY KNOWS	Beach Boys (Capitol)—Immediate
3	2	WITH A GIRL LIKE YOU	Troggs (Fontana)—Dick James
4	10	THEY'RE COMING TO TAKE ME AWAY HA-HA	Napoleon XIV (Warner Bros.)—Copyright
5	5	MAMA	Dave Berry (Decca)—Francis, Day & Hunter
6	4	BLACK IS BLACK	Los Bravos (Decca)—Robert Mellin
7	7	VISIONS	Cliff Richard (Columbia)—Joaneline-Belinda
8	6	THE MORE I SEE YOU	Chris Montez (Pye)—Bregman
9	20	ALL OR NOTHING	Small Faces (Decca)—Robbins
10	14	LOVERS OF THE WORLD	David & Jonathan (Columbia)—Mills
11	12	HI-LILI-HI-LO	Alan Price Set (Decca)—Robbins
12	8	SUMMER IN THE CITY	Lovin' Spoonful (Kama Sutra)—Faithful Virtue
13	15	I SAW HER AGAIN	Mama's and the Papa's (RCA Victor)—Dick James
14	16	MORE THAN LOVE	Ken Dodd (Columbia)—Keith Prowse
15	9	OUT OF TIME	Chris Farlowe (Immediate)—Mirage
16	18	JUST LIKE A WOMAN	Manfred Mann (Fontana)—Feldman
17	25	TOO SOON TO KNOW	Roy Orbison (London)—Acuff-Rose
18	17	I WANT YOU	Bob Dylan (CBS)—Feldman
19	11	LOVE LETTERS	Elvis Presley (RCA Victor)—Famous Music
20	13	I COULDN'T LIVE WITHOUT YOUR LOVE	Petula Clark (Pye)—Welbeck
21	19	GOIN' BACK	Dusty Springfield (Philips)—Screen Gems
22	23	DISTANT DRUMS	Jim Reeves (RCA Victor)—Acuff-Rose
23	25	GOT TO GET YOU INTO MY LIFE	Cliff Bennett (Parlophone)—Northern
24	29	AIN'T TOO PROUD TO BEG	Temptations (Tamlamotown)—Belinda
25	27	BAREFOOTIN'	Robert Parker (Island)—Island

## CANADA

This Week	Last Week	Title	Artist
1	1	YELLOW SUBMARINE/ELANOR RIGBY	Beatles (Capitol)
2	2	SUMMER IN THE CITY	Lovin' Spoonful (Kama-Sutra)
3	3	I COULDN'T LIVE WITHOUT YOUR LOVE	Petula Clark (Warner Bros.)
4	4	SWEET PEA	Tommy Roe (Sparton)
5	5	SEE YOU IN SEPTEMBER	Happenings (Quality)
6	6	THIS DOOR SWINGS BOTH WAYS	Herman's Hermits (MGM)
7	7	THE JOKER WENT WILD	Brian Hyland (Philips)
8	8	BUS STOP	The Hollies (Capitol)
9	9	SUNNY	Bobby Hebb (Philips)
10	10	WITH A GIRL LIKE YOU	Troggs (Fontana)

## CANADIAN RECORDS

1	I'M A LONER	Jaybees (RCA Victor)
2	PLEASE FORGET HER	Jury (Quality)

## EIRE

(Courtesy Dublin Evening Press)

This Week	Last Week	Title	Artist
1	1	MORE THAN YESTERDAY	Gregory (Pye)—Acuff-Rose
2	5	WITH A GIRL LIKE YOU	Troggs (Fontana)—Dick James
3	—	THE TRAVELLING PEOPLE	Johnstons (Pye)—Mecolico
4	9	PRETTY BROWN EYES	Drifters (Pye)—Palace
5	7	BLACK IS BLACK	Los Bravos (Decca)—Mellin
6	6	GET AWAY	Georgie Fame (Columbia)—Gunnell
7	2	IT DOESN'T MATTER ANYMORE	Dixies (Pye)—Mellin
8	3	THROW A LITTLE LOVIN'	My Way—Roly Daniels (Emerald)—Screen Gems
9	8	LANA	Roy Orbison (London)—Acuff-Rose
10	—	VISIONS	Cliff Richard (Columbia)—Belinda

## FRANCE

This Week	Last Week	Title	Artist
1	2	LOVE ME PLEASE LOVE ME	Michel Polnareff (A.Z.)
2	7	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise) Champion et Roosevelt Music
3	3	QU'ELLE EST BELLE	Mireille Mathieu—(Barclay) Leerand
4	5	TON NOM	Adama—(Voix de son Maître) Pathe-Marconi
5	6	MON CREDO	Mireille Mathieu—(Barclay) Prosadis
6	8	LES JOLIES COLONIES DE VACANCES	Pierre Perret—(Vogue) Nouvelles Editions Barclay
7	4	BANG BANG	Sheila—(Philips) Meridian
8	1	AMOUREUX DU MONDE ENTIER	Claupe Francois—(Philips) AMI
9	11	LA POUPEE QUI FAIT NON	Michel Polnareff—(A.Z.) Semi
10	9	POURQUOI PAS NOUS	Line et Willy (A. Z.)—Meridian
11	14	CHEVEUX LONGS ET IDEES COURTES	Johnny Hallyday (Philips)—Labrador
12	10	LA LAVANDE	Enrico Macias (Pathe)—Tutti
13	12	LE VENT	Line et Willy (A. Z.)—Dany Music
14	—	WHEN A MAN LOVES A WOMAN	Percy Sledge (Atlantic)—Nouvelles Editions Barclay
15	—	ET MOI DANS MON COIN	Charles Aznavour (Barclay)—Aznavour

## GERMANY

(Courtesy Music Magazine)

This Week	Last Week	Title	Artist
1	3	BEIB NICHT GLEICH IN JEDEN APFEL	Wencke Myhre (Polydor)
2	4	LEG DEIN HERZ IN MEIN HANDE	IRGENDJEMAND LIEBT AUCH DICH—Roy Black (Polydor)—Seith
3	2	MONDAY, MONDAY	Mama's and the Papa's (RCA Victor)—Music
4	9	FREMDE IN DER NACHT	Peter Beil (CBS)—Gerig
5	6	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Gerig
6	1	PAPERBACK WRITER	The Beatles (Odeon)—Northern
7	5	SLOOP JOHN B	Beach Boys (Capitol)—Francis, Day & Hunter
8	7	HOLD TIGHT	Dave Dee, Dozy, Beaky Mike and Tich (Fontana)—Lynn Music
9	13	MICHELLE	The Beatles (Odeon)—Budde
10	23	HIDEAWAY	Dave Dee, Dozy, Beaky Mike and Tich (Star Club Records)—Lynn Music

## HOLLAND

\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	DANS JE DE HELE NACHT MET MIJ	*Karin Kent (Decca)—Ed. U. A. Music Nederland N. V.
2	1	SUNNY AFTERNOON	The Kinks (Pye)—Ed. Belinda
3	3	BUS STOP	The Hollies (Parlophone)—Ed. Connelly-Basart
4	—	SUMMER IN THE CITY	The Lovin' Spoonful (Kama Sutra) Ed. Melodia-Trident
5	5	WITH A GIRL LIKE YOU	The Troggs (Fontana)—Ed. Leeds-Basart
6	4	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Ed. Leeds-Basart

7	—	BLACK IS BLACK	Los Bravos (Barclay)
8	7	LA POUPEE QUI FAIT NON	Michel Polnareff (Palette)—Ed. Holland Music
9	9	LADY JANE	Davis Garrick (Pye)—Ed. Essex-Basart
10	8	HANKY PANKY	Tommy James & The Shondells (Roulette)—Ed. Belinda

## ISRAEL

This Week	Last Week	Title	Artist
1	2	PAPERBACK WRITER	The Beatles (Parlophone/IME)
2	1	BLUE TURNS TO GREY	Cliff Richard (Columbia/IME)
3	4	RED RUBBER BALL	Cyrkle (CBS)
4	3	SUNNY AFTERNOON	The Kinks (Piccadilly)
5	5	BUS STOP	The Hollies (Parlophone/IMS)
6	8	ALINE	Christophe (Vogue/Hatakli)
7	7	LOVE LETTERS	Elvis Presley (RCA Victor/Enstronics)
8	11	HANKY PANKY	Tommy James & the Shondells (Roulette/Hatakli)
9	14	LANA	Roy Orbison (London/Pax)
10	16	I SAW HER AGAIN	The Mama's and the Papa's (Dunhill/Eastronics)

## ITALY

(Courtesy Musica e Dischi, Milan)

This Week	Last Week	Title	Artist
1	1	NOTTE DI FERRAGOSTO	*Gianni Morandi (RCA)
2	3	IO HO IN MENTE TE	*Equipe 84 (Ricordi)
3	5	CHE COLPA ABBIAMO NOI	*Rokes (Arc)
4	4	TEMA	*Giganti (Ri Fi)
5	6	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)
6	2	RIDERA	*Little Tony (Durium)
7	7	PERDONO	*Caterina Caselli (CGD)
8	12	TA RA TA TA	*Mina (Ri Fi)
9	9	PAPERBACK WRITER	Beatles (Parlophon)
10	8	PAINT IT, BLACK	Rolling Stones (Decca)
11	11	LA FISARMONICA	*Gianni Morandi (RCA)
12	13	GIRL	Beatles (Parlophon)
13	14	JOHN BROWN	*Marcellos Ferial (Durium)
14	—	SOGNANDO LA CALIFORNIA	*Dik Dik (Ricordi)

## JAPAN

This Week	Last Week	Title	Artist
1	1	*YOGIRI NO BOJO	Ishihara Yuujiro (Teichiku) JASRAC
2	3	*KOHKOTSU NO BLUES	Aoe Mina (Victor) JASRAC
3	2	*OYOMENI OIDE	Kayama Yuuzo (Toshiba) JASRAC
4	6	*AOI HITOMI	J. Yoshikawa & Blue Comets (Columbia) Seven Seas
5	7	*GINZA BLUES	K. Matsuo & Mahina Stars (Victor) JASRAC
6	5	*FUTARI NO SEKAI	Ishihara Yuujiro (Teichiku) JASRAC
7	4	*YUUI WA AKAKU	Kayama Yuuzo (Toshiba) JASRAC
8	8	*HOSHI NO FLAMENCO	Saigo Teruhiko (Crown) JASRAC
9	—	*KOI TO NAMIDA NO TAIYOH	Hashi Yukio (Victor) JASRAC
10	9	*KIMI TO ITSUMADEMO	Kayama Yuuzo (Toshiba) JASRAC

## MEXICO

(Courtesy Audiomusica)

This Week	Last Week	Title	Artist
1	1	MI RAZON	*Sonora Santanera (CBS)—Pham
2	4	LA GORDA	*Javier Solis (CBS)—Campei
3	2	SENZA FINE	The Brass Ring (RCA)—Pending
4	6	TERRA MALA	*Irma Serrano (CBS)—Brambila
5	6	EL DESPERTAR	*Marco Antonio Muniz (RCA)—Embroth
6	5	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Pending
7	—	EL ULTIMO BESO	(The Last Kiss)—*Polo (Peerless)—Pending
8	—	TANGO NEGRO	*Jorge Valente (CBS)—Pham
9	9	MIEL AMARGA	*Irma Serrano (CBS)—Emmi
10	10	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)—Pending

## NORWAY

(Courtesy Verdens Gang)

This Week	Last Week	Title	Artist
1	1	SUNNY AFTERNOON	The Kinks (Pye)—Belinda
2	2	DID YOU EVER HAVE TO MAKE UP YOUR MIND	Lovin' Spoonful (Kama Sutra)—Acuff-Rose Scandia
3	—	YELLOW SUBMARINE	Beatles (Parlophone)—Edition Lyche
4	3	BUS STOP	Hollies (Parlophone)—Reg Connelly
5	5	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Sweden Music
6	7	MOT UKJENT STED	*Vanguards (Triola)—Bendiksen
7	—	SUMMER IN THE CITY	Lovin' Spoonful (Kama Sutra)
8	6	SLOOP JOHN B	Beach Boys (Capitol)—Sweden Music
9	—	WITH A GIRL LIKE YOU	Troggs (Fontana)
10	4	PAPERBACK WRITER	Beatles (Parlophone)—Edition Lyche

## RIO DE JANEIRO

(O Globo)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	—	STRANGERS IN THE NIGHT	Frank Sinatra (Philips)
2	1	JUANITA BANANA	The Peels (Som Major), the Monks (Mocambo) (Odeon)
3	3	YESTERDAY	Beatles (Odeon)
4	—	LARA'S THEME	AI Korwin (Fermata)
5	2	DAY TRIPPER	Beatles (Odeon)
6	—	POBRE MENINA	Leno & Lillian (CBS)
7	10	BOBO DE NINGUEM	*Luis Alberto (RGE)
8	5	IO TE DARO DI PIU	Moacyr Franco (Copacabana)
9	—	MAMAE PASSOU ACUCAR NI MIM	*Wilson Simonal (Odeon)
10	—	LES CORNICHONS	Jacques Sasson (Polydor)

## From The Music Capitals of the World

Continued from page 36

of Jack Jones recording sessions and meetings. **MIKE GROSS**

## OSLO

Tone Danielsen, a girl who first appeared in a Norwegian film this winter, has an LP on Nor-Disc. She does original Norwegian folk songs. . . . An all-girl quartet the Dandy Girls debut on the Manu label with "Heitan og hatan." The group will tour Germany this fall. . . . Sweden Music in Stockholm has the publishing rights for "Strangers in the Night."

The Beatles' latest single, "Yellow Submarine" on Parlophone label here, made No. 3 on the Norwegian Hit Parade. Their LP "Revolver," on same label, managed 15 on the singles charts. . . . Norsk Phonogram is issuing four CBS LP's, by the Brothers Four, Barbra Streisand, Andy Williams and Bob Dylan.

Per Gunnar Jensen, head of disk firm Manu, has started his own orchestra and will issue two singles on his ow label. . . . Norwegian singing star Grynnet Molvig, now a free-lance recording artist, will star in the Swedish film "The Princess," as directed by Abe Falck.

The Vanguards, one of Norway's most well-known pop groups, will release their first LP on the Triola label shortly, and the same label also issues an LP with the Public Enemies on Sept. 15. . . . Arne Bendiksen's "Det blir ingen sommer" has been recorded by Kirsti Sparboe on the Triola label. . . . The Starlights of Oslo, a Nor-Disc recording group, is out with the single record, "I'm Just a Tramp," on the Polydor label

ESPEN ERIKSEN

## TORONTO

Robert J. Stone Associates has acquired Canadian rights to the new Current label with its first release, "I'm Normal" by the Emperor's Friends, released on the Sparton label following its appearance as a Billboard breakout single. Stone has also acquired Canadian and world rights to the same company's PPI label. Future releases are likely to be on the Stone label in Canada. . . . Arc Sound president Phil Anderson flew to Ireland to sign the Abbey Tavern Singers to a long-term world-wide recording contract, following the success of their "Off to Dublin in the Green" single, originally the soundtrack for a beer commercial. Anderson rushed the group to a Dublin studio to record and LP for immediate release. Hanna-Barbera in the U. S. is expected to release the album,

after good initial reaction to the single in the States.

Robert Boa is now record sales representative of Sparton Records' Montreal branch, after seven years

DON'T MISS PLAYING  
"MR. RAIN"  
b/w  
"TINA"  
by  
RAY HUTCHINSON  
on  
EPIC C5-106  
Two more hit songs from  
BMI CANADA LIMITED, TORONTO

with the company in customer relations, stocking and auditing. . . . New promotion man at Apex Records in Toronto is Dave Elliot, drummer with a local group, the Twilights. Following their big success in Canada, Arc's singing satirists, the Brothers-in-Law, are going into sessions for an LP specially for the U. S. market, to include their upcoming single, "America the Ugly" and such other titles as "Peyton Place." . . . First record dedicated to Canada's centennial in 1967 is already on the market, on Rodeo's Caprice label. It's "Centennial Hymn," performed in English on one side and French on the other, by the Chorale de L'Amitie, a girls choir from Sherbrooke, Que.

Al Hirt's new RCA Victor single, "Strawberry Jam," also scheduled for inclusion in his next album, is a composition of Canadian trumpeter Johnny Cowell. Hirt has also recorded another Cowell tune, "His Girl," for release later. . . . Quality Records is rushing out A&M's first album by Sergio Mendes and his group, following great audience reaction to their appearance with Herb Alpert and the Tijuana Brass at the O'Keefe Centre in Toronto in mid-August.

Toronto's reputation as a major jazz center is reaffirmed with the reopening in mid-August of the Town, new name for the completely renovated Town Tavern, with Jackie Cain and Roy Kral, and the launching of a name jazz policy at the Plaza Room of the Park Plaza Hotel with the Junior Mance Trio. The Colonial Tavern continues its staunch jazz policy with Earl (Fatha) Hines in for a month until Sept. 17. Upcoming at the Town are Teddy Wilson, Joe Williams, Clark Terry, Bobby Hackett and June Christy, and the Plaza Room promises Jimmy and Marion McPartland, the Wynton Kelly Trio and the Ruby Braff Quartet. (Continued on page 46)



You sold up a storm with  
"Don't Bring Me Down."  
Follow through with the follow-up hit!

# **ERIC BURDON & THE ANIMALS SEE SEE RIDER**

b/w She'll Return It K-13582

from the great new album, ANIMALIZATION E/ SE-4384



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



**POP SPOTLIGHT**  
**YOU'RE GONNA HEAR FROM ME**  
 Julius La Rosa. MGM E 4398 (M); SE 4398 (S)  
 Marking his album debut on MGM, La Rosa never sounded better. He has taken a dozen strong pieces of material and brings warmth and sensitivity to them. Don Costa arrangements are outstanding. "You Only See Her," "The Shadow of Your Smile" and the title tune are standouts.



**POP SPOTLIGHT**  
**THEY'RE COMING TO TAKE ME AWAY, HA-HAAA!**  
 Napoleon XIV. Warner Bros. W 1661 (M); WS 1661 (S)  
 The same ingredients that made "They're Coming to Take Me Away, Ha-Haaa," the top summer novelty smash, are found in the nutty, cleverly written material in the LP. Such Booky cuts as "Photogenic, Schizophrenic You," "Marching Off to Bedlume" and "I Live in a Split Level Head" have enough teen appeal to make this a best-seller.



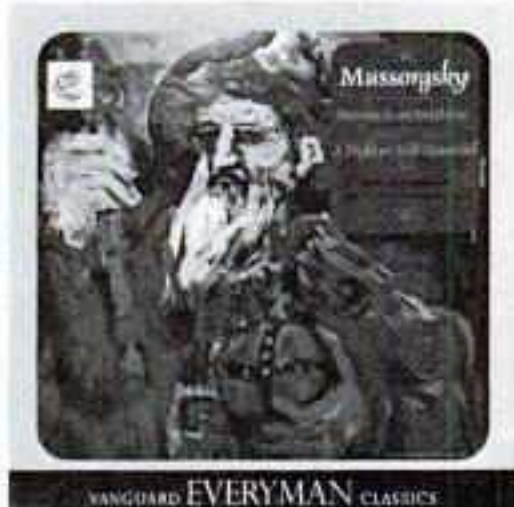
**POP SPOTLIGHT**  
**DOUBLE SHOT**  
 The Mariachi Brass. World-Pacific WP 1852 (M); WPS 21852 (S)  
 Combining the popular brass sounds of today with the jazz feel of Chet Baker performing recent pop hits, this package should meet with the sales success of the initial "Taste of Tequila" album. Standouts include "Red Rubber Ball" and "Green Grass."



**POP SPOTLIGHT**  
**"IN"-CITEMENT**  
 The Pair. Liberty LRP 3461 (M); LST 7461 (S)  
 Exciting duo, vocalist and bassist, offer their third "live" album recorded at "The Mecca" in Buena Park, Calif. The boys' unique sound sheds new musical light on standards such as "A Wonderful Day Like Today," "Summertime," "Goin' Out of My Head" and the recent B'way musical (On a Clear Day) tune, "Come Back to Me." Excellent package for conservative and easy-listening programmers.



**POP SPOTLIGHT**  
**THE NEW SOUNDS OF THE FABULOUS KING SISTERS**  
 Warner Bros. W 1647 (M); WS 1647 (S)  
 Sure to get much airplay on easy listening stations, the King Sisters have a strong chart contender here. This smooth, up-beat package includes both standards and pop tunes such as "Sweet Georgia Brown," "Don't Go to Strangers," "Call Me" and "Goin' Out of My Head."



**CLASSICAL SPOTLIGHT**  
**MUSSORGSKY: PICTURES AT AN EXHIBITION/A NIGHT ON BALD MOUNTAIN**  
 Vienna State Opera Chorus (Golschmann). Vanguard Everyman SRV 210 (M); SRV 210 SD (S)  
 Here's an excellent coupling of Mussorgsky works which should find favor in the budget field. With Golschmann leading "Pictures" is a vivid, colorful work. "Mountain" gets a grand-scale, penetrating treatment which produces excitement on a big scale.



**POP SPOTLIGHT**  
**THE SOUNDS OF '66**  
 Sammy Davis Jr./Buddy Rich. Reprise R 6214 (M); RS 6214 (S)  
 Sammy has done it again. This time he teams up with the Buddy Rich Orchestra to record live a package of popular material designed to skyrocket to the top of the charts.



**CLASSICAL SPOTLIGHT**  
**THE LIGHT MUSIC OF SHOSTAKOVICH**  
 Andre Kostelanetz and His Orchestra. Columbia ML 6267 (M); MS 6267 (S)  
 This is the sort of light, frothy, melodic fare that sells as well in the pop market as it does among classical buyers. Shostakovich's waltzes, polkas and folk music are delightful, and the Kostelanetz orchestra plays with first-class musicianship.

## NEW ACTION ALBUMS

### ★ NATIONAL BREAKOUTS

#### REVOLVER

Beatles, Capitol T 2576 (M); ST 2576 (S) (300-02576-3; 300-02576-5)

#### ROAD RUNNER

Jr. Walker & the All Stars, Soul SLP 703 (M); S 703 (S) (821-00703-3; 821-00703-5)

#### GO AHEAD AND CRY

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

### ★ NEW ACTION LP's

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

#### WADE IN THE WATER . . .

Ramsey Lewis, Cadet LP 774 (M); LPS 774 (S) (245-00774-3; 245-00774-5)

#### THE PIED PIPER . . .

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

#### SERGIO MENDES & BRASIL '66 . . .

A&M LP 116 (M); SP 4116 (S); (108-00116-3; 108-04116-5)

#### SONGS BY TOM LEHRER . . .

Reprise R 6216 (M); RS 6216 (S) (780-06216-3; 780-06216-5)

#### WIPE OUT . . .

Surfaris, Dot DLP 3535 (M); DLP 25535 (S) (430-03535-3; 430-25535-5)

#### HOOCHIE COOCHE MAN . . .

Jimmy Smith, Verve V 8667 (M); V6-8667 (S) (895-08667-3; 895-68667-5)

#### MARVIN GAYE'S GREATEST HITS . . .

Tamla TML 252 (M); (No Stereo) (855-00250-3)

#### SOUL BROTHER #1 . . .

James Brown, King 985 (M); S 985 (S) (615-00985-3; 615-00985-5)

#### LIVIN' ABOVE YOUR HEAD . . .

Jay & the Americans, United Artists UAL 3534 (M); UAS 6534 (S) (875-03534-3; 875-06534-5)

#### LOU RAWLS SOULIN' . . .

Capitol T 2566 (M); ST 2566 (S) (300-02566-3; 300-02566-5)

#### EVERYBODY LOVES SOMEBODY . . .

Jerry Vale, Columbia CL 2530 (M); CS 9330 (S) (350-02530-3; 350-09330-5)

#### SUNNY . . .

Bobby Hebb, Philips PHM 200-212 (M); PHS 600-212 (S) (740-20212-3; 740-60212-5)

#### CLASS OF '66 . . .

Floyd Cramer, RCA Victor LPM 3650 (M); LSP 3650 (S) (775-03650-3; 775-03650-5)

#### BOBBY VINTON LIVE AT THE COPA WITH THE VILLAGE STOMPERS . . .

Epic LN 24203 (M); BN 26203 (S) (465-24203-3; 465-26203-5)



**CLASSICAL SPOTLIGHT**  
**BACH: LUTE SUITES NOS. 1 AND 2**  
 Julian Bream. RCA Victor LM 2896 (M); LSC 2896 (S)

Bream plays these two Bach suites with such delicacy and poetic feeling that this music, originally intended for the lute, will make even the purists sit up and listen. Whatever the section, whatever the movement, Bream's skill shines through.



**COUNTRY SPOTLIGHT**  
**A TRAVELIN' MAN**  
 Slim Whitman. Imperial LP 9313 (M); LP 12313 (S)

With the Jordanaires providing the choral background, Whitman offers a package of solid songs including the recent hit "Behind the Tear," the pop smash "I'll Never Find Another You" and Fats Domino's great "Blueberry Hill."



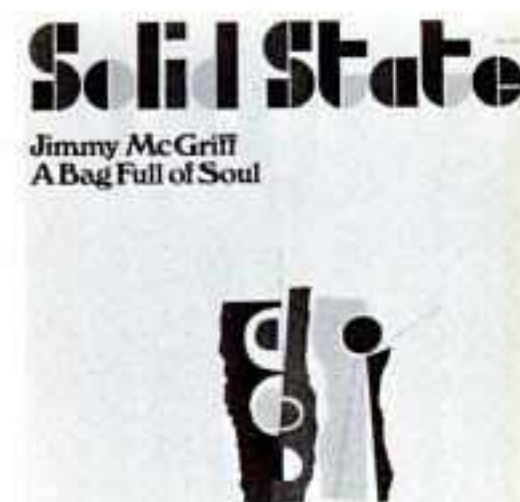
**JAZZ SPOTLIGHT**  
**THE BIG BAND**  
 Jimmy McGriff. Solid State SS 18001 (S)

McGriff's organ with a big band that lifts the lid off the immediate world! A truly swinging album. Great treatments of Hefti's "Lil Darlin'" and "Splanky," Manny Albam's "Slow But Sure" and York's "Every Day." Beautifully executed in both the musical and electronic departments.



**LOW PRICE CLASSICAL SPOTLIGHT**  
**MOZART: CORONATION MASS**  
 Pro Musica Symphony, Vienna/Vienna Oratorio Choir. Turnabout TV 4063 (M); TV 34063S (S)

A quartet of well-known singers makes this reissue a good bet for sales. The performances under Jascha Horenstein of the "Coronation Mass" and the B-side "Vesperae Solennes de Confessore" rate high. Soloists are Wilma Lipp, Christa Ludwig, Murray Dickie and Walter Berry.



**JAZZ SPOTLIGHT**  
**A BAG FULL OF SOUL**  
 Jimmy McGriff. Solid State SM 17002 (M)

McGriff's "I Cover the Waterfront" swings (stride organ and all). His slow blues are wide open and inspired. "See See Rider" is a standout. "Hallelujah" is laid down in beautiful style. "On the Way Home" is great discotheque jazz. An album with broad scope and great appeal.



**INTERNATIONAL SPOTLIGHT**  
**BRAZILIANCE!**  
 Marcos Valle. Warner Bros. W 1654 (M); WS 1654 (S)

Marcos Valle is a young Brazilian composer in the tradition of Gilberto and Jobim. He's also an imaginative guitarist. The 12 selections on the album, mostly in the cool jazz idiom, are all Valle's compositions. Any one of them could make it in the U.S.

(Continued on page 44)

### ALBUM REVIEW POLICY

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

SEE ALBUM REVIEWS ON BACK COVER



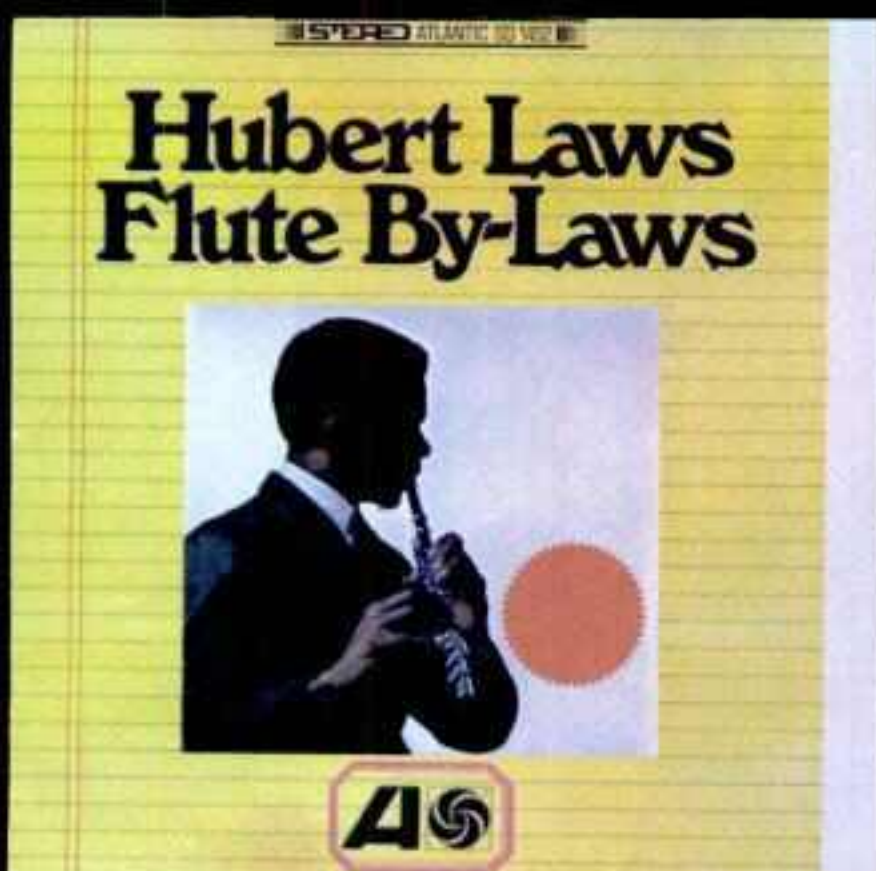
*Jazz  
Best Sellers  
are on Atlantic*



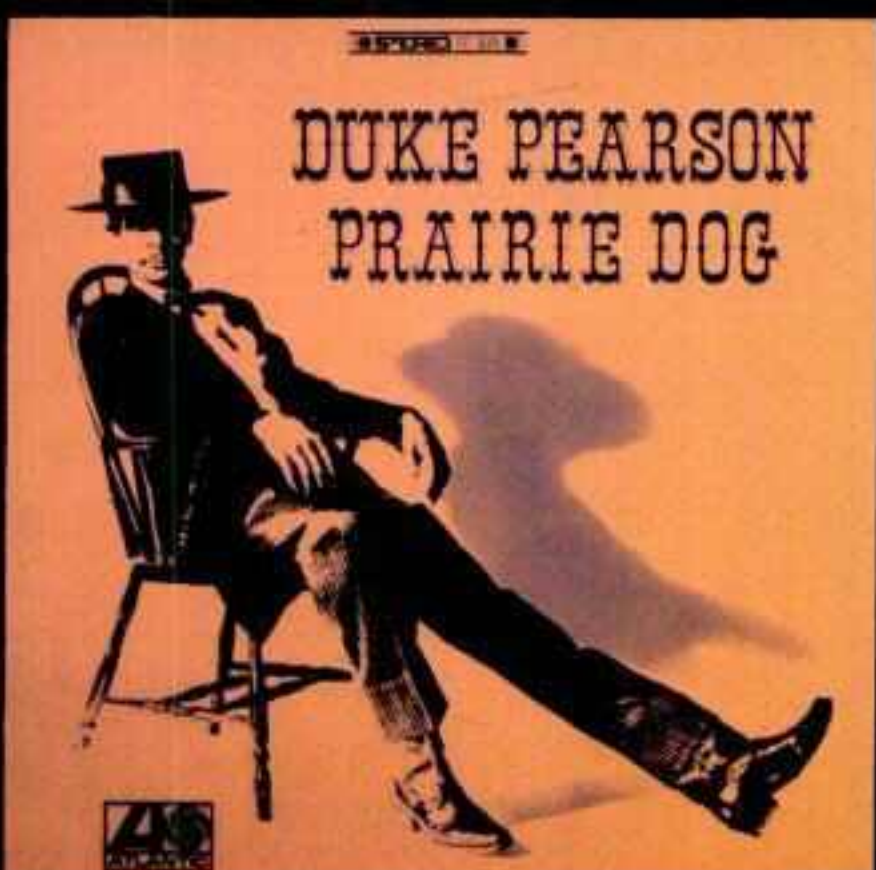
OUR MANN FLUTE/Herbie Mann #1464



MEAN GREENS/Eddie Harris #1453



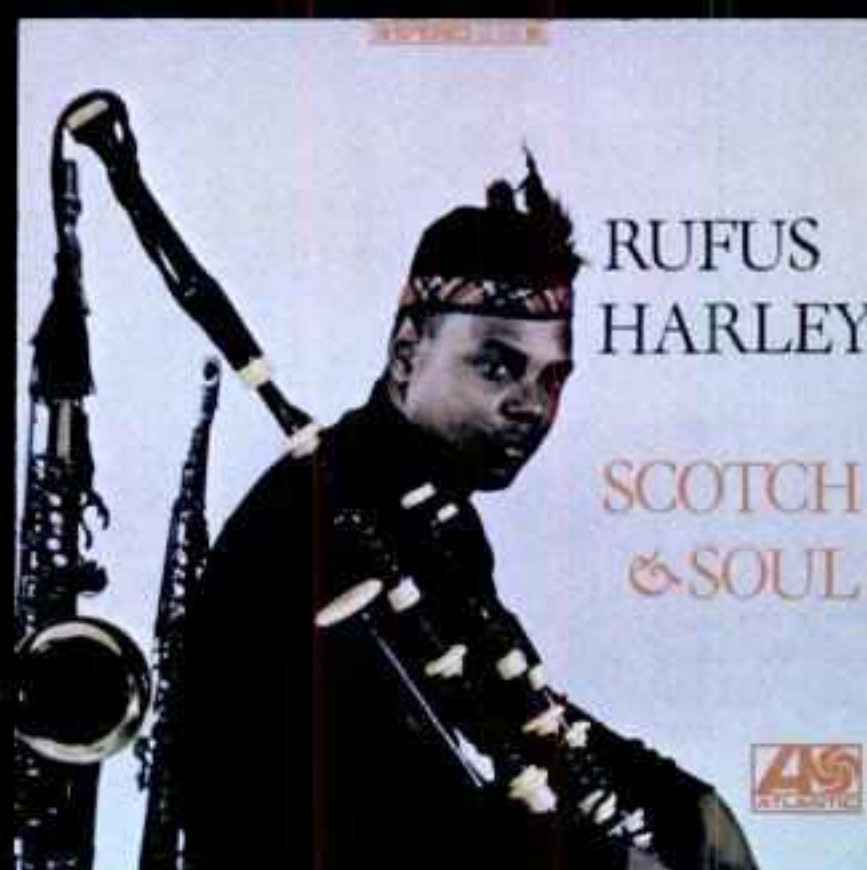
FLUTE BY-LAWS/Hubert Laws #1452



PRAIRIE DOG/Duke Pearson #3005



# ATLANTIC JAZZ EXCITEMENT SIX NEW ALBUMS FOR SEPTEMBER



SCOTCH & SOUL/Rufus Harley #3006



WILD MAN ON THE LOOSE/Mose Allison #1456

All available in mono & stereo

TOP 100

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

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

Table with 5 columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Lists top 50 records including 'WHAT NOW MY LOVE', 'YESTERDAY AND TODAY', 'DR. ZHIVAGO', etc.

