

Billboard

The International Music-Record Newsweekly

Drive Pegged to Give Boot To Background Bootlegging

LOS ANGELES—A campaign to halt bootlegging of American recording in the background music industry is being launched by Merrimac music industry, a Beverly Hills firm owned by a former major Canadian rack jobber, Don MacMillian.

RMR Starts Rack Research Service

NEW YORK—The national field force of Billboard's Record Market Research Division went into action on Monday (18) to start production of data to provide continuing reports of record sales through the nation's rack-serviced retail outlets.

This new research service is a major addition to the detailed non-racked retail sales statistics produced by the research arm of Billboard since 1958. The first of the new racked-outlet sales reports will cover the four-week sales period from July 18 through Aug. 13. It will be offered to subscribers as a special four-week report available on or about Sept. 19. Thereafter, such reports will be issued on a quarterly basis.

Reports will measure, essentially through diary-recorded sales, actual over-the-counter movement of records through all types of rack-serviced outlets, including department stores, discount outlets, drug, food and variety stores, music-record shops and other retailers served by the nation's record merchandisers. Record sales through rack-serviced outlets will be offered in some 40 different quarterly report categories, including 15 different summary reports, 20 label-by-label share reports and 5 title-and-artist reports.

(Continued on page 10)

Lear Is Developing Fast-Forward Unit

CHICAGO—Lear Jet has developed an 8-track CARtridge playback featuring electronic selection, a program indicator and fast-forward capabilities. When this development hits the market early next year, it will mark a major breakthrough in the endless loop tape cartridge field.

Heretofore, easy pre-selection of recorded numbers has not been available in any tape form, whether reel-to-reel or cartridge. Also, fast-forward was not possible in any endless loop cartridge. The fast forward feature is available in open reel machines, and in the cassette; i.e., Philips-type cartridge.

Jim Gall, Lear Jet marketing chief, told Billboard that the developing has left the planning board stage and is now in pre-production. According to Gall, the new playback has checked out as to the performance of its automatic capabilities.

The unit will allow the user to pre-select by push button the desired recording within a cartridge. It will also permit the listener to replay a given selection, thanks to the fast forward feature. The program indicator will allow the user to know at a glance the track number being played. Price of the new playback will be announced later.

Merrimac's sales manager Neal Ames initiated the campaign by sending a registered letter to nine manufacturers and Rosell Hyde, the FCC's new chairman, alleging heavy traffic in bootleg music.

Ames warned that unless he hears from these manufacturers to the contrary he would duplicate any or all of their products on master tape and provide this service to whoever wants to buy it.

Addressed to RCA, Columbia, Decca, Dot, Liberty, United Artists, A&M, London and Verve, it pointed to a brochure by a West Coast company which freely advertises its products as being dubbed onto tapes for lease to radio stations. The letter also states: "We are also aware that this same supplier supplies a background music service for which it charges a fee, utilizing their products. Since this company advertises most blatantly and most thoroughly, we can only infer one of two things: (1) that their practice is illegal; (2) that their practice is illegal and you couldn't care less."

As of late last week, Ames had received replies from Liberty, Dot, MGM, UA, Capitol, and London, (Continued on page 9)

NAMM Moves to Woo Disk Dealers

By PAUL ZAKARAS

CHICAGO—The National Association of Music Merchants moved last week to strengthen phonograph record dealer membership in the association.

Record dealers currently not represented by any association had been invited to attend an open meeting of NAMM's record committee to discuss mutual problems. The meeting, held on Sunday (10), the first day of the music show, attracted more than 30 dealers. The committee, chaired by S. H. Galperin Jr., who is also a member of NAMM's board of directors, unanimously approved three proposals which were to be presented to the board.

One of the proposals was that the board approve action by Galperin's committee specifically designed to attract record dealer membership. "If the executive committee approves this proposal," said Galperin, "I will hold a special meeting in Chicago in August or September. The purpose of this meeting would be to establish a concrete program designed to improve communications between NAMM and record dealers."

(Continued on page 62)

Stations Cooling Oldies for Summer

By CLAUDE HALL

NEW YORK—Old Records, once almost a sure method of raising radio audience ratings in competitive Top 40 markets, have lost a lot of their summer charm and many stations are playing them down this summer rather than up.

In Houston, KNUZ is holding down its play of old hit records to mostly weekends. The schedule calls for five an hour on weekends, said program director Ken Grant, but normally only one an hour is required play



"More hits more often," proclaim the Warner Bros. men in blue as the company prepares for its annual sales convention. The Warner/Reprise line-up of new fall albums will be unveiled to distributors throughout the country at a series of regional sales meetings this week. (Advertisement)



The exciting Wilson Pickett has a brand-new smash with his rousing rendition of "Land of 1,000 Dances" (Atlantic 2348). Atlantic will release his new album, "The Exciting Wilson Pickett" (8129) in August. (Advertisement)

THE LION'S ON THE MOVE!



So you'd better move inside to page 37 to see MGM's 66 for 66!



BEAUTY AND THE BEAT!

First RCA Victor single from
a striking new talent...

SUSAN BARRETT

sings

"A GRAIN OF SAND"

c/w "She Gets Everything
She Wants" #8888.

Timely material done with
that big band beat gives
Susan the "Go" sign for a
chart-blazer! Her current
promotional tour is going
to be a strong sales booster,
so order now.

RCA VICTOR

(RCA) The most trusted name in sound



CRDC Blasted by Billinis on Policy

SALT LAKE CITY — John Billinis, president of the Billinis Distributing Co., has termed the CARtridge price policy of Capitol Records Distributing Corp. "unrealistic" and "confusing." CRDC recently announced a one-price structure for its 8-track tape cartridges which is \$1 higher on single album packs. The company announced a price of \$7.98 for its first single album cartridges. The firm's blockbuster release of 53 cartridges is scheduled for July 25 (Billboard, July 9). Billinis, in a letter to Stan Gortikov, president of CRDC, stated:

Speaking as president of Billinis Distributing Co., not as a member or official of any trade association, I would like to convey my thoughts regarding Capitol Records Distributing Corp. cartridge price policy, which was released to the press last week.

I, being a record merchandiser, feel that this policy is not only unfair to my company, which is responsible for 50 per cent of the distribution of Capitol products in this area; but is also unrealistic, and is bound to create more confusion in an already confused industry.

It is also unrealistic because of the higher retail price Capitol Records Distributing Corp. is asking the consumer to pay for its products. The higher mark-up of 38 per cent to the retailer is erroneous because in today's competitive market, higher mark-ups only result in lower resale prices.

Most of the people in the industry hope that as the cartridge industry grows and develops mass production, cartridges will be made available to the consumer at an even more popular price than the existing, which is \$1 less than Capitol Records Distributing Corp.

You make no provisions for the record merchandiser, or sub-distributor or wholesaler. Is it possible that you have been convinced that I, and the rest

of the people engaged in the merchandising business, have found a way to distribute Capitol Records Distributing Corp. products not only without an adequate mark-up, but no mark-up at all, and still be able to meet our obligations and come out with profits, which are so vital to everyone in business?

I do not believe so; and consequently I have come to the conclusion that Capitol Records Distributing Corp., and only Capitol has definitely decided that there is no need for the record merchandiser! Am I wrong?"

Bluegrass Show Draws 10,000 Fans

By RALPH RINZLER

WARRENTON, Va. — Despite competition from Buck Owens, who was performing nearby, the Warrenton-Fauquier JayCee all bluegrass show at Lake Whipoorwill here Sunday (10) drew a record 10,000 fans, many of whom stayed until the 11 p.m. closing.

Headliners were Bill Monroe and His Blue Grass Boys, and Lester Flatt and Earl Scruggs, with both groups in top form.

The program, which got under way in early afternoon, also featured Jimmy Martin and the Sunny Mountain Boys, Jim and Jesse and the Virginia Boys, Wiseman, the Osborne Brothers and the Virginians.

Next on tap in the bluegrass circuit is Carlton Haney's second annual Roanoke Bluegrass Festival, to be held over the Labor Day weekend.

Elektra Gross Is 46% Ahead

NEW YORK — Gross dollar volume for Elektra Records for the first six months of 1966 is running 46 per cent ahead of a similar period a year ago, according to Jac Holzman president of the label.

Holzman said that Nonesuch Records, the firm's medium-priced classical label, accounts for 35 per cent of the total, and the percentage increase for Elektra and Nonesuch is roughly the same.

Holzman added that the firm's London office has moved to larger quarters on Dean St. and that Danny Halperin has been named to head promotion in that office.

FCC Winds Up L.A. Probe; Next Target a Mystery

LOS ANGELES—After 12 days of intensive questioning of 26 subpoenaed witnesses, the Federal Communications Commission's four-man payola probing team completed a key stage in its investigation and headed home.

Hearing examiner Jay Kyle and Broadcast Bureau attorney Joe Stirmer both departed the city after interrogating witnesses Friday (8). Complaints and Compliance field investigators George Oliviere and Merlin Smith remained in town during the early part of last week rounding out their activities.

Kyle had stated he had a previously scheduled hearing which would require his presence. During his tenure as examiner over the FCC's closed-door inquiry in the U. S. Court House, he had shuffled his schedule of cases around to accommodate his involvement in the local proceedings.

The inquiry is technically not closed, according to Oliviere. "People technically are still under subpoena," he said. The FCC team had been working under a time limit and had to choose and sample some witnesses over others. It was a common occurrence for Oliviere and Smith to make phone calls during the day to request that subpoenaed persons come down to the Court House as some witnesses were dismissed earlier than others.

Defendants in Suit

A majority of the persons answering Stirmer's questions in the hot, stuffy hearing rooms, were named defendants in Al Huskey's civil suit, which had triggered the government's non-"character assassination" type inquiry. Not called were 11 persons publicly named in the two-year-old civil suit. Their absence did not negate their importance to the FCC, Oliviere indicated. The FCC realized that they could have been useful witnesses, but that there just wasn't enough time to hear testimony, at this juncture, from all desirable persons.

Although he would not enumerate the FCC's next step in the investigation, Oliviere said the Commission has the information and there are several paths which it can take. It can hold additional hearings, pass the information on to the Justice Department for prosecution or seek to have the rules amended to provide stronger coverage against payoffs to broadcasters for favoring products over those of competitive firms.

Oliviere called the payola study an "almost bottomless thing," alluding to the government's moving into some eight

other cities because the record business is a national industry and companies vie against each other for airplay in sundry markets. These future payola investigation locations remained unnamed.

Before concluding his role as "judge" of the proceedings, Kyle revealed he was forced to slow down several witnesses so the court reporter could take their testimony. Referring to shotgun speaking disk jockeys and promotional men, Kyle commented: "Some of them talk as fast as people read and I had to stop and ask them to explain some of their expressions. This industry talks a language all its own." "Recordese" was what the government official called it.

Among the utterances passing into the secret testimony were "bomb-bomb," "wham," "dud," "heist," "smash" and such common expletives as "say, man" and "hey, baby." A "bomb-bomb" was a flop Kyle said laughingly. Continued the examiner: "One witness told me, 'I ought to hire you, you probably

know more about the industry now than I do.'"

Kyle revealed he had on occasion been required to direct a witness to answer questions after they had taken the Fifth Amendment. However, he would not state how many times this direction was given.

In calling down broadcasters, the FCC concentrated on top 40 personalities, with one librarian and his station manager also subpoenaed.

Since there was no set time limit placed on each individual, the inquiry ran 10½ hours on Wednesday (6), Kyle said. It became commonplace for witnesses to arrive on schedule and be told to return at a later hour—or date.

One ex-promotion man, appearing for the third time and hoping to finally take the stand and get his testimony over with, subconsciously let slip the most poignant one-liner of the entire proceedings. "There is nothing to fear but fear itself," he remarked between puffs on a cigaret.

Union Curtain Clipped as U.S. Jazzmen Wax in U.K.

LONDON—Another obstacle to free interchange of musical talent has been removed. For the first time since the 1930's, American jazz musicians have recorded in Britain. Paving the way were Bud Freeman and Earl Hines.

For 20 years, British and American musicians' unions refused to allow the other coun-

try's members to work in their territory. Reciprocal exchanges of limited concerts started in 1956 by the Stan Kenton and Ted Heath orchestras. Such exchanges now are commonplace. In recent years it was extended to television and clubs.

Recording activity was approved by the British Musicians' Union and the American Federation of Musicians early this year after negotiations by Jack Higgins, of the Harold Davison office.

Bud Freeman and Earl Hines did not have contractual commitments during British tours. They were recorded by Jack Baverstock for Fontana (Philips) on albums intended for international release.

Fontana has been more active than most British labels in the jazz field. Other American artists recently recorded were Jimmy Witherspoon and Blossom Dearie.

Stanley-Lewis Gets U. S. Assist

NEW YORK — With an assist by the Federal government, Spoken Word pressings are experiencing a spurt at Stanley-Lewis distributors. Harry Lew, manager of Stanley-Lewis, attributes the rise to a federal program of assistance for schools.

Lew explained that, to obtain the governmental funds, school districts had to place their orders before the end of the fiscal year, which was June 30. As a result spoken disks at \$5.95 list have been moving steadily since the end of May with at least one major order a day.

Folkways has led recent requests, with its "Anatomy of the English Language" especially

strong. Steady requests from the six mail order firms the New York area distributor services also have come in for Spoken Arts and Caedmon disks. Stanley-Lewis, which distributes mainly classical, folk and spoken disks, did a \$950,000 volume last year.

4TH CYCLE OF RRR JULY 30

NEW YORK — Billboard launches its fourth cycle of the Radio Response Ratings Survey in the July 30 issue. This survey gives details on the station by format and their influence on record sales. The first market surveyed will be New York, and the issue will contain stories about New York radio stations, program directors and personalities.

DEPARTMENTS & FEATURES

DEPARTMENTS

Radio-TV Programming	33	Talent	18
Classical Music	56	Tape Cartridge	12
International News Report	46	Classified Mart	64
Country Music	58	Bulk Vending	65
Audio Retailing	62	Coin Machine News	67

FEATURES

College News	23	Jazz Beat	23
Vox Jox	34		

CHARTS

Top 40 Easy Listening	24	Hits of the World	54
Top 100	28	Hot Country Singles	59
Top LP's	44	Hot Country Albums	59
Breakout Albums	43	Best Selling R&B Records	34
Breakout Singles	43	New Album Releases	64
Best Selling Classical LP's	57		

RECORD REVIEWS

Singles Reviews	16	Album Reviews	43 and Back Cover
-----------------------	----	---------------------	-------------------

UA's 'Jackpot': Sound & Tracks

NEW YORK — Soundtracks and sound flanked the new product presentation made by United Artists Records at its sales convention held in New York last week. The theme of the two-day conference was "United Artists Records Jackpot," a slogan chosen to tie in with UA's originally scheduled convention site at the Dunes in Las Vegas. The airlines strike, however, forced the company to make a hasty switch to New York's Park Sheraton Hotel with between 65 per cent and 75 per cent of its distributors in attendance.

The sound pitch was pegged on a new album line which will be called Solid State. The records in the line are recorded exclusively with transistorized equipment on 28 channels. It's been designed to serve the growing market of transistor equipment for the home. Producer of the Solid State line is Sonny Lester. Ohil Ramone is the audio director, and Manny Albam is the musical director.

Six Albums Set

UA is kicking off the new line with six albums which will get simultaneous release in Stereo-8 tape cartridge. Artists

featured in the opening release are Jimmy McGriff, with two sets, Manny Albam, the Thad Jones-Mel Lewis Jazz Orchestra, the Kokee Band, and Will Bronson Presents the In Crowd Singers. The records will have a suggested list price of \$4.79 (monaural) and \$5.79 (stereo). Suggested list price for the tape cartridge will be \$6.95. UA will have its second Solid State release ready for the market in October.

An additional pitch for the first Solid State release will be a single by Jimmy McGriff. The

(Continued on page 8)

RCA Sampler CARtridge Service

By CLAUDE HALL

PHILADELPHIA—RCA Victor Records has launched a special sampler CARtridge service strictly for promotion and salesmen at distributors. The

sampler cartridges contain parts of all of the label's cartridge releases for the month. Other labels will soon be doing this.

Paul Knowles, vice-president of Raymond Rosen distributors here, said RCA Victor began

the sampler cartridge service a week ago. Knowles has supplied all six of his salesmen with playback units. He feels the samplers serve two purposes: It gives salesmen, driving from location to location, a chance to learn the product. "Too, salesmen are taking dealers out to their car to actually demonstrate the product. The RCA Victor sampler cartridges are meeting with fantastic response," Knowles said.

He felt the tape cartridge industry will really gain momentum this fall "when RCA Victor introduces its home cartridge player which people can plug into their radio or TV sets just like the old 45 rpm turntable." He said he already had a cartridge attachment like this. The plug-in attachment cartridge

(Continued on page 64)

MGM to Bow 2-Trackers Aimed at Teens, Kiddies

NEW YORK—The first wave of MGM Records 2-track mono CARtridges will include 37 aimed at the teen market and eight for the kiddie market. Each of the cartridges, designed for the new Playtape transistor portable unit introduced at MGM's sales meeting last week, features four songs.

Artists on the first releases include the Righteous Brothers, Sam the Sham and the Phar-

oahs, Hank Williams, the Fabulous Strings, the Sound Orchestra, the Animals, Ella Fitzgerald, the Blues Project, Herman's Hermits, Bobby Rydell, Dee Dee Sharp, Connie Francis, Count Basie,

The Ray Charles Singers, Astruc Gilberto, Jimmy Smith, Stan Getz-Charlie Byrd, the Lovin' Spoonful, Louis Armstrong, Arthur Prysock-Count Basie, Cal Tjader, John Gary and Erroll Garner. Plus sound-track tunes from "Gigi," "Doctor Zhivago," "How the West Was Won" and "The Wizard of Oz."

The cartridges are being shipped in a special prepack featuring 144 cartridges plus a cartridge display rack. Cartridges and units—both available through the regular MGM distributor setup—will be available by Oct. 1. Product of ABC Records will also be available on the 2-track cartridges through the MGM distributor line.

Neither Sleet Nor Strike... Stops Kapp

NEW YORK — The airline strike failed to deter the group of Kapp Record executives who are touring the country for person-to-person distributor meetings.

After the initial New York meeting, the Kapp brass left for Chicago in a six-seater charter plane to make the distributor meeting there. The next series of distributor meetings will be held in Los Angeles.

Of the 15 albums in the program, four are based on hit singles and three by country artists.

Special slick book presentations have been prepared for salesmen, and point-of-purchase material for dealers are being rushed with the releases.

The program includes product by Jack Jones, Roger Williams, the Critters, Leroy Pullias, Freddy Hart, Hugh X. Lewis, Roberto Menescal, Boulou and His Paris All-Stars, the Happy Harts Singing Banjo Band, the Do-Re-Mi Children's Chorus, Freddie Martin and His Orchestra, Roy Smeek and His Paradise Serenaders and Kate Smith.

AF's One-on-Six

NEW YORK — Audio Fidelity Records announced a one-on-six program which will run through August. The summer sales plan covers all AF product except the First Component Series.

The label has switched distributors in Miami, replacing Tone Distributors with Mainline Record Service. The line includes the Audio Fidelity, Karate and Little Darlin' labels.

UJA TO HONOR DAVE ROTHFELD

NEW YORK — Dave Rothfeld, division merchandise manager for E. J. Korvette, Inc., will be honored by the United Jewish Appeal of Greater New York at a dinner-dance on Oct. 24 in the Grand Ballroom of the Hotel Hilton. Eric Bernay is chairman; Frank Sinatra is honorary chairman of the affair.

Studio Leased by A&R Recording

NEW YORK — Art Ward's Recording, Inc., has signed a long-term lease for the recording facilities currently being used by Columbia Records at 799 Seventh Avenue as soon as Columbia moves out, which is scheduled near the end of the year. A and R will build film-sound recording studios. This will be in addition to the film-sound studios A and R now has at 112 West 48 Street.

Davon Gets 'John'

HOLLYWOOD—Davon Music has acquired U. S. publishing and soundtrack rights to the music from "Dear John," the highly touted Swedish love story, and "Mechanical Pianos," a forthcoming French release starring Melina Mercouri and James Mason. Arne Bengt Wallin, Swedish jazz composer, wrote the "Dear John" score, while George Delerue penned "Pianos." Davon's president Dave Hubert obtained the scores on a recent European trip. He is currently seeking disk releases for the properties.

C-P Pact to Go to WVOK Winners

NEW YORK — A Cameo-Parkway recording contract and \$500 will go to the winner of the talent contest conducted by radio station WVOK, Birmingham, Saturday (16).

In addition to the Cameo-Parkway awards, the winner will appear on Dick Clark's "Where the Action Is" and with Herman's Hermits in Birmingham. More than 100 entries from Alabama, Mississippi, Georgia and Tennessee are competing.

Decca-Coral Releases To Spearhead Program

NEW YORK — Concurrent with the meeting held in New York last week of Decca's division and district managers to formulate the company's plans for its fall product, is the combined Decca and Coral release of 14 pop albums which will be used to spearhead a semi-annual dealer restocking program.

The fall merchandising program will, in addition to the new releases, also make available to all qualified dealers the complete Decca, Coral, Brunswick and Vocalion LP and EP catalogs under the terms of a dating and discount plan. Details of the plan are available through all Decca branches.

The new product from the Decca-Coral labels feature Pete Fountain, Burl Ives, Jan Garber,

Louis Armstrong, the Quartet Tres Bien, Bill Anderson, Mills Brothers, Les Brown, Haunani and Ohta San, Mara Lynn Brown, Jesse Crawford, the Dick Rodgers Orchestra and a spoken word album with Noel Coward and Mel Ferrer.