Table with 5 columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Lists records 51-100 including 'THE BEST OF HERMAN'S HERMITS', 'THE DAVE CLARK FIVE'S GREATEST HITS', etc.

Table with 5 columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Lists records 101-150 including 'LOVE', 'SOUL MESSAGE', 'BYE BYE BLUES', etc.

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

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.

# In All The World Only One **GENE PITNEY**

23 CONSECUTIVE SINGLE CHART RECORDS

RECENTLY THE

**No. 1 Best Selling Record**

IN **ITALY**

"NESSUNO MI PUO GUIDICARE"

NO. 1 IN ISRAEL, TOP FIVE ARGENTINA

The No. 2

**Best Selling Record**

IN **England**

"NOBODY NEEDS YOUR LOVE"

TOP TEN CANADA,

AUSTRALIA AND NEW ZEALAND

Now Just Released  
His New American

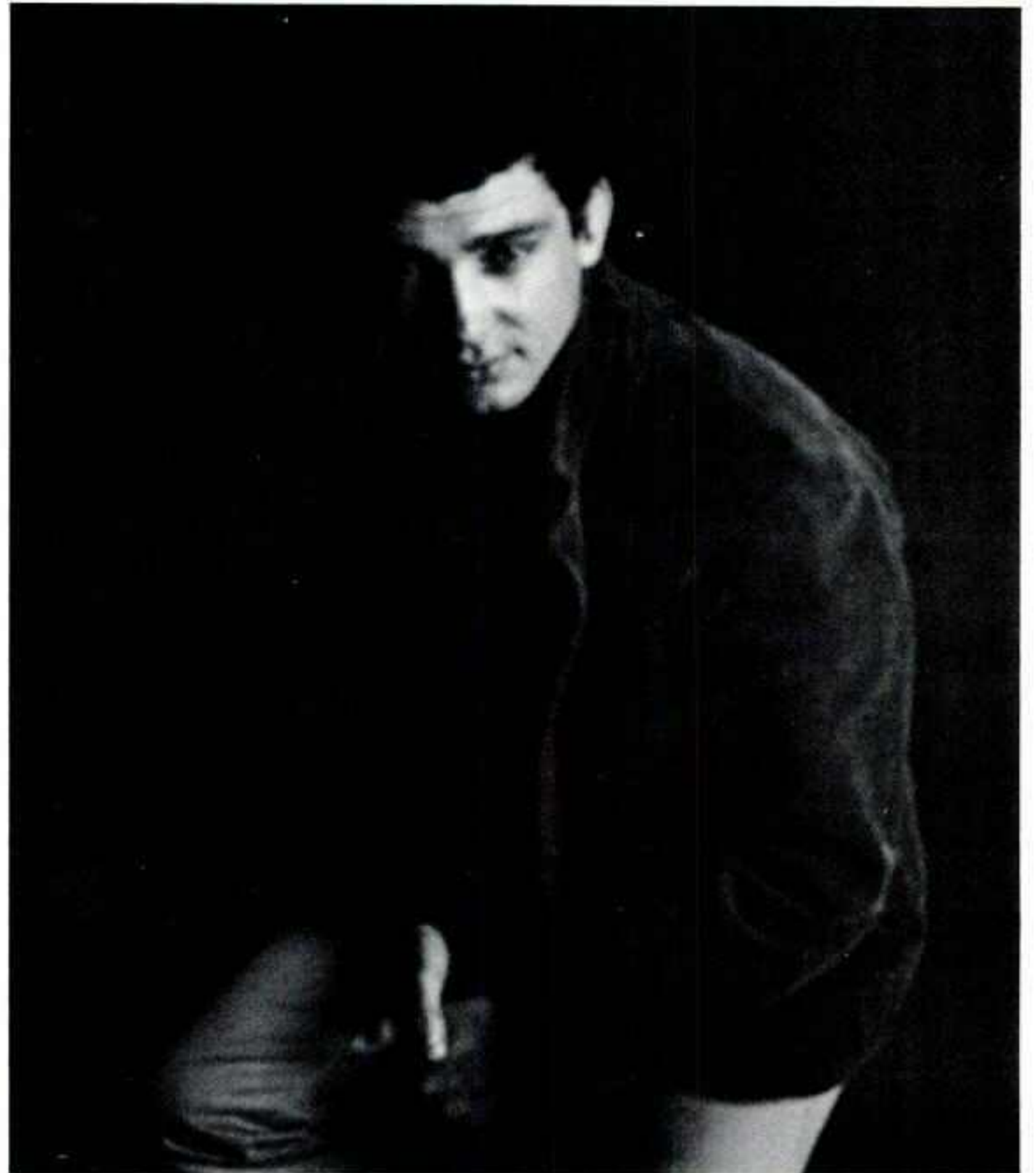
Release "IN THE

**COLD LIGHT  
OF DAY"**

AND

**"THE BOSS'S  
DAUGHTER"**

MUSICOR 1200



## POP SPOTLIGHTS



**GENE PITNEY — COLD LIGHT OF DAY** (Prod. Pitney & Kahn) (Writer: Colburn) (Cassandra, BMI)—**THE BOSS'S DAUGHTER** (Prod. Pitney & Kahn) (Writers: Weiss-English) (Hellos, BMI)—A two sided powerhouse from Pitney. First side is a driving production ballad while the flip is an off-beat, infectious rhythm number with top chart possibilities. **Musicor 1200**

## Pick of the Week

(IN THE) COLD LIGHT OF DAY (2:41)  
[Helios, BMI—Weiss, English]

THE BOSS'S DAUGHTER (2:44) [Cassandra, BMI—Colburn]  
GENE PITNEY (Musicor 1200)

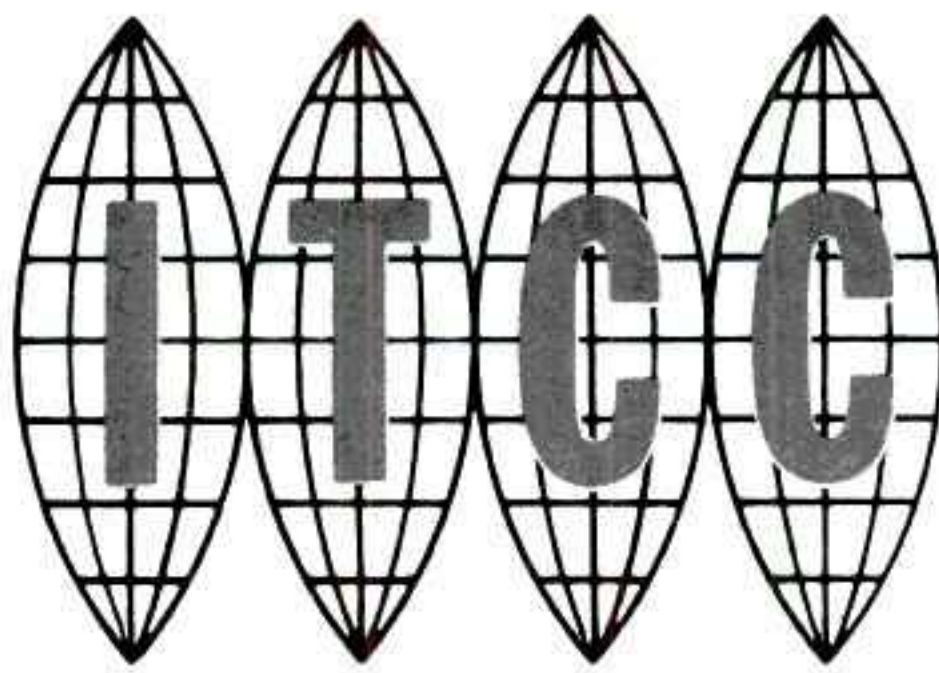


Gene Pitney should speedily add another link to his unbroken hit-chain on the basis of this commercial new Musicor stand labeled "(In The) Cold Light Of Day." The side is a slow starting but effectively-building dramatic affair about a duo who met at the wrong time to make a go of their relationship. "The Boss's Daughter" is a rhythmic, pulsating, dual-track blueser.



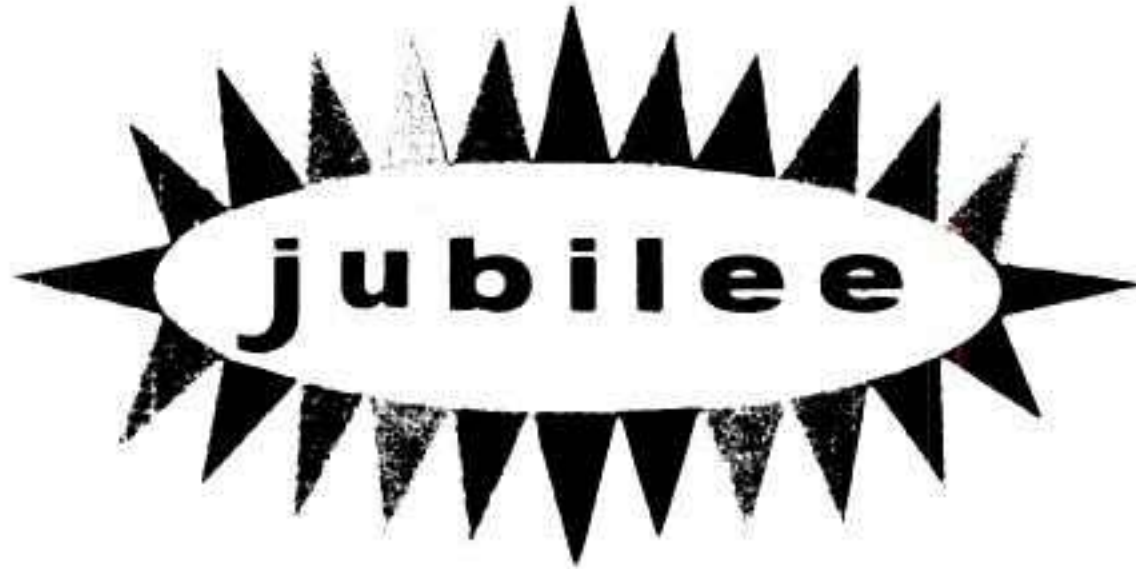
A DIVISION OF TALMADGE PRODUCTIONS, INC. 240 W. 55th STREET, N.Y., N.Y.





Subsidiary of Dextra Corporation

is proud to announce  
the signing of an **EXCLUSIVE**  
contract with



and



**ITCC is the exclusive duplicator  
and distributor of 8 and 4 track  
stereo tape cartridges from these  
important record labels.**

**Featuring these  
best-selling artists:**

BOBBY DARIN  
DELLA REESE  
RUSTY WARREN  
ENZIO STUARTI  
DON RONDO  
BOBBY FREEMAN  
KERMIT SCHAFER  
WALTER SCHARF  
LARRY STORCH  
LEROY LEWIS  
CHARLIE PAPAYA  
THE SHELLS  
THE TOPSIDERS  
FRANK WOJNAROWSKI  
RAY HENRY  
WALTER SOLEK  
JOHNNY PECON  
RICHIE BROTHERS  
JOHNNIE BOMBA  
and others

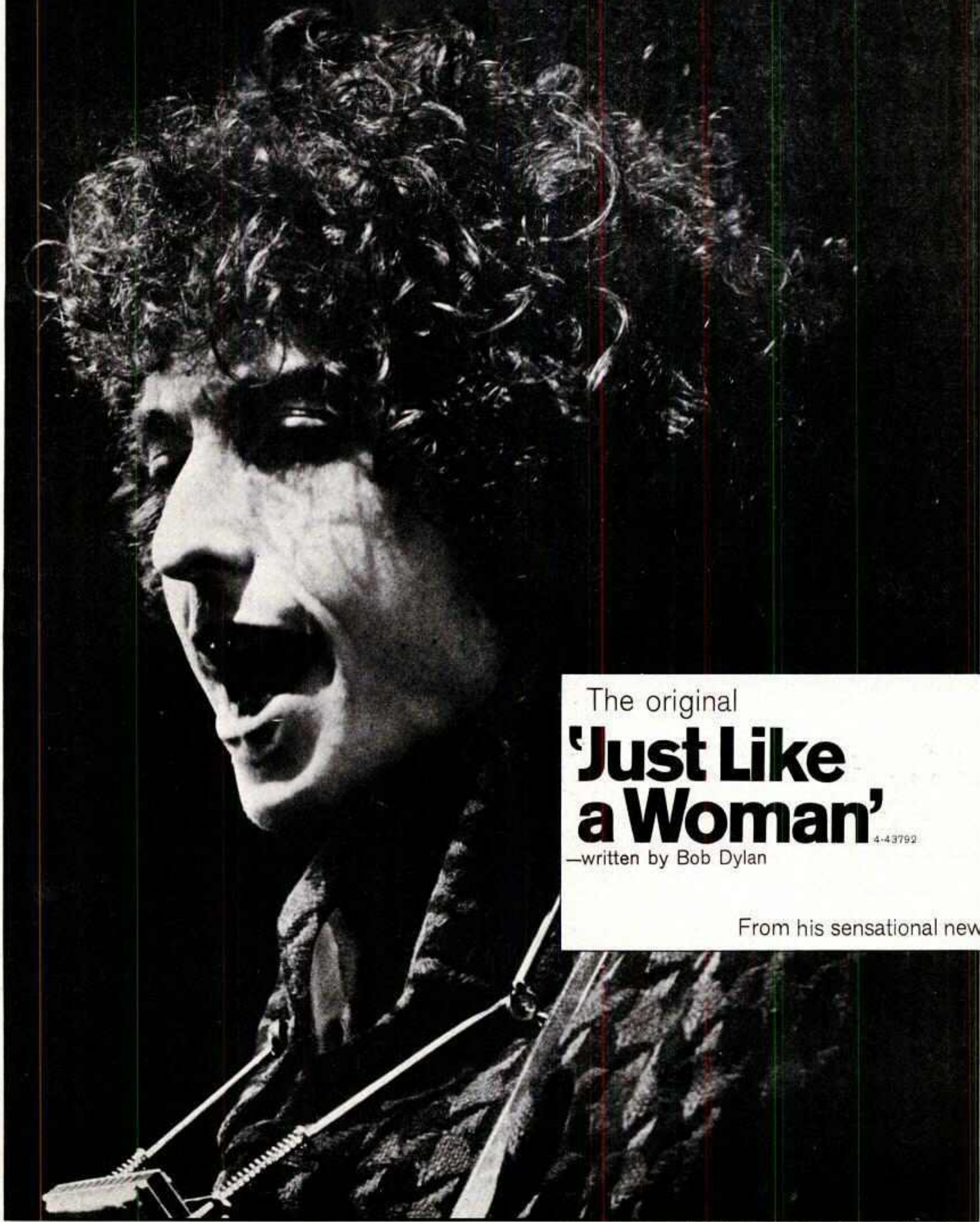


**INTERNATIONAL TAPE  
CARTRIDGE CORPORATION**

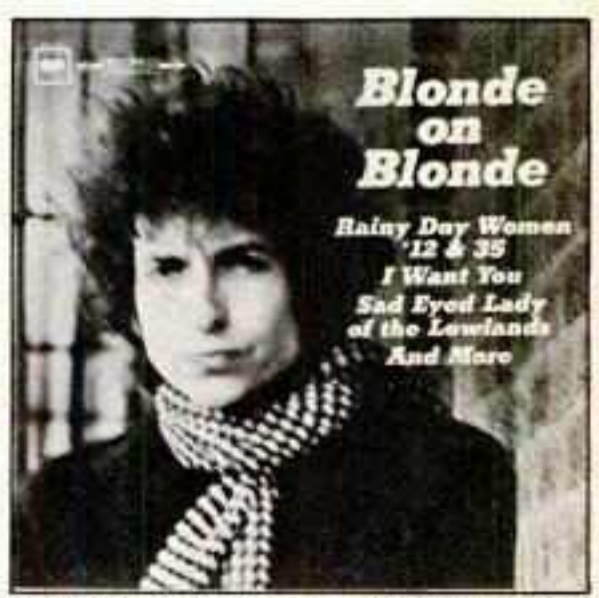
1290 Avenue of the Americas, New York, N.Y.



We've said it before  
and we say it again...  
**Nobody  
sings Dylan  
like Dylan!**



The original  
**'Just Like  
a Woman'**  
—written by Bob Dylan



From his sensational new album...

C2L 41/C2S 841 Stereo (A 2-Record Set)

**On COLUMBIA RECORDS**

## Seraphim to Accent Artists; 60 Releases Planned for Year

By ELIOT TIEGEL

LOS ANGELES—Angel Records unveils its \$2.49 mono and stereo Seraphim line Sept. 6, which spotlights artists, with an initial release of 20 albums. (See Billboard Review.)

The new classical line (Billboard, Aug. 6) will have a uniform appearance, emphasizing the artist first and repertoire second. By achieving co-operation with artists for reduced royalty rates, by watching distribution costs and by simplified two-color printing, the company believes it has found the key to presenting first-rate classical material in budget form.

Brown Meggs, Capitol's marketing director, who will be selecting the repertoire for the line

with his staff, said 60 albums would be released during the initial year from such sources as Angel deletions, early Capitol Classics deletions and EMI deletions and previously unavailable titles.

Of the first 20 releases, seven are available in stereo. Seraphim will avoid reproducing mono performances in stereo to retain the original flavor of the artistry.

### Name Power

The emphasis on name power is evident by a large photo of the performer on the front jacket. The repertoire is prominently displayed along with a quote explaining why the artist is celebrated for this particular performance. Each LP will offer full liner information and texts for vocal packages.

In the first release are eight albums previously unavailable in the U. S. "Functions of the line," according to Meggs, "are the introduction of new artists and the release of historical performances." One such new solo artist is Swiss soprano Edith Mathis; one such previously unreleased performance is "The Marriage of Figaro" sung in German, and featuring Hilde Gueden, Walter Berry and Anneliese Rothenberger. The oldest recording in the release is a 1941 "Alpine Symphony" with the composer, Richard Strauss, conducting the Bavarian State Orchestra.

Approximately 90 per cent of future releases will be in stereo, noted Meggs, who called the line a marketing function in that all releases are specifically created to reactivate material lying dormant in the vaults which today could not be sold at a normal price.

"This is not an a&r function," Meggs said, "because nothing is being recorded. We are figuring out ways to place already-recorded products back on the market."

## Seraphim's Initial 20 LP's Have Gems Galore

By FRED KIRBY

NEW YORK—Angel Records has come up with a blockbuster in its initial 20-title Seraphim budget release, which will be out next Tuesday (6). A glittering array of some of the century's greatest recording names give outstanding performances. Just the line-up is enough to whet consumers' appetites: Kirsten Flagstad, Dame Myra Hess, Sir Thomas Beecham, Tullio Serafin, Jussi Bjoerling, Wilhelm Furtwaengler, Elizabeth Schwartzkopf, Richard Strauss, Boris Christoff, Otto Klemperer, Paul Hindemith, Victoria de los Angeles, Dietrich Fischer-Dieskau, Emil Gilels, and many more.

The release also offers fine new performances by Swiss soprano Edith Mathis in nine Handel songs and in Mozart's "The Marriage of Figaro," a

three-disk German-language package. This interesting set also has the excellent Figaro of Walter Berry as well as top performances by Hilde Gueden, Anneliese Rothenberger and Hermann Prey. These are only two of the only seven titles available in both mono and stereo. The new label does not indulge in rechannelling.

Other opera sets are Beecham's memorable version of Puccini's "La Boheme" and Seraphim's bright conducting of Donizetti's "L'Elisir d'Amore." The "Boheme" offers a truly all-star cast with Bjoerling, Miss de los Angeles, Lucine Amara, Robert Merrill, Giorgio Tozzi, John Reardon and Fernando Corena and they come through brilliantly. In "L'Elisir," a stereo package, the fine crew of Donizetti soloists, Rosanna Carteri, Luigi Alva, Giuseppe Taddei and Rolando Panerai, contribute to a vivid performance.

### 2 Young Artists

Fortunate inclusions in this first release list are disks by two young artists who died before attaining their promise, pianist

(Continued on page 50)

## Miss Forrester in City Opera Bow

NEW YORK—Canadian contralto Maureen Forrester will debut with the New York City Opera Company in the opening-night new production of Handel's "Julius Caesar," reported to be the first stage production of the work in the Eastern United States. Miss Forrester's Sept. 27 appearance as Cornelia will be her first American operatic performance.

Other singers making their debut during the company's seven-week season, the first at the New York State Theater in Lincoln Center, are Joan Patenaude, Joyce Blackham, Seymour Schwartzman, Nolan Van Way, Noel Mangin and Joseph Fair. Conductor Anton Guadagno, who will lead the new production of Puccini's "Tosca" also will be appearing with the company for the first time. Other new productions will be Mozart's "The Magic Flute," Puccini's "La Boheme" and Verdi's "La Traviata."

## Fort Worth in Federal Program

FORT WORTH—The Fort Worth Symphony will take part in Project Muse, a music education program for elementary and secondary school children under a Federal grant of more than \$340,000. The program consists of a series of lecture-demonstration-concerts by the orchestra, which will be divided into string quartet, woodwind quintet and brass quintet ensemble. The orchestra will visit each of 142 schools in a nine-county area surrounding Fort Worth. The program also will include 18 concerts by the full orchestra. Ezra Rachlin, musical director and conductor of the Fort Worth Symphony, is music director of Project Muse with Robert Alexander, manager of the orchestra, assistant project director.

## Utah Symphony To Debut in NY

NEW YORK—The Utah Symphony will debut in New York at Carnegie Hall Friday (9), before leaving for a four-week European tour, which will include performances in Greece, Yugoslavia, Germany, Vienna and England. Two performances at the opening of the new Fine Arts Auditorium at the University of New Mexico will conclude the tour.

Pianist Grant Johannesen will be soloist at the Carnegie Hall program, which will be presented under the patronage of Vice-President Hubert Humphrey. The program will consist of Bernstein's overture to "Candide," Vaughn Williams' "Symphony No. 6," Prokofiev's "Piano Concerto No. 3" and Stravinsky's "Firebird Suite." Other tour soloists besides Johannesen will be pianist Gina Bachauer and violinist David Oistrakh.

## Wagner Music Is Out; Israel Unit

TEL AVIV—The Israel Philharmonic Orchestra will not play Wagner's works in the coming concert seasons. The orchestra will tour Australia, New Zealand and Hong Kong.

The orchestra's management had decided to lift the ban on Wagner's and Strauss' works. Both composers were identified with the Nazi era. The original ban was protested, and was followed by a proposal by the Deputy Minister of Education to avoid programming the works as previously decided. The 107-piece orchestra will be conducted by Zubin Mehta, Antal Dorati and Eliahu Inbal while on tour.



NICOLAI GHIAUROV, right, goes over a point with conductor Otto Klemperer during a recent recording session of Mozart's "Don Giovanni" at EMI's London studios. The disk, with Ghiaurov in the title role, is due next spring on Angel. The musicians are members of the New Philharmonia Orchestra.

## PACKAGE REVIEW

### Baroque Records' Issues Have Quality of Sound, Performance

NEW YORK—Highlights of the current 12-title Baroque Records release are Beethoven's "Mass in C," Gluck's one-act comic opera "Le Mariage du Diable," and disks by Soviet artists Emil Gilels, Leonid Kogan and the Beethoven Player Quartet. The label also lives up to its name with about half of the selections from the baroque period.

The Beethoven Mass receives a stirring performance from the Dresden Cathedral Choir and Orchestra directed by Dr. Kurt Bauer. The rare Gluck one-acter, subtitled "The Reformed Drunkard" with its plot akin to Verdi's "Falstaff," is presented delightfully by soloists and orchestra of Le Festival de Musique d'Autrefois conducted by Claude Boyer.

Probably the most interesting selection in this release is Kogan's expert playing of Tikhon Khrennikov's "Violin Concerto," a piece written for him. The top-flight artist handles the tricky first and third movements brilliantly and also demonstrates his familiarity with the work in the more-lyric second movement. Kudos also should be given the fine playing of the Leningrad Philharmonic, conducted by Kurt Sanderling, who also handled that assignment at the concerto's world premiere with Kogan. The second side offers a precise version of Mozart's "Violin Concerto No. 3 in G."

Kyryl Kondrashin leads the Leningrad behind Gilels' outstanding reading of the familiar Tchaikovsky "Second Concerto in G." The Beethoven Quartet lives up to its excellent reputation with the dissonances and beauties of Shostakovich's "String Quartets 7 and 8."

Two Canadian artists, harpsichordist Kenneth Gilbert and violinist Steven Saryk, zip through an LP of four Bach sonatas like the baroque experts they are. Their virtuosity shines. Three sets by the Mozart Society Players feature baroque works, with the baroque master Telemann appearing on all three and also on a skillful wind recording, with the indefatigable flutist Jean-Pierre Rampal ably partnered by Mario Duchenes on both recorder and flute. Other composers represented on this pressing are Bodins, Matteoson, Finger and Kuhlau.

In the Mozart Society group are an LP of concertos by Lentz, Telemann and Handel; orches-

tral works by Johann Stamitz, Carl Stamitz, Boccherini and Telemann entitled "Early Symphonies," and trios and quartets by Bach, Alessandro Scarlatti and Telemann. In addition to these competent baroque sets, the ensemble offers a pairing of Wanhals' "Symphony in G Minor" and Mozart's "Symphony No. 25." Rounding out the release is Dussek's "Concerto in B-Flat for Two Pianos and Orchestra" which is handled well by pianists Michael and Anna Galpern, and the Pro Musica Orchestra and Adolphe Schwartz.

FRED KIRBY

### SYDNEY

Festival Records has released Brenda Lee's latest Decca album, "Ten Golden Years." A special pack has gone out to all radio stations which include a recorded open-end interview by Brenda Lee (complete with script) produced in the U. S., especially for Australian radio. . . . Radio Station 2GB Sydney, according to latest ratings, is the No. 1 station in New South Wales with its middle-of-the-road programs, Station 2UE, second and 2UW, third. Both GB and UE feature middle-of-the-road material; UW is strictly r&b. ATA Records, a comparatively new label being distributed by Festival Records for the Col Joye Enterprises, has recently hit the Australian charts with a number of hot singles. Sandy Scott, 22-year-old singer, has a winner in "Wallpaper Roses," and Judy Stone is hitting with her cover version of Sandy Posey's "Born a Woman." . . . Myrna Lorie's "Just Count the Tears" b/w "Your Special Day" is released by W & G this week.

Leased through CBS London, the Ivy recording by Herbie's People of "You Never Know" was issued this week by W & G. This is the second single by Herbie's People to be released in Australia by W & G. . . . With the opening of the film "Who's Afraid of Virginia Woolf," the Australian Record Company has rush-released the two-record set starring Richard Burton and Elizabeth Taylor. . . . EMI has scheduled the Beatles' latest album, "Revolver," for release Sept. 29. . . . Tape recordings are becoming more popular here, and EMI has made a special release of both American and English material. Some of the tapes include the "Mary Poppins" soundtrack, "Mantovani Magic" and "The Most of the Animals."

The Beatles' single on Parlophone, "Yellow Submarine," and Roy Orbison's MGM single on London Records, "Too Soon to Know," was scheduled for release Aug. 25. GEORGE HILDER



# Seraphim *had* to happen.



Angel answers the need for low-priced albums of supreme quality.

Albums in the new Seraphim series are indeed "Angels of the highest order." They feature:

- the finest, most celebrated of Angel's earlier releases.
- brand-new stereo recordings never before issued in America.
- significant works of all periods interpreted by leading artists of yesterday, today and tomorrow.
- historical performances never to be equalled, including fabulous opera casts that can never again be assembled.
- improved monophonic sound for older recordings, without the artificial gimmickry of false stereo, and with no loss of artistic values.
- stereo and monophonic pressings made to the same exacting technical standards as the higher-priced Angel label—yet at modest cost

to the collector: \$2.49\* stereo and mono.

The first twenty Seraphim releases are illustrated on this page. Many more great recordings will follow. \*(optional with dealer)

**Free sample album (exclusive to the trade). Enjoy a personal preview of the Seraphim series. This free album features excerpts from the first 20 Seraphim recordings. Send for it now.**

Seraphim, c/o Angel Records, 1750 N. Vine St., Los Angeles, Calif. 90028

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

# 400,000 at Philharmonic

NEW YORK — The New York Philharmonic drew nearly 400,000 persons in 12 free concerts in New York parks this summer, a drop from last year's 462,500. Poor weather was blamed, but the Philharmonic plans a third summer park season next year.

Top crowds were 75,000 at the July 26 opening at Sheep Meadow in Central Park, up from last year's high of 72,500; 50,000 at Brooklyn's Prospect Park on July 29, higher than last year's 48,000 record; 25,000 at the Bronx Botanical Garden on Aug. 4, compared with 22,000, last year's top, and 40,000 at Crocheron Park in Queens, where last year's high was 30,000.

The Philharmonic gave 186 concerts during the year, ending with the Aug. 20 concert at Cloves Lake Park on Staten Island. Of the total, 115 were regular subscription concerts, 24 were "Promenades" after the regular season, and 10 were Stravinsky Festival performances. Special concerts for youth, out-of-town concerts and benefits rounded out the list. Of the total, Leonard Bernstein, music director, led 67; Lukas Foss, 22; William Steinberg, 17; George Szell, 15, and Thomas Schippers, 15.

## Norway Trophy To Reeves' Disk

OSLO—A tune never issued as a single gave Norway's most beloved American artist Jim Reeves his 16th record trophy here.

The song is "Four Walls," which has been issued on the RCA Victor label only on EP and LP. This week the record was awarded the Norwegian silver disk for 25,000 sales.

Jim Reeves is the only artist who has gained the Norwegian Platina disk, which he got for the 100,000 sales of "I Love You Because." No record in Norway has sold as many copies. Reeves has sold more than half a million records in Norway, a fantastic amount in this little country where the silver disks are issued less than six times a year.

## Seraphim's 20 Hit the Mark

• Continued from page 48

Dinu Lipatti and conductor Guido Cantelli. Lipatti gives a remarkably controlled reading of Chopin's "Concerto No. 1 in E Minor." Perhaps some sections could be more dynamic, but the beauty and restraint of the slow second movement approaches perfection. Cantelli breathes life into two war-horses, Mendelssohn's "Symphony No. 4 in A (Italian)" and Schubert's "Symphony No. 8 in B Minor (Unfinished)."

Two never-before-released gems are Strauss conducting the Bavarian State Orchestra in his own sweeping "Alpensinfonie (Alpine Symphony)" and Beecham leading the Royal Philharmonic and French National Radio Orchestras in "The Inimitable Sir Thomas," a top-notch stereo collection of unusually short pieces by Sibelius, Delius, Dvorak, Grieg and Faure.

Pianists shine as Gilels interprets Chopin's "Sonata No. 2

# BEST SELLING CLASSICAL LP's

Billboard SPECIAL SURVEY for Week Ending 9/3/66

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>	1	<b>BERNSTEIN CONDUCTS IVES</b> N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	15	23	24	<b>ELGAR: VIOLIN CONCERTO</b> Menuhin/New Philm. Orch. (Boult), Angel 36330 (M); S 36330 (S)	5
	2	<b>IVES: SYMPHONY NO. 1</b> Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)	14	24	14	<b>BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP's)</b> Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)	17
	3	<b>CHOPIN WALTZES</b> Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	22	25	—	<b>R. STRAUSS: FOUR LAST SONGS AND OTHERS</b> Schwarzkopf, Berlin Radio Symph. Orch. (Szell), Angel 36347 (M); S 36347 (S)	1
	4	<b>MAHLER: SYMPHONY NO. 6 (2-12" LP's)</b> Boston Symph. Orch. (Leinsdorf), RCA LM 7044 (M); LSC 7044 (S)	11	26	38	<b>CONCERT IN THE PARK</b> Boston Pops (Fiedler), RCA LM 2677 (M); LSC 2677 (S)	2
	5	<b>PURCELL: MUSIC FOR THE THEATRE</b> Bath Fest. Orch. (Menuhin), Angel 36332 (M); S 36332 (S)	11	27	28	<b>BERG: WOZZECK (2-12" LP's)</b> Lear, Fischer-Dieskau & Various Artists, DGG 18991/2 (M); 138991/2 (S)	4
	6	<b>ARTUR RUBINSTEIN/CHOPIN</b> RCA LM 2889 (M); LSC 2889 (S)	9	28	30	<b>AN HYSTERIC RETURN—P.D.Q. BACH AT CARNEGIE HALL</b> Schickele, Van. VRS 9223 (M); VSD 79223 (S)	3
	7	<b>IVES: SYMPHONY NO. 4</b> Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)	22	29	34	<b>RITUAL FIRE DANCE</b> Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)	12
	8	<b>BAROQUE GUITAR</b> Bream, RCA LM 2878 (M); LSC 2878 (S)	19	30	37	<b>RACHMANINOFF: PIANO CONCERTO NO. 2</b> Entremont/N. Y. Phil. (Bernstein), Col. ML 5481 (M); MS 6148 (S)	2
	9	<b>MY FAVORITE CHOPIN</b> Cliburn, RCA LM 2576 (M); LSC 2576 (S)	22	31	35	<b>GRIEG: CONCERTO NO. 1</b> Rubinstein, RCA LM 2566 (M); LSC 2566 (S)	4
	10	<b>MAHLER: SYMPHONY NO. 10 (2-12" LP's)</b> Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)	22	32	—	<b>MAHLER: SYMPHONY NO. 7 (2-12" LP's)</b> N. Y. Phil. (Bernstein), Col. M2L 339 (M); M2S 739 (S)	1
	11	<b>HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP's)</b> Col. M2L 328 (M); M2S 728 (S)	22	33	36	<b>RODGERS: VICTORY AT SEA, VOL. I</b> RCA Victor Symph. Orch. (Bennett), RCA LM 2335 (M); LSC 2335 (S)	5
	12	<b>ZARZUELA ARIAS</b> Caballe, RCA LM 2894 (M); LSC 2894 (S)	13	34	—	<b>BEETHOVEN: MISSA SOLEMNIS (2-12" LP's)</b> New Philm. Orch. & Chorus (Klemperer), Angel B 3679 (M); SB 3679 (S)	1
	13	<b>BACH ON THE PEDAL HARPSICORD</b> Biggs, Col. ML 6204 (M); MS 6804 (S)	19	35	—	<b>COPLAND: MUSIC FOR A GREAT CITY/STATEMENTS</b> London Symph. Orch. (Copland), CBS 32 11 0001 (M); 32 11 0002 (S)	1
	14	<b>E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN</b> Col. ML 6256 (M); MS 6856 (S)	11	36	—	<b>VERDI: NABUCCO (3-12" LP's)</b> Various Artists, Vienna Opera Orch. (Gardelli), Lon. A 4382 (M); OSA 1382 (S)	1
	15	<b>GERSHWIN: RHAPSODY IN BLUE</b> N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	22	37	—	<b>BEETHOVEN: SYMPHONY NO. 5</b> Berlin Phil. Orch. (Fricsay), DGG LPM 18813 (M); SLP 138813 (S)	1
	16	<b>BRITTEN: CURLEW RIVER</b> Pears, Shirley-Quirk, Lon. A 4156 (M); OSA 1156 (S)	10	38	17	<b>SCHUBERT: THE TROUT &amp; OTHER SONGS</b> Fischer-Dieskau & Moore, Angel 36341 (M); S 36341 (S)	8
	17	<b>TCHAIKOVSKY: OVERTURE 1812</b> Minn. Symph. Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)	8	39	—	<b>BEETHOVEN: CONCERTO NO. 5 ("Emperor")</b> G. Gould/Amer. Symph. Orch. (Stokowski), Col. ML 6288 (M); MS 6888 (S)	10
	18	<b>OPERA ARIAS</b> De Los Angeles, Angel 36351 (M); S 36351 (S)	6	40	—	<b>BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's)</b> Berlin Phil. Orch. (von Karajan), DG (No Mono); SKL 101/108 (S)	1
	19	<b>ORFF: CARMINA BURANA</b> New Philm. Orch. (De Burgos), Angel 36333 (M); S 36333 (S)	2				
	20	<b>BIZET: CARMEN (3-12" LP's)</b> Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)	18				
	21	<b>TCHAIKOVSKY: CONCERTO NO. 1</b> Cliburn, RCA LM 2252 (M); LSC 2252 (S)	21				
	22	<b>MAHLER: SYMPHONY NO. 4 IN G</b> Cleve. Orch. (Szell), Col. ML 6233 (M); MS 6833 (S)	22				

## NEW ACTION LP's

No New Action Classical LP's This Week

## BEST SELLING SEMI-CLASSICAL LP's

This Week	Title, Artist, Label & No.	This Week	Title, Artist, Label & No.
1.	<b>GERSHWIN: RHAPSODY IN BLUE</b> —N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	5.	<b>RODGERS: VICTORY AT SEA, VOL. I</b> —RCA Victor Symph. Orch. (Bennett), RCA LM 2335 (M); LSC 2335 (S)
2.	<b>CONCERT IN THE PARK</b> —Boston Pops (Fiedler), RCA LM 2677 (M); LSC 2677 (S)	6.	<b>BLESS THIS HOUSE</b> —Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)
3.	<b>AN HYSTERIC RETURN—P.D.Q. BACH AT CARNEGIE HALL</b> —Schickele, Van. VRS 9223 (M); VSD 79223 (S)	7.	<b>THE BEST OF MARIO LANZA</b> —RCA LM 2748 (M); LSC 2748 (S)
4.	<b>RITUAL FIRE DANCE</b> —Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)	8.	<b>FESTIVAL OF MARCHES</b> —Phila. Orch. (Ormandy), Col. ML 5874 (M); MS 6474 (S)
		9.	<b>REVERIE</b> —Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)
		10.	<b>SALVE REGINA</b> —Wagner Chorale, Angel 36008 (M); S 36008 (S)

in B-Flat Major (Funeral March)" and Shostakovich's "Three Preludes and Fugues" with refinement and Dame Myra Hess displays some of the style that made her world famous, in Schumann's "Piano Concerto" and "Etudes Symphoniques." Another famous pianist is Solomon, who plays Beethoven's "Concerto No. 1" and "Sonata No. 27" in stereo. Pianist Gerald Moore contributes a lighter touch in his famous "The Unshamed Accompanist" with its delightful narration. Rudolf Firkusny rounds out the piano stars by combining with violinist William Primrose in two Brahms'

sonatas sensitively played. Klemperer leads the Philharmonia Orchestra, the same group backing up Dame Myra and on the Cantelli disk, in glowing performances of Brahms' "Variations on a Theme by Haydn" and Hindemith's "Nobilissima Visione." Hindemith leads the Philharmonia in a stereo pressing of his "Concert Music for Strings and Brass" and "Symphony in B-Flat for Concert Band."

Vocalists are not ignored, as Seraphim restores to the catalog Schwarzkopf's glowing treatments of Mozart's "Exsultate, Jubilate" and Bach's "Jauchzet Gott in Allen Landen," a first

American release in stereo of Fischer-Dieskau in arias from six Verdi operas, and Christoff's highly expressive voice in Mousorgsky's "Songs and Dances of Death" and other songs. The Gerain Jones Singers present Bach's "Magnificat" and Purcell's "Music for the Funeral of Queen Mary" with a quartet of soloists consisting of Ilse Wolf, Helen Watts, Richard Lewis and Thomas Hemsley.

### Highlight

But the highlight of this star-studded release is an LP of selections from Wagner's "Die Goetterdaemmerung," conducted by Furtwaengler. On one side he leads the Vienna Phil-

harmonic in a passionate and powerful performance of "Siegfried's Rhine Journey & Funeral March." The other side with the Philharmonia has the brilliant voice of Madame Flagstad in a stirring "Immolation Scene."

Angel also has taken a wise course in spotlighting its artists on its album covers rather than going for imaginative designs. For the selling point of this new line apparently will be its outstanding collection of artists. The mono disks, through improved techniques, come over well on stereo equipment. The decision not to rechannel for stereo also was a wise one.



# 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 SEPTEMBER 20**  
**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—	COLUMBUS, Ohio	MEMPHIS, Tenn.	PITTSBURGH, Pa.
SCHENECTADY—	DALLAS, Tex.	MIAMI, Fla.	PORTLAND, Ore.
TROY, N. Y.	DAYTON, Ohio	MILWAUKEE, Wis.	PROVIDENCE, R. I.
ATLANTA, Ga.	DENVER, Colo.	MINNEAPOLIS—	ROCHESTER, N. Y.
BALTIMORE, Md.	DETROIT, Mich.	ST. PAUL, Minn.	ST. LOUIS, Mo.
BIRMINGHAM, Ala.	FT. WORTH, Tex.	NASHVILLE, Tenn.	SAN DIEGO, Calif.
BOSTON, Mass.	HARTFORD, Conn.	NEW ORLEANS, La.	SAN FRANCISCO, Calif.
BUFFALO, N. Y.	HOUSTON, Tex.	NEW YORK, N. Y.	SEATTLE, Wash.
CHARLOTTE, N. C.	INDIANAPOLIS, Ind.	NEWARK, N. J.	SYRACUSE, N. Y.
CHICAGO, Ill.	KANSAS CITY, Mo.	OKLAHOMA CITY, Okla.	WASHINGTON, D. C.
CINCINNATI, Ohio	LOS ANGELES, Calif.	PHILADELPHIA, Pa.	
CLEVELAND, Ohio			

### CROSS-REFERENCE RECAP BY MUSICAL FORMAT

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

### SPECIAL LISTINGS

<b>NATIONAL BANDSTAND SHOWS</b>
Name of Show & Personality
Current number of markets
Producer & Talent Co-ordinator
Full address, area code & phone number
<b>LOCAL TV BANDSTAND SHOWS</b>
City & State
Name of Show & Personality
Station Call Letters & Time Slot(s)
Full address, area code & phone number
<b>COUNTRY TV SHOWS</b>
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, applicable 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 \$ \_\_\_\_\_

# GOSPEL MUSIC

## Gatlin Trio Swinging In Gospel Music Field

FORT WORTH—The Smitty Gatlin Trio is now in full swing in the Gospel music field. Gatlin, who is known for 10 years' service as manager and lead singer for the Oak Ridge Quartet, resigned his position there and is now minister of music at the First Baptist Church in Fort Worth, Tex.

The Smitty Gatlin Trio was organized in conjunction with the church music program. The trio sings in most of the services at the historic church and during the week work personal appearance dates throughout the country. With the facilities afforded by modern air travel, they will be able to work out as far as 1,000 miles from Fort Worth and still be back in their home church for Sunday services. Negotiations are now in progress for the purchase of a private plane for their tours and a large majority of their dates will be reached by either their own plane or commercial airplane.

Although organized only six weeks ago, they have recorded one long-play album and will cut the second in the next 10 days. They record exclusively for the Skylite label.

They have done a series of



THE SMITTY GATLIN TRIO

color TV shows with the Lester Family of St. Louis for airing in the Missouri, Illinois, Arkansas area. Their shows are already on five stations, and they expect more to be added. Dates have been set well into the 1967 season and they are playing personal appearances at the present time.

Unusual in their presentation is the fact that all three men play instruments as they sing. On stage all their numbers will be done with full instrumental accompaniment.

Bill Baize is a very powerful dynamic first tenor and plays guitar and bass. Bill Monroe is the pianist and baritone and also plays bass, guitar and organ. Gatlin will furnish guitar, and bass accompaniment for the group.

## Movie to Bow At Parley

MEMPHIS—A gospel music movie will be premiered at the National Gospel Music Quartet Convention in October, James Blackwood, convention president, announced last week.

The full-length color film will be presented at the State Theater on Friday, Oct. 21. Theater seats 2,500.

Blackwood said the profit will be designated to the Gospel Music Association.

Committee in charge of arrangements includes Don Light, James Blackwood and Harold Penn.

The movie, entitled "Sing a Song for Heaven's Sake," features the Blackwood, the Statesmen, the Chuck Wagon Gang, the Oak Ridge Boys, Stamps Quartet, Imperials, Doris Akers, Red Foley and many others.

It is owned by Marathon Pictures and was produced by Lic Lewis.

## Speers Hire A P-R Gal

By BOB GREEN

NASHVILLE — The Speer Family announced this week the hiring of a public relations representative for their organization, according to Brock Speer, manager of the group.

She is Linda Robinson, a native of Bastrop, La.

Miss Robinson received the B.S. degree from Northeast Louisiana State College in Monroe, where she majored in mathematics and minored in journalism. At Northeast she was named to "Who's Who Among Students in American Colleges and Universities."

After graduating from college

## Zondervan Lists Its Best Sellers

DETROIT—Maurice H. Lehmann, manager, record division, of the giant Zondervan Publishing House here, announced last week best-selling records for the company's last fiscal year which ended June 31.

Top 10 Zondervan children's LP's were:

- ZLP-664 Marcy—Sings to Children
- ZLP-642 Barth-Smith—Happytime Songs for Children
- ZLP-657 Marcy—Sing With Marcy
- ZLP-678 Aunt Theresa—Please Tell Me a Story
- ZLP-679 Dixie Dean—Childrens Songs and Stories
- ZLP-578 Childrens Choir—Lively Songs and Choruses
- ZLP-556 Aunt Bertha—Storytime With Aunt Bertha
- ZLP-693 Marcy—Sing Along With Marcy
- ZLP-638 Loveless—Childrens Missionary Adventury Stories
- ZLP-595 Loveless—Bible Stories for Children

Top 25 Zondervan LP's were:

- ZLP-659 & S Night of Miracles
- ZLP-649 & S John W. Peterson
- ZLP-666 & S Sixteen Singing Men
- ZLP-671 & S Harold De Cou
- ZLP-662 & S Jimmie McDonald
- ZLP-633 & S Whitney-Platt
- ZLP-674 & S Mary Jayne
- ZLP-689 & S Mary Jayne & Salem Singers
- ZLP-653 & S Whitney-Platt
- ZLP-155 Bev Shea
- ZLP-677 & S Word of Life & Trumpet Trio
- ZLP-640 & S Shelton-Seelig
- ZLP-681 & S Salvation Army
- ZLP-663 & S Carravan Singers
- ZLP-534 & S Sixteen Singing Men
- ZLP-680 & S Curt Davis
- ZLP-614 & S Sixteen Singing Men
- ZLP-554 & S Sixteen Singing Men
- CV-1059 Weatherford Quartet
- ZLP-610 & S Howard & Dot Marsh
- ZLP-535 & S Donald Hustad
- CV-1059 Suzanne Johnson
- ZLP-585 & S Sixteen Singing Men—Christmas
- ZLP-692 & S The Memphians Quartet
- ZLP-646 & S Sixteen Singing Men

Samplers and closeouts were excluded from the listings, it was reported.

in 1962 she taught mathematics for three years in the public schools of Louisiana. In Louisiana she sang and played with the Robinettes, a gospel-singing group that appeared weekly on KNOE-TV, Monroe, La., for two years.

In June 1965 she moved to Dallas, Tex., and taught in the public school system there for the 1965-1966 academic session. In Dallas she was manager of the Temple-Tones, a ladies' trio in which she sang, played and was music arranger.

She is an accomplished pianist and has taught piano in an eight-State area in summer schools of music. Since 1962 she has been associated with the Stamps Quartet Music Co. of Dallas as one of their top piano teachers, participating in the annual summer sessions of the Stamps Conservatory of Music.

She has written a number of gospel songs, many of which appear in song books and sheet music form today, and several of which have been recorded by top gospel quartets.

Her duties in Nashville will

include managing the Speer Family's office and doing public relations work for them, and managing Ben Speer Music.



SMITTY GATLIN, second from right, is welcomed to Skylite-Sing Records by Joel Gentry, label president. At left is Bill Baize, tenor with the Gatlin Trio, and at right is W. B. Nowlin, a Fort Worth promoter.



LINDA ROBINSON

more than



NAVY

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

**Quality First!**  
at  
**Queen City**  
ALBUM COMPANY

**A COMPLETE PRESTIGE RECORD PACKAGE**

- Mastering • Plating • Labels • Art-Design
- Record Pressing • Printing and Fabricating of Jackets • Quality Controlled at each Process

Large Selection of Stock Jackets  
Write for complete illustrated catalog of prices and designs

QUEEN CITY ALBUM CO. — 7200 Colerain Ave.  
Phone 513-931-3232 Cincinnati, Ohio 45239

## THE OAK RIDGE QUARTET

a great name in gospel music!

"THE SOLID GOSPEL SOUND OF THE OAK RIDGE QUARTET"

(Skylite LP 6040)



Distributed By:  
Pathway Press  
Cleveland, Tenn.  
AC 615-476-4512

BILLBOARD'S SECOND ANNUAL EDITION OF  
*The World of Religious Music*

THE ONLY INDUSTRY PUBLICATION OF ITS KIND  
DEVOTED EXCLUSIVELY TO THIS SPECIALIZED  
AND LUCRATIVE AREA OF THE MUSIC-RECORD BUSINESS

**ABOUT**

the publishers, the record  
companies and the performing  
artists who have brought the  
religious music field to  
widespread, popular prominence

**FOR**

the entire music-record  
industry and the religious  
music fans through  
Billboard's world-wide  
circulation and  
merchandising effectiveness  
... expanded this year to  
include sale of the  
edition through  
Religious Music Book Stores.

**ADVERTISING  
DEADLINE:  
SEPTEMBER 1**

**contact your nearest Billboard office**

**NASHVILLE**  
226 Capitol Boulevard  
615-244-1836  
Mark-Clark Bates  
Bob Kendall

**NEW YORK**  
165 West 46th Street  
212-Plaza 7-2800  
Denis Hyland  
Ron Carpenter  
Ron Willman  
Bob Riedinger

**HOLLYWOOD**  
9000 Sunset Boulevard  
213-273-1555  
Bill Wardlow  
Bill Moran

**CHICAGO**  
188 West Randolph  
312-CE 6-9818  
Dick Wilson

**SIX STEPS  
TO TOP  
GOSPEL  
SALES**



**JAKE HESS & THE IMPERIALS**  
SLIGHTLY REGAL  
LSP 1880-LPHF 1881



**THE SPEER FAMILY**  
THE HAPPY JUBILEE  
LPS 1882-LPHF 1883



**THE SINGING RAMBOS**  
COME SPRING  
LPS 1868-LPHF 1869



**DOTTIE RAMBO and the IMPERIALS**  
LPS 1886-LPHF 1887



**THE PROPHETS**  
LOVE LIKE THE SUN  
LPS 1888-LPHF 1889



**ELMER and JUNE and PAM too**  
INTRODUCE DEBBIE and SHARI  
LPS 1890-LPHF 1891

**HEART WARMING  
RECORDS**  
Nashville, Tennessee



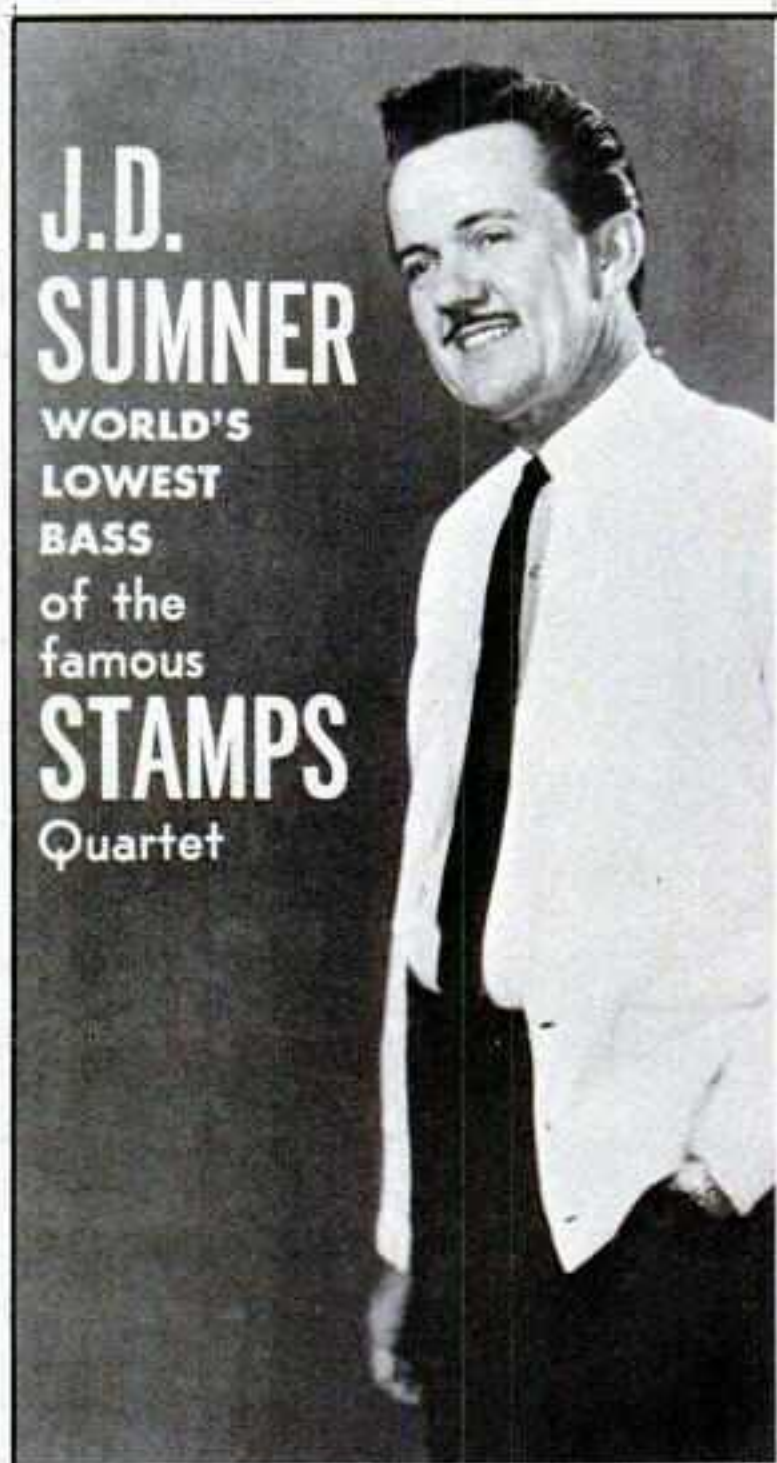
**THE PROPHETS** WERE recent guests on "Opry Almanac," hosted by WSM's popular Ralph Emery. From left are, Lew Carrison, Joe Moscheo, Dottie West, Leon McAuliff, Jim Wesson, Emery, Dave Rogers and Ed Hill. Garrison, Moscheo, Wesson, Rogers and Hill comprise the Prophets.

RCA'S TOP GOSPEL QUARTET

**THE  
BLACKWOOD BROTHERS**

LATEST RCA-Victor Album!  
"HOW BIG IS GOD"  
(RCA LSP 3521)

For Personal Appearances, Fairs, Concerts, TV  
Contact: James Blackwood, 209 N. Lauderdale,  
Memphis, Tenn. (AC 901) 683-5711



**J.D.  
SUMNER**  
WORLD'S  
LOWEST  
BASS  
of the  
famous  
**STAMPS**  
Quartet

**ONE OF  
AMERICA'S  
MOST POPULAR  
GOSPEL  
QUARTETS!**

**Bookings:**

**J. D. SUMNER**

c/o Pete Emery Productions  
RCA Building  
807 17th Ave. So.  
Nashville, Tenn.

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

**PROFILE**



**THE LEWIS FAMILY** is rapidly becoming one of the most sought-after country-gospel groups in America. They cover thousands of miles each year in their bus making appearances from coast to coast.

**THE LEWIS FAMILY**

By **BOB GREEN**

The Lewis Family is fast becoming one of the nation's favorite country-gospel groups. The members of this family group, which is the largest family of singers and musicians in the field, are Roy (Pop) Lewis; his three sons, Wallace, Talmadge, Little Roy, and his three daughters, Miggie, Polly and Janis. "Mom" Lewis also travels with the family and she is in charge of bookings.

The Lewis Family has been singing as a group for 15 years. They are in their 13th consecutive year with WJBF-TV, Augusta, Ga., and are currently seen each Sunday from 12 to 1 in full color. They also have Sunday programs on the following stations, some in color: KTVE, El Dorado, Ark. (12 till 1); WWAY-TV, Wilmington, N. C. (8 till 9 a.m.); WMCT-TV, Memphis, Tenn. (7:30 to 8:30 a.m.); WJTV, Jackson, Miss., and WSPA-TV, Spartanburg, S. C. (3 till 4 p.m.), on Saturdays. Two of the stations, WJBF and KTVE, also carry half-hour programs of the Lewis Family each Thursday morning.

On stage the Lewis Family program consists of a variety of gospel songs, hymns and spirituals, presented in forms from solos to quintets. Their program usually lasts three hours.

The Lewis Family records for Starday and their record sales are increasing each year. At the present they have nine LP albums available.



**THE CHUCK WAGON GANG**, which is moving its base of operation to Nashville, was welcomed to the city by Tennessee Gov. Frank Clement (center). Others, from left, are Ron Page, Anna Gordon, Louise Clark, Howard Gordon and Roy Carter.



The Wills Family pacted a recording contract with Skylite recently while in Atlanta. From left are Whitey Glissen, Howard Hildreath, Joel Gentry, Lou Wills Hildreath and Calvin Wills.

## GOSPEL MUSIC



DON BALDWIN, left, and Neil Enloe, right, Paradise Publishers owners, last week announced the signing of Clinton and Fretta Vanzant, seated, to an exclusive writing contract. The writing team has had numerous songs recorded by top gospel groups.



HOWARD GOODMAN, SEATED, and the Happy Goodman Family, are obviously pleased to re-sign with Don Light Talent Agency. Light, third from right, announced that the fast-rising Goodmans have signed for another year beginning October.

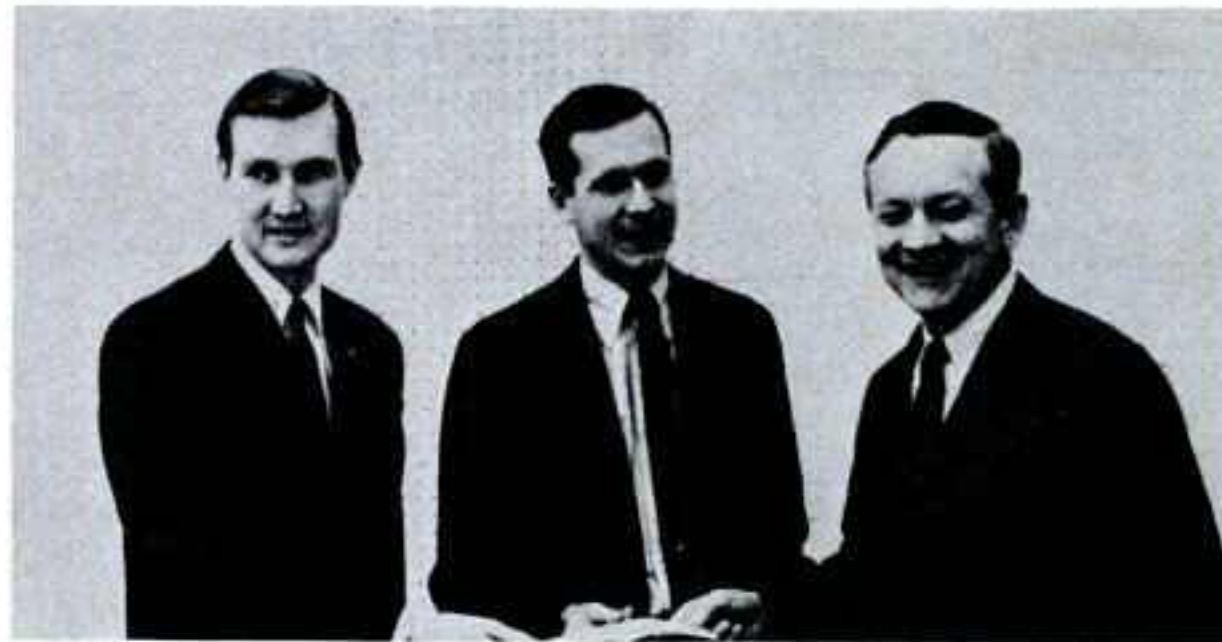


THE ELMER CHILDRESS FAMILY plays an important role in bringing gospel music to the Kansas area. From left, standing, are Pam, Elmer and Debbi. Seated are June and her youngest daughter Shari.

when answering ads . . .

Say You Saw It in the Billboard

SEPTEMBER 3, 1966, BILLBOARD



DON LIGHT, left, and Brock Speer, right, accept check from Bob Benson, making Heart Warming Records the first organizational member of the GMA.

### PPX Completes Cameo-P'kway, DDG Deals

NEW YORK — PPX Enterprises, budget LP producer, has concluded deals with Cameo-Parkway Records to release Wyncote budget line, and with Deutsche Grammophon to provide the German firm with a minimum of 72 singles a year. The Cameo-Parkway agreement is the second with PPX in the past six months for Wyncote product and calls for 30 additional units consisting of 24 children's albums, four Christmas LP's, a pressing of flamenco music and another with the spirit of Mexican mariachi trumpets.

In addition to the Deutsche Grammophon pact, the PPX international division has negotiated a leasing arrangement with CBS Records in Mexico for two albums, one of waltzes and one of bossa nova material. Ricky

Mason, whose disks are produced through PPX, has been signed for an album lease deal with Atlantic Records.

### WHITNEY RECORDING STUDIOS

Specializes

in the Recording, Broadcasting and Tape Duplicating for: **RELIGIOUS CLIENTS**

Records Pressed—Tapes Duplicated—2, 3 & 4-Track Stereo Facilities.

### WHITNEY RECORDING STUDIOS

1516 W. Glen Oaks Blvd. Glendale, Calif. (213) 245-6801

Say You Saw It in Billboard

zip code helps keep postal costs



ONE OF GOSPEL MUSIC'S TOP GROUPS

## The Florida Boys

LATEST RELEASE  
FEATURING THE NEW TENOR  
TOMMY ATWOOD



CA 4631 • CAS 9631

PLUS THESE TOP FLORIDA BOYS ALBUMS!



CA 4601 • CAS 9601



CA 4621 • CAS 4691



CA 4629 • CAS 9629

Order Today From Your Distributor or:

**WORD RECORD DISTRIBUTORS**

Box 1790, Waco, Texas • In Canada—5528 Cambie Street, Vancouver 15, B. C.

# COUNTRY MUSIC



YVONNE DEVANEY, center, composer of the Dean Martin-Vic Dana hit, "A Million and One," which was also a country hit for Billy Walker, checks the chart progress of her tune with the song's publishers, Troy Martin, left, and Hank Snow, executives of Silver Star Music.



DIANA DUKE, first artist to record for Nashville's new Dollie Records, chats backstage with RCA Victor star, Bobby Bare, after her successful debut on WSM's "Grand Ole Opry."



CHET ATKINS, "Mr. Guitar," and Sri Harihar Rao, "Mr. Sitar," compare notes at a recent RCA Victor recording session for Atkins' "Music From Around the World" album. Rao is a Fulbright scholar and East India music lecturer at UCLA, and a master of the sitar, an ancient, 20-stringed instrument employed in India's classical music.