The program will be supported by full color litho books, in-store and window displays and an extensive radio, television and press campaign.

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 Zhito
Editors Paul Ackerman,
Aaron Sternfeld

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

Department Editors
Audio, Coin Machines Editor Ray Brack, Chicago

U. S. Editorial Offices
Cincinnati, Exec. News Editor Wm. J. Sachs
Chicago, Midwest Editor Ray Brack
Washington Bureau Chief Mildred Hall
Hollywood, W. Coast News Eliot Tiegell

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

Production Department, New York
Art Director Virgil Arnett

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

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

Classified Ads, Chicago
Classified Ad Mgr. John O'Neil

Circulation Sales, New York
Circulation Manager Milton Gorbulew

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

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

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

SALES INTERNATIONAL
Canada
Kit Morgan, 22 Titchester Rd., Apt. 107,
Toronto 10

Italy
Germano Ruscelitto, 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 Otsuka, Bunkyo-ku,
Tokyo

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

Vol. 78 No. 30



Berns Solos Bang; Maps New Horizons

NEW YORK—Bert Berns has taken over sole ownership of Bang Records and Web IV Music, Inc. In a Billboard interview, Berns also revealed a three-pronged plan designed to place the company in a class with the major independent labels.

Berns formed Bang Records and its parent publishing company, Web IV, in March 1965 with Ahmet Ertegun, Jerry Wexler and Nesuhi Ertegun, Atlantic Records executives. "My parting with the three Atlantic executives is completely amicable," Berns said. "I will always be grateful to them for the help they've given me in getting Bang started."

The three aided Berns in setting up the operation and obtaining key distribution points nationally and also helped provide the infant company with an efficient promotional scheme. They all agreed that whenever Berns wanted to take complete control, they would arrange a smooth transition. Berns still produces several of Atlantic's artists, including Barbara Lewis, Esther Phillips, Solomon Burke and the Drifters.

In its brief operation, Bang has scored strongly with "I Want Candy" and "Car-Lin" by the Strangeloves, "Solitary Man" by Neil Diamond and the McCoy's "Hang On Sloopy," "Fever" and "Come On Let's Go." "You Make Me Feel So Good" is the McCoy's latest release.

Diversification is the key to Berns' plans. Most of the emphasis will be geared to Shout Records, formed recently by Berns as a subsidiary r&b label. Shout is now a separate corporation under Bang.

Berns also looks to establishing an album catalog for the organization. Along with the catalog, he plans to incorporate kiddie lines, jazz, international and folk music with its present rock 'n' roll and r&b. "We'll put out just about anything as long as it's commercial," he said.

Berns envisions his Shout label as the breeding ground of new r&b talent. Currently about to embark on a talent search through the South, Berns lamented about the lack of recording avenues available to r&b artists. "The sound is happening down there (in the South), not up North," he said. "Joe Tex and Otis Redding are among a host of top talent all from the South." Berns said he may open up an office in the

South.
George Freeman, Bobby Harris, Roy C. and Freddy Scott have already been signed to Shout. The label has just released records by the Exciters and Jimmy Radcliffe.

The Spanish market represents a strong potential market to Berns. He has already signed Arsenio Rodriguis to Bang Records and plans to acquire much more talent for the Spanish audience. "The Spanish market across the country is large now and is growing steadily. It should be recognized as an important sales source."

Bang is also attempting to make inroads in the jazz and folk bag. Berns just signed Ronnie Gilbert and has scheduled her release for late August. Miss Gilbert was formerly with the Weavers.

Berns has restaffed his companies with Joan Berg and Bill Darnel (formerly with Jubilee Records and Herald and Ember). Both will be handling sales for Bang and Shout, while Darnel will also take charge of Bang's national promotion. Effie Smith heads national promotion for the Shout label.

Hickory Distribs

NASHVILLE—Hickory Records last week announced two new distributors—Privilege Distributors in Los Angeles and Melody Sales Co. in San Francisco. Norm Goodwin heads Privilege; Al Bramy and Tony Valerio operate Melody.

ELECTED TO LA NARAS BOARD

LOS ANGELES — Sixteen new governors and five re-elected incumbents will sit on the local NARAS chapter's board for the next two years. New governors elected are Ray Evans, Tommy Leonetti, Johnny Mandel, William Cole, Stan Freberg, Dave Hassinger, Al Schmitt, Earl Palmer, Sid Feller, Irving Townsend, Ernest Gold, John Kraus, Tommy Oliver, Aex North, Marvin Schwartz and Ed Thrasher. Re-elected are Ernie Freeman, Morris Stoloff, Barney Kessel, Shelly Manne and Irving Taylor.



Andy Williams sings of things like love...and another of his memorable singles is headed for record history!

"In the Arms of Love"
"The Many Faces of Love" C/V 4-43737

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

Yanks Coming Again in U. K.: Crewe

NEW YORK—During his recent trip overseas, Dan Crewe, vice-president of Saturday Music, found that American music is making a strong comeback in the British Isles. According to Crewe, not only is American music gaining strength but there now is a greater acceptance of ballads in Britain.

Crewe also found Italy more American song-oriented due to such factors as the tremendous increase in tourists from the U. S. and the popularity of American films and TV. "As a matter of fact," he said, "the word 'Teen-agers' is in the Italian idiom. A case in point is

the recording of 'Teen-agers Concerto,' an Italian song, but the word 'Teen-ager' is in English, and generally recognized."

The Scandinavian market, said Crewe, relies on the British charts and Radio Luxembourg for its covers or original releases. "Rock 'n' roll has leveled off to a smoother sound abroad," said Crewe. As an example, he pointed to the Walker Brothers' "The Sun Ain't Gonna Shine" which has been recorded as a ballad by French singer Richard Anthony. Another of Anthony's hits was the French version of "Let's Hang On," known in France as

"Defandi Questo Amore." Les Surf, a French group, has a hit disk with another Saturday Music publication "Walking My Cat Named Dog."

Crewe also observed that English producers have an advantage of being able to view our musical activities objectively. "We get caught up in sounds, and there is a constant change going on in the music industry," he said. "The consensus in Europe is that the records in the U. S. are going in two directions, r&b and the very simple melodic things. Middle-of-the-road recordings are at a minimum."

During his overseas trip, Crewe signed a new deal with Sugar Music of Italy which calls for complete catalog representation. In another foreign tie, Crewe signed a first option agreement with Edicoes Enterprise, Ltda. of Brazil.

RCA's Country Push Nets Sales Bonanza

By HERB WOOD

NEW YORK—RCA Victor's "Welcome to the Wide World of Country Music" campaign in the first quarter resulted in "the biggest three-month sales period of country music" in the label's

Poets' Single Sparks Album

NEW YORK—The success of the Poets' initial Symbol single, "She Blew a Good Thing," and their current "So Young and So Innocent," will result in an LP for the new pop group. The latter single and the Eddie and Ernie "Helpless" on Eastern were the first disks recorded at the recently completed Sue recording studio upstairs at their west side office.

Sue also has picked up a master of Jean Wells singing "If I Ever Loved You" from Clyde Otis, who produced Timi Yoro's "Hurt." Miss Wells' debut disk appeared last week on Eastern. Bobby Lee began a tour of Detroit, Philadelphia and Cleveland this week to promote his new Sue single, "I Was Born a Loser." The master of the Lee recording was obtained from Tom DeCillis. The company has changed its Nashville distributor from Music City to Southern Distribution. The Poets began a one-week stint at the Apollo in Harlem Friday (15).

history, according to H. Ray Clark, manager of Popular Album and Single Record merchandising. "Not only did we surpass our sales objective," Clark said, "but this campaign netted 31 per cent more than any such country merchandising program in the past."

The campaign, which also had the theme, "America's Favorite Country Music is on RCA Victor," ran in the first quarter through March 31 and featured over 200 album titles, including 18 new releases during the sales period. To publicize the campaign, Eddy Arnold headlined a caravan of Victor's country artists in a cross-country tour beginning in Sacramento, Calif., and winding up with a concert at Carnegie Hall in New York. Dottie West, Don Bowman, Jim Edward Brown and George Hamilton IV joined Arnold in the promo tour.

The tour was backed up with ad mats and point-of-sale materials, including blanket mats and miniatures on 25 select albums, four-color centerpiece displays and window streamers.

Another direct result of the campaign has been the rise in the number of Victor disks on Billboard's country chart. Forty singles made the chart in the first six months of 1966, compared with only 26 for the corresponding period in 1965. The label had only nine albums on the country chart in the first half of 1965, but the campaign has boosted 24 LP's into the list for the first half. Compared

(Continued on page 10)

Pickwick Has A Peak Year

LONG ISLAND CITY, N. Y.—Pickwick International scored the highest sales profits in its history during the fiscal year ended April 30, Cy Leslie, Pickwick president, announced last week. According to Leslie, gross sales were up almost \$500,000 from \$7,052,682 to \$7,534,196, while net income rose more than \$85,000 from \$304,967 to \$390,006. Besides the 28.5 per cent profit rise, the company had a 2.6 per cent ratio of assets to liabilities.

Cited by Leslie among the reasons for the profitable year was the performance of Pickwick International Ltd. of Great Britain, which established exclusive distributorships in Ireland, Sweden, Denmark, Holland and Germany. Another factor was the agreement with Capitol Records for Canadian distribution of Pickwick/33, Hilltop, Cavalier, Cricket, Instant Learning Records and Design. The firm also established a Nashville office last year.

Leslie said Pickwick International would "actively pursue the development of our own catalog of copyrights as well as the acquisition of existing music publishing firms during the coming year." He added that the company's sales of Picturesound recordings and slides screens for General Electric's "Show 'N Tell" educational toys has been expanded to foreign markets. He said progress by Pickwick International "gives us every reason for confidence that our growth will continue."

Jay-Gee Moves

NEW YORK — The Jay-Gee Record Corp. and the executive officers of the parent Cosnat Corp. will move about Aug. 1 to Select Sound Studios and offices in a penthouse at 1790 Broadway. Among the first projects planned for the recording studio is another Jubilee record for Doug Clark's group, whose "Rush Week" was waxed at the studio. The next comedy LP will be entitled "Panty Raid."

Also previously recorded at the studio was the "Dancing on the Beach" by Joey Dee and the Starlighters on Jubilee, which Jay-Gee distributes nationally. The new location was purchased by Cosnat, according to Jerry Blaine, president of Cosnat.



ABC RECORD DISTRIBUTORS were in New York last week to hear about the new distribution deal with 20th Century-Fox. Larry Newton, ABC president, standing, asked for an all-out distributor effort on soundtracks, particularly "The Bible," which will be released in September. Seated, left to right, are George Weinman, controller; Jerome Edwards, general counsel, and Seymour Poe, executive vice-president, all of 20th Century-Fox, and Leonard Goldenson, president, and Simon Siegel, executive vice-president, both of American Broadcasting Companies, Inc., parent company of ABC Records. ABC has exclusive world-wide distribution rights to 20th Century-Fox recordings.

Cap. Giving Beach Boys A Blockbuster Birthday

HOLLYWOOD—The Beach Boys' fourth anniversary on the Capitol roster is being celebrated via the most extensive promotion in the label's history titled "Beach Boys Birthday Blast."

First prize in the consumer contest aimed at tying in radio stations and retailers are 20 Austin Mini-Mokes, customized by famed car designer George Barris and renamed the Mini-Surfer.

Twenty Top 40 stations are co-operating with the company in the promotion. Each station receives a Mini-Surfer as the first prize in its market. The car comes equipped with a surfboard on its roof, a Yamaha strapped to its back, a Borg-Warner 8-track CARtridge player, two portable speakers and a long extension cord. Estimated value of the fully-equipped British auto is \$3,000.

Listeners in the 20 selected markets pick up entry blanks at record stores and mail them back to the station, listing a

favorite Beach Boys song.

Other prizes awarded by the stations are autographed copies of the group's new LP "Best of the Beach Boys."

The 20 radio stations were selected by the national promotion staff under the guidance of Rocky Catena, national pop album promotion manager and Jack Schnyder, pop album merchandiser. Participating are: WMCA, New York; WIBG, Philadelphia; WEAM, Washington, D. C.; WCAO, Baltimore; WCFL, Chicago; WKNR, Detroit; WHK, Cleveland; WSAI, Cincinnati; WFUN, Miami; WQXI, Atlanta; KDWB, Minneapolis; KYA, San Francisco; KIMN, Denver; KXOK, St. Louis; KLIF, Dallas; KJR, Seattle; KNUZ, Houston; WBZ, Boston; KRLA, Pasadena and WIIC-TV, Pittsburgh.

Promotional materials for the contest include a cardboard holder stocking the entry blanks and 200 albums, including all the group's catalog product.

New Monument Studios Set

NASHVILLE — Plans for a new \$600,000 recording studio were unveiled here last week by Fred Foster, president of Monument Records. Foster, whose music interests include Sound Stage 7 Records, LTD Records, six publishing companies, and studios in downtown Nashville, said construction on the new site will begin soon. The new studios at 110-17th Avenue, N. should be finished by Feb. 1, 1967.

The studio will feature two recording rooms — one with a 28-foot ceiling and a theater seating 50 people. The theater will be separated from the studio by one-way glass so performers will not be distracted by viewers.

The studios will also feature five executive offices, a fire-proof vault, a recreation room, restaurant facilities, dressing rooms with showers, a roof-top sun deck, and parking for 60 cars. Bill Putman, sound consultant, will design the acoustical equipment, including a 22-channel sound console.

Two new sound engineers have been added to the Monument staff — Mort Thomason, who joined the firm last week, and Bob Farris, who'll start Aug. 15. Thomason, a pioneer engi-

neer, was with Columbia Records; Farris, of Dallas, had been with RCA Victor Records. Farris will supervise the installation of the electronic equipment at the new studio. Foster's Monument Records at 530 W. Main in Hendersonville, is one of the country's leading indie record companies.

In another area, the company formed Rising Sons Music, Inc., a BMI firm.

Command Will Issue TV Caster

NEW YORK—The original cast album of "Olympus 7-0000," to be telecast on "ABC Stage '67" Sept. 28, is set for September release by Command Records. Richard Adler wrote the music for the television musical, which stars Donald O'Connor, Phyllis Newman, Larry Blyden and Eddie Foy Jr. It also features Joe Namath and the New York Jets, American League professional football team. The show is about a losing football team which becomes transformed into a winner through the aid of Hermes, the messenger of the gods.

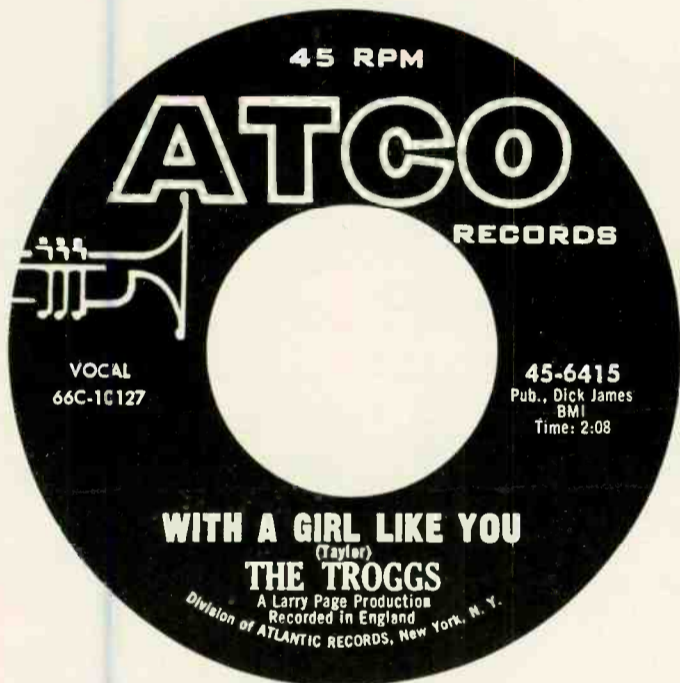


HARRY NOVIK, station manager of WLIB in New York, gives a check to Jean Hutson, president of the Harlem Cultural Council, to operate its Jazzmobile. From left, WLIB air personality Billy Taylor, Jean Hutson, Novik. The Jazzmobile features live jazz music, performing at a different location in the city each night. WLIB raised money for the project by sponsoring a jazz concert at Carnegie Hall recently.

SAME RECORD...



NEW HIT!



"With A Girl Like You" is the flip side of The Troggs' current Atco smash "Wild Thing"

THE TROGGS

WITH A GIRL LIKE YOU

ON ATCO # 6415



*A Page 1 Production Licensed to York/Pala Records
Charles Greene-Brian Stone*



MINNIE PEARL has Eddy Arnold roaring with laughter backstage at New York's Madison Square Garden. The two artists, along with Roy Acuff and his Smokey Mountain Boys, flew up from Nashville to perform two shows recently for the annual convention of Lions International in New York on behalf of the Country Music Association. The performers donated their services; the Lions, out of gratitude, donated \$5,000 to the CMA. At right is a member of Lions. About 36,000 saw the two shows.

UA's 'Jackpot': Sound & Tracks

• Continued from page 3

company is going all out on the "I Cover the Waterfront" side. The ad campaign for the Solid State albums will run in such consumer magazines as High Fidelity, Playboy, Hi-Fi Stereo Review, Esquire, and the N. Y. Times Sunday Magazine.

The soundtrack pitch, which was made by Fred Goldberg, vice-president of the parent film company, was pegged on seven tracks from films to be released by the first of the year. They are "The Fortune Cookie," "How to Succeed in Business Without Really Trying," "Hawaii," "The Honey Pot," "A Funny Thing Happened on the Way to the Forum," "After the Fox" and "Namu, the Killer Whale."

Goldberg said that the film company relies heavily on the soundtracks as a promotion tool for the picture. He said, "Film music is probably the most im-

portant selling tool we have and we get \$1 million worth of advertising through its exposure." The film company will support the soundtracks, and advertise its film product, with major campaigns on radio and TV. The first big promotion will be on "Namu" via Tom Glazer's recording of the title song.

New Album Releases

The conclave also served as the unveiling spot for UA's new album releases. Among the artists featured on the new LP's are Jimmy Van Heusen, Lena Horne, Stanley Holloway, Bobby Lewis, Ferrante and Teicher, Al Caiola, Jimmy Roselli, Del Reeves, the Rhodes Brothers, George Jones, Don Adams, Jay and the Americans, Patty Duke, Jaye Kennedy, Ray Barretto, Shirley Bassey, Manfred Mann, and Elmer Bernstein. UA is also getting an early start on Christmas with Yule albums by Del Reeves, Ferrante and Tei-

cher, Jimmy Roselli and Lena Horne.

For the Stereo-8 tape cartridge market, UA is releasing 13 new titles to add to its initial release on June 15 of 62 pieces. The company has also set up releases of tape cartridges culled from its children's catalog. The kiddie tapes have a suggested list price of \$4.95. The first release in the children's tape field will have 25 titles.

For the original Broadway cast album field, UA is banking on "Never on Sunday," a musicalization of the hit film by Manos Hadjidakas (music) and Joe Darien (lyrics). It's due to open early next year.

Si Mael, the record company's vice-president and general manager, told distributors that 1964 was the company's best sales year and that it was topped by the sales rackup in 1965. "1966 will be bigger yet," he concluded.



MIKE STEWART, president of United Artists Records, greets UA artists Al Ferrante, left, and Jimmy Roselli.



FRED GOLDBERG, United Artists Corp. vice-president, speaks of soundtrack albums. Left to right are Andy Miele, Mike Stewart and Bernie Lawrence.



SI MAEL, United Artists Records vice-president and general manager, introduces Solid State.

NARM MEETING REGISTRATION

CHICAGO — Registration forms for the 1966 midyear meeting of the National Association of Record Merchandisers, to be held at the Continental Plaza Hotel here Sept. 6-9, were mailed to NARM members this week.

Some 56 manufacturers will participate in person-to-person meetings with 56 record merchandisers.

A tape CARtridge seminar is scheduled the final day of the meeting, with attendance open to all NARM regular and associate members.

Burton 'Promoted'

NEW YORK—Publisher Ed Burton of TM Music has been appointed Acting Mayor of Great Neck. Burton for the past two years has been a trustee of the Village of Great Neck.

Cleffer-Broadcaster Battle Looms

WASHINGTON — Re-elected AFM President Hermin Kenin told the recent American Federation of Musicians' 69th Annual Convention that musicians will fight hard for more of the broadcast "manna from the heavenly airways."

Also, the AFM convention in Las Vegas urged early Senate ratification of an international agreement on the so-called "neighboring rights" that would protect performers, record manufacturers and broadcasters on an international basis among signatory nations. The United States has been hesitant about endorsing terms of the 1961 Rome Convention that gives near-copying protection to performances by musicians, on record and in broadcasts.

The AFM re-elected its international president for a ninth

term, and also voted to keep Stanley L. Ballard, secretary-treasurer. The convention decided to wait until next year to vote on a raise in salary for its president from \$35,000 to \$40,000, and Ballard's from \$25,000 to \$30,000. Raises in initi-

RCA-Prestige Deal

NEW YORK — RCA Victor Records has signed a non-exclusive tape CARtridge deal with Prestige Records. The deal calls for the Stereo-8 cartridge release, on an album by album basis, of various product of Prestige. The first release will feature six LP's, including performances by Groove Holmes, Thelonious Monk, Miles Davis and Stan Getz.

Prestige executives will be on vacation for two weeks beginning Monday (18) and the office will be closed. However, Joe Fields, vice-president, director of marketing, said someone would be available to take orders from distributors.

No Sale: Goodman

SAN FRANCISCO—Monroe Goodman, head of Tip Top Music and Record Service, last week flatly denied that negotiations were underway for the sale of his business or any of its branches. Goodman said: "I have never implied that I was interested in selling, and I have not been approached. Currently, we are expanding and I look forward to doing a larger volume of business than ever."

ation fees paid into the international union, on a sliding scale, will provide an estimated \$150,000 additional annual revenue.

Musicians have a double-edged fight with broadcasters. In upcoming negotiations with networks, they will fight for higher rates paid by broadcasters "glutted" with profits made on musical performance. And they will fight broadcasters over failure of the proposed copyright revision to provide performance royalty for musicians and talent on records. The proposed revision grants record owners (manufacturers and talent) protection from actual duplication, for the first time in copyright history. But users, particularly broadcasters, have put up too hard a fight against paying a secondary performance fee for the playing of records on the air. Copyright Office has said that giving record owners right of performance royalty is "so controversial" it could have killed the revision bill.

Gil-Rex Purchase

NEW YORK — Publisher George Pincus' Gil-Rex firm has acquired worldwide publishing rights for the German instrumental, "Our Concerto," recorded last week by Joe Harnell on Columbia. Pincus picked up the song in Europe recently, when Paul Siegel flew from Berlin to the London airport to present his latest material. "Our Concerto" was written by Gunter Maier-Noris. Columbia is rushing out its recording of the composition.

EXECUTIVE TURNTABLE

Murray Deutch has been upped to the post of executive vice-president and general manager of United Artists Music Companies.



Deutch, who joined the UA music company operation in 1963, has been serving as vice-president and previous to that as general professional manager. Before joining UA, Deutch was vice-president of Jubilee Records. For 10 years prior to that he was associated with Southern Music where he was general professional manager.

Otis Smith, formerly assistant supervisor of the royalty department at MGM/Verve Records, has joined Orpheum Productions (Riverside Records) as controller. He reports directly to vice-president and treasurer Allen H. Jeter.



Cyril Vetter and Lynn Ourso, producer-writers, have been named to head the production staff of Montel-Michelle Records, Baton Rouge, La., label. They will also do a&r work for Cylyn, the firm's r&b label.

Ben Hurwitz has been named national sales and promotion manager of Rainbow Records. Hurwitz formerly was national sales manager for Colpix Records.

Shout Records, a subsidiary of the Bang label, has appointed Effie Smith national promotion

manager. Miss Smith will be helming promotion of all r&b product of both labels and will participate in finding new talent on a national basis.

Herb Dale is the new district sales manager for Columbia Records' San Francisco and Seattle marketing areas, replacing Del Costello, who was recently advanced to regional sales manager of the Mountain Pacific region. Dale will be responsible to Costello for distributor sales and promotion activities in his areas and will maintain liaison with subdistributors and their customers in the Mountain Pacific region.

Ed Hall, a graduate of Indiana University, has been named sales manager of Columbia's new San Francisco office, where he will be responsible to Dale. Hall joined Columbia's New Orleans distributor as a salesman in 1955 and was a member of the Los Angeles branch operation from 1958 until his new assignment.

John Kotecki has been appointed sales manager of Columbia's Detroit office. He previously was general manager of Musical Isle, a rack service organization in Chicago. Kotecki will be responsible to Tony Martell, manager of the Northeast Central region.

Ed Nash is the new president of the Capitol Record Club. He had been vice-president and general manager and initially joined the club in July 1964 as marketing director.

Norm Alvord is now manager of electronic data processing systems at Capitol. He joined the company's processing department as systems co-ordinator in November 1965.

Effie Smith national promotion

CAP. IN LINE FOR MOA SHOW

CHICAGO—Capitol Records last week announced that it will exhibit at the Music Operators of America convention here Oct. 28-30. RCA Victor and Epic made similar announcements last week. Capitol singles sales director Maurie Lathower said the label will also bring artists to the show to perform in the annual entertainment for jukebox operators that has become traditional. Some dozen labels are expected to exhibit at this year's MOA show. Six record companies exhibited last year. (See story, page 67.)

CMA Draws Up Plans to Honor Country 'Friends'

BEVERLY HILLS, Calif. — Officers and directors of the Country Music Association met Thursday (14) in their third quarterly meeting at the Beverly Hilton Hotel. The executives came from all over the United States and Canada.

Final plans were made to discuss the Country Music Hall of Fame and the Museum Building being constructed in Nashville. Completion of the building is expected to be on Oct. 1. Construction is running well ahead of schedule. The Walkway of Stars, honoring the various artists who have contributed to the building, will be constructed in mid-August, with only 90 artists left to be honored.

A CMA Country Club was organized by board members to honor various friends of country music around the world. Membership to the newly formed club will be restricted to those individuals who've made significant contributions to the world of country music.

Only CMA organizational members, officers, and directors on the board will be allowed to present the special members.

Hubert Long, chairman of membership committee, announced

that CMA membership is at an all-time high of 1,550 individuals and 111 association members.

The annual country and western broadcast meeting sponsored by the CMA is set for Oct. 19, and the annual country musical festival in Washington. Attendance at the session is limited this year to organization men of the CMA. The meeting will feature speakers from the broadcast, advertising and market fields, talking on growth of country music.

The CMA also announced a new package of programming, and ads will be developed for the country and western broadcast members, including a series of singles for use by CMA broadcast members. The package, which will be developed by Hudson, Glaser and McKinnon, and Carl Brenner, is expected to be ready for use by organization members this fall.

The first day of the two-day board meeting convened at 6 p.m. with the board of directors and officers attending a cocktail party and dinner given by Peer Morrin, the president of Peer-Southern Music Publishing Co., at his home.

ABC Sets 2 New Divisions

NEW YORK — Reorganizational activity at ABC Records continued at a merry clip this week as Larry Newton, president of the label, announced the creation of two new divisions.

Dave Berger will head the international division, anticipating the year-end retirement of Harry Levine. And Howard Stark, who had been sales vice-president, becomes vice-president of the ABC Records division, which will include ABC, Impulse and several other labels.

Levine, ABC Records executive vice-president, retires after 32 years of service, beginning with the Paramount Theaters Corp., and with ABC-Paramount Records when it was organized in 1955. Levine had been head booker for the theater chain, then vice-president

and executive vice-president for the record label. In his last assignment, he is responsible for foreign licensees and international dealings.

Martin Goldstein, who had been general manager of Westminster, the classical line, and Simon Says, the kiddie line, becomes vice-president of these labels.

Loren Becker continues as vice-president and general manager of the Command division, while Jay Lasker is vice-president in charge of West Coast operations and Dunhill Records. Other vice-presidents in the ABC operation include Albert Genovese, controller, and Al Levine and Lou Klayman, who head New Deal Records and States Distributing Corp.

These moves come in the wake of the appointments of Bud Katzel as national sales manager and Chris Saner as sales liaison man between ABC and 20th Century-Fox, and the promotion of Rick Ward as assistant to Newton.

WB Sea Makes Sahara Splash

LAS VEGAS — As the result of a July 4 performance here at the Sahara, Johnny Sea of Warner Bros. Records has been signed for four return performances during the next two years by entertainment director Stuart Allen. Sea did a one-nighter at the nightclub, the first in the club's history, according to his manager, Gene Nash, and received a standing ovation for "I Believe," "What Is So Rare," and "Day for Decision." The contract calls for two appearances at the Las Vegas club and two at its Lake Tahoe spot.

P P & M Tour Set

NEW YORK — Peter, Paul & Mary have been set for an extensive concert and TV tour which starts Aug. 13 and runs through March, 1967. The tour will kick off at New York's Shea Stadium and will wind up with concerts at Carnegie Hall on March 24 and 25.

Drive Pegged to Give Boot To Background Bootlegging

• Continued from page 1

all saying Merrimac could not duplicate their music. Some labels said they had no knowledge of the one specific company in question.

He contends that this music supplier in question is competing unfairly by offering bootleg music at a lower price. "If nothing is done to clean up bootlegging, I will take the most belligerent reply and duplicate and sell his music to invite a lawsuit," said Ames. He emphasized legal precedence was required and that a trade association for the background music industry was necessary which could lobby for federal legislation against reproducing unauthorized music for background systems.

Ames charges that bootlegging is rampant around the country and he has proof which he's willing to show in court. Many of these firms contend they can duplicate any recorded product because they have a Harry Fox license and agreements with music licensing societies, he said. The bootleggers monitor radio stations or use LP promotion copies as the sources of their tastes.

According to the Pacific Networks' Bill Muster, who oversees Muzak's operation in Los Angeles, he has no knowledge of any major background company with the rights to duplicate music by the giants of the recording industry. According to Ames, this is being done without permission from the labels.

Muster says the majority of music sold as background programming is either recorded by the background firms themselves or is purchased from Europe.

Monument's Weiss Starts Six-Week 'Round-World Trek

LOS ANGELES — Monument's International division vice-president Bobby Weiss arrives in London July 18 to begin six weeks of traveling to review global plans for the company and its publishing firms.

Monument's pact with London Records expires Oct. 1, and Weiss plans reviewing matters in 14 countries with current licensees and others interested in acquiring the catalog.

In London, Weiss will confer with Sir Edward Lewis of British Decca in addition to meeting with other record company executives. His itinerary includes Paris, Athens, Tel-Aviv, Calcutta, Bangkok, Singapore, Malaya, Hong Kong, Taipei, Seoul, Tokyo, Sydney and Melbourne.

A side project of the trip is to meet with the music licensing societies in Greece, Israel, Japan and Australia, Weiss said. In Athens, he will conclude negotiations for several film soundtracks in addition to holding promotion meetings with MGM Pictures foreign representatives to plan exploitation of the film, "Around the World Under the Sea," the soundtrack of which Monument recently acquired. The adventure film stars Lloyd Bridges, Shirley Eaton, David McCallum and Keenan Wynn, with music by Academy Award winner Harry Sukman.

Throughout his trip, Weiss will seek available masters and song material suitable for English adaptation. Label president Fred Foster will receive a market analysis at the conclusion of the trip.

BOOTLEGGERS ALSO VIOLATE COPYRIGHT ACT

NEW YORK — The office of Harry Fox, publishers' agent and trustee, stated that unauthorized use of recordings for background music purpose also entailed a violation of the copyright act. Al Berman, executive of the Fox office, stated that "There is a lot of this type of activity going on, and such unauthorized use of song material constitutes an infringement of the copyright." He added: "We go after these illegal operators whenever we hear of them, in order to protect the copyright owner. Aggressive vigilance is necessary on the part of both the record manufacturer and the copyright owner. It is incumbent upon both these segments of the business to take action in order to protect those who do pay royalties."

He contends that legitimately produced music constitutes 70 per cent of the material used for background purposes. "The other 30 per cent is all bootleg," Muster, whose company recently won an \$8,000 judgment against two companies for illegally intercepting Muzak's signal and reselling it, estimated the number of background bootleggers around the country at 300, with 12 he knew of in the Los Angeles area.

Muster says he knew of the company mentioned in Ames' letter and that the trade generally knew about its operation. "They exhibit at NAB shows, display album covers and tell about their service, for which the owner of the firm is understood to believe he can duplicate songs by any artists for sale to many radio stations as programming fare."

But it is his background service with which Ames takes issue, along with those of other firms who are allegedly dubbing music from radio broadcasts and LP sources.

In his letter to Hyde, Ames asked: "Has your attention been called to the fact that an enormous percentage of the music being used (on a side carrier frequency or multiplex channel) is bootlegged music? Also the radio operators who do their own dubbing frequently use promotion records — records which legally cannot be duplicated or sold. . . . The continuing history of litigations in this area clearly shows that the bootleg dubbers who service the industry are operating outside the law and, consequently, are making the radio operators a party to theft."

Regarding replies Ames received from record companies,

RECORD BUSTER FOR BELAFONTE

NEW YORK — Harry Belafonte racked up a record-breaking gross of \$202,512 for 14 performances at the Westbury (L. I.) Music Fair from June 27 through July 9.

The top price at Westbury was \$6 during the week and \$7 on weekends. Auditorium seats 2,800.

Liberty's attorney, Sy Zucker, stated the company was unaware of the firm's singled out as a bootlegger; "We are in the process of investigating same. Please be further advised that you may not use our product in any way without first having obtained our prior written consent with respect to such use."

Dot attorney Payson Wolff wrote that his firm had become aware of the company in question. "Utilizing our clients' recordings without our knowledge or permission and that this practice in our opinion is illegal. It is incorrect that our client couldn't care less. Steps will be taken to require (the company to cease and desist) immediately."

MGM counsel Benjamin Milniker wrote: "We do not have any licensed agreements with the company referred to in your letter and if it is true that they are offering our products for lease to radio stations, such action on their part is unauthorized and in violation of our rights, and we shall take this matter up with them at once. So far as your company is concerned, we advise you that any attempt on your part to make unauthorized use of our recordings will be a violation of our rights and we will take every measure to resist such action and to collect damages sustained by us."

UA's counsel Sidney Shemel answered: "Please be advised that the unauthorized duplication of performances embodied in any type of recording constituted an unlawful appropriation of valuable property rights."

A Capitol attorney, Russell Harding, replied: "Please be advised that the unauthorized duplication of performances embodied in any type of recording constituted an unlawful appropriation of valuable property rights. . . . It's Capitol's position to protect its rights by every proper action."

London's attorney Sidney Diamond: "London does not consent to your duplicating its recordings. Any unauthorized duplication will be unlawful appropriation of London's property rights and will interfere with London's exclusive contracts with third parties. You will be held responsible for all damages and expenses resulting from such conduct."

According to Muster, there is a federal penalty of a \$50 fine for infringing on a copyright one time. Thus these damages negate a publisher's efforts to trace down bootleggers. Backgrounders pay the music license societies \$27 a year for music use in public places and 3½ per cent per month per dollar for industrial use.

Muster says the American Federation of Musicians has circulated a letter to background firms within the last 60 days asking about bootlegging. The AFM licenses companies for general public sale, for commercials on Radio-TV and for transcription use, with backgrounders falling into this latter license category.

It is against AFM rules for music recorded under one license to be used in another fashion, meaning that duplicators cannot take music licensed for consumer sale and sell it under the transcription heading of rebroadcast for background systems. Violators have to pay the AFM full cost of record sessions of the music used plus pension fund stipends.

Classical Notes

About 12,000 entries were received from consumers in the Nonesuch contest for new repertoire ideas. . . . Gutarist **Andres Segovia** was the featured artist at this month's Granada Festival in Spain. . . . **Leontyne Price**, who will sing an opening night at the new Metropolitan Opera House, last Thursday (14) officially cut the first swatch of the gold curtain of the old opera house since swatches will be included in RCA Victor's September release of "Opening Nights at the Met," featuring excerpts by opening night performers of past season. . . . **Frank Howard** has joined Decca Records as assistant to **Is Horowitz**, classical a&r head. . . . The **Utah Symphony Orchestra** conducted by **Maurice Abravanel** will make its New York debut on Sept. 9 at Carnegie Hall and also will tour Europe for three and a half weeks under the sponsorship of the State Department. . . . The **New York Chamber Soloists** began a series of appearances at the University of California last week. . . . Photographs of **Igor Stravinsky** are being exhibited by Columbia Records at New York's Philharmonic Hall in conjunction with the current Stravinsky festival there **Carol Marunas**, who has been with Vox for five years, has been appointed art director of that company.

RMR Starts Rack Research Service

• Continued from page 1

The summary reports will cover — for each quarterly reporting period as well as for the year to date—total record sales, LP sales, singles sales and EP sales, both in dollar volume and units. Additional summary reports will show percentage share of the rack business being done by the top 10 record manufacturing firms, based on total record business, on LP sales and on singles sales. Other summaries will include industry sales of pop LP's, classical LP's, mono, stereo and sales by various price categories.

Label-by-label reports will detail share of business done by any label representing one half of 1 per cent or more of the sales in a given reporting category. These categories embrace all regular breakdowns — total record sales, single, LP's, mono, stereo, popular, classical, by price, etc., and for both dollar and units.

Title-and-artist reports which detail each individual sale—by

label, by artist and by record title—registered in diaries by reporting racked-outlets. Title-and-artist reports are issued for singles and LP's with LP's further categorized by Popular, Classical, Country, Jazz, Original Cast and Movie Soundtracks.

Planning and development of the full research program involving sales through rack-serviced outlets began over a year ago. The special research technique employed—The Neyman Technique—was selected by Dr. J. Stevens Stock, Billboard's research consultant, and consultant to a number of nationally known U. S. firms. The Neyman Technique begins with sales data produced directly through contact with the consumer. RMR's rack research started with detailed data obtained from 7,829 consumer households, balanced geographically and by economic status. Among many items of information relating to their record-buying habits, household members noted recent record purchases, together with names and ad-

resses of the stores from which purchases were made. This produced a total of over 3,000 retail record outlets. Each of these outlets was then visited to determine by personal interview the type of retailer (discount store, department store, drugstore, etc.), annual record sales volume and record buying sources (rack jobber, distributor or one-stop). Checks and cross-checks through various sources were employed to fix the accuracy of the data obtained.

Properly validated rack-serviced outlets were then isolated in order to build a research universe that would represent a cross section of stores scientifically selected by geography, by type and by sales volume.

Stores chosen for each reporting period will be visited by RMR field personnel who provide detailed instructions and sales diaries which the stores are paid to complete. Completed diaries are picked up on a second visit and delivered directly to Billboard's Record Market Research Division where each individual entry is hand-checked for accuracy and completeness before transmittal to Billboard's Data Processing Department for recording, tabulation and ultimate production of the reports. Stores furnishing diary data are used only two or three times in any 12-month period. Their selection is unknown, even to them, until 48 hours before their RMR diary operation begins. This is one of the special precautions employed to help insure uninfluenced reporting accuracy.

Diary data on sales through rack-serviced outlets is supplemented with information obtained by mail from a rotating panel of consumer households. This supplementary data is required in order to get a picture of consumer record buying through such outlets as drugstores, food supermarkets, and variety stores, many of which cannot conveniently provide the diary service, or which have store policies forbidding such practices.

The regular mailings to the consumer household panel also provides the means of obtaining data of record purchases through clubs and mail-order operations. Thus Billboard's Record Market Research Division will now measure record sales through virtually all U. S. retail channels.

The full rack research service is available only on an annual subscription basis. A fully detailed consumer record-buying profile report, and a special profile on U. S. retail record outlets will also be made available separately. These two studies grew out of the data needed to produce the new rack research service.

With the inauguration of this new service, Billboard's Top LP and Hot 100 charts will soon reflect a proportionate sample of such sales, thus combining for the first time a balance of sales through both racked and non-racked retail outlets. It is expected that the charts appearing in Billboard's Aug. 13 issue will be the first to include sales data from rack-serviced outlets.



THANKING JACK MCFADDEN for his help in a recent WPLO "Shower of Stars" live country music show featuring Buck Owens is Herb Golumbeck, WPLO general manager. From left, McFadden, Buck Owens' manager; WPLO air personality Mac Curtiss; Buck Owens, and Golumbeck. WPLO is a 24-hour modern country music station in Atlanta.

RCA Country Push Nets Sales

• Continued from page 6

with the other labels, Victor has had 12 more singles and 7 more albums on the country charts than the next leading manufacturer.

Not all the kudos should go to the label's sales and promotion staff. Outstanding efforts have been turned in at Victor's Nashville studios by the company's country a&r chief, Chet Atkins, and producers Bob Ferguson and Felton Jarvis. Atkins said, "We've worked hard to build the country catalog this year. We plan our future albums, trying for a fresh approach." Whatever the formula, Atkins has been extremely successful with artists such as Arnold, Bobby Bare and Dottie West, all of whom have enjoyed a resurgence of popularity that is reflected in the chart action of their disks. Bare has had four singles and one album on the charts, Arnold, three singles (one a No. 1 disk) and two albums, and Miss West, two singles and one album this year. The late

Jim Reeves' records are still popular, and in the first six months, two of his singles and four of his albums made the charts. Another artist who has enjoyed increased popularity and chart action this year has been Don Gibson, with three singles and one album.

Much of the success of the company's campaign is due to its distributors who participated in Victor's country merchandising program. Peter Stacke was first-prize winner of the contest, announced during the company's distributor convention held in Bermuda. Other winners were A. J. Shuffer, A. W. Smith, Dave Pearce, Clyde Ball, Wallis Tolles, Art Kay, Louis Spear, Ralph Woodard, Bill Whitehead, Bob Decker, Charlie Smith and Jerry Weiner.

Neil Galligan Revamps Firm

NEW YORK—Neil Galligan is reorganizing Canadian American Records, which he formerly headed. Since he left Canadian American in 1962, Galligan was active with Congress Records, where he was associated with Dave Kapp and was directly responsible for the discovery and development of Shirley Ellis. He also has been active in publishing and in record production.

Canadian American has released the first disk by their new Canadian group, the B+3, "Taboo" and "Why Oh Why." The single was independently produced by Hutch Davie and Bud Prager. Galligan, who has opened new offices for Canadian American at 888 Eighth Avenue, currently is auditioning new talent, looking for material, and purchasing masters.

Donovan Joins The Most Stable

NEW YORK—Mickie Most, English independent producer, has added another countryman, Donovan, to his roster of artists. Most also records the Nashville Teens, the Animals and Herman's Hermits. Most's first production for Donovan is the single, "Sunshine Superman," which was released by Epic last week.

The Most - Donovan - Epic agreement was negotiated by the producer's manager Allen Klein, who recently arranged the new long-term contract between Most and Herman's Hermits.

Susan Barrett on Road to Aid Disk

NEW YORK — RCA Victor has put Susan Barrett on the road to promote her first single, "Grain of Sand" and "She Gets Everything She Wants." The singer already has been to radio stations in Los Angeles, San Francisco, Seattle, Portland, Denver, Dallas, Houston, New Orleans, and Miami.