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 9/3/66

★ 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	<b>ALMOST PERSUADED</b> David Houston, Epic 10025 (Gallico, BMI)	11	26	35	<b>BLUES PLUS BOOZE (Means I Love)</b> Stonewall Jackson, Columbia 43718 (Sure Fire, BMI)	5
2	2	<b>A MILLION AND ONE</b> Billy Walker, Monument 943 (Silver Star, BMI)	11	27	40	<b>THE BOTTLE LET ME DOWN</b> Merle Haggard, Capitol 5704 (Blue Book, BMI)	2
3	4	<b>THE SHOE GOES ON THE OTHER FOOT TONIGHT</b> Marty Robbins, Columbia 43680 (Mariposa, BMI)	9	28	18	<b>DON'T TOUCH ME</b> Jeannie Seely, Monument 933 (Pamper, BMI)	21
4	7	<b>THE TIP OF MY FINGERS</b> Eddy Arnold, RCA Victor 8869 (Tree & Champion, BMI)	7	29	32	<b>A TASTE OF HEAVEN</b> Jim Edward Brown, RCA Victor 8867 (Repeat, BMI)	6
5	6	<b>THE STREETS OF BALTIMORE</b> Bobby Bare, RCA Victor 8851 (Glaser, BMI)	11	30	42	<b>WALKING ON NEW GRASS</b> Kenny Price, Boone 1042 (Pamper, BMI)	3
6	3	<b>YOU AIN'T WOMAN ENOUGH</b> Loretta Lynn, Decca 31966 (Sure Fire, BMI)	14	31	34	<b>I GET THE FEVER</b> Bill Anderson, Decca 31999 (Stallion, BMI)	2
7	12	<b>BLUE SIDE OF LONESOME</b> Jim Reeves, RCA Victor 8902 (Glad, BMI)	4	32	44	<b>MOMMY, CAN I STILL CALL HIM DADDY</b> Dottie West, RCA Victor 8900 (Tree, BMI)	4
8	9	<b>THE LOVIN' MACHINE</b> Johnny Paycheck, Little Darlin' 008 (Mayhew, BMI)	14	33	49	<b>LITTLE PEARL</b> Carl Butler & Pearl, Columbia 43685 (Repeat, BMI)	5
9	5	<b>THINK OF ME</b> Buck Owens, Capitol 5647 (Bluebook, BMI)	16	34	—	<b>OPEN UP YOUR HEART</b> Buck Owens, Capitol 5705 (Bluebook, BMI)	1
10	10	<b>SWINGING DOORS</b> Merle Haggard, Capitol 5600 (Bluebook, BMI)	22	35	36	<b>BOTTLES</b> Billy Grammer, Epic 10052 (Barmour, BMI)	2
11	11	<b>STANDING IN THE SHADOWS</b> Hank Williams Jr., MGM 13504 (Ly-Rann, BMI)	15	36	37	<b>I HEAR LITTLE ROCK CALLING</b> Ferlin Husky, Capitol 5679 (Acclaim, BMI)	5
12	16	<b>4033</b> George Jones, Musicor 1181 (Blue Crest/Husky, BMI)	6	37	39	<b>THE COMPANY YOU KEEP</b> Bill Phillips, Decca 31996 (Combine, BMI)	4
13	15	<b>I CAN'T KEEP AWAY FROM YOU</b> Wilburn Brothers, Decca 31974 (Bronz, SESAC)	9	38	43	<b>LOVE'S SOMETHING (I Can't Understand)</b> Webb Pierce, Decca 31982 (Cedarwood, BMI)	2
14	20	<b>THE WORLD IS ROUND</b> Roy Drusky, Mercury 72586 (4 Star, BMI)	10	39	41	<b>SUMMER ROSES</b> Ned Miller, Capitol 5661 (Central Songs, BMI)	7
15	13	<b>LONELYVILLE</b> Dave Dudley, Mercury 72585 (4 Star, BMI)	10	40	—	<b>(That's What You Got) FOR LOVIN' ME</b> Waylon Jennings, RCA Victor 8917 (Witmark, ASCAP)	1
16	17	<b>I'D JUST BE FOOL ENOUGH</b> Browns, RCA Victor 8838 (Acuff-Rose, BMI)	10	41	—	<b>IT TAKES A LOT OF MONEY</b> Warner Mack, Decca 32004 (4 Star, BMI)	1
17	8	<b>AIN'T HAD NO LOVIN'</b> Connie Smith, RCA Victor 8842 (Blue Crest, BMI)	13	42	38	<b>PURSUING HAPPINESS</b> Norma Jean, RCA Victor 8887 (Wilderness, BMI)	4
18	21	<b>ROOM IN YOUR HEART</b> Sonny James, Capitol 5690 (Marson, BMI)	4	43	45	<b>THE GREAT EL TIGRE</b> Stu Phillips, RCA Victor 8868 (Delmore, ASCAP)	3
19	27	<b>BMF'S ALL OVER</b> Kitty Wells, Decca 31957 (Wilderness, BMI)	7	44	—	<b>I'M GONNA LEAVE YOU</b> Anita Carter, RCA Victor 8923 (Wilderness, BMI)	1
20	14	<b>GET YOUR LIE THE WAY YOU WANT IT.</b> Bonnie Guitar, Dot 16872 (Blue Crest, BMI)	7	45	46	<b>DOGGIN' IN THE U. S. MAIL</b> Hal Willis, Sims 288 (English, BMI)	4
21	29	<b>TEARDROPS WERE SILVER</b> Jean Shepard, Capitol 5681 (Tree, BMI)	8	46	48	<b>HECK OF A FIX IN '66</b> Jim Nesbitt, Chart 1350 (Peach, SESAC)	2
22	22	<b>I'M A NUT</b> Leroy Pullins, Kapp 758 (Youmans-Sleepy Home, SESAC)	11	47	47	<b>WALLPAPER ROSES</b> Jerry Wallace, Mercury 72589 (Melrose, ASCAP)	7
23	28	<b>IT EASE HEART</b> Ernie Ashworth, Hickory 1400 (Acuff-Rose, BMI)	8	48	—	<b>EARLY MORNING RAIN</b> George Hamilton IV, RCA Victor 8924 (Witmark, ASCAP)	1
24	19	<b>EVIL ON YOUR MIND</b> Jan Howard, Decca 31933 (Wilderness, BMI)	20	49	50	<b>NO ONE WILL EVER KNOW</b> Frank Ifield, Hickory 1397 (Milene, ASCAP)	2
25	25	<b>MEAN OLD WOMAN</b> Claude Gray, Columbia 43614 (Blue Crest, BMI)	6	50	—	<b>THIS GUN DON'T CARE</b> Wanda Jackson, Capitol 5712 (Barmour, BMI)	1

## Yesteryear's Country Hits

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

### COUNTRY SINGLES— 5 Years Ago September 4, 1961

1. Tender Years, George Jones, Mercury
2. I Fall to Pieces, Patsy Cline, Decca
3. My Ears Should Burn, Claude Gray, Mercury
4. Sea of Heartbreak, Don Gibson, RCA Victor
5. Heartbreak, U. S. A., Kitty Wells, Decca
6. Sweet Lips, Webb Pierce, Decca
7. Big River, Big Man, Claude King, Columbia
8. Hillbilly Heaven, Tex Ritter, Capitol
9. Under the Influence of Love, Buck Owens, Capitol
10. Right or Wrong, Wanda Jackson, Capitol

### COUNTRY SINGLES— 10 Years Ago September 1, 1956

1. Crazy Arms, Ray Price, Columbia
2. Hound Dog/Don't Be Cruel, Elvis Presley, RCA Victor
3. I Walk the Line, Johnny Cash, Sun
4. Searching, Kitty Wells, Decca
5. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
6. Be-Bop-a-Lula, Gene Vincent, Capitol
7. Sweet Dreams, Faron Young, Capitol
8. You Are the One, Carl Smith, Columbia
9. I Take the Chance, Maxine & Jim Edward Brown, RCA Victor
10. Any Old Time, Webb Pierce, Decca

when answering ads . . .

Say You Saw It in the Billboard

**JIMMY NEWMAN'S**  
**"BRING YOUR HEART HOME"**  
(Decca)  
IS BEGINNING TO GROW AND IT IS GETTING BIGGER  
**NEW KEYS MUSIC, INC.**

**A CORRECTION**  
**MOSRITE RECORDS**  
Full Page Ad in Buyers Guide should have read  
**"MUSIC CAPITOL OF THE WEST"**  
rather than  
**"MUSIC CAPITOL OF THE WORLD"**  
**MOSRITE RECORDS**  
1424 P. Street  
Bakersfield, California

zip code helps keep postal costs



down BUT ONLY IF YOU USE IT.



# Warner Mack

*Keeps up with the times  
as he sings a SMASH*

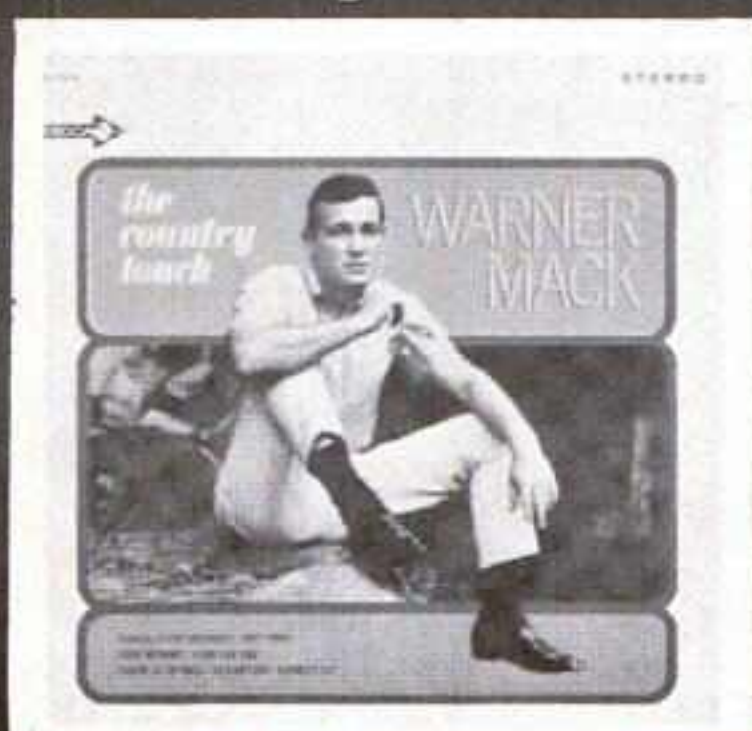


## "It takes a lot of money"

Decca 32004

Published by Four Star Sales Co.  
Written by Bob Morris

*Current Best  
Selling Album*



**FAN CLUB**  
BEA WILCOX  
7601 Richmond Hwy.  
Alexandria, Va.

Personal Management: Rocky McNeil

**NATIONAL  
PROMOTIONS**  
KERN BROOKS  
413 Gallatin Road  
Nashville, Tenn.

**BOOKINGS**  
BOB NEAL  
809 18th Ave., So.  
Nashville, Tenn.  
Ph. 615-244-1755

EXCLUSIVE **DECCA** RECORDING ARTIST

# COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 9/3/66

## HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	2	<b>THE LAST WORD IN LONESOME</b> Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)	6
2	7	<b>CARNEGIE HALL CONCERT WITH BUCK OWENS &amp; HIS BUCKAROOS</b> Capitol T 2556 (M); ST 2556 (S)	4
3	4	<b>DON'T TOUCH ME</b> Wilma Burgess, Decca DL 4788 (M); DL 74788 (S)	9
4	11	<b>ALMOST PERSUADED</b> David Houston, Epic LN 24213 (M); BN 26213 (S)	4
5	5	<b>SUFFER TIME</b> Dottie West, RCA Victor LPM 3587 (M); LSP 3587 (S)	6
6	6	<b>MANY HAPPY HANGOVERS TO YOU</b> Jean Shepard, Capitol T 2547 (M); ST 2547 (S)	10
7	1	<b>DUST ON MOTHER'S BIBLE</b> Buck Owens & His Buckaroos, Capitol T 2497 (M); ST 2497 (S)	15
8	8	<b>THE COUNTRY TOUCH</b> Warner Mack, Decca DL 4766 (M); DL 74766 (S)	8
9	10	<b>COUNTRY ALL THE WAY</b> Kitty Wells, Decca DL 4766 (M); DL 74766 (S)	8
10	14	<b>EVIL ON YOUR MIND</b> Jan Howard, Decca DL 4793 (M); DL 74793 (S)	5
11	12	<b>ALONE WITH YOU</b> Jim Edward Brown, RCA Victor LPM 3569 (M); LSP 3569 (S)	6
12	17	<b>I LOVE YOU DROPS</b> Bill Anderson, Decca DL 4711 (M); DL 74711 (S)	4
13	13	<b>I LIKE 'EM COUNTRY</b> Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)	20
14	3	<b>I'M A PEOPLE</b> George Jones, Musicor MM 2099 (M); MS 3099 (S)	11
15	16	<b>PUT IT OFF UNTIL TOMORROW</b> Bill Phillips, Decca DL 4792 (M); DL 74792 (S)	6
16	9	<b>DISTANT DRUMS</b> Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S)	15
17	18	<b>LET'S GO COUNTRY</b> Wilburn Brothers, Decca DL 4764 (M); DL 74764 (S)	5
18	23	<b>MAN WITH A PLAN</b> Carl Smith, Columbia CL 2501 (M); CS 9301 (S)	4
19	19	<b>TIPPY TOEING</b> Harden Trio, Columbia CL 2506 (M); CS 9306 (S)	9
20	22	<b>TILL THE LAST LEAF SHALL FALL</b> Sonny James, Capitol T 2561 (M); ST 2561 (S)	4
21	15	<b>DON GIBSON WITH SPANISH GUITARS</b> RCA Victor LPM 3594 (M); LSP 3594 (S)	10
22	20	<b>IN A NEW DIMENSION</b> Roy Drusky, Mercury MG 21083 (M); SR 61083 (S)	5
23	—	<b>STEEL RAIL BLUES</b> George Hamilton IV, RCA Victor LPM 3601 (M); LSP 3601 (S)	1
24	26	<b>LONESOME IS ME</b> Charlie Louvin, Capitol T 2482 (M); ST 2482 (S)	5
25	24	<b>I WANT TO GO WITH YOU</b> Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	26
26	25	<b>ROLL OUT THE RED CARPET FOR BUCK OWENS &amp; HIS BUCKAROOS</b> Capitol T 2443 (M); ST 2443 (S)	28
27	29	<b>JOHNNY PAYCHECK AT CARNEGIE HALL</b> Little Darlin' LD 4001 (M); SLD 8001 (S)	6
28	30	<b>TRUE LOVE'S A BLESSING</b> Sonny James, Capitol T 2500 (M); ST 2500 (S)	16
29	28	<b>LONELYVILLE</b> Dave Dudley, Mercury MG 21074 (M); SR 61074 (S)	11
30	—	<b>GETTIN' ANY FEED FOR YOUR CHICKENS?</b> Del Reeves, United Artists UAL 6530 (M); UAS 6530 (S)	1
31	32	<b>WEBB'S CHOICE</b> Webb Pierce, Decca DL 4782 (M); DL 74782 (S)	5
32	27	<b>FOLK-COUNTRY</b> Waylon Jennings, RCA Victor LPM 3523 (M); LSP 3523 (S)	22
33	31	<b>THE WHO'S WHO OF COUNTRY AND WESTERN MUSIC</b> Various Artists, Capitol TT 2538 (M); STT 2538 (S)	11
34	—	<b>THE DRIFTERS</b> Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	1
35	37	<b>GIRLS GET PRETTIER</b> Hank Locklin, RCA Victor LPM 3588 (M); LSP 3588 (S)	8
36	34	<b>I COULD SING ALL NIGHT</b> Ferlin Husky, Capitol T 2548 (M); ST 2548 (S)	8
37	35	<b>TOGETHER AGAIN</b> Roy Drusky & Priscilla Mitchell, Mercury MG 21078 (M); SR 61078 (S)	10
38	—	<b>THE LEGEND LIVES ANEW</b> Hank Williams, MGM E 4377 (M); SE 4377 (S)	1
39	39	<b>THOSE SINGIN' SWINGIN' STOMPIN' SENSATIONAL STONEMANS</b> MGM E 4363 (M); SE 4363 (S)	2
40	40	<b>COUNTRY MUSIC SPECIAL</b> Johnny Wright, Decca DL 4770 (M); DL 74770 (S)	2

## 2 FM Stations For Louisville

LOUISVILLE—Two new FM stereo stations will begin broadcasting this week in the Louisville area.

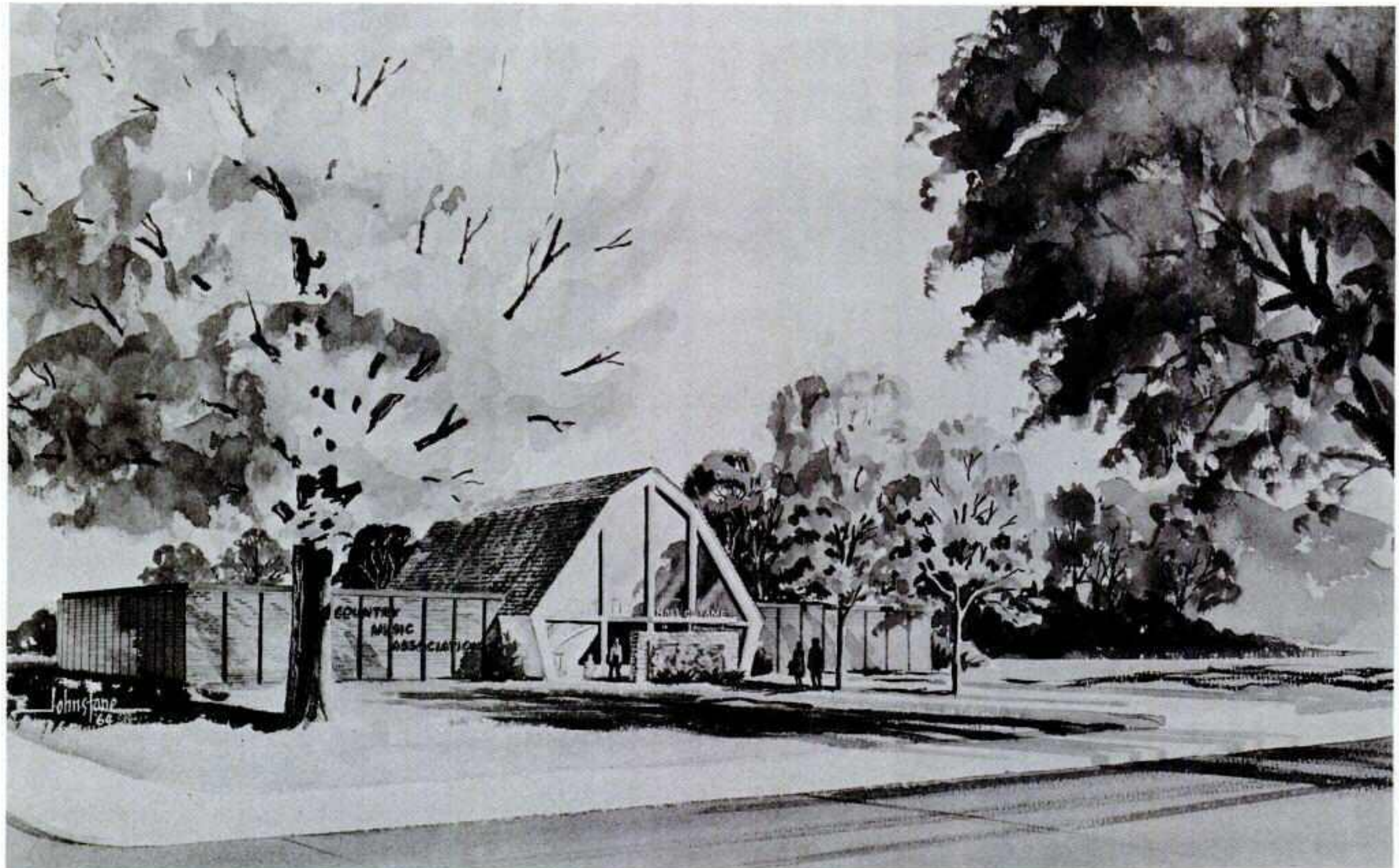
The new stations are WSAC-FM of Fort Knox, scheduled to be on the air Sept. 1, and WHAS-FM which is expected to begin broadcasting in Louisville on Sept. 7.

The Fort Knox outlet will follow an Easy Listening music format with little talk and no rock 'n' roll. WHAS-FM plans to program serious and concert-type music, but will also air talk albums and Broadway cast albums. WHAS even plans to broadcast serious music in the early morning hours, but it'll be of a "zesty" sound.

Be a Good Egg...



GIVE BLOOD FOR GOODNESS SAKE. RED CROSS BLOOD PROGRAM. +








The new Country Music Hall of Fame and Museum.

THIS IS THE COVER DESIGN FOR THE 1966-67 VERSION OF THE PUBLICATION WHICH HAS ACHIEVED THE MOST EXTENSIVE GLOBAL CIRCULATION TO BOTH INDUSTRY AND CONSUMER OF ANY MUSIC BUSINESS PUBLICATION ANYWHERE IN THE WORLD.

BE THERE — AND YOU'RE EVERYWHERE

Billboard's Fourth Annual **WORLD OF COUNTRY MUSIC**/ Advertising Deadline: September 26

**THANK YOU** for voting my  
**Straight Ticket 1966!**

	<b>WRITER: BILL ANDERSON</b>	✓
	<p>"THINK I'LL GO SOMEWHERE &amp; CRY MYSELF TO SLEEP" Charlie Louvin, Al Martino</p> <p>"I LOVE YOU DROPS" Bill Anderson, Vic Dana, Don Cherry</p> <p>"THE TIP OF MY FINGERS" Eddy Arnold</p> <p>"NOBODY BUT A FOOL (Would Love You)" Connie Smith, Jimmy Rodgers, Dean Martin</p> <p>"ONCE A DAY" Jimmy Dean</p> <p>"STILL" The Sunrays</p> <p>"BRIGHT LIGHTS &amp; COUNTRY MUSIC" Bill Anderson, Rick Nelson</p> <p>"I GET THE FEVER" Bill Anderson</p>	✓
	<b>NEW RELEASES</b>	✓
	<p>"BAD SEED" Jan Howard</p> <p>"IT'S ENOUGH TO MAKE A WOMAN LOSE HER MIND" Margie Bowes</p> <p><b>ARTIST: BILL ANDERSON</b></p> <p>"BRIGHT LIGHTS &amp; COUNTRY MUSIC"</p> <p>"GOLDEN GUITAR"</p> <p>"I KNOW YOU'RE MARRIED" (Duet with Jan Howard)</p> <p>"I LOVE YOU DROPS"</p> <p>"I GET THE FEVER"</p>	✓
	<b>TV SHOW: BILL ANDERSON</b>	✓
	The Bill Anderson Syndicated Television Show seen coast to coast.	✓

and now his latest, great single  
**"I GET THE FEVER"**



Exclusive Writer:  
**STALLION MUSIC, INC.**

Exclusive Management:  
**HUBERT LONG TALENT AGENCY**  
806—16th Ave. South, Nashville, Tenn. Phone: A. C. 615; 244-2424

# TAPE CARtridge

## BALK TO ATTEND SEMINAR COURTESY OF THE ITCC

NEW YORK—Frank Balk, owner of Balk & Son, Carroll, Ia., has won ITCC's drawing for free registration to Billboard Forum's Tape Cartridge Conference to be held at the Edgewater Beach Hotel in Chicago Aug. 29-30.

In addition, ITCC will arrange all transportation for Balk and present him with 100 tape cartridges free. Balk's name was drawn from a drum containing cards filled out by dealers at the Music Show held recently in Chicago.

Balk, who has been a dealer since 1923, refers to his shop as a small department store. He carries a comprehensive stock of records and small hi-fi equipment along with guitars and other instruments, clothing and camera equipment. Balk sells the Norelco line of tape CARtridge players and the Philips reel-to-reel cartridges. He will stock 4 and 8-track continuous-loop cartridges and playback units in the fall.

## Stereodyne to Produce All Motown Items

TROY, Mich.—Motown Records has announced that Stereodyne, Inc., will produce all tape CARtridge products for the company.

Stereodyne is a new duplicating company formed by Dick Krause, its president, and Andre Blay, vice-president and general manager. Both men previously worked for Lear Jet when the company, under the guidance of Bill Lear, developed the 8-track system.

Stereodyne is housed in a newly built, 12,000-square-foot building erected especially for tape cartridge duplication. It can produce 20,000 tape cartridges a day. The company is geared to duplicate both 4 and 8-track continuous loop cartridges.

The company not only provides the tape cartridges, but also shipping containers, point-of-sale material and warehouse facilities. Andre Blay says it is currently working on obtaining its own national distribution set-up enabling smaller record companies to distribute their products through Stereodyne.



NEW TRIO—Larry Finley, left, president of International Tape Cartridge Corp. with his two Coast representatives, Norm Goodwin and Clarie Junge and newly arrived stock. Goodwin's newly opened company, West Coast Tape Cartridge Corp., is ITCC's Coast warehouse-shipping point.

## Decca Into 4-Track Field With 11 Items

NEW YORK — Decca Records has entered the 4-track tape CARtridge field with an initial 11-tape release on the Decca and Coral labels. The company earlier this year put out its first 8-track cartridges and so far has released 71 eight-track cartridges from the Decca, Coral and Brunswick catalogs.

Sydney N. Goldberg, vice-president and general sales manager of Decca Distributing Corp., explained that an aggressive merchandising program on dealer and consumer levels would support the 4-track release. The first 4-track product includes tapes by Brenda Lee, Pete Fountain, Bert Kaempfert, Earl Grant, Carmen Cavallaro, the Dukes of Dixieland, Lenny Dee, Wayne King, the Surfaries, Guy Lombardo, and a package called "America's Greatest Music Makers," which contains selections by different artists.

Goldberg explained, "We are proud of the fact that we were

among the first in the release of 8-track product and continue to be among the leading companies with this type of merchandise. At the same time we also recognize the growing market potential for 4-track product, and feel certain that Decca, Coral and Brunswick will be a major supplier of these tapes with a regular schedule of releases.

## Muntz, WB Talk 'Dead'

LOS ANGELES—Talks between Muntz Stereopak and Warner Bros. Records are off. Carl Muntz said that talks with Gulf and Western which previously had been negotiating for the purchase of his company, were also dead.

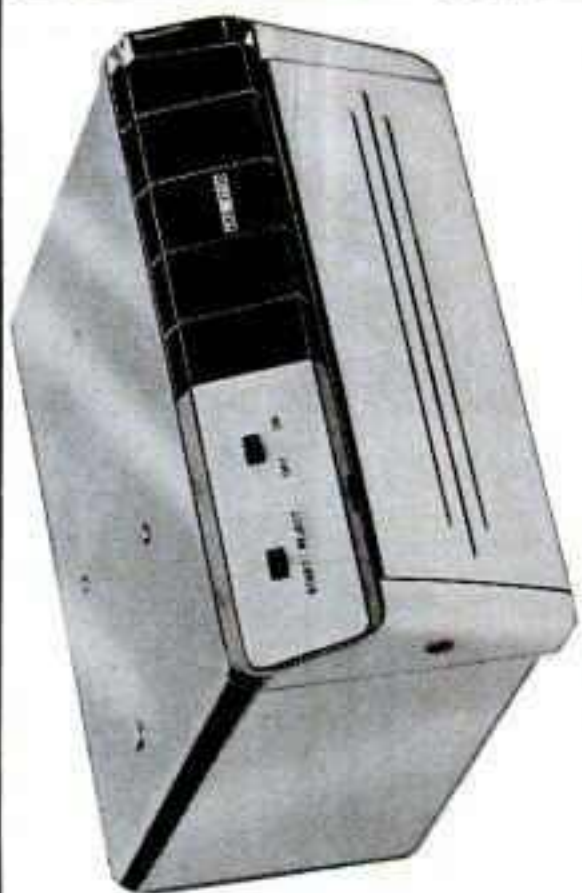
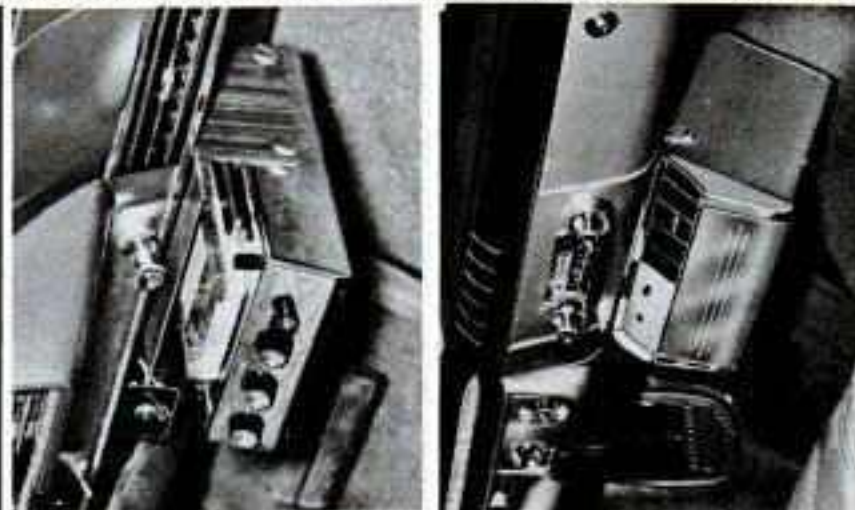
## Aura Sonics Signs

LOS ANGELES—Aura Sonics has signed Pan American in Denver, Dulaney's in Oklahoma City, and Tape Tronics in Seattle as distributors for its 4 and 8-track CARtridges.



JAY SENIN, owner of the World of Music in New York, has a solid window display here as he features transistorized equipment (solid-state) surrounded by United Artists' new Solid State line-up of records. Also on display are UA's stereo 8 tape CARtridges.

# Sell the Music Makers



### 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



### STEREO TAPE DECK

A fully automatic, solid state, 13-transistor tape deck featuring balanced channels, filtered music, 10 1/2 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 5 1/4" speakers included. SUGGESTED LIST \$119.88

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

# by A.R.C. ELECTRONICS, INC.

## FOR ALL AUTOMOBILES

We manufacture a complete line of automotive sound systems and accessories backed by a National Service Warranty at the Dealer level.

All products bearing the A.R.C. Electronics, Inc. label are made and assembled in the United States using American parts and labor.

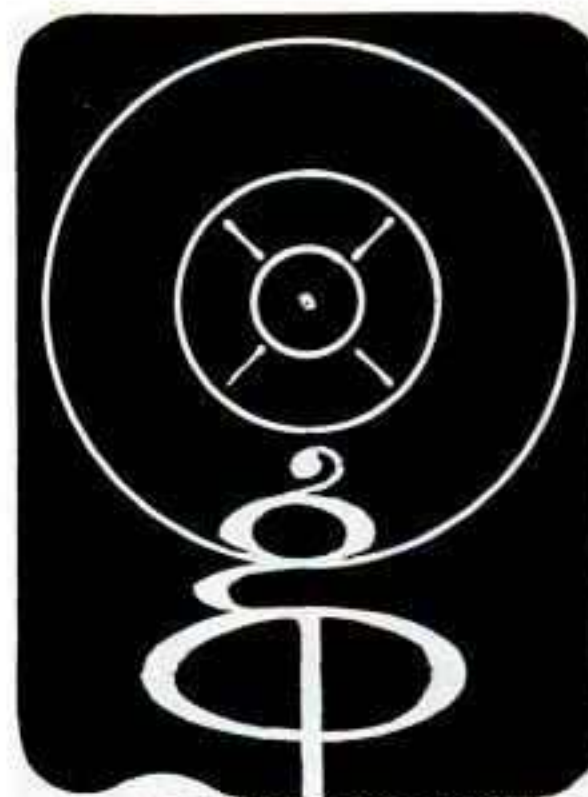
Send for details and prices on our growing line of prestige products.

More will LIVE



the more you GIVE

HEART FUND



PRESENTLY SERVING THE TAPE CARTRIDGE INDUSTRY

## GOODWAY

PRINTING COMPANY OF PHILADELPHIA


QUALITY PRODUCERS OF PROMOTIONAL PACKAGING AND POINT OF PURCHASE MATERIAL FOR THE TAPE CARTRIDGE INDUSTRY

- BOXES
- LABELS • DISPLAYS
- CARTRIDGE CARRIERS
- ART DESIGN
- FLYERS      BROCHURES

REPRESENTED NATIONALLY BY CHARTER MARKETING INC. 200 Park Avenue, New York, N. Y.

Available Now

DECCA-CORAL

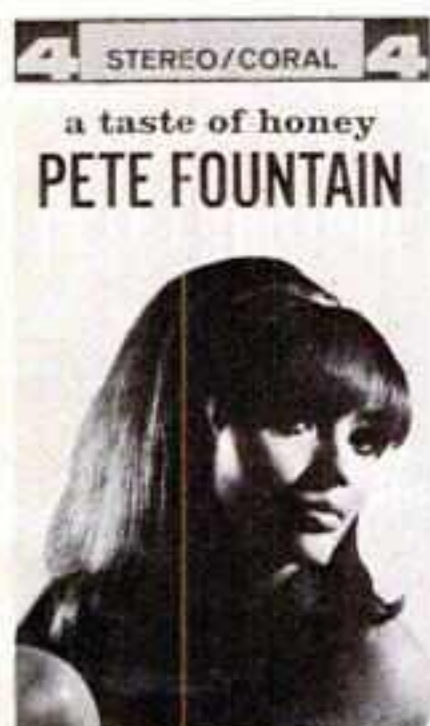
NEW  TRACK  
STEREO-TAPE  
CARTRIDGES



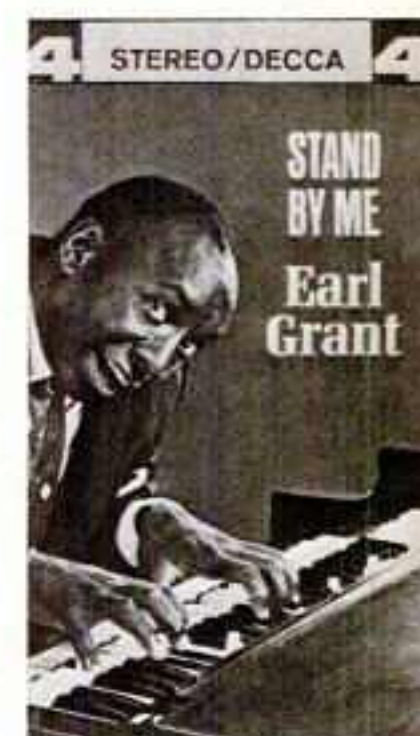
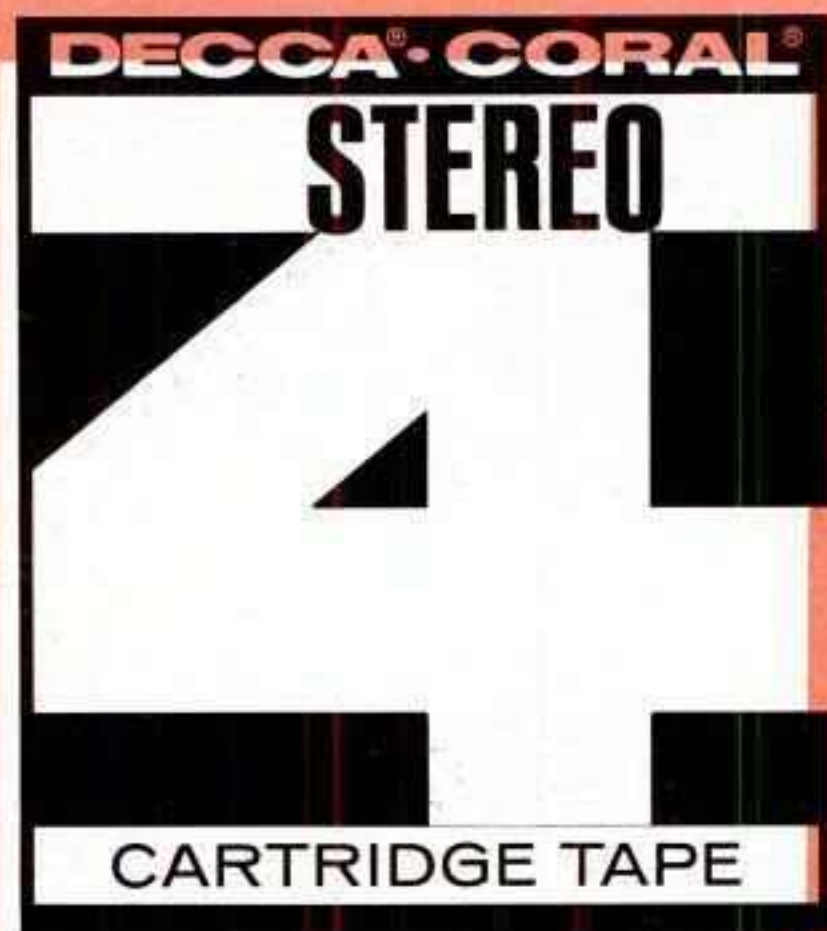
2-4755



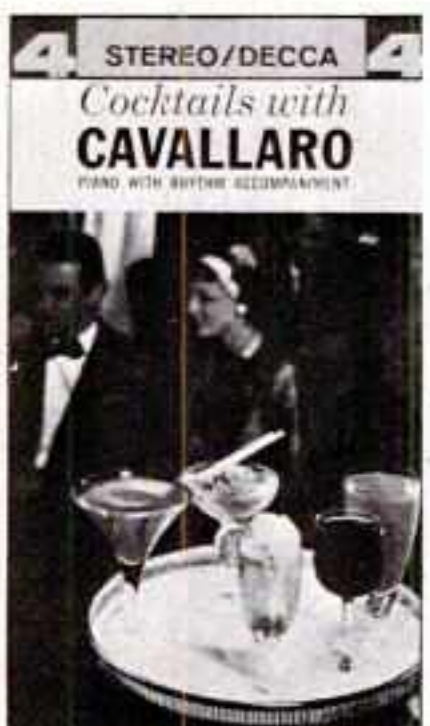
2-4693



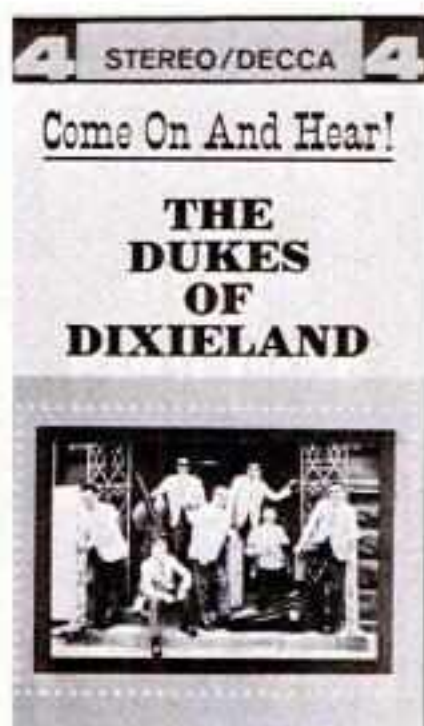
2-57486



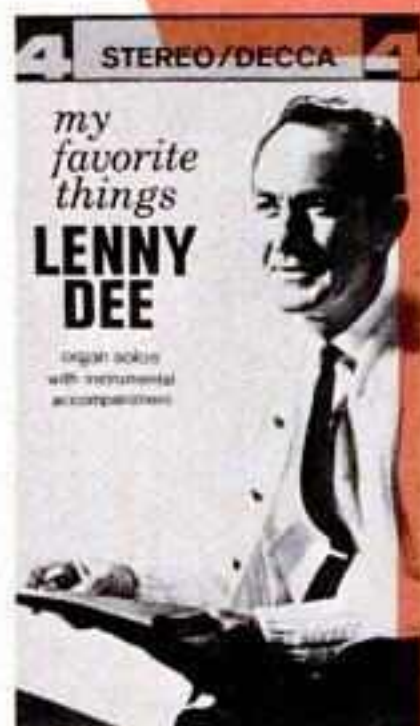
2-4738



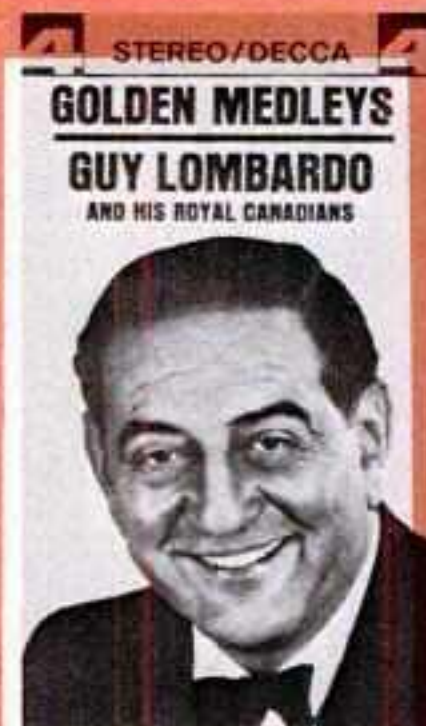
2-8805



2-4708



2-4706



2-4593



2-4309



2-4470



2-4126

Immediate Delivery  
AT ALL

**DECCA**  
BRANCHES

Also . . .

Ask Us About Our Complete  
Catalogue of  
**8 TRACK STEREO-TAPE**  
CARTRIDGES

# MUNTZ STEREO-PAK NEW RELEASES

INCLUDES WARNER BROS. AND REPRIS RECORDS FALL RELEASE

ALBUM	ARTIST	LABEL	MUNTZ CAT #
BIG BAND & BALLADS	Buddy Greco	Reprise	10-454A
THE HIT SOUND OF DEAN MARTIN	Dean Martin	Reprise	10-455A
NANCY IN LONDON	Nancy Sinatra	Reprise	10-456A
I COULDN'T LIVE WITHOUT YOUR LOVE	Petula Clark	Warner Bros.	10-457A
SINATRA AT THE SANDS WITH COUNT BASIE	Frank Sinatra-Count Basie	Reprise	T10-459TA
SINATRA AT THE SANDS WITH COUNT BASIE, VOLUME I	Frank Sinatra-Count Basie	Reprise	10-460A
SINATRA AT THE SANDS WITH COUNT BASIE, VOLUME II	Frank Sinatra-Count Basie	Reprise	10-461A
YOU'RE GONNA HEAR FROM ME	Don Ho	Reprise	10-464A
THE SOUNDS OF '66	Sammy Davis Jr.-Buddy Rich	Reprise	10-465A
ONE OF THOSE SONGS	Jimmy Durante	Warner Bros.	10-466A
THE SECOND LATIN ALBUM	Trini Lopez	Reprise	10-467A
THE NEW SOUNDS OF THE FABULOUS KING SISTERS	The King Sisters	Warner Bros.	12-222A
THE FURTHER ADVENTURES OF THE MEXICALI SINGERS	The Mexicali Singers	Warner Bros.	12-225A
THE BIGGEST TWANG OF THEM ALL	Duane Eddy	Reprise	14-454A
THE KINKS GREATEST HITS	The Kinks	Reprise	21-392A
TWO YANKS IN ENGLAND	The Everly Brothers	Warner Bros.	21-393A
BEAU BRUMMELS '66	The Beau Brummels	Warner Bros.	21-398A
OUT OF SIGHT & SOUND	Harold Betters	Reprise	26-373A
THE PETER, PAUL & MARY ALBUM	Peter, Paul & Mary	Warner Bros.	56-194A
BRAZILIANCE!	Marcos Valle	Warner Bros.	66-208A
THE AMERICAN PATROL	The American Patrol	Warner Bros.	66-209A
SONGS BY TOM LEHRER	Tom Lehrer	Reprise	72-138A
ALLAN SHERMAN—LIVE!!	Allan Sherman	Warner Bros.	72-140A

## Mini-Pak

Muntz Music officials reveal release of first Mini-Pak singles, including Frank Sinatra's "Strangers in the Night" and hot-selling "They're Coming to Take Me Away, Ha Haaa" by Napoleon XIV.

Mini-Pak retail cost is \$1.19. Muntz Mini-Paks are first pop singles to be issued in cartridge form.

**COMPLETE 8-TRACK CATALOGUE IN MAIL NOW!!**

## 8-Track

Muntz Music Department in Van Nuys announces current 8-track production of 80 Warner Bros.-Reprise releases.

Production represents first phase of Muntz Stereo-Pak 8-track program. All Warner Bros.-Reprise music featured in Muntz 8-track form has \$6.98 retail price.

FROM THE WORLD'S LARGEST LIBRARY OF CARTRIDGE ENTERTAINMENT • 40,000 TITLES  
(INCLUDING 4 AND 8-TRACK LP'S AND 4-TRACK SINGLES)



NOT AFFILIATED WITH MUNTZ TV

MUNTZ STEREO-PAK • 7715 DENSMORE AVENUE • VAN NUYS, CALIF. • 989-5000



FRANK BALK, a dealer for some 43 years, is winner of the ITCC free registration drawing to the Billboard Forum's Tape Cartridge Conference in Chicago.

## Tape Units On '67 Models By Am. Motors

DETROIT — American Motors will offer an 8-track continuous loop take CARtridge unit as optional equipment in its 1967 models, according to reliable sources here.

A spokesman for the company said he could not release information on the playback unit until the company unveils the new models. However, reports indicate that the unit will be made by the Motorola Corp. The player will be available as an accessory in the Ambassador, Marlin and Rebel series. The Rambler American is reported not to have the playback unit available.

Rambler's entry into the cartridge field has been regarded as eminent since the other three automobile companies have indicated either officially or unofficially that the cartridge system will be available in 1967. Ford Motor Co., the only company to offer factory-installed players on its 1966 lines, has revealed that it has sold some 70,000 units during the car year. This figure does not include the number of dealer-installed, hook-on units bought. Chrysler has offered an attachment unit on the 1966 cars.

Reports indicate that the Chevrolet division of General Motors will offer an 8-track continuous loop player in the fall. Spokesmen for the company will not comment on the report. However, the Delco division is said to be in production on the unit.

FURTHER  
YOUR  
EDUCATION



Learn about people by helping people. Give responsible community service as a Red Cross volunteer.  
**YOU CAN HELP TOO.** 

## ADVERTISEMENT TAPE CARTRIDGE TIPS

by Larry Finley

In last week's column we mentioned that we would announce three new labels this week which would be added to the giant ITCC catalog.

We are embarrassed to find that the editorial staff of BILLBOARD had "scooped" us last week by releasing the story on the very next page. Not only did they "scoop" us, but their story carried an additional two labels which we were going to tell you about this week.

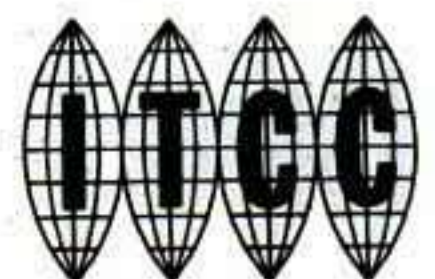
We have entered into a long-term contract with Larry Utall of Bell Records, which gives ITCC the duplication and distribution rights to five labels: AMY, MALA, BELL, DYNVOICE and NEW VOICE. These additional names now bring the total number of record labels in our catalog to 70, an all-time high in the music business.

From these labels we are rushing into immediate release on both 4 and 8-track cartridges such great teenage favorites as: "Mitch Ryder and The Detroit Wheels," "The Toys," "Lee Dorsey and The Syndicate of Sound," "The Viscounts" and "Georgia Gibbs."

ITCC will continue to constantly add to its catalog to enable its distributors to offer the greatest variety of artists and selections available in the tape cartridge field.

The ITCC production facilities enabled us to release 23 new titles in 8 track and 20 new titles in 4 track last week. At our present rate of production, we will be able to offer our distributors 425 titles in 8 track and 1400 titles in 4 track by mid-September. The increase in our production facilities, as well as the acquisition of new labels, is further proof in our confidence in the tape cartridge industry.

If you are a dealer who wants to offer your customers the world's largest catalog of 4 and 8-track stereo tape cartridges, please contact your nearest ITCC distributor.



INTERNATIONAL TAPE  
CARTRIDGE CORPORATION  
Subsidiary of Dextra Corporation

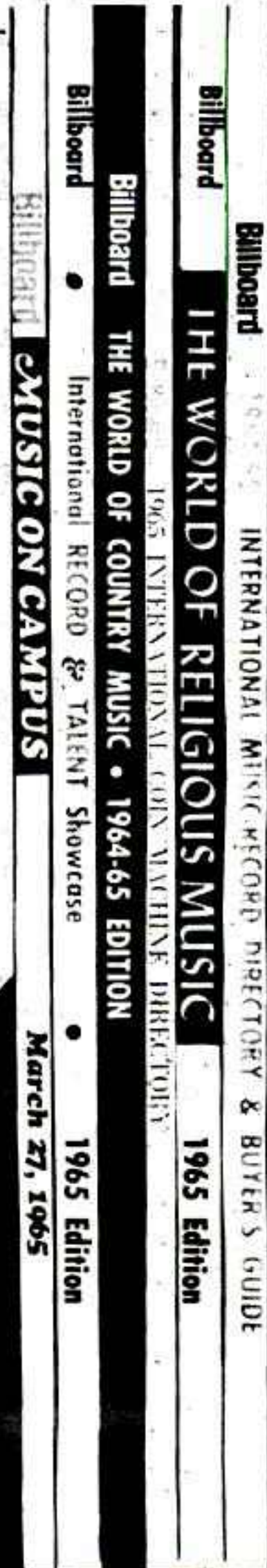
Main Office  
1290 Avenue of the Americas  
New York, New York 10019  
212: 581-1040  
TWX 710: 581-3498

# from **Billboard** . . . THE MOST ALL-ENCOMPASSING REFERENCE LIBRARY OF SERVICE EDITIONS PUBLISHED ANYWHERE FOR ANY INDUSTRY

Now six major 8½ x 11 annual reference issues, providing comprehensive, authoritative information on six specific segments of the music-record industry.

\*All distributed without extra charge to Billboard's entire roster of over 21,000 Paid subscribers throughout the world.

THE  
ANNUAL  
REFERENCE  
"LIBRARY"  
OF  
SPECIALIZED  
BUSINESS  
INFORMATION



## MUSIC ON CAMPUS/The College Market for Records and Talent

On the scene reports from colleges throughout the nation. Contact information and Directory of Artists for use by colleges, and Directory of Colleges (enrollment, auditorium facilities, etc.) for use by artists and booking managers. Winner of the 1964 Jesse H. Neal Award as Best Single Issue published by the American business press.

## INTERNATIONAL COIN MACHINE DIRECTORY & Who's Who in the Coin Machine World

\*Circulated to members of the coin machine industry only. Complete name and address directories of all firms dealing in the manufacture, distribution or maintenance of coin-operated equipment. Thumbnail biographies and photo gallery of leading coin machine men throughout the world.

## THE WORLD OF COUNTRY MUSIC

For the music industry and music fan alike, the most complete and authoritative annual report published for the country music field. Feature articles by leading country music personalities. Complete coverage of the Nashville scene. Directories of Country Artists and Managers. Winner of a 1963 Jesse H. Neal Editorial Achievement Award.

## THE INTERNATIONAL BUYERS GUIDE OF THE MUSIC-RECORD INDUSTRY

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

## THE INTERNATIONAL RECORD TALENT SHOWCASE Who's Who in the World of Music

A comprehensive booker's directory of national and international recording artists. Separate directories, photo galleries and show case sections on the year's top artists in every major musical category.

## THE WORLD OF RELIGIOUS MUSIC

The newest addition to Billboard's roster of industry-service annuals . . . providing an in-depth study of the various forms of religious music (gospel, sacred, spiritual) which have grown to be a major force in record industry. Listings of artists, publishers and record manufacturers specializing in religious music.

ANOTHER MAJOR INDUSTRY SERVICE FOR BILLBOARD SUBSCRIBERS

## PRODUCT TRENDS

# Wide Range of Accessories Available to Disk Dealer

CHICAGO — Record dealers attending the recent NAMM convention and Music Show here, saw an unprecedented number of "accessory" items—products which broaden a dealer's inventory base without taking him out of his field.

Included in this category are such necessities as record racks, cartridges and needles, headphones, sheet music and learning aids, microphones, guitar strings, covers for musical instruments, amplifiers, cords and various other products. The following is a list, by product type, of the firms which exhibited accessories at the Music Show:

**Published Music and Learning Aids.** Published music, much of it aimed at the youth market, is enjoying a remarkable comeback after a long period of declining sales. Several firms are publishing various "How To" books in connection with the handling and playing of musical instruments and in providing of other types of music instruction.

Music Sales Corp. of New York city serves as shipping agent for a number of music publishers. Product ranges from music study books and simplified song books to jazz and

classical works. Music Sales representatives at the Music Show told Billboard the firm is definitely interested in marketing its product through record dealers.

Mel Bay Publications, Kirkwood, Mo., has a series of "How To" books which start with fundamental introduction to music and proceed through many complex levels of instruction. The firm's guitar series, for example, starts with rudimentary training then proceeds through stages such as: "Rocking Rhythm for Junior Guitarists," "Classical Guitar Methods," "Fun With Folk Songs," "The Chet Atkins Style," and the "Jazz Guitar."

Oak Publications of New York, and Cole Publications of Chicago, also have several popular series of "How To" books, some of them packaged along with "How To" phonograph records.

**Record Racks.** Record racks of various styles and sizes—some of them ingenious space-saving devices for the phonograph record buyer—were shown by the Wall Tube and Metal Products Co. of Newport, Tenn., and the Record Tree Co. of Philadelphia, Pa.

**Cartridges and Needles.** Two

leading firms, Empire Scientific Corp., Garden City, N. Y., and Pfanstiehl Corp. of Waukegan, Ill., displayed full lines of this replacement product which is perhaps the most common accessory in a record store.

**Microphones and Headphones.** Three top headphone manufacturers who exhibited products at the Music Show were Koss Electronics of Milwaukee, Wis., maker of the Beatphones; Telex Corp. of Minneapolis, Minn., and Shure Bros. of Evanston, Ill. Koss and Shure Bros. also showed microphones along with Aiwa, Vox, and Chicago Music Sales.

**Amplifiers and Amplifier Accessories.** These items are available from practically all guitar manufacturers and importers. Some of the leading displays of this product group were seen at the Amberg, Chicago Music Sales and WMI Corp. booths of the Music Show.

**Musical Instrument Accessories.** These include a host of products—but record dealer interest in this area is quite limited. Covers for guitars and other instruments were shown by

(Continued on page 65)



HEADPHONES were most common accessory shown at the recent NAMM Music Show. Besides being used with musical instruments, stereo headphones are gaining popularity as record player accessories. Most new players, including those of RCA (above), are equipped with jacks for headphones.

## Dealers Confer With NAMM

CHICAGO — A special phonograph record group of the National Association of Music Merchants met here last week to work out the general outlines of a plan to attract record dealers to NAMM.

The meeting, organized by William R. Gard, executive director of the association, and S. H. Galperin Jr., of Charleston, W. Va., who is a member of NAMM's board of directors and chairman of the group's Phonograph Record Committee,

centered its discussion on three topics:

—Informing record dealers of NAMM's current activities.

—Providing additional services—and slanting some of the current services—more to the record retailer's interest.

—Publicizing its activities to record dealers for the purpose of attracting them into joining the association.

In listing services presently available to members, Gard included: advertising assistance; direct mail circular service; conferences and conventions; cost of doing business studies; a simplified, uniform accounting guide; government activities (including efforts to obtain complete excise tax refunds for dealers); a group insurance plan for large and small firms alike; general information service; monthly newsletters; operating manuals on subjects of credit, collections, advertising, merchandising and sales promotion; professional consultation assistance; sales training publications; seasonal promotions (including stickers, tags, bags and wrapping

paper for Christmas and similar occasions); and special bulletins to keep members informed of important developments in business and government which affect the music business and require swift action.

Additional services aimed at record dealers that were suggested at the meeting included: seeking of industry-wide adoption of the "compatible" monostereo LP record that Philips has recently introduced in this country; holding a marketing conference for record dealers on the first day of the 1967 Music Show, as well as a Continental breakfast with talks by industry leaders on key phonograph record issues; adding extra phonograph record marketing figures to the association's annual merchandising manual; providing gift certificates, standardized album dividers, and a universal marking system for phonograph records; and seeking of ways to promote records—especially "adult" product which is being virtually ignored in the current Top 40-oriented record market.

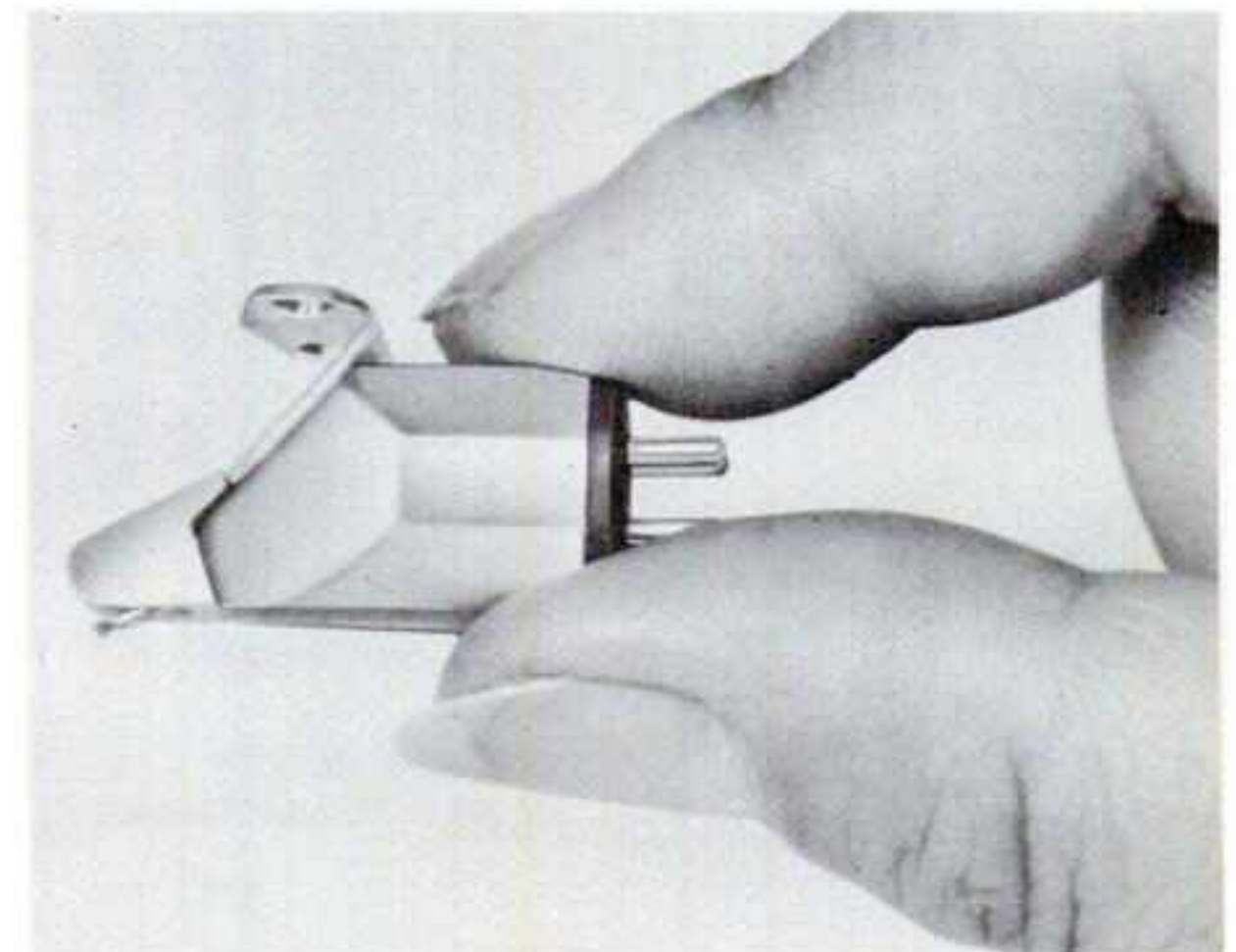
Gard agreed with dealers that NAMM has been delinquent in its attempts to publicize itself to the record trade (one image that should be shattered, he said, is that NAMM is only large dealers' organization. About half of the group's total membership, he said, fall into the lowest dues category). Gard promised that NAMM would undertake a campaign to explain itself to the nation's record retailers and to invite them to join the association.

The committee's suggestions will be presented by Gard to NAMM's board of directors. The board, according to current information, is expected

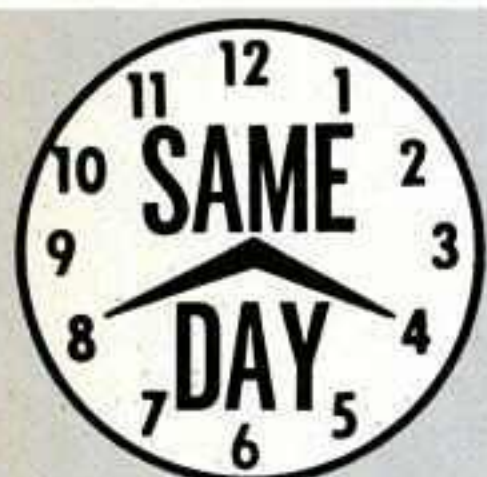
(Continued on page 65)



PUBLISHED MUSIC is rapidly becoming a popular consumer item. Increasing sales of published music product are related to rising musical instrument sales—especially to teens. Here, Al Gregory and Ray Barnes of Mel Bay Publications pose in front of firm's exhibition booth at the NAMM Music Show.



CARTRIDGES AND NEEDLES are among the most "natural" phonograph record dealer accessories. Shown above is the Empire Scientific Corp. 888E cartridge, a high-quality product selling for about \$35.



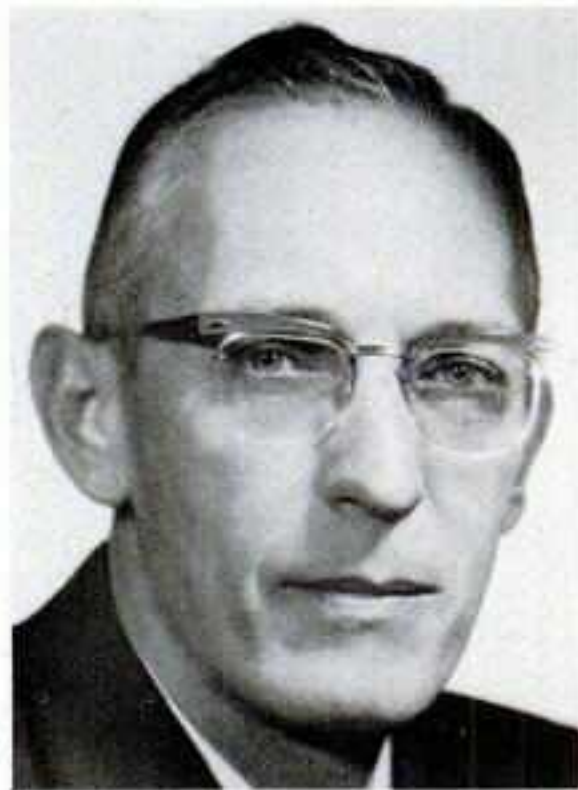
## SHIPMENT

OUR GUARANTEE . . . orders for diamond and sapphire needles, Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct-to-you low prices.

Save delay—write for Pfanstiehl's self-mailer order forms now.

**DIRECT-TO-DEALER**  
**Pfanstiehl**

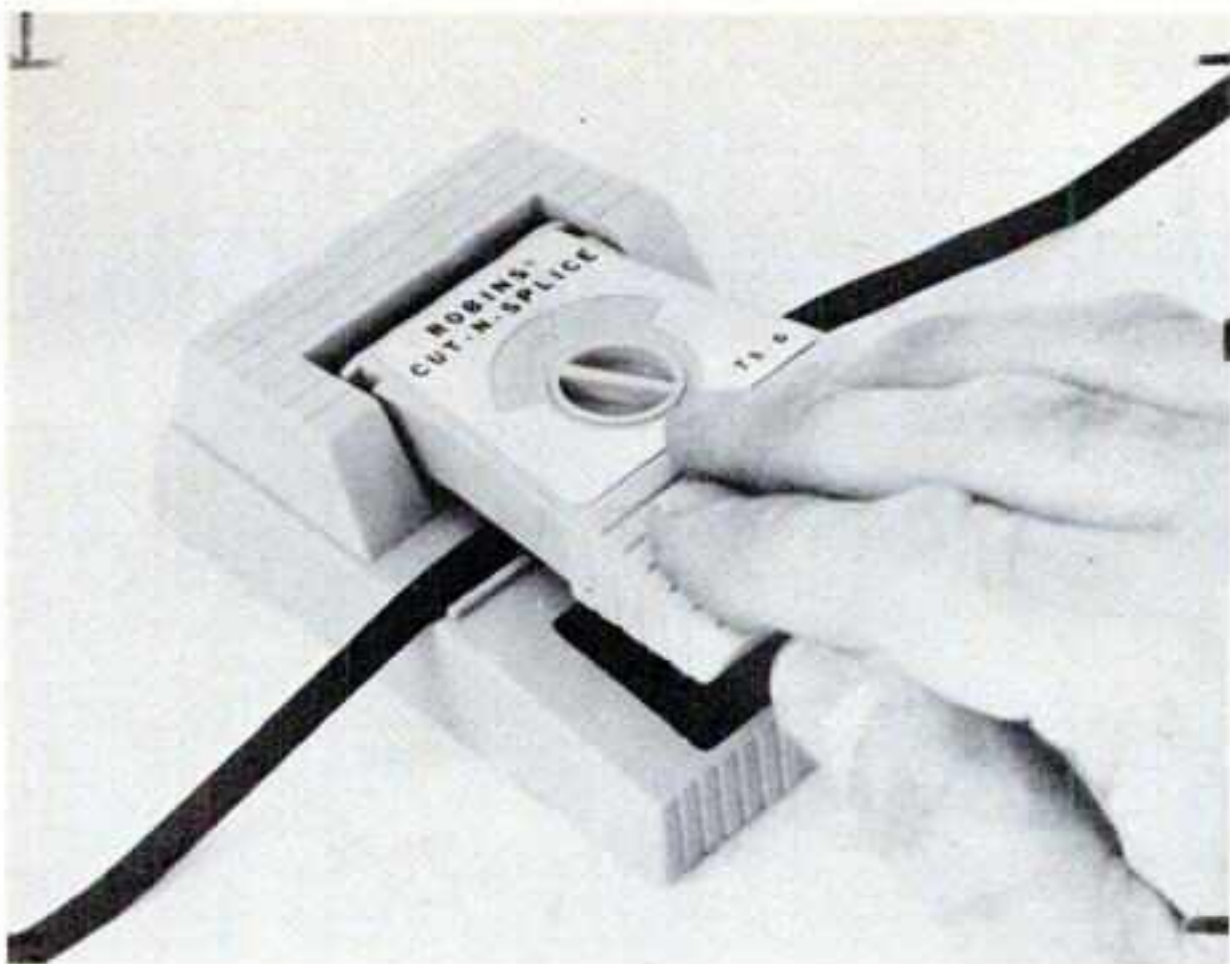
CHEMICAL CORPORATION • BOX 498  
104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS  
Originators of the \$9.95 Diamond Needle



WM. R. GARD



# CLASSIFIED MART



THE TAPE SPLICER is a handy, time-saving accessory that practically sells itself with each tape recorder. Pictured above is the Robins Cut-n-Splice which carries a list price of \$5.

## Detroit Dealers Play Down Charts

• Continued from page 22

5 per cent or so will make money for them.

"As far as local charts are concerned," he added, "we often see a record that hasn't been shipped already on the sheet. Other times, we see stations keeping numbers on the charts long after they have stopped selling. They do this, apparently because they got on a record too late, and then refuse to admit that their influence hasn't been able to keep it a hot seller. There are many complicating factors, but the end result is inaccurate charts. All the dealers know this, and they depend on requests and their own experience in the business to tell them how to buy.

Chet Kajeski, of Martin and Snyder, one-stop in Detroit, told Billboard: "I find frequent discrepancies on the radio charts. As far as I am concerned, they hurt jukebox operators in the area. By failing

to list, and expose on the air, what is a legitimate 'adult' hit, they can cut down play on the boxes. This happens with a record that sells very well in the area, deserves to be listed on the charts, but doesn't get listed because the stations don't feel it is in their format." Because such a record does not get the additional push of air play, its life on a jukebox is sometimes shortened.

"I don't believe," Kajeski added, "that many record dealers are affected by the charts in the Detroit area. By being inaccurate, these charts defeat their own purpose."

## Accessories

• Continued from page 64

Toneline Mfg. Co. of Chicago, and by Chicago Musical Instrument Sales. Vox and Ernie Ball showed guitar straps. Fender Musical Instruments of Santa Ana, Calif. and Ernie Ball displayed a variety of replacement strings for fretted instruments. Premier Drums of New Orleans showed drum sticks, brushes, castanets and tambourines. Chicago Music Sales and Naren Industries Inc., of Chicago, carried a variety of music stands. Ernie Ball also had a full line of guitar picks.

Other noteworthy accessories included: the Robin Industries "Cut-n-Splice" a new magnetic tape splicer which contains a supply of 25 self-stick, cut-to-size splicing patches, ready to be applied to the tape, and the "Intonor," a new type of learning aid for intonation, from Universal Records, Inc. of Chicago.

## Dealers Confer

• Continued from page 64

to approve most of the recommendations.

Attending the meeting besides Gard and Galperin were G. W. Seiffert from Iowa City, Ia.; Henry Elsnick, Chicago; Daniel Winograd, Chicago; and M. E. Hollander, Chicago. The group was composed mainly of Midwesterners because of travel convenience.

Full details of the discussion that took place at the meeting will follow in next week's issue of Billboard.

## 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.

## DISTRIBUTING SERVICES

**RECORD RIOT 45'S — BRAND NEW,** some late hits. \$6.50 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212-343-5881. ch-1f

**RECORD 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.

## WANTED TO BUY

**CASH FOR YOUR LP's, DJ's AND 45's.** Top dollar paid. Call LOcut 7-6310. Stereo Record King, 15 N. 13th, Philadelphia, Pa.