On her itinerary now are Atlanta, July 19; Baltimore-Washington, July 20-21; Philadelphia, July 22-23; New York, July 25-27; Boston-Hartford-Providence, July 28-30; Pittsburgh, July 30-31; Chicago-Milwaukee, Aug. 2-3; Cleveland, Aug. 4, and Detroit, Aug. 5-6. Further dates are yet to be set.

Lewis Lebish Dies

NEW YORK — Lewis C. Lebish, accountant and lawyer who had many members of the music industry as his clients, died suddenly July 8. He is survived by his widow; a son, Warren, and a daughter, Wendy.

Contribute to the
**NAT KING COLE
CANCER
FOUNDATION**
BOX 8598
CRENSHAW STATION
L.A., CALIF. 90008

**KEEP IN FOCUS
ON EVERY PHASE OF
THE MUSIC INDUSTRY**

this week and every week . . . through

Billboard

SUBSCRIBE NOW!

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214 871

Please enter my subscription to BILLBOARD for

1 YEAR \$20 3 YEARS \$45 New Renew
 Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates for Continental U. S. & Canada.
Overseas rates on request.

Company _____

Name _____

Address _____

City _____ State & Zip _____

Type of Business _____ Title _____

the
FUTURE
with a
promise

Proclaiming the Solid State record.

Why.

Using solid state electronics, manufacturers of listening equipment have succeeded in reducing intermodulation and distortion. Now, United Artists has developed a new line of recordings designed especially for solid state equipment. We call it Solid State* so you'll have no trouble remembering it. You'll have no trouble finding

the kind of sounds you like, either—the initial release features six albums with the finest in jazz, popular instrumentals and vocals, even exotic South Pacific music. Meticulous attention has been paid to each performance; the resulting artistic values are impeccable.

Solid State* albums are recorded exclusively with solid state equipment. The recording console contains 28 microphone inputs. All post-mixing is done on transistorized gear and checked on solid state home systems. You will hear an absolutely clean recording with

full dynamic range and minimum distortion.

Solid State* is the first line of albums tailor-made for solid state apparatus. At the same time, these recordings are guaranteed to enhance any system of reproduction, from the simplest to the most elaborate. Absolute compatibility is assured.

The Solid State* format is one of honest reproduction—without gimmicks—presented in its truest form, to accomplish the ultimate in dynamic range. Available wherever fine records are sold.

Solid State*

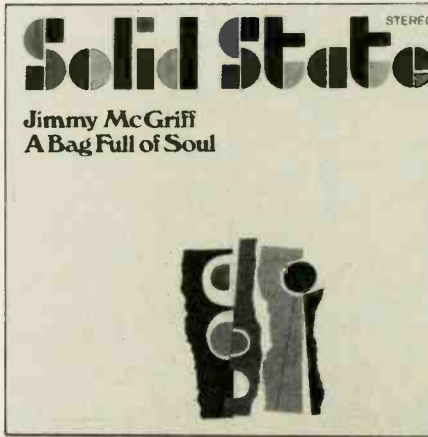
A Division of United Artists Records, Inc. *Trademark © 1966 United Artists Records, Inc.



MANNY ALBAM: BRASS ON FIRE
Stereo SS18000, Mono SM 17000



JIMMY McGRUFF: THE BIG BAND
Stereo SS18001, Mono SM 17001



JIMMY McGRUFF: A BAG FULL OF SOUL
Stereo SS18002, Mono SM 17002



THAD JONES • MEL LEWIS: THE JAZZ ORCHESTRA
Stereo SS18003, Mono SM 17003



KOKEE BAND: EXOTICA 1970
Stereo SS18004, Mono SM 17004



WILL BRONSON PRESENTS THE IN CROWD SINGERS
Stereo SS18005, Mono SM 17005

TAPE CARTRIDGE TIPS

by Larry Finley

One of the bigger rumors making the rounds at the Music Show in Chicago was that next year they are going to change the name from "Music Show" to "The Tape Cartridge Show." Of course, it is only a rumor which was brought about by the dozen of cartridge player displays, as well as the activities at ITCC's display and other cartridge manufacturers.

The biggest star of the show was "Herb Alpert and the Tijuana Brass." Although Herb wasn't there in person, visitors heard his music emanating from approximately forty displays that were all playing A & M music in ITCC cartridges. This was brought about because of the request by the tape player manufacturers and importers who, the first day, "borrowed" "Herb Alpert and the Tijuana Brass" cartridges from ITCC.

Fortunately, one of our people was able to get on a plane Monday morning to bring an additional 500 "Herb Alpert and the Tijuana Brass" cartridges. Since all of these were distributed free, there was a continuous flow of Herb's great sound all over the show area.

In addition to the ITCC booth, most of the larger crowds were around the Lear booth where there were two new home models and their new portable eight track player on display.

In addition to the ITCC booth where there were two new home models and their new portable eight track player on display.

Space does not permit us to list the almost 40 giants of the home entertainment and automotive field who, with their cartridge players, attracted the largest crowds. Every one was taxed to capacity demonstrating the greatest entertainment concept since the introduction of the radio.

There is no question in our minds or in the minds of anyone who attended the Music Show that the stereo tape cartridge is here to stay and that it will unquestionably become a "giant" in the entertainment industry.

Without exception, 83 out of the 104 ITCC distributors who attended the Show reported the phenomenal acceptance of the ITCC catalog by dealers as well as by the consumer.

When Ford, Chrysler and General Motors as well as Lear and the major manufacturers of automotive and home sets break with their advertising in August and September, ITCC distributors will be well stocked with product to take care of the tremendous demand.

If you are a dealer and would like to know more about our catalog of both 4 and 8-track cartridges, contact us and we will be happy to supply you with the name and address of your nearest 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

TAPE CARtridge

TelePro Sues Audio Firm

NEW YORK—TelePro filed suit in Federal District Court here Wednesday (13) charging Audio Devices with patent infringement by manufacturing 4 and 8-track tape CARtridges. The suit charged infringement with federal patents 2,778,637 (8-track) and 2,876,005 (4-track) commonly known as the Eash Patents.

TelePro, the exclusive licensee for the Eash patents, was joined in the suit by the Ohio Citizens Trust Co. of Toledo, holder of the patents. The suit, filed by Stuart White of the New York law firm of Ward Haselton, et al., in the Southern District of New York sought preliminary and final injunctions and damages.

Aug. 1 is the trial date in Wichita for another TelePro suit, which charges Willial and Lear with infringing the 2,778,637 patent by manufacturing cartridges. William Mulcahy, president of TelePro, said, "It is TelePro's firm intention to pursue as strongly as possible under the law any and all infringes of our basic patents."

Columbia Gains Temporary Ban On Duplication

NEW YORK—Columbia Records gained a temporary injunction to prevent the unauthorized duplication of its records and tapes. Judge Samuel M. Gold of the New York State Supreme Court signed the order restraining Cartridge City Ltd. and Cinematic Ltd. of Garden City Park, N.Y., from selling without authorization tape CARtridges containing performances by Columbia artists.

Columbia instituted the suit last month charging the firms, which also sell cartridge players for car and home use, with selling dubbed performances by such exclusive Columbia artists as Barbra Streisand, Jerry Vale, Andy Williams and Robert Goulet. In addition to contending these performances were being duplicated without authorization, Columbia's action said the quality of the dubbed tapes was inferior to the recordings from which they were taken.

Henry Brief, executive secretary of the Record Industry Association of America, called the court action a "prompt and decisive response which, it is hoped, will once and for all put an end to the growing practice

(Continued on page 14)

TD Corp. Bows A 4-Track Unit

NORTH BELLMORE, N.Y.—Telephone Dynamics Corp., producers of 4 and 8-track automobile CARtridges utilizing blank lube tape, has introduced its newest 1967 model 4-track stereo tape player-recorder. Designed for automobile and home use, the unit is known as the Nassau Mark II. It plays, erases and records all standard size automobile stereo cartridges.

Unit is designed for under-dash mounting and can be removed for use in the home. Operation on housepower is by means of a compact power supply accessory.

CARtridges Put Accent Back On Music at NAMM Convention

By RAY BRACK

CHICAGO—The tape CARtridge put the emphasis back on "music" at this year's Music Show. For the first time in several years, musical merchandise created the major stir, thanks to some 35 varieties of endless loop and Philips-style cartridge players unveiled here last week.

Though glamour items such as video-tape recorders showed up in abundance, they were largely passed by as dealers and reps debated the pros and cons

of the endless-loop cartridge concept versus the reel-to-reel-in-a-cartridge concept bowed in a big way by Norelco, Mercury and other firms at the National Association of Music Merchants' annual event.

Many were reminded of the great "battle of the speeds" which erupted at the Music Show some years ago.

"VTR's are nice," observed one buyer, "but who's ordering them? But take these tape cartridge players—that's where the action is."

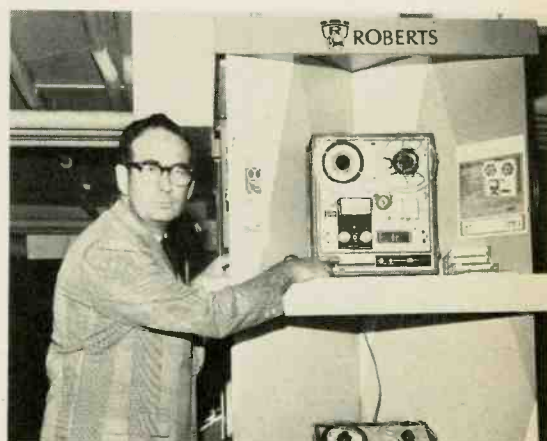
The impact of the TCP's was immediately apparent to the show's sponsors. NAMM publicity personnel began steering newspaper reporters to the TCP and tape cartridge library exhibits, and coverage in the dailies changed from stories on VTR's and General Electric's miniature radios to, for example: "Cartridge Tape Players Come of Age."

Publicity and consumer advertising concurrent with the Music Show brought the tape cartridge

(Continued on page 13)



NEW CARTRIDGE ENTERTAINMENT CENTER, dubbed "The Gallagher ("Because Bill Gallagher said it couldn't be done": Muntz) was premiered by Earl Muntz at the NAMM show in Chicago. The unit records and plays back in 4 or 8-track stereo, using FM radio or disks as music sources for blank-cartridge recording. Input from microphone or stereo reel-to-reel tape is also possible for cartridge recording. The console model is AR-400. A smaller model, the AR-300, is also available.



ROBERTS PREMIERED another of the four CARtridge player-recorders unveiled at the NAMM show in Chicago last week. Here, Jack Black of Roberts inserts a Stereo 8 cartridge in the company's model 1725 unit, which permits recording input from FM Multiplex, microphone, reel-to-reel tape and disks. Firm is readying a larger receiver unit with same capabilities.



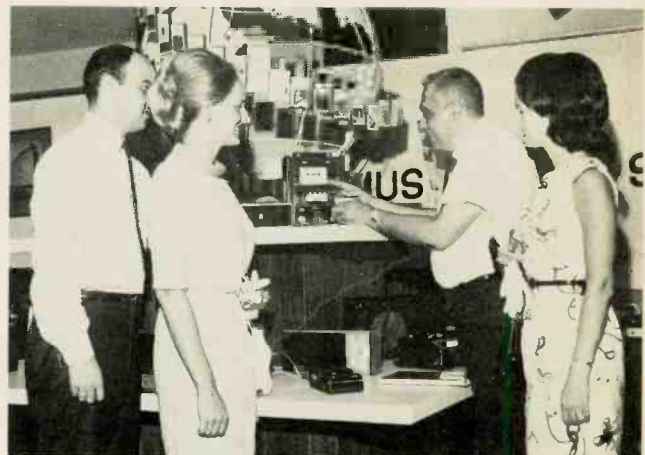
SOUNDEX WAS ALSO at the NAMM show with a CARtridge recorder-player. Soundex chief engineer Frank Flint (left) says the machine will record either on blank cartridges or over music on pre-recorded cartridges. He's pictured with Soundex representative Darlene Schiavone.



PHILIPS CONCERT CARtridge player is shown off at Norelco exhibit by Hugo VanAnderoge, chief designer of hi-fi and tape products for Belgian Philips.



TELEPRO stopped dealers with its new portable CARtridge players under \$30. This slightly higher priced model player being demonstrated by Howard Gross, company executive, plays either 4 or 8-track cartridges (including Muntz mini-cartridges) on AC power.



MERCURY RECORD CORP. home entertainment products manager Perry Winokur (right) and tape products manager Tom Bonetti show dealers' wives the new line of Philips-type CARtridge players introduced at the NAMM show in Chicago last week.



AL HIRT drives a miniature Mustang on stage at RCA Victor's Bermuda distributor convention to present prizes in a Stereo-8 Cartridge tape contest. Irwin Tarr, division vice-president, magnetic tape marketing, left, is shown with the winners; left to right are Clyde Ball, Dulaney's, Oklahoma City; Merritt Kirk, Calcetron, San Francisco; Kil Karwoski, RCA Victor Distributing Co., Kansas City; Peter Stocke, Taylor Electric Co., Milwaukee; Lou Spear, Commercial Distributors, Portland, Me.; David Watson, Pic-a-Tune, Emeryville, Calif.; Carl Lombardo, Main Line, Cleveland, and Larry Rosmarin, Record Distributing Co., Houston.

MUSIC CITY OFFERS SLICK PACKAGE FOR THE DEALER

HOLLYWOOD—Music City of Los Angeles, Calif., has what it thinks is the answer to the tape CARtridge packaging problem on the dealer level.

According to album and tape buyer Bill Hanna, the store encloses all cartridges, no matter the size, on a 6 x 12 inch shrink wrapped card. The card, which is similar to a blister wrapped package, has the company's own logo and sales information printed on it. The mounted cartridges are kept in back. Out front, the customer can thumb through slicks mounted on 7 x 7 inch cardboard sheets. These slicks are supplied by the manufacturer.

Hanna believes the "slick" idea is the only way to go, not only for the large volume dealer, but even more important, for the small shopkeeper who does not have the room for cartridges.

"Dealers don't worry so much about pilferage on the singles even though they're only 7 x 7 inches because of their cost. But here we're dealing with expensive tape cartridges. The cartridges must be kept away from the public."

Pickwick to Release Budget 4 & 8 Tracks

LONG ISLAND CITY, N. Y.—Pickwick International plans immediate release of budget 4 and 8-track tape CARtridges. Cy Leslie, Pickwick International president, said the cartridges will be known as Pickwick/8, which will list for \$4.95 for a single album length and \$6.95 for twin packs, and Pickwick/4, which will list for \$5.95 for single album lengths.

The current initial release consists of 35 single units and six twin packs. Emphasis will be on Pickwick/8, although the 4-track product will be available for those requesting it. The cartridges will be distributed through Pickwick's regular channels of distribution. Releases will include pop, classical, children's, country and western, show, and mood music.

A strong co-ordinated publicity and promotion campaign will launch Pickwick/4 and Pickwick/8, including special in-store sales aids and point-of-purchase units. Co-op ad funds also will be available. The cartridges will be distributed in Canada through Pickwick Records of Canada, Ltd., the parent firm's wholly owned subsidiary. The possibilities of English and European distribution through Pickwick International, Ltd. of Great Britain are being studied.

Initial releases include four classics with William Steinberg conducting the Pittsburgh Symphony; 19 pop titles, including artists Jack Jones, Ferrante and Teicher, Gordon Jenkins, Les Baxter, Jimmy Smith, Pete

Fountain, the Three Sons, and Harry James; scores of "Mame" and "The Sound of Music," and five youth-oriented packages.

Two twin packs will contain a pair of complete show scores each, "South Pacific" and "Oklahoma" in one, and "Porgy and Bess" and "West Side Story" in the other. Three of the other twin packs are mood music by the Parris Mitchell Strings, while the other has the Parris Mitchell Voices as well as the Strings.

Leslie said, "The fantastic acceptance of the 8-track continuous-loop stereo cartridge has moved tape into the area where the broad type of merchandising that characterizes the economy-priced record field can show immediate and substantial sales results."

RCA Introduces CARtridge Cleaner

NEW YORK—A new head cleaning tape CARtridge for Stereo 8 players is being produced by RCA Victor. Irwin Tarr, Victor division vice-president, Recorded Tape Marketing, explained that the cleaner consisted of a cartridge containing a mildly abrasive tape which, when inserted into a playback, cleaned the magnetic reproduction head in less than 30 seconds. The cleaner lists for \$1.95. The product is packaged in counter dispensers holding 10 cartridges, suitable for easy display in retail outlets.

CARtridges Put Accent Back On Music at NAMM Convention

• Continued from page 12

before the consumer as never before. Lear Jet Corp., for example, took a full page in Life magazine the week of the show.

Buyers were impressed with the endless-loop applications because of the tremendous amount of music available. International Tape Cartridge Corp., Muntz and other tape marketers were on hand to display vast libraries. And, though buyers were also impressed with the general design and selectivity capability of the Philips cartridge applications, they were also aware of the acute shortage of music for the system.

It is significant to note in this regard that General Electric, which announced it would show only a Philips-type portable player, showed up with a Stereo-8 cartridge unit built into one of their standard console models. This was done by many manufacturers, with some offering compatible decks built into their standard consoles.

"We expect to stimulate our console sales by adding 4- and 8-track play capability," declared the chief engineer for Arvin, which has designed its own deck. Most firms incorporated Lear and Motorola decks in their own equipment.

Four manufacturers, Soundex, Roberts, Muntz and Craig, created a mild sensation by introducing tape cartridge player-recorders. (See story elsewhere.)

Decks galore, for inclusion in home sound systems, appeared at the show. Another showstopper was the low-priced AC cartridge portable by TelePro for under \$30.

The following tape cartridge products were exhibited:

Arvin—Introduced compatible tape-cartridge capability in its Model 97P88 and 97P18 consoles. The cartridge player, designed by chief engineer William Wolfner, plays all 4 and 8-track cartridges with automatic track switching.

Borg Warner—Showed its after-market 8-track auto player in air-conditioned listening booth. Company representatives emphasized quality to dealers, easy installation and backing by local and national advertising.

BSR, Ltd.—Unveiled a quality-looking tape deck of the Stereo-8 variety. Includes preamp. Company officials say sources make decks to their "demanding" specifications.

Callfone-Roberts—In addition to a plug-in deck for 8-track play (Model 838 suggested at \$99.95), Roberts startled many record men by introducing a recorder-player for 8-track cartridges. Roberts is readying a larger model that adds an FM multiplex receiver. With it, the buyer will be able to record on-to blank cartridges music from FM stereo, disk, microphone or recorded tape.

Concord—Introduced a Philips-type recorder-player Model F-100 for \$75. Battery powered; may be adapted to house current.

Craig-Panorama—Startled buyers with its 4-track cartridge recorder-player which will record from tuner, disks or microphone onto blank cartridge. Declined to demonstrate, however. Model C-516, suggested price is \$229.95. Also showed prototype 4 and 8-track cartridge player in Craig suite, not on floor. Displayed the C-502 and C-503 car stereo cartridge players, former at \$99.95 and latter at \$129.95 suggested list. Company has new

front-mount twin speaker kit (Model 9405).

Crest Mark—In its modular matched component line, this firm introduced a turntable incorporating a Lear Jet deck, with 8-track tape cartridge aperture in the lower front.

General Electric—The only firm to offer either Philips or endless-loop concepts to buyers. Showed console with 8-track cartridge play capability built in. Also showed Model M8300 Philips-type player-recorder with push-button control. Battery-powered with AC converter available.

Hitachi—This Tokyo firm showed its 4-track automobile cartridge player (Model 1200) of the Fidelipac type. Company spokesmen said the firm is readying an 8-track player.

Jay Electronics—A compatible 4 and 8-track automobile player (the 4 plus 8) was unveiled. The firm is also introducing a 4 and 8 compatible home cartridge stereo unit called the "Programmer 4 and 8."

Lear Jet—Bowling its 1967 Stereo-8 equipment line, Lear showed a new portable cartridge player, Model PS-8, which operates on rechargeable batteries or regular AC house current. A built-in feature recharges the batteries while the unit is operating on AC. Another new item shown was an 80-watt stereo receiver incorporating an 8-track cartridge player. The unit, the Model HR-80, has AM, FM and FM multiplex with a complete set of inputs, outputs and stereo controls. Company also introduced an 80-watt basic amplifier incorporating the 8-track tape cartridge player.

Mercury—Instant-loading stereo cartridge player of Philips type, Model TR 8700, was introduced by this Chicago firm. Mercury also released 50 stereo cartridges for this type player at show time. Unit will record or play back, has fast-forward-reverse. Mercury is billing this 4-track, reel-to-reel-in-a-cartridge concept as ideal in its portable or stationary use. Has input and output connections. Also showed home plug-in and automobile applications.

Major Electronics—Major entered the 8-track endless-loop cartridge field with a new unit, but company officials did not disclose the make. Showed a promotional and de luxe model. Price range in 8-track: \$99 to \$114 suggested retail. Delivery commences late August. Line also includes a lead-off 4-track self-contained model and an 8-track preamp deck.

Midland International—Displayed two 4-track cartridge players for the automobile, models 65-404 (compact) and 65-400. Former has 10 transistors, latter 16. Units also available in adaptable styles for home use. Car and home speakers available.

Nuvox Electronics—Included in the wide line of Nuvox radios, phonographs and tape recorders is the company's first cartridge player, the CP-2000, 4-track stereo for automobile installation.

Muntz—The cartridge tape pioneer sprang some surprises. Most arresting were 4 and 8-track player-recorder units. One of these is a compatible 4 and 8 recorder-player, dubbed by Muntz, the "Gallagher." These players will record on blank cartridges music derived from microphone, stereo tape, disk or FM stereo. Muntz offers small 4-track recorder-player model

AR-300 or console model AR-400. Muntz also showed his Audio Stereo 4-track home unit (A-HW-1) and compatible automobile unit (A-12) which he is calling "12-track." Muntz also touted his cartridge library—including cartridge singles—as "the world's largest."