**ENGLISH COMPOSER POP SONGS** will sell copyright of original, unpublished material to American group agency, record co., etc. Write for tape to Philip Bailey, The Clearing, Rowtown, Addlestone, Surrey, England.

**DIMENSIONS ON MRC LABEL, MAYNARD** Ferguson, new or good used condition. Call Susan (212) LO 7-4444 after 7 p.m. Desperate.

**WANT 45's, L.P.'s, AUDITION COPIES,** D.J.'s, New Releases, Recent Hits. Highest prices paid. Small or large lots. GMC Coin Machine Co., 5221 Butler St., Pittsburgh, Pa. 15201.

## EMPLOYMENT SECTION

## HELP WANTED

**EXPERIENCED ANNOUNCING STAFF** wanted for new tall tower one hundred thousand watt FM station opening in early October. Extra good salaries with fringe benefits for variety of people who can help out program AM stations with an AM format on an FM frequency. Especially need a country music announcer with format approach rather than howdy friends and neighbors. No bluegrass. Also especially need mature MOR announcer with desire to do part-time news gathering looking toward more development in news. Salaries are open and dependent on experience and ability, but will range upward from \$10 per week. This separately programmed and sold FM is part of group ownership with financial ability to operate with best programming regardless of income for next few years. Mostly interested in people from Oklahoma, Kansas, Missouri, Arkansas and Western Tennessee. Will personally interview. Jerrell A. Shepherd, Radio Station KWDX, Moberly, Missouri 65270.

## GENERAL MANAGER

Record Company

A prominent, leading Record Manufacturer is seeking a general manager for an overseas assignment.

The individual must be well-schooled in the music recording, record manufacturing and/or music publishing industry. This is an excellent opportunity for an individual who is presently second in command and is just waiting for that next promotion. Fluency in Spanish is highly desirable. Send full particulars on education, experience and salary requirements to:

Box No. CB-38  
Billboard, 188 W. Randolph,  
Chicago, Ill. 60601  
An Equal Opportunity Employer  
M & F

## SITUATIONS WANTED

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

## USED COIN MACH. EQUIP., PARTS & SUPPLIES

## FOR SALE

**10 PHIL. SKEE BALL ALLEYS,** CLEAN and ready to go, \$350 each, 10 for \$2,950; available after Labor Day. Mangels Shooting Gallery, \$1,500; 4 Guns, Want Kiddy Rides, Animal Forest, York Beach, Maine.

when answering ads . . .

Say You Saw It in  
Billboard

## PROMOTIONAL SERVICES

### 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 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

### ENTERPRISE THIRTEEN RECORD PROMOTION

Individual attention given to each artist or group. Your recording promoted in all major markets. Call or write:

ENTERPRISE THIRTEEN  
523 Main St., Suite 529  
Racine, Wis. 53403  
414-637-8600 or 414-654-1943

**10% MILLION RADIO LISTENERS 40** radio stations coverage. Complete States: Texas, New Mexico. Emphasis: Personal presentation, telephone. Director: Musical programming. Submit records: Request appraisal, brochure. Will purchase masters for release: DJ Star recording label. Star Records Promotions, 102 Texas Ave., El Paso, Tex. 79946.

## RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

### RECORD PROMOTION & PUBLICITY

#### PRESSING

No job too small  
CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

**NATIONAL RECORD PROMOTION & PUBLICITY**  
National disc jockey coverage . . .  
Trade paper publicity . . . etc.  
**DISTRIBUTION ARRANGED**

**MORTY WAX PROMOTIONS**  
1650 Broadway  
N. Y., N. Y. 10019  
CI 7-2159

DID YOU GET IT YET? WE HAVE IT, an adult comedy hit record, Frankie and Mia, only \$1 postpaid. Gaalright Records, 10 W. Fordham Rd., New York, N. Y. 10468.

## MISCELLANEOUS

**LIFETIME IDENTIFICATION: BRASS** Social Security Plates, with name and Social Security number. \$1.50. Story Records, 651 Judson St., Evansville, Ind. 47713.

## INTERNATIONAL EXCHANGE

### ENGLAND

**ALL ENGLISH RECORDS RUSHED BY** airmail. Beatles all-new 14-track album, mono/stereo, \$6.15 airmail on release day. 300-page new LP/EP catalog, \$1 surface, \$2 airmail. A-1 records. John Lever, Gold St., Northampton, England.

**BEATLES NEW ALBUM! 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.: \$2.30. Pop catalogue airmail: \$2. Record Centre, Ltd., Nuneston, Eng.

**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. Heaton Record Center, Derbyshire, England.

**BEATLES LATEST ENGLISH ALBUM,** all new cuts, including Eleanor Rigby, Yellow Submarine, Granny Smith, Mark I, Tax Man, Doctor Robert, I'm Only Sleeping, I Want to Tell You, plus other new cuts will be released in England August 10. Order now! Mono or stereo, \$6 airmail from Record Centre, Nuneston, England.

"REVOLVER," BRAND-NEW BEATLES album. Stones' "Aftermath." Any album of your choice, \$6 incl. airmail. Cash with order. Berkeley Records, 6 Lansdowne Row, Berkeley Sq., London W.1, England.

zip code helps keep postal costs



BUT ONLY IF YOU USE IT.

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

## 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: \_\_\_\_\_

## What Your Community Should Know About You

We regularly receive requests from bulk vending operators for general descriptive material on the business for distribution to prospective and present customers, financial houses, legislative and civic groups and scores of other organizations and individuals. We offer the following for that purpose. The article will be made available in inexpensive reprints. You may even want to adapt it as the basis for your next address to the Chamber of Commerce.

—Ed.

Bulk vending is an important, growing and uniquely American industry.

It is a highly diversified business, involving a wide variety of products and vending machines.

It is a positive force in our economy, creating jobs and en-

terprise for thousands of men in the manufacture, distribution and servicing of machines and merchandise.

It enhances our centers of recreation and amusement; constructively (and inexpensively) occupies the time and attention of our children.

Bulk vending businessmen contribute to local charities, belong to civic, religious and social organizations, and frequently are active in political life.

Bulk vending has been a part of the American business scene for a long time. Thomas Adams' gum machines appeared in New York in 1888. In 1908 a vending machine manufacturing company was founded in Morris, Ill. (the Northwestern, Corp.) which today continues as a major maker of bulk vending machines.

Today, with the great increase in leisure time — and the compelling need to encourage the existence of small businessmen — it appears that the bulk vendor will play a continuing and enlarging role in our nation's future.

### What Is Bulk Vending?

Bulk vending may be defined as the unselective sale of any unpackaged item of merchandise through a coin-operated machine. The sale is non-selective because the merchandise in the machine, in most cases, is identical. In all cases the merchandise is of identical value.

The merchandise may be wrapped (as is the case of a

wrapped piece of chewing gum) or it may be unwrapped (as in the case of a small kiddie charm item or a ball of gum). The gum ball is the hallmark of bulk vending. Bulk vending merchandise, by its definition, is unpackaged, as opposed to packaged items such as candy bars and packs of gum, which are normally vended through large, selective machines.

Some unpackaged merchandise is irregularly shaped and might not vend easily through a coin-operated machine. This problem is overcome by encasing the vended object in a container called a "capsule." Typical items vended in capsules are toy rings, key rings, insignia, other small toys of all kinds.

### Bulk Vending's Place In the Economy

An estimated \$80 million worth of merchandise was sold through bulk vending machines in the U. S. during 1965. There are about 5,000 bulk vending operators in the country (many of these are part-time). The average operator has two or less employees. The average bulk vendor earned \$11,863 during 1965, compared with \$8,900 for the average U. S. adult filing an income tax return or the \$17,000 netted by the typical operator of large, selective vending machines.

A number of manufacturers, suppliers and distributors employing thousands of persons depend on the bulk vending industry for existence. This applies to at least 50 major merchandise suppliers, 20 major machine manufacturers and 75 major distributors.

The businessman who owns, places, fills and services bulk vending machines is called an "operator." Sometimes he is called a "vendor," while the machine is called a "vender." The business, building or area in which the machine is placed for access by the buying public is called a "location." A "distributor" is a local businessman who sells bulk vending machines and products to the "operator" who places same on his "route," a term frequently used to designate all his location or his entire business.

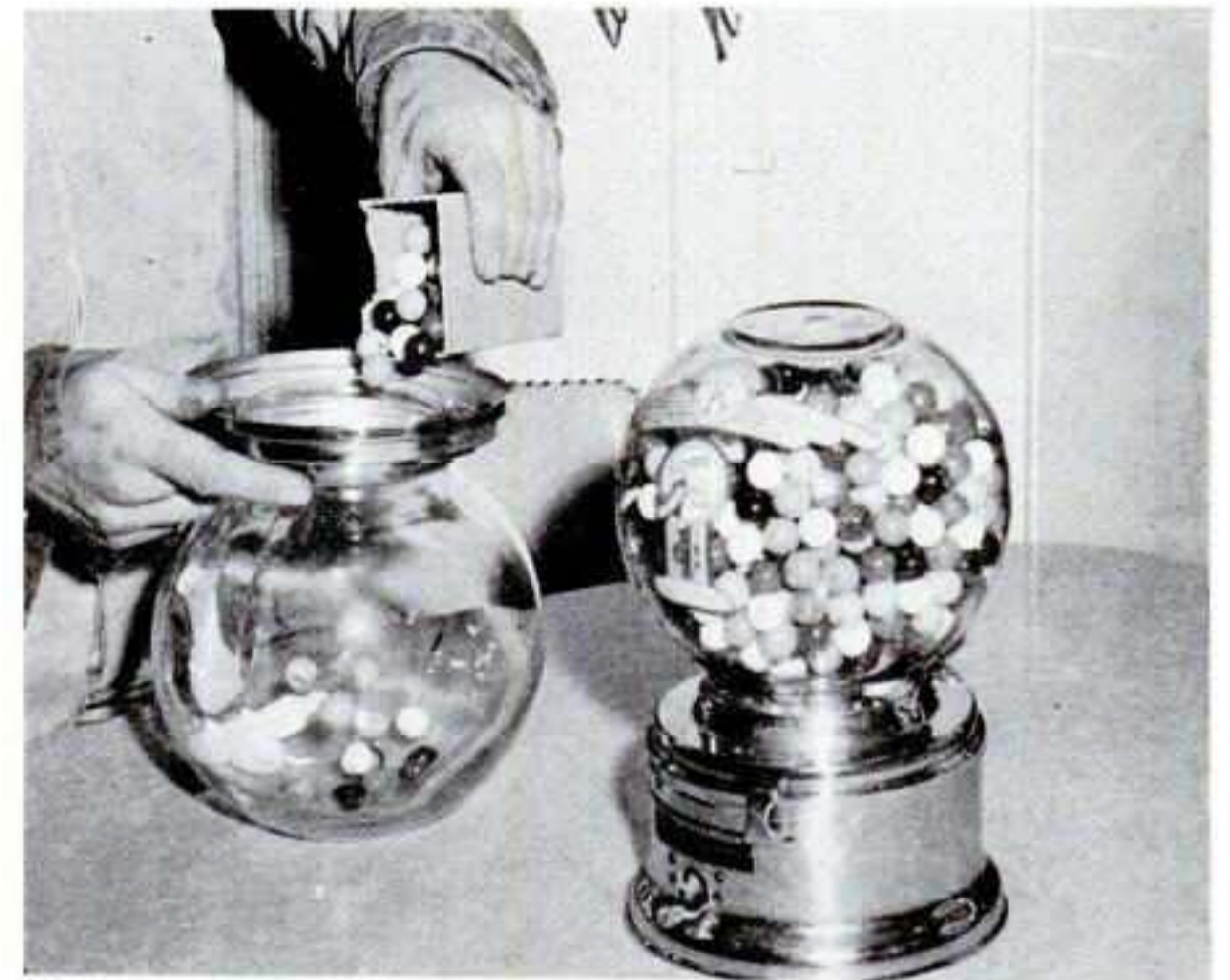
Though bulk vending machines have been around since before the time of Christ, their real debut as a factor in retail selling came with the 20th Century. Bulk cigarets, matches, cups, peanuts and gum were among the first items vended. Since World War II, bulk vending has greatly widened in scope of merchandise. Today a vast variety of confections, nutmeats

(Continued on page 67)

### Nathan Rake Dies

PHILADELPHIA — Nathan Rake, 57, head of Rake Coin Machine Exchange, died Monday (15). Rake joined his father in the company after World War II. The company, founded in 1925, is one of the oldest established distributorships of bulk vending machines and supplies in the nation.

Cause of death was a heart attack. Rake is survived by his widow, Ida; his sons, Rick and Allen, his daughter-in-law, Sandy, and two grandchildren. His sons joined the firm some years ago and will continue to operate the business. They now become the third generation of the Rake family to be active in the bulk vending supply company.



SYMBOL OF BULK VENDING, the ball gum machine represents the industry's image to the average person. What kind of a businessman fills these machines? For a comprehensive answer see accompanying description of the bulk industry.

## Charm Makers May Revert to One Price

By HANK FOX

NEW YORK — American charm manufacturers may drop the two-price structure and revert to the system used prior to the 1940's of offering their products to both the distributor and the operator for the same price.

"We may be forced to go back to the single price system because of the prevailing conditions in our industry," George Eppy, president of Eppy Charms Co., told Billboard last week. "Certain importers are already destroying pricing. They will sell to anyone—operators, distributors, and will sell at the same price to both. They are undercutting the price considerably."

The one-price structure used up to the 1940's kept the industry in havoc, he said. "Only after the national association sought to establish the dual system did the industry enjoy prosperity," Eppy continued. "We spent millions to move the bulk machine from the small family-owned candy store to the giant supermarket in variety chains. It was the U. S. manufacturers who fought to

support and finance the industry through various legal battles and to lower taxes levied on machines.

"We can't support an industry which doesn't support us," he said. "We will go directly to the operator, bypassing the distributor to survive if conditions don't change."

"There's no originality in the imported charms," says Bill Falk of Knight Toy & Novelty Co. "The importer is involved with too many lines of different products. Charms constitute only a small percentage of his volume. As a result, he can't give time to make merchandise that will move."

Paul Price, of the Paul A. Price Co., told Billboard (Aug. 27 issue) that he and other American manufacturers are being discouraged from investing in new molds and some of them are moving into fields outside the bulk vending industry.

The mainstay of operator sales has been the American charms. "Domestic manufacturers are responsible for the Batman items,

(Continued on page 67)

### MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢ ..... \$14.00  
N.W. Deluxe, 1¢ or 5¢ Comb. . . 12.00  
N.W. 10-Col. 1¢ Tab Gum Mach. 18.00  
Atlas 1¢ & 5¢ 100 Ct. Ball Gum. 12.00  
Acorn 8 lb. Globe ..... 10.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red ..... \$ .92  
Pistachio Nuts, Jumbo Queen, 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, Butts ..... .79  
Peanuts, Jumbo ..... .45  
Spanish ..... .32  
Mixed Nuts ..... .57  
Baby Chicks ..... .35  
Rainbow Peanuts ..... .32  
Bride 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

Rain-Blo Gum, 72 ct. ..... \$ .32  
Malt-ette, 100 ct., per 100 ..... .35  
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct. .... .32  
Rain-Blo Ball Gum, 100 ct. .... .34  
300 lb. minimum prepaid on all Rain-Blo Ball Gum.  
Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. .... .45  
Hershey's Chocolate, 200 ct. .... 1.30  
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-third Deposit, Balance C.O.D.

### IMMEDIATE DELIVERY

on the New

**Northwestern**

**GOLDEN 60**



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN**  
SALES AND SERVICE CO.  
MOE MANDELL

446 W 36th St. New York 18, N. Y.  
L'Ongacre 4-6467



## CHARM THE KIDS WITH NORTHWESTERN'S SUPER 60 CAPSULE VENDOR

Charms attract kids — and kids mean profits! Large-capacity globe and front-mounted plastic showcase displays charms. Up-to-date design gives you an attractive unit that's in swing with the younger generation. Proven mechanism, wide chute and foolproof coin unit makes this one A-OK. No skipping or crushing of merchandise! Start moving to profit with the Model 60 Capsule Vendor. Wire, write or phone for complete details.

**Northwestern**  
CORPORATION  
2691 Armstrong St., Morris, Ill.  
Phone: WHitney 2-1300

## You and Your Community

• Continued from page 66

and novelties are purchased by children. And bulk vending merchandising, as in a number of

### GOING OVER BIG! HAND PUPPETS

(in color)



\$38/M (capsuled)  
\$29/M (bulk)

Write, Wire, Phone

**HENAL**  
NOVELTIES & PREMIUMS

97 North 10th St., Brooklyn 11, N.Y.  
Phone: (212) EV 7-7927

other fields, is geared to kiddie fads. Batman recently enjoyed his day in bulk vending.

#### Industry Characteristics

Bulk vending is, and has historically been, an industry of small businessmen. While some few companies have grown to encompass all 50 States, most bulk vending companies can be described as "mom and pop" firms with the home frequently serving as headquarters.

And while many bulk venders are placed in locations such as large dime store and supermarkets chains, most bulk vending locations may also be characterized as small businesses. These include small neighborhood stores of all types, automobile service stations.

Bulk vending may also be called a father-son type of business. The pattern of father and son activity is most common.

#### Products Sold

The following is a representative sampling of products sold through bulk vending machines in the United States:

- Baked beans
- Ball point pens
- Ball gum
- Candies
- Capsuled toys
- Picture cards
- Insignia
- Nutmeats
- Miniature books
- Rings
- Wrapped gum

During the past several years a staple item for many bulk venders has been a mixture of penny novelties and ball gum.

To be concluded next week. Readers may order reprints of this entire article (including next week's installment) by writing THE STORY OF BULK VENDING, BILLBOARD MAGAZINE, 188 W. RANDOLPH ST., CHICAGO, ILL. 60601. Cost is 15 cents per copy (10 cents per copy if 50 or more copies ordered).

## Charmers May Revert to One Price

• Continued from page 66

the Go-Go rings, the Scare-Ems, the Trolls, the Beatle items and all the items that have brought prosperity to the distributor and operator," Eppy said. "They are discouraging the source from which they made their money. The importer has done nothing for the industry. He has done nothing to get legislators to look favorably upon the bulk vender. He doesn't support the trade associations. He doesn't come up with any new hot items which would spur turnover. He just copies and wrecks the price structure.

"When a child buys an imported item in the machine there's nothing to make him want the rest of the set. Before the importers came in," Eppy said, "kids would never throw away the charm so they can have only the candy.

"We spent over \$20,000 creating capsule molds so that the operator could vend 5 and 10-cent items. We've taken plastic items and put gold and silver

platings on them. We design and distribute merchandising aids which move the charms rapidly. The difference between the detailing on an American and an import item is like night and day. The American charm is a piece of craftsmanship: it's a class item that a child is proud to own.

"Distributors and operators don't seem to realize that union wage scales and operating costs are considerably higher in the U. S. than they are in Hong Kong," said Eppy. "Of course, a buyer wants to pay the lowest cost for an item. But when he stocks up on inferior items which he knows won't build more trade, and he knows he is strangling the source of the strong-selling charms, he's only injuring himself in the long run. We will not stand by while the distributors deserts us in time of prosperity and comes running back when he sees the market going down, asking for a good item," Eppy added.

The importers cannot compete with American manufacturers on mold items and fads, according to Eppy. By the time they would send over a Batman item or Go-Go ring, the craze is over. The process of copying, shipping samples for approval and transporting the first delivery takes well over three months. Re-ordering will require another two months, Eppy said, since the importer will not accept a small shipment and waits for several orders to accumulate. U. S. manufacturers say they can have an item ready for delivery from the making of the molds in about four weeks and

that reorder time has been cut to 48 hours.

Even when the importers learn of a new fad developing in the near future, Eppy said, they still cannot jump the gun by going into early production because they don't know if the market will materialize. Consequently, he explained, they still will be too late to be on the bandwagon in time for peak sales.

### 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

10c VEND ITEMS

(all 250 per bag)

Marvel Mini-Books (3 Books Per Capsule) ..... \$9.50  
Fancy Fingers & Fancy Toes 8.00  
Key Chain Assmt. .... 9.00  
Necklaces, Brooches, Bracelets (Penny King) ... 8.00  
SUPER BALLS for 25c VEND ..... 21.25

HOT 5c VEND ITEMS  
FROM \$4 TO \$5 PER BAG

1c VEND ITEMS

(all price per M)

Mini-Books ..... \$10.00  
Yo-Yo ..... 7.50  
1c 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

### New Mod Rings Aimed at Teens

NEW YORK — Mod Rings are the latest in new bulk vending products aimed for the teen market. The rings, manufactured by the Wee Original Products Co., consist of a silver or gold-plated ring base on which plastic geometric shapes are mounted. George Herman, owner of the company, introduced the rings at the New York Bulk Vendors meeting last week.

Herman said that the 10-cent items are copies of rings sold in better custom jewelry stores. He indicated that the initial reaction to the showing was the best he has ever received. Within the first week, said Herman, orders have exceeded 1 million rings.

## LETTERS TO THE EDITOR

### 'An Extra Value'

Sir:  
Congratulations on your Aug. 20 issue of Billboard magazine that includes the Bluebook. You have given your subscribers an extra value.

I know a few distributors feel that a price guide is a detriment to them, but I feel that the customers are entitled to have some sort of guideline to the value of used equipment they want to turn in or buy.

Thanks very much for going

to the expense of providing such a complete index for our industry. It is a real service that the masses of our industry will appreciate.

John Bilotta  
Bilotta Enterprises, Inc.  
Newark, N. Y.

### School Praise

Sir:  
I'd like you to know how I feel about Jack Moran's Institute of Coin Machine Operations in Denver. I was graduated from the school a year ago. When I entered the school I was an \$85 a week mechanic for a calculator outfit. Today I am making more than twice as much and am putting some money away in the bank for the first time in my life. I'm also driving a brand-new company car.

I had doubts about the coin machine business when I entered the school, but Jack Moran talked me into going through with the training. I'm convinced that he talked me into making the smartest move in my life.

L. E. Tucker  
Fallon, Nev.

Twenty-year veteran operator Jack Moran founded his Institute of Coin Machine Operations in Denver two years ago; has trained over 150 coin machine mechanics under provision of the Manpower Development Training Act; has placed them with operating firms in many parts of the country.

—Ed.

**VICTOR 77 GIFT BAR**

Beautiful fluorescent-lighted console capsule vending unit. Designed especially for the finest top money-earning locations. Beautiful lighted displays demand the greatest collections. Write for brochure and prices.

**LOGAN DISTRIBUTING, INC.**  
1853 W. Division St., Chicago, Ill. 60622  
Phone: (312) HU 6-4870

## FANCY BULK ROASTED & SALTED CASHEW BUTTS

Packed in 30 lb. cartons.  
70c per lb. (F.O.B. Chicago)

On quantities of 300 lbs. or more, freight prepaid. Add 1¢ per lb. West of the Mississippi.

This offer expires October 31, 1966.

We also have a complete line of bulk and vacuum packed pistachios, mixed nuts, red skins, Virginia, jumbo, Spanish and small cashews (450 count).

PLEASE WRITE FOR ORDER BLANK  
**KING & COMPANY**  
2700 W. Lake Street Chicago, Ill. 60602  
Phone: KE 3-3302

### YOU COUNT MORE WITH OAK

**THE OAK PEN VENDOR**

The Oak pen vendor has all the popular cabinet features, including anodized aluminum corner posts, simplified coin removal and the exclusive Oak-patented trouble-free, fail safe mechanism. It holds 300 ball point pens and, with easy coin conversion, will vend 1c, 5c, 10c or 25c items. Designed to vend other cylindrical items as well as pens, it requires no special loading. Simply bulk load as you would other machines. It fits either the standard Oak Tree or the Futura stand and can be ordered with either durable baked epoxy enamel or handsome simulated wood-on-metal finishes.

\$23.95 F.O.B. LOS ANGELES

**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 Big Rowe Rebound

By RAY BRACK

CHICAGO—The Rowe Manufacturing division of Canteen Corp. has staged a remarkable turnaround in the past five years.

In terms put to Billboard by Rowe president Jack Harper on the eve of the company's international distributor meeting in New York, Rowe Manufacturing:

- "Was running in the red five years ago.
- "Is setting a pace this year that will result in a profit of \$4 million."

This recovery by what is reportedly the world's No. 2 producer of jukeboxes—and one of the giants in vending machine production—is one of the biggest business rebound stories in recent years. The time span of the achievement significantly coincides with the tenure of Harper, who came to the top spot at Rowe from Coca-

Cola when Patrick O'Malley was named president of Canteen Corp.

"This turnaround of the company does not represent a flash of genius," Harper insists. "It is the result of consolidation of the operation. We're a slimmed down organization."

Accompanying the moves toward efficiency has been what Harper called, "continuous increase in acceptance in all our products. This is general. Sales have increased in all types of equipment." (Jukebox sales, for example, jumped 15 per cent in 1964 over 1963, with more improvement last year.)

Late last week Rowe became the first major jukebox manufacturer to announce entry into the video-phonograph field, showing to distributors in New York a jukebox model for which film projection was an optional accessory. "We

*(Continued on page 73)*



ROWE PRESIDENT JACK HARPER: "I don't agree that the jukebox business is just a replacement business."

## Hunt Elected President Of W. Va. Association

CHARLESTON, W. Va.—The 12th annual convention of the West Virginia Music and Vending Association was held Friday and Saturday (26 and 27) at the Holiday Inn here. J. C. (Buddy) Hunt, an operator, was elected president of the association.

Hunt had been first vice-president of the WVMVA for the past two years. He replaces John A. Wallace, who is also president of the industry's national association, the Music Operators of America, as president of the State group.

Wallace, president and prime mover of WVMVA for a number of years, will remain as one

of the directors of the association. Fourteen other directors and three officers besides Hunt were also elected at the convention.

The affair started Friday with afternoon registration, a cocktail hour and a dinner and business meeting for all members attending.

On Saturday, business was started with a noon buffet luncheon and followed with the general session, with John Wallace presiding. After reports from the nominating committee and elec-

*(Continued on page 74)*

## MOA Meets Rights Group On Royalties

WASHINGTON, D. C. — Members of the Music Operators of America legislative committee met last week (24) with representatives of the performance rights societies to discuss the royalty question.

One of the main topics of the discussion was the recent proposal developed by the copy-

*(Continued on page 73)*

## New Rowe Jukebox Is Video Equipped

NEW YORK—Rowe brought its international distributor family in late last week to view the first video-equipped jukebox introduced by one of the big four manufacturers.

According to Rowe president Jack Harper, the company's new 1966-1967 model phonograph unveiled at The Lambs here is available with a film projection accessory, putting Rowe in competition with Scopitone, Color-Sonics and David Rosen's

Cinejukebox. (Rosen, curiously, is a Rowe distributor. He'll exhibit his imported machine at the Music Operators of America show in October.)

Two—perhaps all three—of the other big jukebox makers (Seeburg, Rock-Ola and Wurlitzer) are expected to introduce variations on the cinema-jukebox theme before the year is out.

Particulars of the new Rowe *(Continued on page 77)*

## Adair Boosts 2-for-25c Play

CHICAGO — William F. Adair, executive vice-president of the Seeburg Corp., said his firm now believes that "two for a-quarter" play is becoming a necessity for coin operators.

"Nobody likes to raise prices," Adair said, "nobody likes to change something that has been pretty good for a number of years. But just as dime play be-

*(Continued on page 74)*

## Empire Coin in 25th Year as Chicago Firm

CHICAGO — Twenty-five years ago, Gilbert K. Kitt came to Chicago and, in partnership with the late Morris Gisser, started a distributing firm called Empire Coin Machine Exchange.

"I had been an operator," Kitt recalled to Billboard, "for about six years in the Cleveland area. Early in 1941 I went to work for Gisser as a salesman. Then, after a few months, I came to Chicago and started this business."

His business, now called Empire Distributing Inc., is the distributor of Rock-Ola products as well as the game and vending lines of several other firms. "I had only two people working for me back in 1941," Kitt said. "Five years later it was a total of eight. Now we have more than 50 employees and are currently installing IBM equipment to help us with our bookkeeping."

"Incidentally, my son Alan, who has been with the firm for a little over a year, will be in charge of the new bookkeeping department. I am very glad to have him with the firm, and I hope he will like this industry as well as I have."

*(Continued on page 77)*

## 'CAN-DO' SERIES

# Location Contract Strategy—Part Two

We present the second of two articles dealing with one of the operator's most vital business tools—the location contract. Last week's article dealt with contract aims. The following article covers contract definitions and pitfalls. Sample contracts appear in this issue.—Ed.

By S. JOHN INSALATA

In mapping contract strategy the coin machine operator must cleave to clear, concise definitions and steer clear of common contract pitfalls.

Perhaps the best way to define what a contract is, is to point out what it is not. Here goes.

A CONTRACT IS NOT—

- A complete statement of all possible conditions, terms and problems connected with machine placement. Many of these things can or will be implied by the law, if it is reasonable to do so. But this tendency of some operators to include everything under the sun, and the practice of some larger locations to ask for specific mention of too many points (most of which the law would imply, anyway), leads to the following three common flaws in location contract:

1. Contracts that are too long.
2. Contracts that are contradictory (one part conflicts with another part).
3. Contracts that may only be

used once because they fit only a particular location.

- A catch-all for your frustrations and bad experiences. There is a natural tendency to put sections into location contracts because of some unfortunate personal experience with a location. These should be covered in contracts only if they recur frequently.

- A purely legal instrument. A contract, to be sure, is a legal document. However, it is also a description of business customs and practices, and the particular business objectives, terms, etc., of the businessmen involved. Therefore, be sure your contract is a business tool and not a lawyer's exercise in legal theories.

- A complete safeguard. Good location relations are still your best safeguard to keeping locations. Well written contracts are extremely helpful, but they are not a complete safeguard to losing locations and a panacea to all location problems. They certainly are no substitute for good service!


- A club to wield against troublesome locations. A contract cannot be punitive. It cannot be written to punish locations for not agreeing with you or doing just as you wish. Such a contract is not legal. A contract merely enforces your rights and those of the location. And enforcement must be tempered with reason.

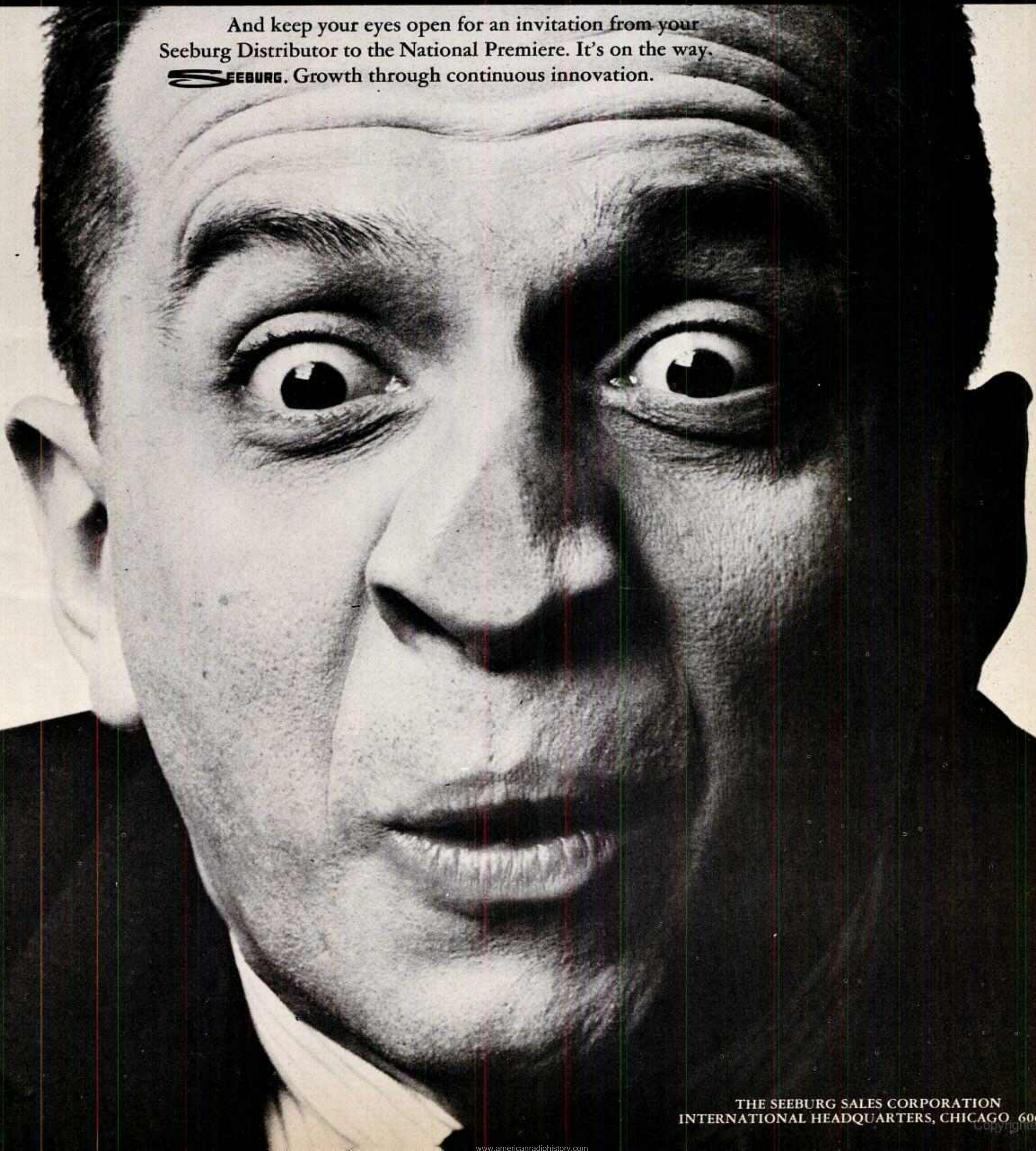
*(Continued on page 73)*



GIL KITT  
25 years in Chicago.

# Wait till you see what Seeburg has done to sound.

And keep your eyes open for an invitation from your  
Seeburg Distributor to the National Premiere. It's on the way.  
 SEEBURG. Growth through continuous innovation.



THE SEEBURG SALES CORPORATION  
INTERNATIONAL HEADQUARTERS, CHICAGO 60622

# Location's Receipts Multiplied By Dime's Worth of Promotion

By HAVILAND F. REVES

DETROIT — When veteran jukebox operator Sam Willens invited restaurant customers to try his jukebox, and backed it up with his own money, his take doubled within a couple of months and stayed at the new high level. The customers, the location owner, the help, and of course Willens were all happy with the results.

The test spot is the Cindy Lou Country Kitchen on Telegraph Road in the westside Detroit suburb of Dearborn. This is a small, busy spot, open 24 hours

a day, offering about everything from a hot dog to a pizza, a steak, or "country breakfast 24 hours." The restaurant seats about 70 people—nine booths seating four each, 13 stools, and table accommodations in front for 15 to 20 customers, according to seating arrangements.

"This never was a jukebox location," Willens says. "The former owner—up to about two years ago—had his own machine—which tells its own story. When Darrell Burton took it over, and I put in a Seeburg Console, we started to build it up."

The old machine operated at a nickel, or six for a quarter, while Willens promptly went to 10 cents, or three for a quarter. Albums still play at 50 cents, but he believes this should be changed to one side for a quarter to meet popular taste.

To popularize the new price, Willens this past spring introduced a special card, about three by six inches, with a dime inserted in a slot cut in it. The card invites the customer to "smile, relax, enjoy yourself. . . Be our guest. Play your favorite tune on our Seeburg Stereo Music Phonograph, compliments of your host, Darrell Burton."

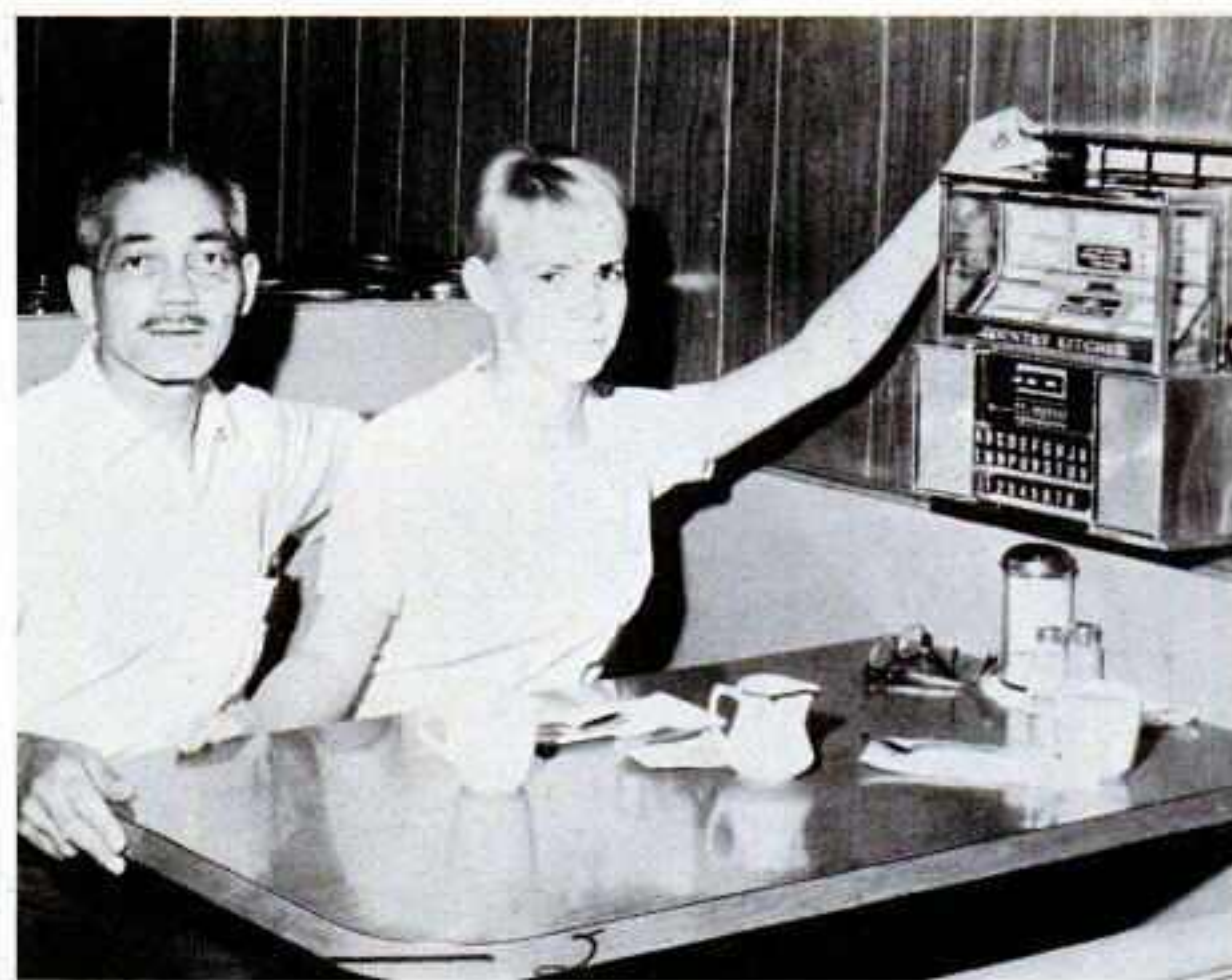
"This dime card has made the Country Kitchen a real hot spot for music," Willens says. "Actually I've been using this idea for years and it has always meant some increase—but nothing stable. The trouble has been that we have not been able to get the location owner or his employees to understand what we are doing for him. But here I found a merchant with understanding, and one who actively co-operates."

"It has made this a fantastic location—something a music operator just dreams of."

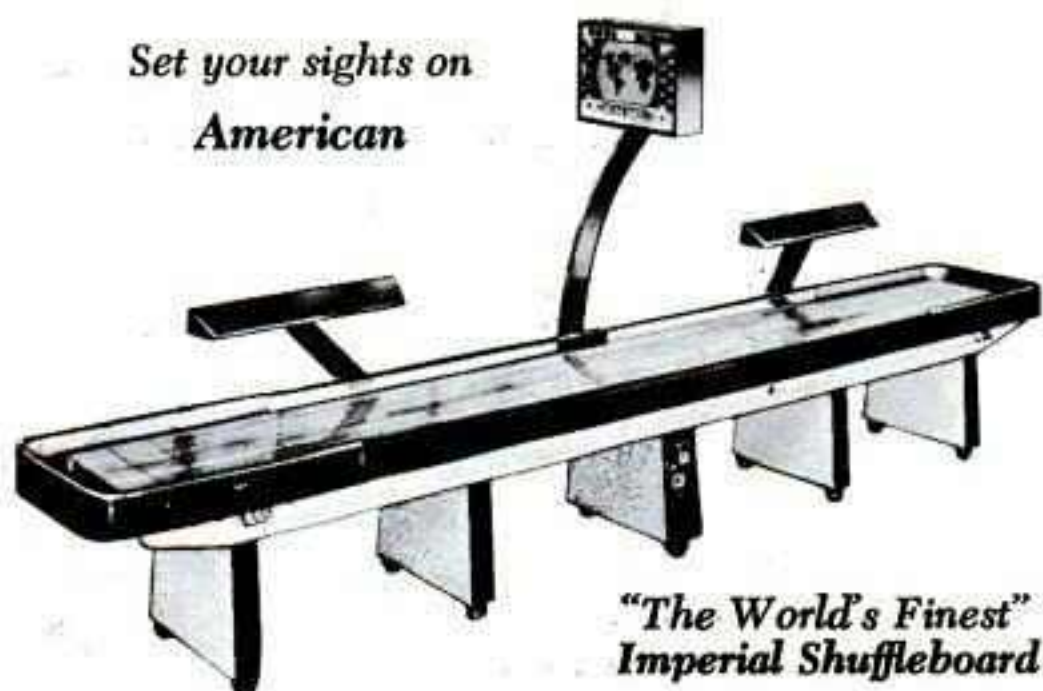
#### Volume Control

The girls serving the customers, especially newcomers to the restaurant, put one of the cards on the tables in the booths—one for each table. This new program was coupled with a further improvement—the installation of nine Seeburg Consolettes, one at each of the booths. These

*(Continued on page 78)*



SAM WILLENS, veteran Michigan operator, is shown here relaxing over a cup of coffee at the Country Kitchen, a restaurant that Willens has turned into a top money-making location. Putting coin in the Seeburg Consolette is waitress Myra Brennan who says her tips have increased due to Willens' good-will promotion system.



and you zero in on higher profits.

American's Imperial Shuffleboard has earned the reputation of being the "standard of the coin industry." In appearance, construction and operation it is years ahead of any other shuffleboard.

**American Shuffleboard Co.**

210 Paterson Plank Road, Union City, N.J. (201) UN 5-6633  
(Los Angeles Office—1423 Southwestern Avenue)

## Will Tax Hike Force L. A. Vendors to 40c?

LOS ANGELES — Cigarette vending machine operators here are debating individually whether to hike the price of cigarettes in machines after the Los Angeles city council approved a 2-cent a pack increase in the cigarette tax.

Certain operators say that they are "seriously considering a price hike" to 40 cents per pack for machine cigarettes. Most machines in Los Angeles are set at 35 cents for a pack of cigarettes.

The tax hike and tobacco levy came after the city council previously had vetoed a proposed increase of 5 cents a pack, and

our suggested boosts of 3 cents and 2 cents each. The passage of the tax bill came on the sixth attempt. The previous five bills were defeated either in committee hearing or city council sessions.

Although the measure must be voted on again by the council after it is prepared in ordinance form by the city attorney's office, city officials feel there is little likelihood the ordinance would be overturned. The cigarette levy is designed to take effect Oct. 1.

Mayor Samuel W. Yorty, who *(Continued on page 74)*

*when you're 25 years old*

*...successful, and a credit to your industry... the whole world stands up to cheer... congratulations Gil, Joe and Empire Coin... Rock-Ola salutes you on 25 leadership years in coin-operated progress. It's get-up-and-get-at-em distributors like you that make our business sing. ROCK-OLA MANUFACTURING CORPORATION.*



GP/160 MODEL 432  
160 SELECTIONS



GP/IMPERIAL MODEL 433  
160 SELECTIONS



CORONADO MODEL 431  
100 SELECTIONS



Coronado Model 431  
100 Selections  
Stereo-Monaural

## Rock-Ola's CORONADO puts 'take' where space used to be.

**ROCK-OLA**

... the dependable line of money makin' music makers

Rock-Ola's smashing new 100 selection phonograph sensation . . . the Coronado, is turning *no* locations into *go* locations. It's beautiful. Compact. Quality. Dependable. It's Rock-Ola!

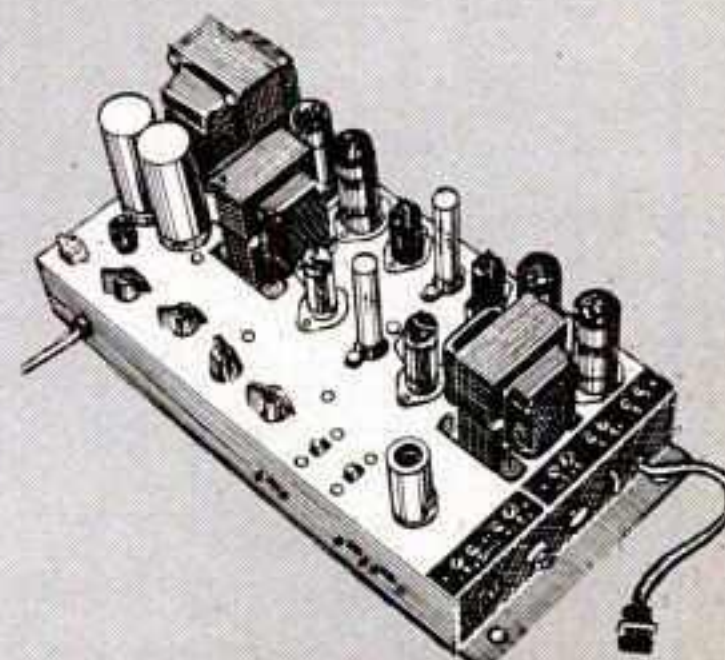
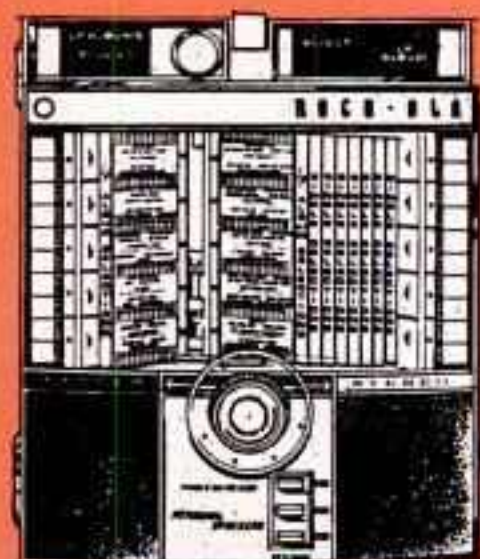
Now, Rock-Ola engineering excellence puts proved performance and traditional trouble-free operation into a superb cabinet of prestige styling. Distinctively trimmed with polished anodized aluminum for lasting location appeal. All of the same high performance features

that have made Rock-Ola phonographs profitable to operate: Rock-Ola Revolving Record Magazine, Mech-O-Matic Intermix and fool-proof mechanical selector. Handles 33 $\frac{1}{3}$  and/or 45 rpm records. (7" LP feature optional.) Now, the new Coronado joins the proud family of the Rock-Ola GP/Imperial and GP/160 to give operators unequalled product versatility. Rock-Ola Manufacturing Corporation, 800 North Kedzie Ave., Chicago, Ill. 60651.

**MODEL 501 PHONETTE WALLBOX.** Individual listening pleasure. 100 selections. Personal volume controls. Plays 33 $\frac{1}{3}$  and/or 45 rpm records. Stereo or monaural. 50¢ coin chute optional. Model 500 with 160 selections.

**EXCLUSIVE MECH-O-MATIC INTERMIX.** Completely automatic mechanical changer intermixes 33 $\frac{1}{3}$  and/or 45 rpm records. Stereo or monaural. Any sequence. No wires or electronic aids for motor or spindle speed changes.

**TUBE-TYPE STEREO-MONAUURAL AMPLIFIER.** Tubeless AVC controls record volume variations automatically. Silicon rectifiers in the amplifier and "Thermistors" in the AVC circuit reduce tube replacement problems.



## EXPORT TO JAPAN

### During First Quarter: Music Down; Games and Vending Up

WASHINGTON—During the first quarter of 1966, according to statistics released by the U. S. Department of Commerce, shipments of the three major varieties of new coin-operated equipment from the U. S. to Japan compared as follows with the first quarter of 1965:

Phonographs dropped in dollar volume from \$298,065 to \$241,329.

Dollar volume of amusement games climbed from \$217,906 to \$227,530.

Vending machine dollar volume jumped from \$12,650 to \$42,568.

First quarter 1964 figures were \$228,778 worth of jukeboxes and \$333,856 worth of games.

Total value of all phonographs, games and vending machines was \$511,427 for the first 1966 quarter compared with \$528,621 for the 1965 period.

Month-by-month first-quarter comparative figures for the past three years are as follows:

MUSIC 1966	
January	\$ 70,104
February	79,596
March	91,629
Total	\$241,329

1965	
January	\$ 81,058
February	93,833
March	123,174
Total	\$298,065

1964	
January	\$108,951
February	49,318
March	70,509
Total	\$228,778

GAMES 1966	
January	\$137,137
February	38,234
March	52,159
Total	\$227,530

1965	
January	\$ 50,971
February	61,357
March	105,578
Total	\$217,906

1964	
January	\$100,273
February	132,123
March	101,460
Total	\$333,856

VENDING 1966	
January	\$ 9,858
February	13,073
March	19,637
Total	\$ 42,568

Next week: Italy.



SPACIOUS, SPARKLING SHOWROOMS at the Mepadi S.A. plant and headquarters at Metz indicates the seriousness and style with which the French treat the coin machine business.

### Discover Sleeping Market In Latin-American Lands

LOS ANGELES—While many coin machine exporters concentrate on the lucrative European and Asian export markets, a handful of distributors here have uncovered a "sleeping export market" in Latin America.

A competitive American market for European and Asian business has somewhat limited the profit margin there, but the "south-of-the-border" nations remain virgin territory to West Coast exporters of new, but primarily used coin machine equipment.

While it is still profitable to export goods to Europe and Southeast Asia, exporters feel, the market there is becoming cluttered with American action. Today, exporters see a boom ahead for many Latin-American nations eager to import both coin and vending equipment.

Inflation, although always a major concern of businessmen dealing in the explosive Latin market, is not a major factor in the business boom. Puerto Rico's commercial sales, for instance, are expected to reach \$7 billion by 1975. On alarming gain for a country of that postage-stamp size.

#### Exciting

Pres Struve, president of Struve Distributing Co., Los Angeles, feels the Latin-American-South American market has "exciting potential," especially in the demand for used phonographs.

"The market in Latin America has not reached a saturation point," he said, "thereby giving the area an unlimited potential for used equipment. The demand for phonographs and games is tremendous."

"Although inflation in the South America-Latin-American market is a business factor," said Marvin Miller, president of Coin Machine Service Co., Los Angeles, "we feel we are pioneering in many of the countries. If we can cut through the red tape and eliminate the economic retardation of many Latin-American nations," he said, "the coin machine market here will find a fresh source of export revenue."

"Backward business techniques have been the downfall of many small businessmen in Latin America. We can improve our business there merely by helping them modernize their marketing methods and creating a new, forward-looking competitive spirit."

Joseph S. Duarte, secretary-treasurer of Badger Sales &

Vending Co., Los Angeles, and president of Duarte International Sales Co., Los Angeles, admits the Latin-American market is potentially rich, but warns of several exporting drawbacks.

"The balance-of-payment problems which exist in Latin America has been a source of irritation to American exporters. Simply, there is little money in most Latin nations to spend on luxury items," Duarte said.

Duarte, who listed exclusive agreements with many of the Latin-American nations during the post World War II years, says inflation and stiff import duties on nonessential items (including amusement games and phonographs) have curtailed the export market.

Duarte admits the potential market in Latin America is tremendous, but obtaining market contacts there is difficult. "Brazil, for instance, has never been cracked," Duarte said, "and Peru is still active. But Argentina recently passed a law against pinball machines and has now prohibited amusement games."

He feels that if Latin Americans ever repair their economic systems (balance-of-payments) and several of the countries curb inflation, the export market to Latin America will return a rich profit to American coin machine investors.

### Color-Sonics to Produce 70 Films This Year

NEW YORK—Some 70 new films will be produced over the next 12 months to further extend the current library of productions available for the Color-Sonics theater-jukebox. The new model, which was unveiled last week, is set for late August distribution.

The films will be added to the existing 200 titles. Official Films, a minority stockholder, produces the films at Paramount Studios in Hollywood. In their productions, Color-Sonics features such artists as Herb Alpert and the Tijuana Brass, Mary Wells, Nancy Sinatra, Julie London and Fran Jeffries, among others. The cost of the filming is budgeted to be the equivalent of one day's cost on a major motion picture production.


### Coinmen In The News

#### BOSTON


Vacations are in full swing, but business is reported surprisingly good in spite of the hiatus. A bunch of the boys returned refreshed from a rugged fishing trip to Lac LaFlamme in Quebec where they caught their limit of brook trout. The lucky lads were Dick Mitchell of Dick's Records One-Stop; Joe Ferris of Ferris Music Company, Madison, Me.; Irwin Margold, vice-president of Trimount Automatic Sales (AMI); Al Dugas of Webster, and Gil Davis, service manager of Trimount. . . . Bob Jones of Redd Distributors en-

joyed a week showing his son, Bruce, the historic sights of the nation's capital. . . . Dave Baker, president of Melo-Tone Vending Co., Inc., of Somerville, is a nervous prospective father of the bride these days. His daughter, Karen, walks to the altar August 21 to become the bride of Leslie Pudnek of Brookline at Kehilloth Israel, Brookline. Al Robbins, Melotone v.p., proud at being elected grand master of his Masonic Lodge, Zerubbabel Lodge AF & AM. . . . Marshall Caras, general manager of Trimount Automatic Sales Co., has post-

(Continued on page 78)




the "Cadillac" of  
Quality and Craftsmanship



Model No. 1785M—SIZE 78 x 45 x 31  
Model No. 1875M—SIZE 87 x 50 x 31  
Model No. 1935M—SIZE 93 x 53 x 31

the finest pool tables that valley has ever built



manufacturing & sales company

333 Morton Street • Bay City, Michigan • Area Code 517 892-4536



# Rowe Mfg. Makes Big Rebound

• Continued from page 68

think video has great potential in this business," Harper said.

In effecting new efficiencies, Harper said, Rowe has consolidated its sales, manufacturing and European divisions. The sales department has been moved from Chicago to Whippany, N. J., "where they are housed in a facility where we already pay the rent, anyway."

"In addition," he pointed out, "having the sales people in Whippany means improved liaison between sales and engineering people with respect to matters of customer relations."

Extensive manufacturing economies have resulted from the transfer of all vending production to the Whippany plant from Grand Rapids, Mich., Harper explained. In the process, one of Rowe's two Grand Rapids facilities was sold. At present Rowe manufactures all jukeboxes and dollar bill changers in Grand Rapids.

"Five years ago our Whippany plant was running at only 60 per cent of capacity," Harper said. "Today this is much altered."

While acknowledging the pleasing aspects of

the vending equipment market, Harper is adamant in the belief that the jukebox market is also expanding.

"I don't agree that the jukebox business is just a replacement business," he insisted. "I think there are great new markets for our music equipment—both jukeboxes and background music."

Harper declines to single out one area of the Rowe operation for plaudits, but it is widely recognized in the business that Rowe's moves in the area of distribution during its period of growth—its latest new appointment being Peach State Distributors, as announced here last week—have added the sales punch of some of the industry's most aggressive wholesalers.

"I have one basic philosophy," offered Harper in his typically soft-spoken manner. "The most important thing in a company is people. We've given people authority in their own areas and when they perform well we give credit where it is due."

All considered, it looked as though president Harper had some bouquets to pass out at his distributor meeting last week.

## MOA Meets

• Continued from page 68

right subcommittee of the House Judiciary committee to revise section 114 of HR 4347 (general revision of the copyright act).

The subcommittee proposal, Fred Granger, MOA executive vice-president, told Billboard, "differs from the MOA proposal as follows:

The MOA proposal is a royalty based upon purchase of records, the subcommittee proposal is a royalty based upon inventory of records in the machine. Neither of these proposals is completely acceptable to all parties involved."

The meeting between members of MOA and the performance rights societies was the first direct contact between the two groups. Earlier in the month, on Aug. 2, attorneys of MOA and the coin-operated phonograph manufacturers held an exploratory meeting with attorneys representing the societies. The attorneys felt at the time that a direct meeting between the two groups would be advisable.

"This was a very harmonious and productive meeting," Granger told Billboard. "It was an informal affair—no minutes were kept—and really we just sat down together and talked the whole day. The result was that we realized that there are some areas of agreement. We hope to develop these areas in subsequent meetings."

(Continued on page 77)

## ARTICLE 'A DANDY,' SAYS DAVE ELLIOTT

Declared Dave Elliott, president of Elliott Distributing Co., Kansas City, Mo., after reading John Insalata's recent Billboard article on "What to Do About Location-Owned Machines," "It's a dandy . . . every operator should read it." Have you read it? If you missed it, be informed that reprints of the article are available at 15 cents each (50 or more copies—10 cents each). Write **LOCATION-OWNED MACHINES REPRINT: BILLBOARD MAGAZINE, 188 WEST RANDOLPH STREET, CHICAGO, ILL. 60601.**

## Location Pact Strategy: Part 2

• Continued from page 68

• A first recourse in terms of court enforcement. On the contrary, enforcing contracts by going to court should be a last resort. Don't sue first and reason with the location later.

• An idle tool. When necessary, contracts should be enforced in a court of law. If litigation is called for, suit should be brought without delay. Contracts do you no good in terms of precedent if not enforced. Some operators fear what appears to be an unfavorable judicial attitude toward coin-operated machines, but a selected series of lawsuits brought over the years to enforce well-written contracts makes your agreements that much more binding and that much more effective in location negotiations.

Now, let's turn our attention to some of the frequent mistakes that operators make in contract strategy. The following are **COMMON CONTRACT PITFALLS**—

• Endangering your exclusive. Many operators have acquired

the mistaken notion that an exclusive placement agreement is somehow illegal. An exclusive contract is not in itself improper in any way. However, you can endanger your exclusive agreement if:

1. It is not supported by adequate consideration.

2. It is extended beyond a reasonable time.

3. It is combined with some other extra-legal procedure.

• Failure to allow for economic changes. Sometimes changes in the community, such as plant relocation, layoffs, urban renewal, etc., decrease location traffic. An operator must protect himself by writing enough control and latitude into the contract over the amount and type of equipment to be used in the location, the frequency of servicing and the price and types of products to be vended or music to be programmed. The words **CONTROL LATITUDE** are critical. They must be retained by the operator in the contract while it assures that the operator will cater to the legitimate

needs and desires of the location.

• Changes in operating costs. This is related to the point above. Your costs can be abruptly increased by such things as (Continued on page 75)

## Holstein Dies

CHICAGO—Edward A. Holstein, 59, veteran operator and owner of Ace Music Co., died last week in Presbyterian St. Luke's Hospital here after suffering a heart attack.

Holstein is survived by his widow, Blanche; a daughter, two grandchildren and two sisters.

## A Luppino Boy

EVANSTON, Ill.—A boy was born last week to Mr. and Mrs. Frank Luppino Jr., at St. Francis Hospital here. The boy, Frank Luppino III, is the second child for the Seeburg Corp. advertising and promotion director and his wife. Luppino is former managing editor and international director of Billboard.

## MIAMI TRADE HURT BY THE AIR STRIKE

MIAMI — Operators who count heavily on the summer tourist trade in this region have been hurt by the prolonged airline machinist's strike, reports Eli Ross Distributing Co. here. "Business has been off considerably," he said.

## New York Trade Opposing Rocky

NEW YORK — Local coin machine operators are taking an active part in the upcoming gubernatorial elections in November. Governor Rockefeller, who three times has vetoed legislation aimed at licensing the State's operators, is their target.

Bright fluorescent red bumper stickers with big black print reading "Retire Rocky" and a caricature of Rockefeller sitting in a rocking chair are being printed and passed around to operators and other interested parties. Buttons of the same color and copy accompany the stickers.

Although the State association is not taking a direct role in the campaign, it will expedite the ordering of the bumper stickers and buttons. Individual members will handle the operation. Shipments reportedly will be sent to key areas in lots of ten thousand. The announcement that the materials are being printed came just this week, but it is reported that 50,000 have already been ordered.

**Take in the big DOUGH with ROWE!**

**What talks, takes dollar bills and changes looks?**

## W. Va. Association Elects Hunt

• *Continued from page 68*

tion of officers and directors the group adjourned until cocktail hour in the ballroom and then attended the evening banquet. Featured speakers at the banquet were Chester P. Tinsley, director of the cigaret and soft drink division of the West Virginia tax department; Fred Granger, ex-

ecutive vice-president of the MOA; Richard Funk, legislative counsel of the MOA, and Raymond G. Brack, coin machine editor of Billboard magazine.

Hunt, who was elected for a one-year term, has been in the operating business since 1963 when he bought out his father's portion of Southern Distributors, an operating firm located in

Welsh, W. Va. He is also a wholesaler of beer and has been in that business for more than 20 years.

"This association has been a great deal of help to me," Hunt told Billboard, "and I am proud to be serving it as an officer."

Hunt also said he is a member of the MOA and plans to attend that association's convention in Chicago later this year.

Full details of the WVMVA convention will appear in next week's issue of Billboard.

## Adair Boosts 2-for-25¢ Play

• *Continued from page 68*

came a necessity, so has the need for alert operators to start selling the two plays for a quarter idea. If they don't look to the future and start to protect it now, there won't be any future to protect.

"If an operator can find a capable serviceman today, he

has to pay him two or three times the salary paid just a few short years ago," said Adair. "If an operator figures up the current cost of his vehicles, his cost of operation and maintenance, his cost of insurance, and taxes, the astronomical rise over the costs in the past year or two is nothing short of amazing."

"I'm not an alarmist," he continued, "but I have been in this business long enough to recognize danger flags when I see them flying."

In recommending the increase, the Seeburg vice-president noted that his firm had been the first to advocate dime play. Seeburg distributors and Seeburg regional vice-presidents are ready and willing to work with operators in changing prices again, he said. "They have the facts and figures about the increase costs that are causing much operator concern. They can help operators inaugurate the new pricing program on a solid basis. The operator who plans ahead now will be the one that will still be in business in the years ahead."

## L.A. Tax Hike

• *Continued from page 70*

supports the cigaret tax, said he hopes that councilmen opposing the cigaret levy "will not obstruct council action by using technicalities" to delay passage when the ordinance comes before city council.

### 4-Cents Per Pack

The cigaret tax, which will bring the city's levy to 4 cents per pack, was offered to the city council six times before it finally passed. The revenue measure was introduced by Councilman Edmund D. Edelman, chairman of the council's Revenue and Taxation Committee and formerly an opponent of the cigaret tax hike.

Passage of the cigaret tax was dramatic, involving a quick helicopter trip by Councilman Paul H. Lamport. The revenue measure, requiring eight votes for passage, failed in the initial try by a 7-6 favorable vote.

Then Lamport, who had been excused earlier, rushed into the council chambers to add his support. At that point, Council Marvin Braude, who had voted against the cigaret tax, switched and moved for reconsideration. The measure passed, 9-5.

Lamport, noting the vending machine representatives in the city council chambers, said, "vending machine people would raise prices a nickel and they would chuckle all the way to the bank."

City Administrative Officer C. Erwin Piper estimated that the cigaret tax will yield \$2.6 million annually. Voting for the cigaret tax increase on the 14th roll call were Councilmen John P. Cassidy, John Ferraro, John C. Holland, Billy G. Mills, James B. Potter Jr., Thomas D. Shepard, Edelman, Braude and Lamport. Opponents were Ernani Bernardi, Thomas Bradley, John S. Gibson Jr., Gilbert W. Lindsay and Louis R. Nowell. Council President L. E. Timberlake is hospitalized and unable to vote.

The increase was approved despite warnings issued by Norbert Orens, representing the tobacco industry, and John D. Kelly, executive director of the Tobacco Distributors Association. Orens predicted the council action "will result in development of a bootleg operation in Los Angeles by Mafia-type hoodlums."

# Triple FREE BALL Gates

## insure top play appeal, top profits in new

# Bally CAMPUS QUEEN

### TOP GATE

opens when Targets 4 and 5 are hit when lit. Gate can also be opened by hitting tricky Target 6 alone when lit. Free Ball rings up 300

### MIDDLE GATE

opens when Targets 1, 2, 3, 4 and 5 are hit when lit. Player then has a choice of shooting through Top or Middle Gate scoring 300 either way

### BOTTOM GATE

swings open when Targets 1, 2, 3 are hit when lit, and Free Ball adds 100 points to score

## Plus 2 dozen score-building targets

CAMPUS QUEEN not only gives players the biggest free-balls bargain ever built into a 4-players game, but also popular, profit-proved off-center playfield to insure dynamic ball action.

And 24 different score-building targets insure the slam-bang scoring symphony that stimulates repeat-play, guarantees top earnings. Get your share. Get the sensational Bally CAMPUS QUEEN today.

1, 2, 3 OR  
★ ★ 4 ★ ★  
CAN PLAY

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

**MUSIC LOCATION CONTRACT**

**This Agreement**, made and concluded this \_\_\_\_\_ day of \_\_\_\_\_ 19\_\_\_\_, by and between \_\_\_\_\_ hereinafter referred to as Company and \_\_\_\_\_ hereinafter referred to as Proprietor, Witnesseth:

In consideration of the mutual covenants hereof, it is agreed:

Proprietor grants Company appropriate space for the operation of automatic music equipment upon premises located \_\_\_\_\_

Proprietor also agrees to furnish electric outlets therefor and to permit operation of such equipment during usual business hours and under usual conditions without hindrance.

It is agreed that the following equipment is to be installed: \_\_\_\_\_

It is agreed that the contents of such equipment shall be opened weekly, and when coin boxes contain \$ \_\_\_\_\_ or more, such amount to be divided so that 50% thereof shall be payable unto the proprietor and 50% payable unto the company; however, in any event, Company must receive a minimum of \$ \_\_\_\_\_

Proprietor grants Company the exclusive right to operate automatic music machines upon the premises during the full term hereof, and no other person, persons, or corporations shall have the right to operate the same during the full term hereof, including the Proprietor, nor shall any other commercial music system be operated on said premises during said term.

Title to all equipment placed by Company, shall at all times be and remain the equipment of the Company and Proprietor agrees that Company may remove the same at any time during the term hereof.

In the event of any breach of this agreement by the Proprietor, the Company shall have the right to enjoin the Proprietor from operating any other equipment in the said premises by an appropriate action in Equity, the Proprietor agreeing that jurisdiction might vest in Equity without his objection and as a cumulative right, it is further agreed that as liquidated damages and not as a penalty, upon such breach, the Company shall be entitled to and shall, at time of breach, receive from Proprietor a sum equal to the average weekly share of the Company prior to the said breach, multiplied by the number of weeks remaining in the unexpired term of the agreement. These rights shall be cumulative.