Metro of California—This company came to town with several forms of cartridge player: model 1300, a portable with AM, FM stereo receiver, battery-operated; Model 1210, automatic deck unit; Model 1204 home deck available with wood enclosure; Model 1202 automobile player; Model 1203 automobile player with twin heads; Model 1208 home-auto player (sits over hump in auto, requires no installation); and Model 1400 (miniature) model which will fit in auto glove compartment.

Packard Bell—Company is offering 8-track stereo playback capability in three of its console units (\$495 to \$525) and stereo tape cartridge equipment can be ordered as optional equipment with 10 other models (\$419.95 to \$895). P-B calls the latter models "Tape Cartridge Ready." Also, the firm offers players at \$89.95 as table-top, plug-in accessories for all other Packard-Bell stereo consoles (priced from \$229.95 to \$399.95).

RCA—Brought to show the self-contained Stereo-8 player introduced to distributors several weeks ago. Price in neighborhood of \$150.

Soundex—Company introduced an 8-track cartridge recorder-player and announced plans to market blank cartridges under its own name. Hopes to market combination unit in the fall. Also showed an 8-track home player (Companion) and an automobile Stereo-8.

Standard Radio Corp.—Displayed a nifty version of the Philips-type self-contained portable player-recorder utilizing the "cassette" tape magazine. Model SR-100, operates on batteries or AC. Like all Philips-type players, it has fast forward, fast reverse.

Sentry Industries—Brought 4-track "cinematic" monaural auto player (\$69.95); 4-track stereo Sentry player for autos (\$109); and Audiovox self-contained home stereo player, 4-track (\$129) sans speakers. Also introduced a library of "Encore" 8-track and 4-track tape cartridges.

Norelco—Under the banner, "Ready, Cassette, Go!" North American Philips launched its U. S. drive with the Philips tape cartridge concept, bringing automobile, various portable and home models to the show.

Symphonic—This large tape recorder firm came to show with an 8-track deck and an 8-track self-contained cartridge player for the home. Each utilizes the basic Motorola deck made to order for Symphonic. Self-contained unit will list at \$119.95 and the deck with preamp in walnut case at \$79.95. Delivery set for end of September.

SJB, Inc.—This automotive associate of Martel Electronics showed its Auto-Sonic ST-300 4-track unit and its Auto-Sonic compatible 4 and 8-track player, both for automobiles. The compatible will handle Stereo-8, Audiopak and Fidelipac-type endless-loop cartridges.

TelePro Industries—Fidelipac developers intrigued show-goers with two AC portables, one a compatible stereo model; the other a budget-priced 4-track mono to list at \$29.95. They

(Continued on page 14)

MUNTZ STEREO-PAK NEW RELEASES

ALBUM	ARTIST	LABEL	MUNTZ CAT. #	CODE
THE GENIUS OF RAY CHARLES	Ray Charles	Atlantic	10-428	A
IT'S MAGIC	Barbara Lewis	Atlantic	10-433	A
GORME SINGS SHOWSTOPPERS	Eydie Gorme	ABC	10-446	A
LLOYD PRICE SINGS MILLION SELLERS	Lloyd Price	ABC	10-443	A
PERSUASIVE PERCUSSION 1966	Persuasive Percussion	Command	14-443	A
GREAT COUNTRY HITS	Billy Vaughn	Dot	14-446	A
GROUPS OF GOODIES, VOL. 2	Various Artists	Chess	21-352	A
BLUES PROJECT LIVE AT THE CAFE AU GO GO	The Blues Project	Verve/Folkways	21-355	A
SURFIN' WITH BO DIDDLEY	Bo Diddley	Checker	21-357	A
NEW JUKE BOX HITS	Chuck Berry	Chess	21-374	A
"SUGAR PIE" DESANTO	"Sugar Pie" Desanto	Checker	21-376	A
THE SEEDS	The Seeds	Crescendo	21-378	B
ORGAN-SOUNDS INCREDIBLE	Eddie Baxter	Dot	23-132	A
HONKY TONKIN'	Jerry White	Monument	24-165	A
THE MODERN JAZZ QUARTET & ORCHESTRA	The Modern Jazz Quartet	Atlantic	26-313	A
COLTRANE JAZZ	John Coltrane	Atlantic	26-314	A
GIANT STEPS	John Coltrane	Atlantic	26-322	A
AHMAD JAMAL AT THE PERSHING	Ahmad Jamal	Cadet	26-324	A
NAT COLE AT JATP	Nat Cole	Verve	26-329	A
ELOQUENCE	Stan Getz	Verve	26-330	A
SOUL BURST	Cal Tjader	Verve	26-339	A
CHANGE OF THE CENTURY	Ornette Coleman	Atlantic	26-349	A
THE COMMON GROUND	Herbie Mann	Atlantic	26-355	A
ASK ME NOW!	Pee Wee Russell	Impulse	26-357	A
RAMSEY LEWIS AND HIS GENTLEMEN OF JAZZ	Ramsey Lewis	Cadet	26-360	A
LATE DATE WITH RUTH BROWN	Ruth Brown	Atlantic	28-161	A
"MR. PERSONALITY" SINGS THE BLUES	Lloyd Price	ABC	28-165	A
THE REAL FOLK BLUES	Muddy Waters	Chess	29-126	A
WHO'S AFRAID OF VIRGINIA WOOLF?	Soundtrack	Warner Bros.	46-142	A
THE LAST OF THE SECRET AGENTS?	Soundtrack	Dot	46-144	A
STARS OF THE STEEL GUITAR	Various Artists	Starday	52-131	B
BILLY STRANGE PLAYS ROGER MILLER HITS	Billy Strange	Crescendo	54-224	B
HIT PARADE OF BLUEGRASS STARS	Various Artists	Starday	54-227	B
LITTLE ROSA	Red Sovine	Starday	54-228	B
ROOTS OF THE BLUES	Various Artists	Atlantic	56-192	A
HI FI PARADISE	Roy Smeck	ABC	62-143	A
BONGO, CONGA AND FLUTE	Herbie Mann	Verve	66-171	A
HERE COMES THE REAL BOSSA NOVA	Brazilian Artists	Fermata	66-185	A
SAMBRASA TRIO	Sambrasa Trio	Fermata	66-187	A
MEXICO DEL RECUERDO	Los Abuelitos	Coro	66-180	B
BAILEMOS CON ISMAEL DIAZ	Ismael Diaz	Coro	66-181	B
THE FABULOUS SABICAS	Sabicas	ABC	66-200	A
EDDIE CANO AND NINO TEMPO ON BROADWAY	Eddie Cano/Nino Tempo	Atco	66-201	A
MEXICO Y SU MUSICA DE ORO	Various Artists	Coro	68-145	B
DOCE CASCABELES	Jukio Romero	Coro	68-150	B
HERE'S THE SAMBA	Brazilian Artists	Fermata	68-165	A
WASHINGTON IS FOR THE BIRDS	Authentic Voices	Reprise	72-133	A
THE FUNNIEST WOMAN IN THE WORLD	Moms Mabley	Chess	72-134	A
WIN WITH IRWIN	Prof. Irwin Corey	Atlantic	76-137	A
AMERICAN FOLK SONGS FOR CHILDREN	Various Artists	Atlantic	76-111	A

FROM THE WORLD'S LARGEST 4 & 8 TRACK CARTRIDGE LIBRARY. FROM \$1.19 PER CARTRIDGE.



NOT AFFILIATED WITH MUNTZ TV

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

TAPE CARTRIDGE

Recorders Get Big Display at Show

CHICAGO — Several CAR-tridge recorders were exhibited here at this year's NAMM show, both in 4 and 8 track, demonstrating the versatile applications of cartridges concept, but duplicators did not view these as a competitive factor. Recording units were shown by Craig, Muntz Stereo-Pak, Roberts and Soundex.

The only unit which was demonstrated was the Muntz 4-track recorder, the same machine which he has had on the market during the past year. This includes a disk turntable and allows the user to make a cartridge copy from a disk. The Gallagher, 4 and 8-track recorder, was shown in prototype form.

Craig showed a 4-track recorder-player prototype listing at \$229.95 but it was not demonstrated. Roberts exhibited two units, both including 8-track record and playback features. One (Model C 516) is a portable reel-to-reel machine which includes an 8-track playback. It allows the user to make 8-track cartridge copies of reel-to-reel tapes, as well as playback both open reel and cartridge tapes. It lists at \$349.95.

Roberts Model 8000 includes AM-FM-Multiplex tuners with its player-recorder, allowing the user to make cartridge recordings off the air. The recording capabilities of both machines

were not demonstrated. Both, however, were said to be in production at this time.

Soundex exhibited an 8-track recorder-player as a non-operating prototype, and said it will be in production at the year's end.

Varying reasons were given by exhibitors as to why their recording units were not demonstrated. Several blamed the plane strike for not delivering necessary parts to permit such demonstrations. Others said more space would be needed than their cramped display area allowed.

In the 8-track recorder field, it was pointed out that a cartridge would have to be recycled to the first track before recording could start, and this would be too time consuming during the show. Also, bulk demagnetizing of a used tape would be necessary before a new recording could be made on a used tape, since the machines are not furnished with the necessary head to clear the tape.

Duplicators, who winced at the first sight of cartridge recorders, found comfort in the fact that 8-track recording was not quite as simple as it first appeared. Also, the relatively high cost of the equipment gave duplicators assurance that do-it-yourself tapists will not be making home cartridge copies to a point where it will affect the pre-recorded cartridge market.

20 Single LP's, 30 Doubles In Capitol's Debut Releases

HOLLYWOOD — Capitol's first 8-track stereo tape CAR-tridge release, due next Monday (25), consists of 20 single albums and 33 double packages. Selections will include pop, classical, show, and soundtrack and children's music to be played at 3 3/4 i.p.s. Soundtrack releases will be "The King and I," "Okla-

homa," and "Carousel," while the original casts of "The Music Man" and "Funny Girl" will be on other cartridges.

A twin pack will contain "Meet the Beatles" and "The Early Beatles." The popular group's "Rubber Soul" will be a single cartridge title. Other pop twin packs will feature Nancy Wilson, Nat Cole, Al Martino, the Lettermen, Peggy Lee, Wayne Newton, George Shearing, Guy Lombardo, Jackie Gleason, Webley Edwards, Frank Sinatra, Ray Anthony, Norrie Paramor, and the Hollywood Strings. "Judy at Carnegie Hall" with Judy Garland will be another twin pack.

Seven double packages will be classical including "The World of Otto Klemperer," Andre Cluytens conducting Ravel orchestral music, and "Russian Spectacular" with various artists. Other classical artists represented in the release will be Leonard Pennario, Franco Corelli, and the Hollywood Bowl Symphony.

The five children's tapes included will be "Sparky's Magic Piano," "Bozo at the Circus," Walt Disney's "Three Little Pigs," "Bugs Bunny and His Friends," and "Tweety Pie." Buck Owens will be featured in twin and single packs.

Columbia Gains

Continued from page 12

of appropriating legitimate property of record companies to the private gain of a few individuals and dealers."

Columbia is seeking a permanent injunction, an award of damages, and an accounting by Cartridge City of profits derived from unauthorized duplication.

Accent on Music

Continued from page 13

are aimed at the kid market. Also showed its mono Porta Tape 4-track auto player (\$69.95 suggested list) and Porta-Stereo 4-track, self-contained auto unit. For the home, Satellite II, a solid walnut cabinet unit to play through home stereo systems. It is 4-track.

Panasonic — Showed Philips-type cartridge tape recorder, Model RQ-3100, mono unit with \$79.95 suggested list. Firm is affiliated with Matsushita.

3M Company — Another Philips-type "cassette" player entry under the Wollensak escutcheon. Talked big promotional plans. Touted selectivity of concept because of fast-forward, fast-reverse.

Tenna Corp. — This automotive-oriented firm made its first big entry into the music business, soliciting distributors in the music field. Showed a compatible 4 and 8-track car player (Model TC-48-T), and entered the home market with self-contained compatible unit (HP-200) and its TD-400 compatible deck with preamp.

Trans-World — Covered all bases with 4-track, 8-track and compatible players for home or auto. Firm offers full line of speakers and accessories and publishes a music catalog.

Chér
"ALFIE"

Chér
"ALFIE"

Chér
"ALFIE"

Chér
"ALFIE"

Chér
"ALFIE"

AS SUNG BY CHÉR
ON THE SOUNDTRACK OF
THE PARAMOUNT PICTURE "ALFIE"

#66192
PRODUCED BY SONNY BONO
A YORK-PALA PRODUCTION



sales
IMPERIAL: where the ¹ action is!





SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 184—Last Week, 227

*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

TOMMY JAMES AND THE SHONDELLS—SAY I AM (WHAT I AM) (Prod. by Bob Mack) (Writers: G & B Tomsco) (Dundee, BMI)—Currently holding down the No. 1 spot on the Hot 100 chart, the Pittsburgh group has a strong contender to repeat with this raucous rocker. Flip: "Lots of Pretty Girls" (T-M, BMI). **Roulette 4695**

WILSON PICKETT — LAND OF 1,000 DANCES (Writer: Kenner) (Tune-Kel-Anatole, BMI)—Rock-in', wailing revival of Cannibal's hit last year, is a strong contender for the No. 1 spot on the Hot 100. Flip: "You're So Fine" (West Higgins, BMI). **Atlantic 2348**

BILLY JOE ROYAL—CAMPFIRE GIRLS (Prod. by Joe South) (Writer: Weller) (Lowery, BMI)—Easy-go rocker with clever novelty lyric and catchy

arrangement should rocket Royal up the chart in short order. Flip: "Should I Come Back" (Lowery, BMI). **Columbia 43740**

GARY LEWIS & THE PLAYBOYS—MY HEART'S SYMPHONY (Prod. by Snuff Garrett) (Writer: Hardin) (Gringo, BMI)—Well-written Glen Hardin rhythm number is right in the bag of the group's past hits which spells another smash. Flip: "Tina" (Gringo, BMI). **Liberty 55898**

LOS BRAVOS—BLACK IS BLACK (Prod. by Ivor Raymonde) (Writers: Hayes - Wadey - Grainger) (Elmwin, BMI) — Newcomer has all the ingredients of a combination of the successful Gene Pitney and Detroit sounds. Left fielder has potential for Top 10. A current hit in England. Flip: "I Want a Name" (January-Bernice, BMI). **Press 60002**

TOP 60

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

JAMES BROWN—MONEY WON'T CHANGE YOU (Part 1) (Prod. by James Brown Prod.) (Writers: Brown-Jones) (Dynatone, BMI)—Soulful wailer in the groove of the past Brown hits should hit the chart with impact. Flip: "Money Won't Change You (Part 2)" (Dynatone, BMI). **King 6048**

THE CHIFFONS—OUT OF THIS WORLD (Prod. by Bright Tunes Prod.) (Writers: Morris-Greenberg) (Roznique-Elmwin, BMI)—Hot on the heels of "Sweet Talkin' Guy" the girls have another potent sales winner in this strong dance beat swinger. Flip: "Just a Boy" (Bright Tunes, BMI). **Laurie 3350**

THE SHADES OF BLUE — LONELY SUMMER (Prod. by John Rhys) (Writer: Starr) (Gamba, BMI) —Edwin Starr provides the "Oh How Happy" group with hit blues material for another chart-buster. Solid dance beat in strong support. Flip: "With This Ring" (Gamba, BMI). **Impact 1014**

CHER — ALFIE (Prod. by Sonny Bono) (Writers: Bacharach-David) (Famous, ASCAP)—The much-recorded Bacharach-David film theme is given a commercial, dramatic reading by Cher aimed at a high spot on the Hot 100. Flip: "She's No Better Than Me" (Charmarc-Five-West, BMI). **Imperial 66192**

JR. WALKER & THE ALL-STARS—HOW SWEET IT IS (TO BE LOVED BY YOU) (Prod. by Bristol-Fugua) (Writers: Holland-Dozier-Holland) (Jobete, BMI)—Live performance of the easy-beat number with well-done Walker vocal should prove one of his biggest chart items. Flip: "Nothing But Soul" (Jobete, BMI). **Soul 35024**

THE OUTSIDERS—RESPECTABLE (Prod. by Tom King) (Writers: Isley Brothers) (Wemar, BMI)—From the pen of the Isley Brothers comes a hot rocker in the vein of "Shout" with the same hit potential. Flip: "Lost in My World" (Beechwood, BMI). **Capitol 5701**

THE CRITTERS—MR. DIEINGLY SAD (Prod. by Artie Ripp) (Writer: Ciccone) (Tender Tunes-Elmwin, BMI)—As a fast follow-up to their "Younger Girl" success, the group has a winner in this tender rhythm ballad which should top their initial hit. Flip: "It Just Won't Be That Way" (Tender Tunes-Elmwin, BMI). **Kapp 769**

THE KNICKERBOCKERS — CHAPEL IN THE FIELDS (Prod. by Jerry Fuller) (Writer: Fournier) (4 Star, BMI)—Slow starting, infectious bal-

ad builds into a blockbuster production that will spiral the group rapidly up the chart. Flip: "Just One Girl" (4 Star, BMI). **Challenge 59335**

THE LEAVES — TOO MANY PEOPLE (Prod. by Norm Ratner) (Writers: Rinehart-Pons) (Ponhard, BMI)—This folk-rocker picks up where "Hey Joe" left off and will have no trouble hitting fast and furious. Flip: "Girl From the East" (Mirwood, BMI). **Mira 227**

THE WALKER BROTHERS—(BABY) YOU DON'T HAVE TO TELL ME (Writer: Autell) (Saturday, BMI)—Production beat ballad with a Righteous Brothers feel in performance should prove a giant on the charts here and in England. Flip: "Young Man Cried" (MCR, BMI). **Smash 2048**

THE IMPRESSIONS — CAN'T SATISFY (Writer: Mayfield) (Chi-Sound, BMI)—Curtis Mayfield has provided more strong blues beat material which the group performs to perfection. Loaded with chart potential. Flip: "This Must End" (Chi-Sound, BMI). **ABC 10831**

TEDDY AND THE PANDAS—WE CAN'T GO ON THIS WAY (Prod. by Bruce Patch) (Writer: Stone) (Metric, BMI)—The Boston group who made an initial sales dent with "Once Upon a Time" have strong possibilities of hitting high on the chart with this catchy, folk-flavored tune and arrangement. Flip: "Smokey Fire" (Tepajo-Puddie, BMI). **Musicor 1190**

THE SANDPIPERS — GUANTANAMERA (Prod. by Tommy Lipuma) (Writers: Angulo-Matti-Seeger) (Fall River, BMI)—Infectious Latin rhythm ballad explained in English is a left fielder that could prove a big chart winner. Exceptional vocal blend. Flip: "What Makes You Dream, Pretty Girl?" (Garson, ASCAP). **A & M 806**

***ROGER WILLIAMS—BORN FREE** (Prod. by Hy Grill) (Writers: Black-Barry) (Columbia, BMI)—Currently riding the Hot 100 chart with "Lara's Theme," Williams comes up with a commercial arrangement, with vocal chorus, of the John Barry film theme. Strong top-of-the-chart contender. Flip: "Jimmie's Train" (Rosewood, ASCAP). **Kapp 767**

THE SERENDIPITY SINGERS—ANOTHER SIDE OF THIS LIFE (Prod. by Weintraub-Mooney) (Writer: Neil) (Cocoanut Grove, BMI)—Group is in the commercial Mama's and the Papa's groove and this folk-rocker should meet with equal success. Flip: "Maybe, Baby" (Nor Va Jek, BMI). **Philips 40385**

COUNTRY SPOTLIGHTS

TOP 10

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

JIMMY NEWMAN—BRING YOUR HEART HOME (Writer: Hall) (New Keys, BMI)—Composer Tom T. Hall provides Newman with a tender ballad which is performed with warmth and sensitivity. Another top-of-the-chart winner. Flip: "Unwanted Feeling" (New Keys, BMI). **Decca 31994**

DOTTIE WEST—MOMMY, CAN I STILL CALL HIM DADDY (Prod. by Chet Atkins) (Writer: West) (Tree, BMI)—A weeper from the Dottie West pen should prove one of her biggest hits. Fine performance. Flip: "Suffertime" (Tree, BMI). **RCA Victor 8900**

CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

HANK WILLIAMS—Kaw-Liga (Milene, ASCAP). MGM 13542
TEX RITTER—Remember Us (Wilderness, BMI). CAPITOL 5697
JIM NESBITT—Heck of a Fix in 66 (Peach, SESAC). CHART 1350
STEVE KARLISKI—Mrs. Tiddletop (Painted Desert, BMI). EPIC 10046
JIMMY LOUIS—Tonight's the Night My Angel's Halo Fell (Vanjo, BMI). DOT 14898
THE COMPTON BROTHERS—Country Music (Sun-Vine, BMI). DOT 16899
VELVA DARNELL—Not Me (Moss Rose, BMI). DOT 16906
WARREN SMITH—Future X (Crazy Cajun, Slick Norris, BMI). SKILL 007

R&B SPOTLIGHTS

TOP 10

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

ALVIN CASH & THE REGISTERS—THE PHILLY FREEZE (Writers: Jones-Hayes) (Vapac, BMI)—Hit is written all over this dance beat rocker with a wailing Cash vocal. Much potential for the Hot 100 chart as well. Flip: "Do It One More Time" (Vapac, BMI). **Mar-V-Lus 6012**

JIMMY McCracklin — THESE BOOTS ARE MADE FOR WALKIN' (Prod. by McCracklin) (Writer: Hazlewood) (Criterion, ASCAP)—JUST LET ME CRY (Prod. by McCracklin) (Writer: McCracklin) (Metric, BMI)—The Nancy Sinatra hit takes on new dimensions in this fine blues rendition which could prove a smash in the r&b market. Flip, a soulful blues ballad, has equal hit potential. **Imperial 66180**

BUDDY ACE—NOTHING IN THE WORLD CAN HURT ME (Writers: London-Allen) (Emphasis, BMI) — Powerhouse rocker from start to finish. Strong lyric content equalled by the infectious dance beat supporting the exceptional vocal. Flip: "It's Gonna Be Me" (Don, BMI). **Duke 397**

CHART

Spotlights—Predicted to reach the R&B SINGLES Chart

THE FANTASTICS—Have a Little Faith (Copamarquee, BMI). SOUND STAGE 7 2565
MARVA JOSIE—Crazy Stockings (TamJay-Beam, BMI). CITY 500
S. Q. REEDER—Tell All the World About You (Progressive, BMI). OKEH 7254
TOMMY WILLIAMS—Going Crazy (Over You) (Don, BMI). BACK BEAT 561
FREDDY SCOTT & ORCHESTRA—Pow City (Sherlyn, BMI). MARLIN 16004
MILL EVANS—Things Won't Be the Same (Chardon, BMI). CONSTELLATION 66297

GENE BIANCO—Fascination (Ranger 7 Music, ASCAP). RCA 8897
THE KIT-KATS—That's the Way (Dandelion, BMI). JAMIE 1321
THE TWO PEOPLE—We Don't Do That Anymore (Central Songs, BMI). LIBERTY 55896
WE THE PEOPLE—Mirror of Your Mind (Barmour, BMI). CHALLENGE 59333
ANDRE BRASSEUR—Holiday (Zodiac, BMI). CONGRESS 271
THE BIG THREE—Nora's Dove (Ludlow, BMI). ROULETTE 4689
ROBERT ARVON—Stay Close to Me (Leo Feist, ASCAP). MTA 105
PATTI LA BELLE & THE BLUEBELLES—I'm Still Waiting (Chi-Sound, BMI). ATLANTIC 2347
THE TRAOE WINDS—Mind Excursion (Tender Tunes, BMI). KAMA SUTRA 212
JACKIE LEE—Just One of Those Songs (Leeds, ASCAP). SWAN 4260
THE DEEP SIX—Why Say Goodbye (Beechwood, BMI). LIBERTY 55901
KEITH—Ain't Gonna Lie (Screen Gems-Columbia, BMI). MERCURY 72596
THE ROTTEN KIDS—Let's Stomp (Roosevelt, BMI). MERCURY 72558
THE WILL-O-BEES—The World I Used to Know (Screen Gems). DATE 1515
BOB MORRISON—Wait (Blackwood, BMI). COLUMBIA 43726
THE FORSAKEN—Babe (Varona, ASCAP). MTA 106
MOUSIE & THE TRAPS—It's All in the Way (Vapac, BMI). TODDLIN TOWN 8204
RONNIE SESSIONS—Last Night in Town (Owen, BMI). MOSRITE 130
THE MOST—Sea of Misery (Host, ASCAP). COLUMBIA 43712
SHERRY GROOMS—The Call of the Wild One (Bevils, BMI). ABC 10812

CHART

Spotlights—Predicted to reach the HOT 100 Chart

BARBRA STREISAND—Non... C'est Rien (Kiki, BMI). COLUMBIA 43739
ERROLL GARNER—Affinidad (Octave, ASCAP). MGM 13547
THE STRIDERS—Sorrow (Grand Canyon, ASCAP). COLUMBIA 43738
ANDY WILLIAMS—In the Arms of Love (Twin-Cris, ASCAP)—The Many Faces of Love (Valley, BMI). COLUMBIA 43737
STEVE ALAIMO—Happy (Lowery, BMI). ABC 10833
JUST US—I Keep Changing My Mind (Golden, BMI). KAPP 768

GIL & JOHNNY—Come on Sunshine (Rock, Voodoo, BMI). WORLD PACIFIC 77833
FRANK D'RONE—Too Good to be Forgotten (South Mountain, BMI). COLUMBIA 43733
SHELBY FLINT—Cast Your Fate to the Wind (Friendship, BMI). VALIANT 743
GLORIA LYNN—Hey, Candy Man (Blackwood, BMI). FONTANA 1554
BETTY EVERETT—In Your Arms (Screen Gems-Columbia, BMI). ABC 10829

Ralph Kaffel, Mgr.; Stan Bly, Promotion—California Record Sales, Los Angeles

"Going all the way 'pop.' KFWB wailing it . . . fantastic sales!!"

Ernie Santone, Mgr.; Eddie Cotlar, Promotion—Chips Dist., Phila.

"Giant R&B and 'pop' smash. #37 WIBG, Philadelphia. Sales over 20,000 and on the rise!"

Stan Hoffman, Mgr.; Jimmy Gordon, Promotion—Marnel of Maryland, Baltimore

"Over 15,000 in Balt./Wash. areas and going strong . . . one of our biggest!!"

Al Hirsh, Pres.; Joe Grippo, Promotion—Malverne Dist., New York

"United breaking for a smash! On WMCA. Looks like a monster."



(WE'LL BE)

UNITED



A sincere note of thanks to all the DeeJays responsible for breaking this record!

Kenny Gamble Sam Goldner

BY THE

INTRUDERS

GAMBLE 201

— DISTRIBUTORS —

Albany
JAY ESS

Baltimore
MARNEL

Boston
DISC

Buffalo
DELTA

Charlotte
BERTOS

Chicago
UNITED

Cincinnati
A & I

Cleveland
MID-WEST

Dallas
BIG STATE

Denver
DAVIS

El Paso
KRUPP

E. Hartford
GLOBE

Hialeah
TONE

Honolulu
MICROPHONE

Houston
UNITED

Los Angeles
CALIFORNIA

Memphis
RECORD SALES

Minneapolis
HEILICHER

Nashville
MUSIC CITY

New York
MALVERNE

Newark
WENDY

New Orleans
NEW ORLEANS DIST.

Phoenix
KRUPP

Pittsburgh
HAMBURG BROS.

Philadelphia
CHIPS

St. Louis
ROBERTS

San Francisco
INDEPENDENT

Seattle
JERDAN

Shreveport
STANS

GAMBLE RECORDS

1650 B'way NYC 10019 (212) 757-2750

TALENT

Miss Streisand to Bat Out Tunes In Theater Meant for Diamonds

By MIKE GROSS

NEW YORK—A new concept of "theater in the ballpark" will be unveiled during Barbra Streisand's upcoming outdoor concert tour. More than \$250,000 has been invested in light and sound equipment to bring "Broadway sophistication" to the ballparks in which Miss



From the Liverpool public school where every evening they scaled a 12 foot wall to get out to fill club engagements as a singing, guitar-playing duo, Peter Asher and Gordon Waller have risen to dizzying heights with one hit record after another. Their newest Capitol album "The Best of Peter and Gordon" (Capitol T 2549) lives up to its title, featuring "A World Without Love," "Woman" and others of their hit singles. Almost from the beginning, the sound of Peter and Gordon has been shaped by two Gibson guitars. Peter plays a Gibson B-45 12 string—Gordon a Gibson J-200. Gibson—choice of professional artists and acknowledged world leader in fine guitars.

(Advertisement)

Streisand is scheduled to appear.

According to Marty Erlichman, the investment would be economically impractical if it weren't for the long-range view he has of the singer's career. "The equipment is ours," he pointed out, "and we expect to amortize the cost on future dates over a five-year period."

The technical know-how of stage designer Ralph Alswang and acoustic expert Myles Rosenthal has been enlisted for the "theater in the ballpark" project. After launching the four-city series at Newport, R. I., on July 30, the Alswang-Rosenthal light and sound plans will be brought into play at Philadelphia's JFK Stadium on Aug. 2, Atlanta (Ga.) Stadium on Aug. 6, and Chicago's Soldier Field on Aug. 9.

The producers of Miss Streisand's concert series, Alan King and Walter A. Hyman, believe that a ballpark can be turned into an actual theater through the use of special seating plans, staging, sound and lighting techniques. In addition to the hefty outlay for equipment, the producers have eliminated a block of "unreachable" seat locations so that everyone in the audience gets a full sight-and-sound benefits.

With the stage located in mid-field, Miss Streisand will perform from only one end of the stadium. Alswang will create a theater around and behind Miss Streisand with the help of two construction cranes. Lighting equipment and elaborate scenic decor will be hung from the cranes' 40-foot booms.

Alswang will introduce a new lighting invention called the Zemon. The Zemon is an in-



BARBRA STREISAND

novation in "spotting a star"; that is, following the performer as she works on stage. Miss Streisand will be blanketed by 300 spotlights, and the stage lights will interpret the performance like a huge color organ to give a dramatic fusion to the sound and lighting.

Rosenthal is using 10 tons of sound equipment and 50,000 feet of wire to weave his stereophonic web. He's also using 18 speakers spaced strategically around the stadium.

Peter Matz's 35-piece orchestra will be placed behind the singer and behind a scrim.

Columbia Records is tying in with the concert dates to promote Miss Streisand's new single "Non C'est Rien" and "Le Mur" as well as her album catalog.

The gross potential of the concert dates are Newport, \$150,000; Philadelphia, \$220,000; Atlanta, \$160,000, and Chicago, \$190,000.



NAPOLEON XIV, left, and George Lee, vice-president and director of eastern operations for Warner Bros. Records, are carried away by their runaway record, "They're Coming to Take Me Away, Ha-Haaa!" which went over the 500,000 sales mark in its first week on the market.

Tillotson Mixes City & Country Into Winning Combination

NEW YORK—MGM Record artist Johnny Tillotson at the Copacabana show Wednesday (13) started quietly and wound up with the audience solidly with him. His manner onstage is deft—it is a combination of modesty backed up by true talent—for he's a suave performer, indeed.

Tillotson on records has both a pop and country following; so it was to be expected that he would sing some country songs. But the extent to which he emphasized the country segment of

his repertoire—and the enthusiasm with which it was accepted by a big city audience—was interesting. It was, indeed, a reflection of today's music business.

A contingent from Nashville would have been gratified had they been able to witness the occasion. Johnny delivered about six Acuff-Rose copyrights, including such classics as Hank Williams' "I'm So Lonesome I Could Cry," Don Gibson's "Oh, Lonesome Me," the Pee Wee King-Red Stewart standard, "Tennessee Waltz," Roger Miller's "King of the Road," and Slim Williard's "Don't Let the Stars Get In Your Eyes." Tillotson's script was loaded with references to the country orientation of this material. But before the hour was over, the chanter did tunes by Sigmund Romberg, Irving Berlin and a flock of other ASCAP-type greats—all with the same verve and style.

The Copa orchestra was augmented for the occasion, and present was Herb Strizik, Tillotson's musical director. The act was produced by Bobby Kroll.

Supporting Tillotson are comedian Dick Lord and, of course, the Copa Cuties.

PAUL ACKERMAN

Mann Hard Act to Follow, Rawls Finds in Club Date

NEW YORK — Lou Rawls, who's been called an "up-and-coming blues singer" for five years, proved he has "arrived," with a near flawless performance at the Village Gate Tuesday night (12). Rawls opened a three-week stand with a varied program of modern and traditional blues, with an occasional standard thrown in. The act was well received by the highly discriminating, jazz-oriented audience.

If there was fault to be found in Rawls' performance, it would be his lack of total involvement in his material, a fatal mistake for a blues singer. Endowed with a powerful voice, Rawls failed to support it with the dramatics necessary to communicate with the listener. This was particularly noticeable on his rendition of "St. James Infirmary Blues," and less apparent when he sang "World of Trouble," a modern, urban blues more suited to his style and personality. The Capitol Records artist had complete command of this up-tempo, humorous, recitation number and it was easily the high point of his act.

Other songs that the sophisticated blues vocalist scored with were culled from his best-selling "Live" album, including "Shadow of Your Smile" and "The Girl From Ipanema," both

numbers sung in the blues idiom. The reception given his vocals was evidence that many in the audience were familiar with his best-selling album, which is currently No. 4 on Billboard's LP chart.

Part of Rawls' problem stemmed from following Herbie Mann on the triple bill, which also featured Muddy Waters. Mann, a powerhouse jazz performer, is a perennial at the Gate and a tough act for any

entertainer to follow. When the Atlantic Records star and his sextet finished the set with "Scratch," an up-tempo, bossanova flavored number, he left the audience breathless with a complex, thematic flute solo supported by Jimmy Owens on flugelhorn and Joe Orange on trombone. A magnetic personality, Mann captivated the audience as much with his appearance as with his playing.

SIGNINGS

Decca Records has added singer Dick Roman to its roster. Roman, a nightclub, TV performer, has been set for a minimum of 12 guest appearances by Jackie Gleason for his CBS-TV series next season. Roman's first disk for Decca is "Green Years," the love theme from the Universal film "Torn Curtain." . . . The Viscounts, a pop instrumental group, to Coral Records. Their first single, produced by Shore Productions and supervised by Decca-Coral staffer Dick Jacobs, is "Off Shore" and "Come, Come On Back." . . . Songstress Anita Ortiz to Columbia Records. Her debut single, "Come On Chi-Chi (Let's Go Back)" coupled with "He's All Mine," was recorded under the supervision of Bob Johnston. . . . Tide Records of Los Angeles has signed 19-year-old Gayle Star. Her debut single, arranged by Ernie Freeman, is "The Pain of Remembering." . . . Ian (Smokey)



ELMER BERNSTEIN takes a breather from his scoring chores for the upcoming United Artists film, "Hawaii." The soundtrack album will be issued by United Artists Records.

Roberds and Murray MacLeod to Epic's Coast roster. They record under name of Ian and Murray. . . . Country vocalist Anne Christine has signed a one-year contract with Hanna-Barbera Records. . . . Marva Josie, formerly with United Artists Records, has been signed to a two-year contract with Polydor Records, Ltd. . . . The Four Winds and Regina have been signed to exclusive recording contracts with IYB Productions. The Four Winds' disks will be released by Cameo-Parkway. A disk affiliation for Regina has not yet been set. . . . Alan Lorber Productions signed the Corporate Image to an exclusive contract. The group will record for MGM. . . . The Barbarians to Philips-Mercury. . . . The English Muffins, a British rock group, have signed with Gama Records of Washington. Cameo-Parkway has signed a new group called Three And A Half. Debut record is "Don't Cry to Me, Babe."

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 \$98.00
WE PROCESS YOUR COLOR FILMS

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

LEADER IN THE NORTHERN CALIF. SOUNDS

MANAGEMENT BY MARTIN, INC.
Now booking, managing, publishing & recording.

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

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



Not just a Record Company



KAMA SUTRA

... A World of

Talent is a many-splendored thing. In the music business, it's the God-given gift of the artist, the inventiveness and imagination of the composer, the perception of the a&r man who brings them together, the polishing touches of the arranger, the administrative skills of the producer, and the market awareness of the promotion and merchandising men who take the final product and sing its praises to the world.

Kama-Sutra Productions was founded two short years ago on the premise that these diverse types of talent could develop best in an atmosphere of mutual stimulation.

The premise has paid off more than we dared hope. In the last fiscal year, more than 7,000,000 Kama-Sutra records have been providing entertainment for people from Seattle to Singapore. Kama-Sutra artists have been hitting the top of the pop charts with monotonous regularity. The fruit of the Kama-Sutra publishing firms has been eagerly sought after by leading record companies. And Kama-Sutra has become a name to be reckoned with in films and television.

Key to Kama-Sutra's success is combining artistic freedom with sound business practices. Our business is providing entertainment for the world. It's not merely a question of knowing what the public wants now, but what it will want tomorrow, next month, next year, and anticipating these wants.

INDEPENDENT PRODUCTION

Key link in the Kama-Sutra chain is Kama-Sutra Productions, which has produced hit records for such labels as Columbia, MGM, Mercury, Kapp, Verve, Red Bird, Mala and Kismet, and worked with such artists as The Sandpipers, The Fugitives, The Duprees, The Corvairs, The Shangri-Las, Chi Chi, The Critters, William Bonny, Monte Rock III, Victor & The Spoils, The Tymes and Youngblood Smith. We don't just sell masters to record companies. We build artists, create markets, establish identities. We plan beyond the next single. A hit single is soon forgotten. An artist with staying power is one of the most valuable assets a record label can have. That's the way we operate our own label, and that's how we operate for labels with which we have contractual relationships. The day of the quick buck is gone. This is a serious business, and we treat it that way.

KAMA-SUTRA RECORDS

The artist roster on Kama-Sutra Records isn't a large one, but it's solid. The Lovin' Spoonful never misses — "Do You Believe in Magic?" "You Didn't Have to Be So Nice" and "Did You Ever Have to Make Up Your Mind?" for example. And there's The Spoonful's latest — "Summer in the City" — which sold 250,000 copies within a week of its release. But The Spoonfuls aren't the only Kama-Sutra artists. There's Robert Dobyne, The Goodtimes, Bobby Mann and The Tradewinds. We expect these artists to be around for a long time. And we don't only think in terms of records — radio, television, films and personal appearances are all components in our total entertainment approach. Sure, we try to sell records. But we believe that the artist is more than a property to be pushed in front of a mike at recording sessions. We sell records because we build artists like Louie Prima and Vince Edwards, who have recently been signed by Frank Mell, Executive Vice-President.



KAMA

ARTIE RIPP

HY M

1650 Broadway,

Texas Music Fest Is Big Leaguer Event

AUSTIN, Tex. — Austin KFI-FM radio station, assisted by nearly 50 of the city's leading business firms and the local musicians' union, presented the third annual Summer Music Festival at the Zilker Hillside Theatre July 11-16.

Drawing an annual attendance of over 15,000 during its first two years, the festival was renewed this year. The fest is conceived and directed by KFI-AM-FM-TV vice-president Rod Kennedy, who also introduces the concerts each night.

On Monday the festival opened with its now traditional first night folk concert which presented the famed Beers family; composer-singer personality Jimmie Driftwood; contemporary folk composer-artist Mark Spoelstra; Allen Damron, a rising young singer who will appear as a "new face" at the Newport Folk Festival this year; and a University of Texas blue grass trio known as the Red River Ramblers.

Tuesday was devoted to jazz in the New Orleans tradition and starred 65-year-old veteran Crescent City clarinetist Edmond Hall, backed by an Austin trio headed by blind classical-jazz pianist Forrest Goodenough. Sitting in with Hall later were the Alamo City jazz band trombonist Chuck Reiley and noted trumpet player Don Albert. Opening the two-beat night were the Dallas' Garner Clark Bearcats.

The 40-voice Austin Chorale,

conducted by the University of Texas director of choral organizations Dr. Morris J. Beachy, sang on Wednesday. Their program included classics by Bach, Gabriele and Brahms as well as lighter fare by Meredith Willson. An intermission feature starred young Puerto Rican tenor Benjamin Ocasio who flew in from New York to sing four operatic arias and some Neapolitan songs.

Modern jazz sounds prevailed Thursday, with Japanese jazz pianist Toshiko Mariano heading the evening which included the 15-piece University of Texas Jazz Lab Band and a popular Austin-based modern jazz quartet known as the Blue Crew featuring tenor man Fred Smith with Waco trumpeter Ike Ramirez sitting in.

The Festival String Quartet played on Friday, featuring first chair musicians of the Houston Symphony Orchestra led by concert master Raphael Fliegel. Guest pianist in a performance of a Dvorak quintet for piano and strings was Moreland Kortkamp Roller.

A fitting finale to the festival was the symphonic evening on Saturday, when the 30-piece Festival Orchestra was conducted by Houston Symphony assistant conductor A. Clyde Roller in music by Wolf-Ferrari, Gluck, Schubert, Grieg and Waldteufel and presenting the young concert pianist Joyce Arce in the Chopin Concerto for Piano and Orchestra in F minor.

JAZZ BEAT

Jack Tracy, recently hired as a staff producer at Liberty Records, has signed the first West Coast-based artist to the company's recently acquired Blue Note subsidiary. The performer is pianist, composer, arranger **Jack Wilson**, formerly on Atlantic and Vault, who has known Tracy since July 1958, when he cut his first LP for the then Chicago-based producer.

At that time, Wilson was the pianist with the **Richard Evans** trio and their debut LP was "Richard's Almanac" on Argo. Today, Wilson has developed a rapport with West Coast jazz fans and is busy in motion pictures, television, on record sessions (he has played dates for **Sonny and Cher**, **Ike and Tina Turner**, **Phil Spector**, **Gerald Wilson** and **Nancy Wilson**) and along the Western jazz nightclub circuit.

Tracy will cut Wilson in California. Their first LP project is Aug. 9-10; co-general manager, **Alfred Lion**, will cut the pianist in New York. Wilson's debut Blue Note LP will consist mostly of originals by the leader. "There will not be a single **Beatles** tune in it," joked Tracy.

The executive said that the signing of Wilson for Blue Note was not the beginning of a program to stock the 25-year-old label with West Coast-originated players. Rather, it was a move designed to allow Tracy to work with an artist he has long known and to maintain his activity in the jazz field while also handling pop music assignments for the other Liberty divisions. Tracy hopes to cut a small group of jazzmen for Blue Note.

The initial intentions are to allow Wilson to savor Blue Note's reputation as a pure jazz label. Hence, his albums will allow artistic freedom and the ability to play with several of the company's New York musicians like **Freddie Hubbard** and **Jackie MacLean**.