It is agreed that this agreement shall continue for a period of \_\_\_\_\_ years from the date hereof and thereafter for an additional period of one year and so on from year to year until written notice of termination be received no less than sixty days prior to the end of any term hereof.

This agreement shall be binding not only on the parties hereto, but also on their heirs, executors, administrators, successors and assigns.

This contains all the agreements of the parties, there being no other reservations or understandings.

Parties certify authority to enter into this agreement.

\_\_\_\_\_  
Company L.S.

\_\_\_\_\_  
Proprietor L.S.

\_\_\_\_\_  
Address L.S.

A SAMPLE MUSIC LOCATION CONTRACT. This particular contract is drawn up for a 50 per cent commission—but a minimum is guaranteed the operator. A contract that is no longer than a page is desirable.

**Location Pact Strategy: Part 2**

• *Continued from page 73*

unexpected increases in taxes, market fluctuations in products you use, the cost of gasoline in your trucks, labor costs—you know them all well. All these developments could necessitate modification in your location agreements. A written contract, if properly drawn, does not inhibit or prevent these modifications. Neither does it require complete renegotiation or new agreement to do so.

• **Deception at the inception.** Any deceit or half truth, however small, if engaged in at the time the contract is entered into could later cause the location to feel justified in breaching the agreement.

• **Misunderstanding of basics.** A common cause of contract conflict is the location's misunderstanding some basic part of the contract—thinking that he was to receive X when really it was Y. Often these misunderstandings are no fault of the operator. But the operator should attempt to avoid all misunderstandings by discussing major contract features with the location before the agreement is finished. Certainly such things as commissions, type and style of equipment, etc., should be discussed at length.

• **Overselling.** In their zeal to convince the location to agree to terms, some operators oversell. They lead the location to expect a great deal more than the operator or his equipment can actually deliver. Even though the nature of the business is quite competitive, this unintentional habit should be carefully curbed.

• **Failing to say "no."** Failure to politely say "no" to the location can lead to a series of expensive events for you. Many locations can be compared to small children: the more you give them the more they'll make frivolous and unnecessary requests, such as for overly expensive equipment, etc.

• **Poor contract size and shape.** This may seem trifling, but the size, shape, titles and

type size of the contract are all much more important than most operators realize. The ideal location contract should be no more than two sides of one sheet of paper, and, if possible, should be only one side of a single sheet. The print should be large enough to be easily readable. In a growing number of states larger-sized type in contracts is being required by legislation, depending upon what the contract contains. But readable print shows the location that you have nothing to hide.

• **Non-precise language.** Titles in a contract influence a location's thinking. The best policy is to call a spade a spade. That is, call a contract a contract. Always use the title "Contract" of a legitimate synonym such as "Agreement." Place it at the beginning of the document. Put it in large enough print so it cannot be overlooked.

• **Dealing with the wrong person.** A definite pitfall in contract strategy is the deliberate attempt to get contracts signed  
*(Continued on page 77)*

**LOOK!**

WE HAVE THE ONLY FILM CATALOG LISTING OVER 750 COLOR-SOUND MOVIES FOR CINEJUKEBOX & ALL MOVIE-MUSIC MACHINES



FREE—Send for Copy on Letterhead

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



**Williams®**  
**a-go-go**

4 PLAYER  
FLIPPER GAME  
FEATURING NEW  
CAPTIVE BALL  
SPINNER UNIT

**Williams®** ELECTRONIC MANUFACTURING CORP.  
3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618  
Cable Address: WILCOIN, CHICAGO



**Take in the big DOUGH with ROWE!**

**What's round, red and says "Play-Me" on cue?**

# Here Are Color-Sonics' Technical Specifications

CHICAGO—Technical specifications of the new Color-Sonics coin-operated film machine, which enters distribution in the U. S. this week, were released

last week.

The multiple-play unit, designated Model 2600A, is a 26-selection unit measuring 27¼ inches wide by 34½ inches deep by 82 inches high and weighing 400 pounds. Other specifications are as follows:

**Projection System** — Rear screen type, manufactured by Fairchild Camera and Instrument Co. Utilizes 100-watt, self-contained lens system that projects image visible in lighted room. Incorporates cartridge film system (continuous loop), with five minutes per cartridge as maximum film load. Film life: 2,000 plays. Screen size: 200 square inches. Offers automatic film reject. That is, broken film rejects automatically or may be rejected from rear of cabinet with a key switch. Air-cooled by filtered air.

### Memory System

**Selection System**—Automatic push-button selection of any of 26 film cartridges, in or out of sequence. Has a "memory system" that will search and recall any number of films which have been selected. An audio-visual program may be preselected and

(Continued on page 77)

## BB ON LOCATION

# How the Jukebox and Combo Co-Exist at 'Golden Goose'



"WE'LL BE BACK AFTER A WHILE," combo leader Woody Mills tells crowd in Golden Goose, Chicago. "Go play the jukebox."

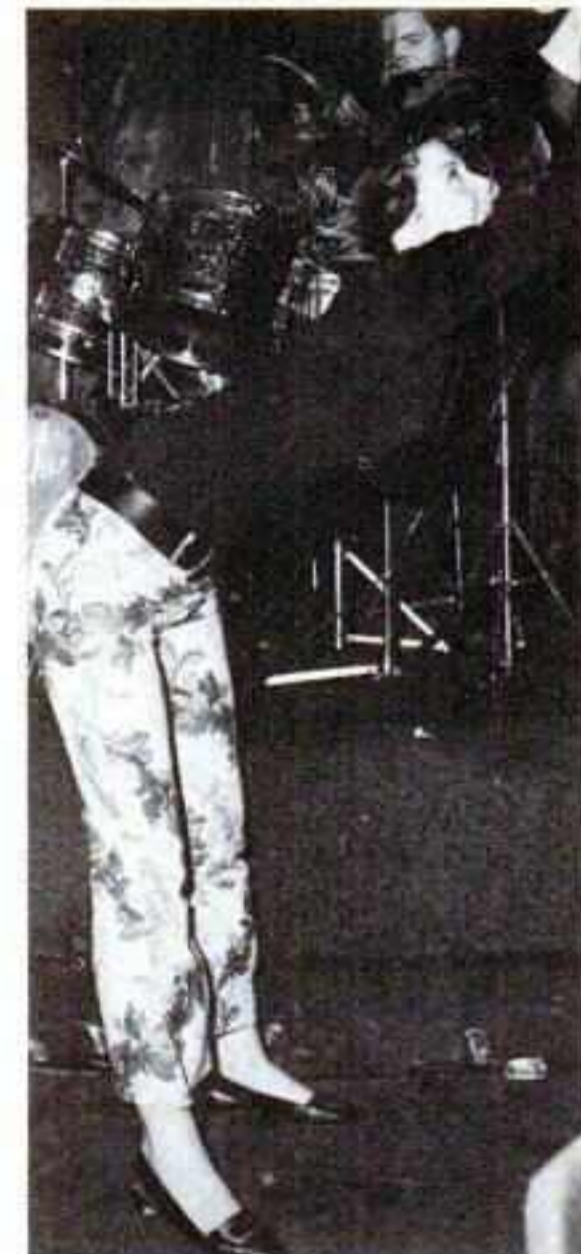
Here is the seventh article in a series under the general heading, "Making Money With Music." This week we analyze the profitable co-existence of a jukebox and a live act at one of the jumpingest locations in Chicago's Uptown area.—Ed.

CHICAGO — The formula for profits in a specific jukebox stop may or may not be applicable to the stop down the street, across town—or to any other location you have. In one place, for example, that live act may kill your take. In another spot it could make your take.

Here's the story of a location in what Windy Citians call the "hillbilly" section of town. It's the story of happy, profitable, co-existence of jukebox and combo.

Here are the principals: the operator is Don Kimbrough, young, relatively new to the business. The jukebox is a new Rock-Ola 433 GP/Imperial. The live talent is the Woody Mills

Quartet, whose namesake is a giant of an ex-farmer from Manchester, Ky. who now plays electronic bass and mixes his country music with plenty of rock and roll. His side men are Don Hinton, Clyde Farrell and Bobby Neal. The location: The Golden Goose in Chicago's Uptown area. Clientele: largely



NON-STOP DANCER Molly Devine at the Golden Goose. The best jukebox play stimulator an operator ever had.

what sociologists call "Appalachian Whites." (Operators call them jukebox players.)

Woody and the boys held forth at the Golden Goose five nights a week for the past three years.

### The Formula

There are the essential elements. Now, what does it add up to in terms of jukebox take? Upward of \$100 weekly.

The formula is simple enough. Woody and company are on the stage for a half hour or so and off the same amount of time. When they go off, Woody announces: "Be back in a while. Those requests we couldn't get to are on the jukebox." The result is uninterrupted music, alternating between quartet and jukebox.

"Yes, we plug the jukebox," said Mills, "and it helps us. People want the music going on all the time. We can't play all the time, but some of these people want to dance all the time."

It's true. There is uninterrupted dancing. Always there are a few girls on hand who seem to thrive on the dance (see photo). They grow stronger as the night progresses. They're the greatest allies an operator ever had.

"Then too," said Mills, "we tell the crowd when we're playing one of the new tunes on the jukebox. This seems to get them interested even more and they'll play it again after we've gone off."

Of course, at the Golden Goose, as at most stops, there are some guys too shy to drop a quarter in the jukebox and dance with their dates. But operator Kimbrough has this problem solved. There's a Chicago Coin shuffle alley in the spot. It does well, too.

## ALL MACHINES READY FOR LOCATION

CC 4 Game Shuffle	95.00
United Avalon	295.00
Williams Titan	165.00
Williams Vanguard	125.00
AMI F	85.00
Rock-Ola 145B	185.00
Rock-Ola 146B	265.00
Seeburg G	95.00
Seeburg Q100	375.00
Seeburg VL	115.00
AMI WQ 120 & 200	
Wall Box	35.00
Seeburg 3W1 Wall Box	9.95

Cable: LEWJO Call, Write or Cable

**Lew Jones** Distributing Co.

Exclusive Wurlitzer Distributor  
1311 N. Capitol Ave.  
Indianapolis, Ind.  
Tel.: MEIrose 5-1593

Gottlieb's

# CROSS TOWN



### Note These Big

### Traffic-Producing Features!

- 1 Animated Subway Car Doors Open to Reveal Comical Characters
- 2 4 Top Rollovers Light Corresponding Pop Bumpers for High Score
- 3 Making 4 Top Rollovers Lights Side Rollovers for Mystery Special Score.
- 4 Center Target Scores Special When Red and Yellow Lights are Paired in Special Section.
- 5 Target scores mystery special when other red and yellow lights are paired.
- 6 3 or 5 Ball Play. Match Feature

That Extra Touch of  
Quality and ORIGINALITY



**D. Gottlieb & Co.**

1140-50 N. Kostner Avenue • Chicago, Illinois 60657

## Location Pact Strategy: Part 2

• Continued from page 75

by an employe or other person connected with the location rather than by the location owner. The result can be the location's refusal to accept the contract as binding, and the courts might agree with the location.

• Making a contract last forever. It is foolish to draw a contract that will last for too long a period of time. Conditions change. Your operation changes. Proper provisions for periodic review and renewal of the contract is much safer for both parties. Your desire for security should not make you forget that a contract for too long a period may not be binding and may become a business burden to you. A well-drawn cancellation clause, of which you

## Color-Sonics'

• Continued from page 76

then run without an operator. A remote wall box available as optional equipment.

Electrical Specifications—115-117-volt, 60-cycle AC, 375 watts. No special wiring required. Sound system has 35-watt solid-state, all-transistor amplifier. Speaker system includes 12-inch heavy-duty woofer, 4-inch by 10-inch midrange crossover network in the amplifier. External volume and tone control. Standard electrical components used throughout. Plug in relay panel.

Service specifications—Front door access for both mechanism servicing and film change. Front door lock.

Price of the new unit has not been precisely disclosed. However, Color-Sonics officials say the price will be "about half the price of other units." This could mean that the machine will cost about \$1,800 to \$2,200.

Larry Kaghan, president of Color-Sonics of Illinois, Inc., area distributor of the product, will stage a showing of the unit here tomorrow (Aug. 30).

as well as the location can take advantage, is helpful here.

*The author, a former member of the National Automatic Merchandising Association staff, is a law graduate of Loyola University, Chicago. He also holds a Master's Degree in industrial relations and is a member of the Illinois, Federal and U.S. Supreme Court bars. This article, including Part I which appeared in Billboard last week, is available in reprint form at 15 cents per copy. (Bulk orders of 50 or more copies: 10 cents each.) Write CONTRACT STRATEGY REPRINT: BILLBOARD MAGAZINE; 188 W. Randolph St.; CHICAGO, ILL. 60601.*

## Pin Games OK'd In Mo. Decision

JEFFERSON CITY, Mo.—Norman H. Anderson, attorney general, has ruled that pinball machines which pay off in free games are not gambling devices under the Missouri liquor laws.

The attorney general noted that such machines are gambling devices under federal law, thus requiring a \$250 federal gambling tax stamp.

Anderson said that a violation of State law would occur only if the licensee paid players in money or merchandise for winning on the machine, or if players gambled among themselves on the games.

## Frank Steil Dies

ROSSVILLE, Tenn.—Frank N. Steil, 59, of 633 Mission Ridge Road, owner and operator of Dixie Amusement Co., died recently at a local hospital.

He is survived by his widow, Mrs. Mamie Norma Bradford Steil, Rossville; three daughters, Mrs. Mary Ruth Robinson, Athens, Greece; Mrs. Donna Price, Daytona Beach, Fla.; Mrs. Betty Hollingsworth, Rossville; a brother, Albert Steil, Chattanooga; 15 grandchildren and four great-grandchildren.

## Rowe Juke Equipped For Video

• Continued from page 68

jukebox and its projector accessory were not disclosed prior to the meeting. (See the full report by Hank Fox in Billboard next week.) Harper said, however, that another Rowe innovation to be unveiled to distributors would be a dollar bill acceptance attachment for its jukebox.

### Its Place

The Rowe entry indicates that video may find its place in the U. S. coin machine industry during the waning years of this decade. Pioneer in the field, Scopitone, got off to a stuttering start early in the decade, retrenched, came back under new leadership (A. A. Steiger of Tel-A-Sign), switched its distribution philosophy from outsiders to industry insiders (the Eddie Ginsburgs, Sol Tabbs, etc.) and now is featured in some 2,500 or so U. S. locations.

Dave Rosen and Innocenti of Italy have joined in developing a combination unit that will, in one configuration, offer the patron either a disk play or a music-film play. Rosen's distribution plans will be announced at MOA show time.

Color-Sonics, year-old amalgamation of several established companies, has shown its "compact 8mm film jukebox and is entering distribution in major markets this week. This firm is the first to go to the film cartridge. Scopitone is said to be going to cartridge magazine film soon as well, utilizing a development of the French industrial giant, Cameca, inventor of Scopitone.

The trade has been wondering whether Rowe will go 8mm cartridge as well; whether they'll offer silent film synchronization with records or full film sound; whether name artists will be offered or whether the subjects will be purely decorative animation; and, as always, what this is all going to cost.

One thing is certain: there will

## Empire Has 25th Anniversary

• Continued from page 68

Looking back over the past several decades of the coin machine industry, Kitt commented that "it has shown tremendous growth in all areas, and has branched out into several new fields as well. I think it has been a good business for anyone who has wanted to put some time into it. And I believe it will continue to be good in the future.

"I am no Nostradamus," he said, "but I feel there will be enormous growth in the vending part of this business. I also believe that the music and game fields will continue to improve. Games will have a resurgence with the development of new types of machines and will become a very important factor in this business."

Kitt said he became sole owner of Empire in 1947 when he bought out his partner. The firm

was originally located at 2812 West North Avenue. In 1946 Kitt purchased property at 1012 North Milwaukee Avenue and moved the firm to that location where it remains today.

## MOA Meets

• Continued from page 73

The Music Operators were represented at the meeting by Granger, Nicholas E. Allen, attorney; Merrill Armour, attorney, and the following members of the legislative committee: Lou Casola, chairman of the MOA board; John Wallace, president of the association; Clint Pierce, a vice-president; J. Harry Snodgrass, a vice-president; James F. Toliano, secretary; George A. Miller, member of the board of directors, and William B. Cannon, treasurer.

Also attending were several representatives of ASCAP, SESAC and BMI, approximately 15 in all and counsel from the House Judiciary committee as well as two officials from the copyright office.

be a lot to look at at the MOA show. All the machines will be there.

## CLEVELAND COIN, Internationally Known for Quality Equipment, is having its annual warehouse clearance Sale.

**GUNS & RIFLES**  
Bally Marksman ..... \$175  
C.C. Champion Rifle ..... 295  
C.C. Long Range  
Rifle Gallery ..... 350  
C.C. Playland ..... 295  
C.C. Pony Express ..... 275  
C.C. Riot Gun ..... 345  
C.C. Texas Ranger ..... 495  
C.C. World's Fair  
Rifle ..... 350  
Dale Desert Hunter ..... 175  
Frantz U.S. Marshall ..... 125  
Genco Sky Gunner ..... 175  
Keeney Sportsman ..... 165  
Keeney Two Gun Fun  
Mid. Shooting Gallery ..... 175  
Seeburg Bear Gun ..... 185  
Seeburg Coon Gun ..... 185  
Un. Sky Raider ..... 175  
Wms. Crusader ..... 175  
Wms. Space Glider ..... 225  
Wms. Vanguard ..... 175

King's Choo-Choo  
Train ..... 245  
Old Smokey Train ..... 245  
Sandy Horse ..... 325  
Scientific Boat ..... 275  
Stone Age ..... 395  
Tusko Elephant ..... 425

**PIN GAMES**  
**GOTTLIEB**  
Shipmates ..... \$325  
Lancer ..... 235  
Majorette AB ..... 275  
Egghead ..... 195  
Gaucho ..... 295  
Kewpie Doll ..... 135  
Ice Review ..... 395  
Square Head AB ..... 225  
Sunset ..... 295  
Oklahoma ..... 245  
North Star ..... 310  
Melody Lane ..... 195  
Swing Along ..... 315  
Tropic Isle ..... 225  
Flying Circus ..... 225

**URGENTLY NEEDED**  
Model 12 Auto Photos,  
A.M.I. Model J-200E.  
All types A.M.I. 200  
Sel. Mechanicals.

**FOR IMMEDIATE CLEARANCE**  
100 various type early  
SHUFFLES, \$75.00  
each—in lots of five  
or more \$50.00 each.  
\$15.00 additional for  
crating.

**WILLIAMS**  
Big Deal ..... \$315  
Friendship 7 AB ..... 150  
Jolly Joker AB ..... 135  
Space Ship ..... 175  
Pot O Gold ..... 475  
Music Man ..... 210  
Kismet ..... 195  
Soccer ..... 225  
Ski Club AB ..... 315

**KIDDIE RIDES**  
All Tech Chuck  
Wagon ..... \$345  
All Tech Fire Engine ..... 345  
All Tech Hi-Way  
Patrol ..... 325  
All Tech Indian Scout ..... 450  
All Tech Satellite ..... 375  
All Tech Whirleybird ..... 375  
Ex. Pony Express ..... 325  
Bally Motorcycle ..... 325  
Bally Speed Boat ..... 275  
Bally Toonerville  
Trolley ..... 245  
Bally Western  
Express ..... 345  
Bert Lane Merry  
Go-Round ..... 245  
Bert Lane Miss  
America Boat ..... 245

**PITCH & BAT**  
new in original crate.  
Call or write.

**CLEVELAND COIN**  
*International*  
2029 PROSPECT AVE. CLEVELAND 15 OHIO  
All Phones Tower 1 6715

**Take in the big DOUGH with ROWE!**

**What's more changeable than a woman?**

# Location's Receipts Multiplied By Dime's Worth of Promotion

• Continued from page 70

have the further advantage of volume control, so that each customer can have the music at the level he prefers. This combination—the convenience and special features of the Consolettes and the dime cards—have built

up Willens' business in a way that leaves him really enthusiastic.

"When the girls leave a card, many customers just put in their own quarter and ask, may we keep this card" (with the dime), seeking a reminder or souvenir," Willens says. "They are amazed,

"This system has created increased business for the Country Kitchen. Customers come to Burton at the cash register and say, thanks to you and your music man for taking such an interest.

"This dime card is very superior to the usual use of red

coins or other marked coins. The customer understands our business, and knows you are going to get the marked coin back. It is not a real goodwill builder anymore.

"And this is actually the same money revolving. If you put out say \$20 a week it all comes back in the next week's take.

"It would probably not work constantly in a neighborhood tavern, but used occasionally it would help stimulate business there," he said.

The Country Kitchen has an

excellent location close to the intersection of four major highways, including national and interstate roads, with a large volume of passing traffic. In addition there is much steady business from businessmen and others in the area, from patrons at a bar next door, and local residents, especially young people.

Owner Darrell Burton's comment is typical—"It has helped business quite a lot, including family business. I've had lots of good comments on it. That card is very nice. People are surprised, and talk about it. People return because they have been pleased by it—and I'm very happy with it."

His help agrees it means increased income for them. Says waitress Phyllis Estridge, after the Consolettes were installed and the cards introduced: "We have a lot more people who play music now than did before, especially families with kids. You give them a card and they want to play more than one.

"It probably helps our tips too — customers stay longer, maybe decide to have dessert, and they listen to the music.

"We've had a lot of compliments on it. A lot of older people, couples who wouldn't get up to play a jukebox, see it, read the titles, and play. Kids, too, with their families, will notice it and play—but wouldn't have a chance to before."

She thinks the volume control especially important. "Each customer can set it for the volume he likes—a lot of people don't like loud music when they're eating."

"There is a friendlier relation between the place and the people who come in here," says waitress Myra Brennan. "They are very surprised when they are given the dime card — and pleased.

"I think we get about one-third more in tips since the table boxes were put in," she said. "I think the card teases them into playing. Then they see another number they like, and probably a few more, and play them. But they probably wouldn't have started to play if they hadn't received the card. The more they play, the more they eat, and the more the tips."

Willens sums it up, "We are creating goodwill with the normal jukebox customer, as well as with people that never played a jukebox in their lives. We are enticing the customer to play with a happy smile on his face at the same time."

## Coinmen In The News

• Continued from page 72

poned his vacation to mastermind the big day at Blue Hills Country Club for operators in the big AMI sales contest with awards such as a Cadillac, Mustang, color TV sets, etc. . . . Arthur Sturgis of Automatic Distributors, Inc., of Jamaica Plain, feeling fit again after a bout in the hospital with a bit of surgery. . . . Cy Jacobs of Interstate Music Co. doing well with his diversifications. He'll provide the lights for the big tennis matches in night games at Longwood Cricket Club, Brookline. Cy has branched out into lights, background music, sound systems, chair and table rentals, and has built himself a new home in Sharon. . . . Charlie Baker of Highland Music Co., Roxbury, doing well with his new routes. . . . Bill Swartz of W & S Music Distributors, Allston, reports a big upswing in game sales since the laws on games were relaxed somewhat in these parts. . . . In town shopping for music this week were Perry Lipson of Newton and "Mac" MacKenzie of National Music Co. CAMERON DEWAR

ANOTHER IN A SERIES OF MONEY-MAKING 1, 2 and 4-PLAYER FLIPPER TYPE PIN BALL GAMES

Chicago Coin's NEW 1-PLAYER

# Kicker

- ACTION!
- SUSPENSE!
- APPEAL!

NEW! CENTER SCORING TARGETS

3 Scoring Lanes with Captive Balls in Each Lane. Scoring Values 10 to 100 Pts. PLUS SPECIAL

6 LANES—Numbered 1 to 6. Lighting No.'s 1 thru 6 Changes Top Center Lane to SPECIAL—also Center Scoring Target Becomes SPECIAL

2 KICK-OUT HOLES Score 50 Pts. and Extra Ball When Lit

Choice of Standard or ADD-A-BALL Models

Animated 3-Dimensional Soccer Player Kicks Ball Across Field

- AUTOMATIC BALL LIFT
- 3 Pop Bumpers with Changing Score Values
- Adjustable 3-5 Ball Play
- Lift Out Self-Locking Playfield . . . Brilliant "Long-Life Finish"
- Stainless Steel Moulding and Trim
- Number Match

3 INDIVIDUAL COIN CHUTES 5¢-10¢-25¢

Extra Large Cash Box with Individual Coin Separators

Mrs. of PROVEN PROFIT MAKERS Since 1931

STILL DELIVERING MEDALIST . . . . . PAR GOLF

CHICAGO COIN MACHINE DIV. CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614



# URNS EVERYBODY ON!

• There is no resisting the realism of Wurlitzer Stereophonic Music. It starts toes tapping. It starts hands reaching for coins. It stops people from leaving the location. It keeps them there enjoying the melodies, the fellowship and the fun. If you have locations on your route that need enlivening, install Wurlitzer 3000's. The resulting lift will include a boost in earnings for you.



*Wurlitzer*  
MODEL *3000* STEREO CONSOLE

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK

# ALBUM REVIEWS

FRANCIS C LAUDA 1146  
TUDOR LANE BE 1122  
SANDS POINT 32 R  
PT WASHINGTON LI N Y 11060



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.

**RIGHTEOUS BROTHERS**  
V 5004 (M); V6-5004 (S)

With their "Go Ahead and Cry" smash featured as the title tune, the "Brothers" should quickly garner the top spot on the LP charts with this exciting, blues-filled package. "What Now My Love," "Stagger Lee," and "Island in the Sun" are stand-out performances.



**POP SPOTLIGHT**

**JOHNNY RIVERS' GOLDEN HITS**  
Imperial LP 9324 (M); LP 12324 (S)

With such Rivers hits featured as "Seventh Son," "Secret Agent Man" and "Muddy Water," this blockbuster package can't miss. Twelve big hits under one cover and aimed right at the teen market.



**POP SPOTLIGHT**

**YOU ASKED FOR IT!**  
Ferrante and Teicher, United Artists UAL 3526 (M); UAS 6526 (S)

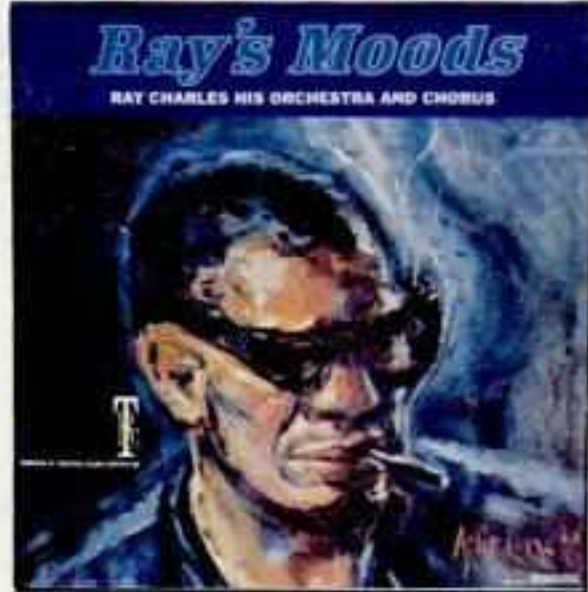
Ferrante & Teicher stick to their successful formula, with lush treatments of recent standards like "Strangers in the Night," "Lara's Theme" from "Doctor Zhivago" and "The Shadow of Your Smile." Ferrante & Teicher, of course, are up to their high standard at the piano.



**POP SPOTLIGHT**

**RAY'S MOODS**  
Ray Charles, His Ork and Chorus, ABC ABC 550 (M); ABCS 550 (S)

Charles runs the gauntlet from rhythm and blues to country music in this package cleverly. Designed to display his wide range of ability, all the singer's emotions from blues to humor, are heard on this well-produced LP. Top sales appeal in this all-new package.



**POP SPOTLIGHT**  
**LOU RAWLS SOULIN'**  
Capitol T 2566 (M); ST 2566 (S)

The phenomenal success of his "Lou Rawls-Live" album, which was in the top 10 of the LP charts for many weeks, proved that at long last the singer had arrived. His well-deserved and hard-won popularity will have the same effect on this package of emotional, soul-rendering performances.



**POP SPOTLIGHT**  
**THE TROGGS: WILD THING**  
Atco 33-193 (M); 33-193 SD (S)

Featuring the same material and title of the Fontana album, it will be a toss-up to see which manufacturer outsells the other, as was the case of the single, "Wild Thing." Both labels will relish in top sales, already felt by the advance Fontana version.



**POP SPOTLIGHT**  
**SWEET PEA**  
Tommy Roe, ABC ABC 575 (M); ABCS 575 (S)

Based upon his smash single "Sweet Pea" and other pop hits which includes "Pretty Flamingo" and "Wild Thing," Roe has a sure-fire chart winner. "Hooray for Hazel" has singles possibilities. Roe's former hit "Sheila" comes off strong.



**POP SPOTLIGHT**  
**EVERYBODY LOVES SOMEBODY**  
Jerry Vale, Columbia CL 2530 (M); CS 9330 (S)

In the current trend of pop vocalists delving into the country music songbag, Vale offers top tunes from the Nashville scene, supported by the exceptional arrangements of Marty Manning. Most of the tunes are romantic lyric ballads such as "I Can't Stop Loving You," "I Love You Because" and "Make the World Go Away."



**POP SPOTLIGHT**  
**CLASS OF '66**  
Floyd Cramer, RCA Victor LPM 3650 (M); LSP 3650 (S)

On the heels of his successful "Class of '65" album last year, Cramer has come up with an equal sales winner. With that ever present country flavor, and a sprinkling of brass, a dozen numbers are well executed. Cramer expresses emotion and feeling through his piano on such pop favorites as "Soul and Inspiration," "He" and "Message to Michael."

**POP SPOTLIGHT**  
**RAIN FOREST**  
Walter Wanderley, Verve V 8658 (M); V6-8658 (S)

The singles hit, "Summer Samba," featured here, has the power to pull this delightful package right up the LP chart. Additional support is provided by the sparkling arrangements of "It's Easy to Say Goodbye," "The Girl From Ipanema" and "Call Me," which the young Brazilian organist plays superbly.



**POP SPOTLIGHT**  
**WILD IS LOVE!**  
Morgana King, Reprise R 6205 (M); RS 6205 (S)

The eloquent stylist successfully combines artistic qualities with commercial appeal and the result is a swinging salable album. Change of pace comes with an outstanding treatment of "Shadow of Your Smile" and the irresistible new ballad "You Are a Story." "Bee Bom" has singles potential and "Best Is Yet to Come" is superb, as are the Torrie Zito arrangements.



**POP SPOTLIGHT**  
**RIGHT FROM THE HEART**  
Jimmy Roselli, United Artists UAL 3529 (M); UAS 6529 (S)

The reasons for Roselli's quick rise in popularity are apparent in this slightly swinging, dynamically done album. He displays a marked talent of getting inside a standard and revitalizing it, giving it a new dimension of freshness.



**POP SPOTLIGHT**  
**ALL-TIME PIANO HITS**  
Ronnie Aldrich and His Two Pianos, London SP 44081 (S)

All-time piano favorites take on a new freshness and sparkle via these exceptional performances by Britain's Aldrich. He's able to revitalize such winners as "Near You" and "Bewitched" with beauty and perfection. A fine recording, enhanced by the Phase 4 process.



**POP SPOTLIGHT**  
**HOOCHIE COOCHE MAN**  
Jimmy Smith, Verve V 8667 (M); V6-8667 (S)

Only six cuts on the LP, but they're all blockbusters, blues-based rousers including the artist's hit single, "Hoochie Cooche Man." Backed by a 25-man orchestra featuring the big names on the New York jazz scene, Smith offers two tunes from the Ray Charles bag, "One Minit Julep" and "Ain't That Just Like a Woman," plus John Lee Hooker's early hit, "Boom Boom."



**COUNTRY SPOTLIGHT**  
**COUNTRY SHADOWS**  
Hank Williams Jr., MGM E 4391 (M); SE 4391 (S)

With his chart-climbing single "Standing in the Shadows" featured as the lead-off cut, young Williams has a strong LP chart contender for the country market. A bow to producer Jim Vienneau for exceptional production support. Williams' fans should enjoy his performances on "Truck Drivin' Man," "Pecos Jail" and "Going Steady With the Blues."



**COUNTRY SPOTLIGHT**  
**MISS BONNIE GUITAR**  
Dot DLP 3737 (M); DLP 25737 (S)

The country thrush features her recent singles hit, "The Green Green Grass of Home," in this album of her favorite songs. "Are You Sincere," "Guilty" and "Grey Rain Years" are all stand-out performances.



**CLASSICAL SPOTLIGHT**  
**BEETHOVEN: MISSA SOLEMNIS**  
Various Artists/New Philharmonia Orchestra and Chorus (Klemperer), Angel B 3679 (M); SB 3679 (S)

The New Philharmonia Orchestra and Chorus, and soloists Elizabeth Saderstrom, Marga Hoefglen, Waldemar Kmentt and Marfi Taleva handle the difficult Beethoven music impressively.



**CLASSICAL SPOTLIGHT**  
**DVORAK: SYMPHONY NO. 8 IN G MAJOR, OP. 88**  
Vienna Philharmonic Orch. (Von Karajan), London CM 9443 (M); CS 6443 (S)

Von Karajan lead the Vienna Philharmonic in a fine interpretation of the Dvorak "Symphony No. 8 (4) in G Major" which should prove another good seller for the popular conductor. Dvorak's romantic work is well known through performances and recordings.



**JAZZ SPOTLIGHT**  
**PRESENTING THAD JONES/MEL LEWIS & THE JAZZ ORCHESTRA**  
Solid State SS 18003 (S)

Jones plays Flugelhorn on this one and Mel Lewis plays drums. They are joined by a big band of some of the most accomplished jazz players around. The arrangements, compositions and execution are a jazz fan's dream come true. "Willow Weep for Me" and "Three in One" are examples of what ought to make this set move fast.