"We want Jack for what he is, not for what we think we can shake out of him," Tracy emphasized. The contract is for three years. Wilson said he planned recording material "he'd been sitting on." He is a strongly melodic composer, but like most jazz composers, has never had anyone write lyrics to his melodies and thus get other artists to cut his works.

Wilson has been a regular member of the **Gerald Wilson** recording band on World Pacific, another Liberty label. His quartet made up of himself; **Roy Ayres**, vibs; **Varner Barlow**, drums, and **Buster Williams**, bass, works college and nightclubs without a major agency affiliation. Wilson said he would rely on Tracy's knowledge and experience and Liberty's promotional knowhow in selecting material and merchandising his

SOLOS: Dixieland remains a favorite in Orange County, California, with the following clubs booking live groups: Pizza Palace, Huntington Beach; Black Jack's Pizza & Billiards, Long Beach; the Rumbleseat, Hermosa Beach; Jim's Roaring 20's, Downey; Paddle Wheeler, Orange; Racquet Room, Santa Ana, and the Royal Roman Inn, Santa Ana.

Two California colleges are conducting summer jazz band clinics, the first time such an endeavor has been held in the State. The first clinic is launched at Sacramento State, Aug. 7-13, followed by a similar series of study lectures at Long Beach State, Aug. 14-20. Both seminars are sponsored by the National Stage Band Camps. **Leon Breeden**, director of lab bands at North Texas State University, heads the Long Beach clinic. The clinic staff is composed of professionals and music educators, with a ratio of eight students for each faculty member. Cost of the one-week clinic is \$95 and covers room, meals and tuition.

events, and let us be your link with the music-record industry. If your college isn't represented by Billboard's College Bureau, write Billboard College Bureau, Box H, 165 West 46th Street, New York, N. Y.

Borge Flips Audience With A Double-Barrelled Attack

NEW YORK—Victor Borge combined serious music with his usual comedy in his July 9 Lewisohn Stadium concert, to the advantage of both sides of the artist. Borge not only entertained and kidded the Metropolitan Opera Orchestra, he put that group through its paces in serious readings of the overture to Johann Strauss' "Die Fledermaus," the Wedding March from Mendelssohn's "Midsummer Night's Dream," and a Tchaikovsky medley.

Leonid Hambro, Borge's long-time associate, conducted the orchestra, Borge was soloist in a highly sensitive playing of an excerpt from the First Movement of Rachmaninoff's "Concerto No. 1 for Piano and Orchestra." Borge also demonstrated his fine musicianship in Debussy's "Clair de Lune," a sprightly Viennese Waltz by Gartner, and Schubert's "Traumerei."

But the program wasn't all serious, for no Borge program could be. Even some of the old lines sounded fresh for this accomplished performer. Street noises were merely cues for sparkling wisecracks, although Borge confided the airline strike hampered his use of a stock of jokes for the usually annoying airplane interruptions of Lewisohn programs. Borge was on stage throughout the evening, a contrast to more-sparcely attended concerts here when the evening's star only appeared after intermission.

On July 9, it was Hambro whose appearance was limited to the post-intermission segment, but he made his usual valuable contributions to the program, including the familiar, but hilarious, hand-crossing duet with

Borge of Liszt's Second Hungarian Rhapsody.

Borge's conducting stint, billed as his first at the podium in New York, was a definite success despite a slight mishap in "Die Fledermaus," causing Borge to comment that the orchestra played it one and a half times. The popular entertainer seems about ready for another in his series of Columbia recordings. Judging by this concert, some serious pieces should be included. **FRED KIRBY**

ALLIED
RECORD
COMPANY
2437 E. 57TH ST.
LOS ANGELES, CALIF. 90058.
PHONE: 582-0841

Custom
Pressing
Plating
Mastering
Label Printing
Shipping
Warehousing
SPECIALISTS
in
LITTLE L.P.'s

All Sizes
All Speeds

Over 30 Years'
Service to the
Record Industry

Tour of Europe Set for Lloyd

NEW YORK—Charles Lloyd, whose quartet played at the Newport Jazz Festival a few weeks ago, returns to Europe next week for the Antibes (France) and Molde (Norway) Jazz Festivals and engagements in seven countries. Tour starts in Lisbon on July 21 and will cover Antibes, the Riviera, Scandinavia, Belgium and Holland. The group's first Atlantic LP is "Dream Weaver."

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

MUSIC ON CAMPUS

By **ROGER LIFESET**

Gregory DeVido, campus representative of East Carolina College, Greenville, N. C., reports that the Highwaymen presented an

Sidney J. Wakefield

CUSTOM RECORD PRESSING

- ★ PRECISION PRODUCT
 - ★ RAPID SERVICE
 - ★ COMPETITIVE PRICES
- 7" - 10" - 12"

TRY US and join our
Family of Satisfied Clients

P.O. Box 6037
Ph. (602) 252-5644
Phoenix, Arizona 85005

"ATTENTION"
JUKE BOX OPERATORS

Do you have these on
DOT RECORDS?

"PISTOL PACKIN' MAMA"
&

"ROSALITA" No. 16842

"IN MY LITTLE DREAM-
WORLD" & "JUST FOR
OLD TIMES SAKE," by
Art Anis No. 16843

Al Dexter Songs
Box 71, Denton, Tex.

interesting show to a small audience on July 1. The performance was a mixture of folk, popular, rock 'n' roll and humor. Their new song "Flame" was well received, yet there wasn't any sales action reported from the concert appearance. The college was so pleased with the group, they are trying to book them for a second concert during the school's regular session.

Former Metropolitan Opera star, **William Lewis**, will join the faculty of Pennsylvania State University as associate professor of music. In addition to teaching voice, Lewis will assist in opera productions which may be produced by the department of music working with the department of theater arts. . . . **Aaron Copland** was a special participant in the final session of a unique workshop in contemporary music at Hartt College of Music of the University of Hartford on July 22. . . . The **Hofstra University Pro Arte Symphony Orchestra**, Hempstead, L. I., the first fully professional orchestra ever established on an academic campus, recently launched its second season.

A jazz concert by the **Dave Horowitz Quintet** was presented at the Baruch School—The City University of New York on July 14. This is the same group that opened the summer jazz concert series at St. Marks in the Bowery and will play there again on July 20.

Eight members of the **WXDT** staff at the Drexel Institute of Technology, Philadelphia, Pa., are working on the Triangle Stations in Philadelphia, WFIL radio and television. . . . **Ken Mellgren**, **Tom Bauer** and **Jeff Greenhawt** will be holding down key positions on Emerson College's **WECB** in the fall. . . . **Wesley J. Ketz Jr.**, Southern Methodist University and **John W. Ham**, Ohio Northern University will be representing Billboard on their respective campuses in the fall. . . . Keep Billboard posted on school



A & R RECORDING, INC.

is Proud to Announce

Acquisition of
Additional Recording Studios

799 Seventh Avenue

(Currently Occupied by Columbia Records)
Occupancy is Anticipated January, 1967

A & R RECORDING, INC., 112 WEST 48th STREET, NEW YORK 36, N. Y. JUdson 2-1070

Arthur D. Ward
President

Phil Ramone
Exec. Vice-President

Don Frey
Vice-President

A word with executives

"Men in all levels of management are gladly applying their talents to the social and health problems of their communities because, apart from personal convictions, they recognize that this is the way freedom and free enterprise are proving themselves.

"Their dynamic leadership is appreciated by the voluntary agencies of the United Way . . . organized by private citizens on their own initiative to perform a function vital to a free society: helping their neighbors to help themselves.

"Businessmen can back their belief in community-attuned voluntary services by:

Personal involvement in their own United Fund or Community Chest as a campaigner, planner, budgeter or as a volunteer leader in an agency.

Establishing a leadership corporate gift to help set the pace for the once-a-year community-wide campaign.

Contributing a fair share gift personally and encouraging other executives to follow the fair share plan also.

Encouraging good employee participation through payroll payment plans.

"As you become identified with the United Way, you will better understand how local, voluntary leadership can participate in government attacks on the basic problems of poverty and discrimination.

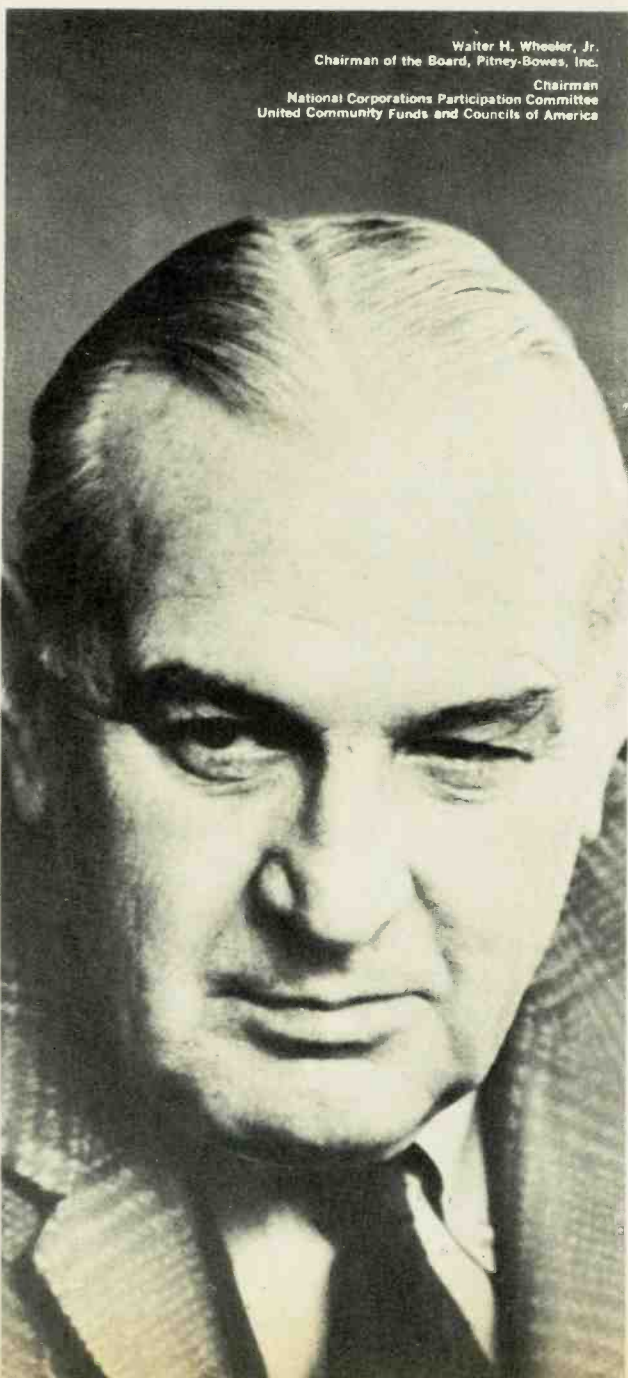
"It is as certain now as always that our communities can be no better than their own men and women will work to make them."



Your Fair Share Gift
Works Many Wonders
THE UNITED WAY



25 million American families benefit by child care, family service, youth guidance, health programs, disaster relief and services for the armed forces from 30,000 United Way agencies.



Walter M. Wheeler, Jr.
Chairman of the Board, Pitney-Bowes, Inc.
Chairman
National Corporations Participation Committee
United Community Funds and Councils of America

Billboard TOP 40

EASY LISTENING

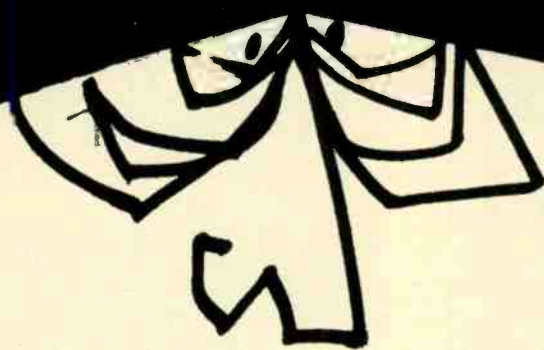
These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE Artist, Label & Number	Weeks On Chart
1	2	2	2	THE IMPOSSIBLE DREAM Jack Jones, Kapp 755 (Fox, ASCAP)	12
2	3	3	6	SOMEWHERE MY LOVE Ray Conniff & Singers, Columbia 43626 (Robbins, ASCAP)	6
3	1	1	1	STRANGERS IN THE NIGHT Frank Sinatra, Reprise 0470 (Roosevelt- Champion, BMI)	13
4	4	5	7	I ONLY HAVE EYES FOR YOU Lettermen, Capitol 5649 (Remick, ASCAP)	8
5	5	8	10	IF HE WALKED INTO MY LIFE Eddie Gorme, Columbia 43660 (Morris, ASCAP)	7
6	6	13	25	THE WORK SONG Herb Alpert & Tijuana Brass, A&M 805 (Upam, BMI)	5
7	9	10	12	LARA'S THEME FROM "DR. ZHIVAGO" Roger Williams, Kapp 738 (Robbins, ASCAP)	13
8	8	9	9	STRANGERS IN THE NIGHT Bert Kaempfert & His Orchestra, Decca 31945 (Roosevelt-Champion, BMI)	12
9	12	19	30	LA BAMBA Trini Lopez, Reprise 0480 (South Mountain, BMI)	5
10	10	12	20	YOU DON'T HAVE TO SAY YOU LOVE ME Dusty Springfield, Phillips 40371 (Robbins, ASCAP)	5
11	18	37	—	GEORGIA ROSE Tony Bennett, Columbia 43715 (Feist, ASCAP)	3
12	15	18	21	HAPPY SUMMER DAYS Ronnie Dove, Diamond 205 (Picturetone, BMI)	6
13	7	6	4	THE MORE I SEE YOU Chris Montez, A&M 796 (Bregman, Vocco & Conn, ASCAP)	15
14	21	28	37	CAN I TRUST YOU? Bachelors, London 20010 (Miller, ASCAP)	4
15	17	31	40	UPTIGHT Nancy Wilson, Capitol 5673 (Jobete, BMI)	4
16	14	11	8	MAME Louis Armstrong, Mercury 72574 (Morris, ASCAP)	12
17	20	26	29	SUMMER LOVE John Davidson, Columbia 43635 (Mutual, ASCAP)	6
18	16	16	17	ONE—TWO—THREE Jane Morgan, Epic 10032 (Double-Diamond, BMI)	8
19	25	27	33	YOU CAN'T ROLLER SKATE IN A BUFFALO HERD Roger Miller, Smash 2043 (Tree, BMI)	5
20	27	32	38	MISTY Groove Holmes, Prestige 401 (Vernon, ASCAP)	5
21	11	4	3	WIEDERSEH'N Al Martino, Capitol 5652 (Roosevelt, BMI)	11
22	23	23	28	DAYDREAMER Robert Goulet, Columbia 43668 (Morris, ASCAP)	7
23	29	35	—	YOU YOU YOU Mel Carter, Imperial 66183 (Mellin, BMI)	3
24	35	—	—	I COULDN'T LIVE WITHOUT YOUR LOVE Petula Clark, Warner Bros. 5835 (Northern, ASCAP)	2
25	13	7	5	IT'S OVER Jimmie Rodgers, Dot 16861 (Moneycomb, ASCAP)	10
26	19	15	15	IN THIS DAY AND AGE Patti Page, Columbia 43647 (Feist, ASCAP)	7
27	28	33	35	TRUMPET PICKIN' Al Hirt, RCA Victor 8854 (Mayhew, BMI)	5
28	33	36	39	LET IT BE ME Arthur Prysock, Old Town 1196 (Leeds, ASCAP)	4
29	—	—	—	THE TIP OF MY FINGERS Eddy Arnold, RCA Victor 8849 (Tree & Champion, BMI)	1
30	40	—	—	IT'LL TAKE A LITTLE TIME Jerry Vale, Columbia 43696 (Leeds, ASCAP)	2
31	—	—	—	YOU'VE GOT YOUR TROUBLES Nancy Wilson, Capitol 5673 (Mills, ASCAP)	1
32	36	38	—	WADE IN THE WATER Ramsey Lewis, Cadet 5541 (Ramsel, BMI)	3
33	—	—	—	A MILLION AND ONE Dean Martin, Reprise 0500 (Silver Star, BMI)	1
34	37	—	—	1, 2, 3 Sarah Vaughan, Mercury 72588 (Double Diamond- Champion, BMI)	2
35	—	—	—	JUST YESTERDAY Al Martino, Capitol 5702 (Damian, ASCAP)	1
36	38	40	—	LARA'S THEME Brass Ring, Dunhill 4036 (Robbins, ASCAP)	3
37	39	—	—	KHARTOUM Ferrante & Teicher, United Artists 50038 (Unart, BMI)	2
38	—	—	—	A MILLION AND ONE Vic Dana, Dolton 322 (Silver Star, BMI)	1
39	—	—	—	BREAK HER HEART Brook Benton, RCA Victor 8879 (Eden & Benday, BMI)	1
40	—	—	—	LET ME TELL YOU, BABE Nat King Cole, Capitol 5683 (Comet, ASCAP)	1

**FASTEST
BREAKING
SINGLE IN
ANYBODY'S
HISTORY!**



WARNER BROS.
RECORDS



**"THEY'RE COMING
TO TAKE ME
AWAY, HA, HAAA!"**

BY

#5831

NAPOLEON XIV

HOT 100

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

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

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wks. Ago, 3 Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes songs like 'HANKY PANKY', 'WILD THING', 'LIL' RED RIDING HOOD'.

Table with columns: 4-6 Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes songs like 'THIS DOOR SWINGS BOTH WAYS', 'DON'T BRING ME DOWN', 'RAIN'.

Table with columns: 7-10 Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes songs like 'TEENAGER'S PRAYER', 'YOUNGER GIRL', 'BLOWN IN THE WIND'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Large alphabetical list of songs and artists, including 'Ain't Gonna Cry No More', 'I'm a Nut', 'Sugar and Spice', '101. COME SHARE THE GOOD TIMES WITH ME'.



The Zombies INDICATION

3004



A DIVISION OF
LONDON RECORDS, INC.

3
winners
repeat!



**Sir Douglas
Quintet**

**BEGINNING
OF THE
END**

8318



TRIBE RECORDS

THE LONDON GROUP

**The
Fortunes**

**GONE FROM
MY MIND**

60001



THE LONDON GROUP



After 7 straight smash singles, why stop now?

This is number 8.

#55898

My Heart's Symphony
GARY LEWIS & THE PLAYBOYS



LIBERTY RECORDS INC.
LOS ANGELES 28, CALIF.

A SNUFF GARRETT PRODUCTION / PRODUCED BY SNUFF GARRETT AND LEON RUSSELL
ARRANGED BY LEON RUSSELL AND GLEN D. HARDIN

RADIO-TV programming



THE SUPREMES HELP WIBG air personality Bill Wright on his Philadelphia show by answering the phone. The Tamla-Motown Records group had their own "Supremes Day" on the station with their records spotlighted on every show. The station also printed a two-page pamphlet with pictures publicizing the event.

It's Easy Listening Full Time for WREN

TOPEKA, Kan.—WREN, a 5,000-watt full-time station here, has switched to an Easy Listening format. Program director Chuck Patrick said the station will feature a tight playlist of tunes based on Billboard's Easy Listening Chart.

"We intend to program like the hard rock Top 40 station with lavish giveaways, highly identifiable personalities, a Top 40 sheet to all record stores, and personal appearances," Patrick said. "WREN feels many of today's adults like everything about Top 40 radio except the hard rock music."

The station, which had been middle-of-the-road, will now play one cut an hour from albums, plus a flashback once each hour. Patrick said the station had always "enjoyed a top rating" but feels the new format can only "improve our ratings."

WCLV on 24 Hrs.

CLEVELAND — WCLV-FM Stereo, the classical and light concert music station here, has launched 24-hour operation. Bob Conrad, vice-president for programming and operations, said the audience reaction has been "greater than expected. It is quite apparent that there is a ready market for quality programming from midnight to early morning."

some validity to Time's allegations of double entendres, but that music does not have a great affect on society. "Society will only go as far as normal morals and conventions allow it to go," Barrett was told.

KRLA, KCET Discuss Pop

LOS ANGELES—KRLA and UHF educational TV station KCET are co-operating on a discussion show to untangle the subject of today's popular music. The discussion program is an outgrowth of a week-long series of editorials answering a recent Time Magazine article on hidden meanings in today's top 40 songs.

KRLA's general manager John Barrett, who ordered the series of six commentaries included in the station's newscasts for four days, said he had received an offer from KCET to help develop a debate on the pros and cons of today's music as compared to past pop compositions.

The all-request radio station concluded its week of knocking Time's supposition by interviewing community leaders and airing listener's comments. Some influential people felt there was

Radio Stations Cooling Play On Golden Oldies During Summer

• Continued from page 1

Other stations that have cut down on oldies this summer as compared with last summer include WQXI in Atlanta; WONE in Dayton, and KLIF in Dallas. WLS in Chicago is not emphasizing oldies. On the other hand, WTRY in the Troy-Albany-Schenectady, N. Y., area has increased from three oldies an hour to six or seven and has a "Solid Gold Hour" every night. WTRY program director Lee Gray said he's playing more oldies because it seems that kids want to hear them. "Most of the ones they ask for are the ones popular last summer and last spring and last fall—Ian Whitcomb's 'You Turn Me On,' 'Mr. Tambourine Man,' by the Byrds, and 'I Got You Babe,' by Sonny & Cher. I think that oldies are helping us maintain our ratings. We're not promoting them on the air, but I've asked the deejays to go out of their way to get requested oldies on the air. In addition, we compile a list of the most requested tunes played on our 'Solid Gold Hour' program and place a lot of emphasis on these records." He said that the station would, however, go back to regular programming at the end of the summer.

Slack Times

Summers have notably been

slack times for record sales, so the playing of oldies is not appreciated by record manufacturers, dealers and distributors. The problem is that with tight playlists now in use on many Hot 100 format radio stations, it's difficult enough to get a new record exposed. The playing of oldies—which have little sales value—cuts down the potential exposure of new records even further.

WTRY, however, is also playing more records during the summer. Gray extended his playlist from 50 to 70 records because "people are listening for longer periods in the summer. We'd lose them if we played the same records in too brief a time."

Paul Drew, music director of WQXI in Atlanta, said, "We're playing less oldies than we've played in the last six years. It was kind of a hard decision—not to play them. But our reasoning was we'd force ourselves to be creative in our programming. Too many stations use oldies as a last resort to build an audience, as a crutch, rather than being creative. Anyway, you always worry if the oldies fad might have run its course with listeners. We felt that if we could maintain our ratings, we'd do without them. We like to experiment with records. One oldie we're playing again though is

"Searching for My Baby," by Bobby Moore. Last February it was No. 5 here, then dropped off, but now the record has happened around the nation and it's back on our playlist again at No. 19 and going up."

Gene Taylor, station manager of WLS in Chicago, said his station was playing no more oldies than usual. "Generally, the deejays have an option of playing three or four other tunes than the playlist. But these can be album cuts. We play a little more of the oldies in the morning, but this is not just a summer policy, we do it all year around."

Jerry Jackson, program director of WONE in Dayton, said, "We haven't increased except on weekends. Normally, we play about three or four an hour. But on weekends, every other record is an oldie." These oldies are determined largely from songs kids request at rec-

(Continued on page 60)

KLPR-TV's Country Fare

OKLAHOMA CITY — Two new syndicated country music shows have been launched by KLPR-TV here — "The Karen Rondell Show," which debuted on the station June 1, and "The Conway Twitty Show." Both are half-hour video-taped shows. Jack Beasley, owner of the UHF TV station and several full-time country music stations is producer, KLPR-TV features 75 per cent country music, mostly live.

Jerry Wiedenkiller, station manager, said that 13 shows were already in the can of the Karen Rondell show. The Twitty show is in the works. Guest artists, plus Karen's sister, Jelinda Rondell, will be featured on the Rondell show.

XERB to R&B

LOS ANGELES — XERB, the 50,000-watt station located in Tijuana, Mexico, is switching to r&b music and will beam primarily to the Los Angeles market. Date for the change is Aug. 1. Bob Smith is the new general manager; the air personality roster will feature Negro deejays. It will be billed as "The Big X Over Los Angeles."

'Grotto' Overseas

SAN FRANCISCO—Al Collins' "Purple Grotto" program on KSFO here will be broadcast overseas via the Armed Forces Radio Network. An hour of his show will be taped nightly and supplied to the U.S. military radio stations in disk form.

NEW YORK—Julio Di Benedetto, vice-president of Bob Banner Associates, is moving his base of operation from New York to the Bob Banner Associates offices here at Paramount Studios. Di Benedetto is a veteran producer and director with credits such as producer of the "Jimmy Dean Show" on ABC-TV, director of "The Gary Moore Show," associate producer of "The Dinah Shore Show."



KDWB RADIO presents a spectacular for more than 5,000 Minneapolis-St. Paul students—its fifth annual. Show featured eight bands, including the Ides of March and Dee Jay & the Runways. Show raised more than \$5,000 for raincoats and safety signs for the Ramsey County Jr. Sheriff Patrol, said program director Charlee Brown. From left are KDWB's James O'Neill, four of the Ides of March, KDWB's Tac Hammer, and KDWB's Jimmy Reed.

Surprise Salute Program Is Planned by NBC-TV

NEW YORK — NBC-TV is an hour color series for the 1967-1968 season which will be dedicated to surprise tributes to top show business personalities by other personalities. Tentatively titled "Salute," the variety series is produced by Bob Finkel; talent co-ordinator is Hal Kemp.

Idea of the show, Finkel said, would be to have performances by the guests, all of whom will have a show business connection with the star of the show. For instance, if the show is

saluting Danny Thomas, "Pearl Bailey could come on and tell how he was the first emcee she ever appeared with and she could do the song she sang on that milestone occasion. Or Dean Martin could come on and tell about the time he worked with Danny at the old 500 Club, recall a few of the jokes they told and sing one of the songs they did." Each show will have five major performing personalities — not necessarily limited to recording artists—a guest of honor, plus a regular host.

HOT 100 STARS



DAVID HOUSTON
Epic Records

A native of Shreveport, La., David Houston early traded his labor for guitar lessons. While attending Centenary College, he had a 15-minute show on KSLA-TV, Shreveport, and show on KNOE-TV, Monroe, La. He was a regular performer on the live "Louisiana Hayride" show in Shreveport. He was in the movie "Carnival Rock." Hobbies include hunting and fishing and weight lifting.

Artists treated here have a new record on Billboard's Hot 100 chart with a star, signifying heavy sales. Houston's latest release is "Almost Persuaded," this week No. 74. The record is also No. 13 with a star on the country chart.

Shows Put Lewis in Blues Chips

By CLAUDE HALL

SHREVEPORT, La. — Stan Lewis, who started out during World War II as a bulk operator of ball gum machines, hinges an r&b and blues empire on two radio programs — a nightly show on KAAV in Little Rock, Ark., and a nightly show on KWKH in Shreveport. The KAAV show, hosted by personality Rob Robins, has been on the air 12 years; the KWKH show, hosted by Frank Page, has been on the air 17 years.

Lewis parlayed the ball gum business into a jukebox operation, then bought a little record shop with \$2,500 "I'd saved since I was a kid . . . money I'd earned shining shoes and delivering newspapers."

Now Lewis operates two "Stan the Record Man" shops in Shreveport, a vast mail-order record business, a one-stop operation that stocks nearly every label and services about 500 operators, a distributorship and rack jobbing operation in Shreveport and he's a part owner of Delta Distributors in Memphis, and a record company

—Jewel and Paula Records.

The two radio programs, both an hour long, have contributed greatly to his success, said Lewis. My mail order business is about 10-15 per cent of my total business. But it's hard to tell the total impact of the two radio shows because a lot of my customers may have originally heard about me through them. They do a tremendous job. We receive mail from 40 States and overseas countries like Germany, England, Brazil, Australia and British Honduras. Plus Canada." Both stations are 50,000-watters. KAAV covers a bigger area, Lewis felt, but KWKH in winter is stronger.

"I know a lot of my success has come from these two radio shows over the years," Lewis said.

Specializes in Blues

Blues records was the primary product of his record shop when he started in June 1948 and, though he now sells every kind of music, he still specializes in blues. "I get calls from Connecticut, Pittsburgh, Kansas —places they tell me that can't

get blues. Some distributors won't stock blues, but I guess we sell more blues records than most distributors and one-stops in the U. S. I love blues and I stuck close by them."

He said he didn't wait for a blues record to become a hit, "we make hits. We break records here through the two radio shows and through jukeboxes, because we gamble. If I get a tip on a record, we'll go out and buy from 1,300 to 2,600 and begin pushing it." He said his employees, which now number 25 in Shreveport, might get 60-70 telephone calls in orders a day from record shops and jukebox operators in Texas, Oklahoma, Kansas, Arkansas, Mississippi and Louisiana. Through these telephone calls, he keeps an accurate picture of what's happening in records. Some of the artists signed to

BRITAIN TO GET STEREO RADIO; DEBUTING JULY 30

LONDON—Following the U. S. and Germany, Britain gets stereo radio beginning the end of this month. After some years of experimentation, the BBC will broadcast its first scheduled program on a multiplex system July 30. It is expected to be a remote of that night's Promenade concert. There will subsequently be two or three programs daily in stereo with an emphasis on music, both live and recorded. Transmission will be limited to the BBC's Third Network, concentrating on classical music, and on the FM transmission only. It will be limited to southeast England at first. Expansion will be slow—to the midlands in a year, in the north three months later.

Reception is likely to be extremely limited. The BBC announcement came only 18 days after commencement of the service. There was no early warning. Cheapest stereo radio receiver on the market cost \$140, and conversion cost is estimated at \$34.

Lewis' record labels include the Uniques and country music artist Nat Stuckey, now a regular on the "Louisiana Hayride" in Shreveport.

VOX JOX

By CLAUDE HALL

Jim Sunday has joined WKJF-FM Stereo in Pittsburgh to handle nighttime personality chores; he was with Westinghouse Atomic Research and handled weekend air duties for WKPA and WYDD, New Kensington. . . . Bill Gerson is the new program director and assistant radio manager of WSIX, Nashville; he was with WINN, Louisville. Gerson is also doing Saturday morning air stint.

★ ★ ★

After appearing on WQXI in Atlanta for three and a half years as George T. McIntyre, John Frew has redeemed his real name and opened his own radio station—WYXI in Athens, Tenn. The station serves about 65,000 people, Frew said, and he could use some new records.

★ ★ ★

New personalities at WWDC in Washington are Bob Capps, former director of training for the Na-

tional Academy of Broadcasting in Washington, and Bill Greenwood, formerly of WPDQ in Jacksonville, Fla. . . . The new line-up for KDEF in Albuquerque, N. M., includes John Lanigan, music director; Paul Britt, program director; Dan Parker and Bill King. Britt, a 16-year veteran in Albuquerque radio, was with KOB and KGGM; Parker and King transferred from the sister Trigg-Vaughn station in Denver—KHOW. New news director of KDEF is Dick Randall.

★ ★ ★

J. Ross Felton has rejoined WWVA Wheeling, W. Va., as operations manager; he had been with the station in the early 1960's and had been recently with WMMN, Fairmont, W. Va. . . . George Daye of WOA, Miami, is the writer of "Classified Section Please," slated for release in Au-

(Continued on page 36)

YESTERYEAR'S HITS

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

POP SINGLES—5 Years Ago July 24, 1961

1. Tossin' and Turnin', Bobby Lewis, Beltone
2. Boll Weevil Song, Brook Benton, Mercury
3. Quarter to Three, U. S. Bonds, Legrand
4. Yellow Bird, Arthur Lyman, Hi Fi
5. I Like It Like That, Chris Kenner, Instant
6. Hats Off to Larry, Del Shannon, Big Top
7. Raindrops, Dee Clark, Vee Jay
8. Dum Dum, Brenda Lee, Decca
9. Together, Connie Francis, MGM
10. Let's Twist Again, Chubby Checker, Parkway

POP SINGLES—10 Years Ago July 21, 1956

1. The Wayward Wind, Gogi Grant, Era
2. I Almost Lost My Mind, Pat Boone, Dot
3. Moonglow & Theme From Picnic, Morris Stoloff, Decca
4. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
5. Born to Be With You, Chordettes, Cadence
6. I'm in Love Again, Fats Domino, Imperial
7. Standing on the Corner, Four Lads, Columbia
8. Allegheny Moon, Patti Page, Mercury
9. On the Street Where You Live, Vic Damone, Columbia
10. Be-Bop-A-Lulu, Gene Vincent, Capitol

R & B SINGLES—5 Years Ago July 24, 1961

1. Tossin' and Turnin', Bobby Lewis, Beltone
2. Boll Weevil Song, Brook Benton, Mercury
3. I Like It Like That, Chris Kenner, Instant
4. Every Beat of My Heart, Gladys Knight & the Pips, Vee Jay
5. I Don't Mind, James Brown, King
6. Quarter to Three, U. S. Bonds, Legrand
7. Peace of Mind, B. B. King, Kent
8. That's What Girls Are Made For, Spinners, Tri-Phi
9. No, No, No, Chanters, DeLuxe
10. I've Got News for You, Ray Charles, Impulse

POP LP's—5 Years Ago July 24, 1961

1. Stars for a Summer Night, Various Artists, Columbia
2. Carnival, Original Cast, MGM
3. TV Sing Along With Mitch, Mitch Miller, Columbia
4. Camelot, Original Cast, Columbia
5. Exodus, Soundtrack, RCA Victor
6. Never on Sunday, Soundtrack, United Artists
7. Ring-A-Ding Ding, Frank Sinatra, Reprise
8. Rick Is 21, Ricky Nelson, Imperial
9. Knockers Up, Rusty Warren, Jubilee
10. G. I. Blues, Elvis Presley, RCA Victor



The Monkees
is
coming

RADIO-TV MART

RATES

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

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

HELP WANTED

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

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

SALES UP 307%

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

KWIZ

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

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

SITUATION WANTED

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

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

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

EXPERIENCED DEEJAY-ANNOUNCER will relocate anywhere to any music format. Write today for a sincere, dedicated announcer, single, draft exempt. Box 265, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

WANTED TO BUY

CASH WAITING FOR YOUR LP's, DJ's & 45's. Wanted Classical Records, etc. Your personal collection. Call LO 7-6310, Stereo King, 15 N. 13, Philadelphia, Pa.

We're Coming Your Way...



Front row, left to right: Stan Cornyn, Joel Friedman, Joe Smith, Len Waronker. / 2nd row: Lowell Frank, Jimmy Hilliard, president Mike Maitland, Dick Glasser, Russ Regan. / Back row: Mo Ostin, Phil Rose, Don Schmitzerle, Ed West, Jimmy Bowen, Sonny Burke, Ed Thrasher.

WITH
THE VERY MOST VOLATILE
FALL OFFERING OF LP'S EVER
PLANNED, PRODUCED & PROMOTED !



VOX JOX

By CLAUDE HALL

Continued from page 34

gust by Anne Christine on Hanna-Barbera Records.

Johnny Waleen, alias Dan Beecher, has joined WMAD in Madison, Wis., to handle 1-4 p.m. slot. He had worked the last four years for WKTY and WLCX in La Crosse, Wis. Tony King, new music director at KUBC in Montrose, Colo., needs middle-of-the-road and Easy Listening singles desperately—two copies. King was program director at KRAC in Alamogordo, N. H.

The new music director of WIRK in West Palm Beach, Fla., is Alan Sands, formerly with WHEW in West Palm Beach. Jim Stevens Demetry, formerly of WLLH in Lowell, Mass., has joined air personality roster of WFEA, Manchester, N. H.

Sal Licata of Tower Records and Larry Hathaway and John Swenson of Capitol Records teamed up with KCKN, Kansas City, Kan., to promote a recent Buck Owens show, helping the station give away 60 albums of artists featured on the show. Artists included Kay Adams, Merle Haggard.

Scott Mundi and Murray (The K) Kaufmann have reportedly been

signed by WOR-FM Stereo, the Hot 100 pacesetter due to begin broadcasting the end of July. Jascha Zayde, pianist and member of the WQXR staff, is spending July and part of August playing for the New York City Ballet performances at Saratoga Springs, N. Y.

Judi Jones, formerly of the "Hullabaloo" TV show, is the new talent co-ordinator for the "Clay Cole Show" on TV. She'll assist Cole in booking talent. Jim O'Brien is the new morning personality at WSAI in Cincinnati; he was with KIMN, Denver.

Peter Porter, who was the Don Porter that programmed WYWN in Erie, Pa., now hosts the "Peter Porter Party People" show on WHLO in Akron-Canton, Ohio. He's also public service director of the outlet.

Charlie Shoe has joined WKBR in Manchester, N. H., to handle an afternoon slot. He was program director with WFEA in Manchester. Program director Eddie B. Baker of WKBR said he felt the line-up was now the best in the 20-year history of the station. Charles A. King has been named vice-president of program and operations for Mutual Broadcasting; he replaces Joseph F. Keating, who has resigned to join ABC News.

**Monkee
business is
big business**



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
26	27	LET'S GO GET STONED Ray Charles, ABC Records 10808 (Baby Monica, BMI)	8
2	1	AIN'T TOO PROUD TO BEG Temptations, Gordy 7054 (Jobete, BMI)	9
3	4	HOLD ON! I'M COMIN' Sam & Dave, Stax 189 (East-Pronto, BMI)	16
4	7	NEIGHBOR, NEIGHBOR Jimmy Hughes, Fame 1003 (Crazy Cajun, BMI)	9
5	5	BAREFOOTIN' Robert Parker, Nola 721 (Bonatemp, BMI)	13
6	6	GOOD TIME CHARLIE Bobby Bland, Duke 402 (Don, BMI)	8
7	17	I LOVE YOU 1,000 TIMES Platters, Musicor 1166 (Ludix, BMI)	11
8	3	COOL JERK Capitols, Karen 1524 (McLaughlin, BMI)	16
9	9	WITH A CHILD'S HEART Stevie Wonder, Tamla 54130 (Jobete, BMI)	5
10	11	SUNNY Bobby Hebb, Philips 40365 (Portable, BMI)	5
11	19	IT'S AN UPHILL CLIMB TO THE BOTTOM Walter Jackson, Okeh 7247 (Metric, BMI)	5
12	12	LOVING YOU IS SWEETER THAN EVER Four Tops, Motown 1096 (Jobete, BMI)	6
13	10	MY LOVER'S PRAYER Otis Redding, Volt 136 (East-Time-Redwal BMI)	7
14	14	I'LL LOVE YOU FOREVER Holidays, Golden World 36 (Myto, BMI)	15
15	23	LET ME BE GOOD TO YOU Carla Thomas, Stax 188 (East, BMI)	12
16	13	WHEN A MAN LOVES A WOMAN Percy Sledge, Atlantic 2326 (Pronto-Quinvy, BMI)	15
17	24	TEENAGER'S PRAYER Joe Simon, Sound Stage 7 2564 (Frederick, BMI)	7
18	8	(I'M A) ROAD RUNNER Jr. Walker & All Stars, Soul 35015 (Jobete, BMI)	12
19	15	NINETY-NINE AND A HALF Wilson Pickett, Atlantic 2334 (East-Pronto, BMI)	7
20	20	WHOLE LOT OF SHAKIN' IN MY HEART (Since I Met You) Miracles, Tamla 54134 (Jobete, BMI)	5
21	30	OPEN THE DOOR TO YOUR HEART Darrell Banks, Revilot 201, (Myto, BMI)	2
22	26	THAT'S ENOUGH Roscoe Robinson, Wand 1125 (Kapa, BMI)	4
23	31	YOUR GOOD THING (Is About to End) Mabel John, Stax 192 (East, BMI)	2
24	18	JUST A LITTLE MISUNDERSTANDING Contours, Gordy 7052 (Jobete, BMI)	6
25	25	I NEED LOVE Barbara Mason, Arctic 120 (Stilran-Dandelion, BMI)	5
27	27	TAKE THIS HEART OF MINE Marvin Gaye, Tamla 54132 (Jobete, BMI)	7
27	28	BABY, IT'S OVER Bob & Earl, Mirwood 5517 (Arima, SESAC)	4
28	32	WE'LL BE UNITED Intruders, Gambel 201 (Sharpe, BMI)	3
29	29	LAUNDROMAT BLUES Al King, Stax 190 (East, BMI)	5
30	16	OH, HOW HAPPY Shades of Blue, Impact 1007 (Myto, BMI)	9
31	34	MISTY Groove Holmes, Prestige 401 (Vernon, ASCAP)	2
32	21	IT'S A MAN'S MAN'S MAN'S WORLD James Brown & Famous Flames, King 6035 (Dynatone, BMI)	12
33	—	THE SHADOW OF YOUR SMILE Lou Rawls, Capitol 5655 (Miller, ASCAP)	1
34	35	SHARE WHAT YOU GOT (But Keep What You Need) William Bell, Stax 191 (East, BMI)	3
35	38	I'VE GOT TO GO ON WITHOUT YOU Van Dykes, Mala 530 (Aim, BMI)	2
36	—	PHILLY FREEZE Alvin Cash & the Registers, Mar-V-Lus 6012 (Vapac, BMI)	1
37	37	RIGHT TRACK Billy Butler, Okeh 7245 (Jalynne, BMI)	2
38	39	WHEN YOU WAKE UP Cash McCall, Thomas 8830 (Craggee & Special Agent, BMI)	3
39	40	HANKY PANKY Tommy James & the Shondells, Roulette 4686 (T.M., BMI)	2
40	—	DIRTY WORK GOING ON Little Joe Blue, Checker 1141 (Chevis & Little M, BMI)	1

NEW ACTION R&B SINGLES

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

BABY, I LOVE YOU
Jimmy Holiday, Minit 32002

HOT SHOT
Buena Vistas, Swan 4255

MY BACK SCRATCHER
Frank Frost, Jewel 765

WITHOUT A SONG
James Cleveland & the Cleveland Singers, Savoy 426

Billboard SPECIAL SURVEY for Week Ending 7/23/66

TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	13
2	4	GETTIN' READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	3
3	3	SOUL ALBUM Otis Redding, Volt 413 (M); S 413 (S)	12
4	2	WHEN A MAN LOVES A WOMAN Percy Sledge, Atlantic 8125 (M); SD 8125 (S)	8
5	7	SOUL MESSAGE Richard (Groove) Holmes, Prestige PR 7435 (M); PRS 7435 (S)	12
6	9	GOTTA TRAVEL ON Ray Bryant Trio, Cadet LP 767 (M); LPS 767 (S)	6
7	6	UP-TIGHT Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	9
8	5	CRYING TIME Ray Charles, ABC Records ABC 544 (M); ABCS 544 (S)	21
9	16	WILDEST ORGAN IN TOWN! Billy Preston, Capitol T 2532 (M); ST 2532 (S)	4
10	10	GOIN' OUT OF MY HEAD Wes Montgomery, Verve V 8642 (M); V6-8642 (S)	18
11	11	MARTHA & THE VANDELLAS GREATEST HITS Gordy 917 (M); GS 917 (S)	7
12	13	I LOVE YOU 1,000 TIMES Platters, Musicor MM 2091 (M); MS 3091	5
13	12	MOODS OF MARVIN GAYE Tamla TLP 266 (M); SLP 266 (S)	5
14	14	A TOUCH OF TODAY Nancy Wilson, Capitol T 2495 (M); ST 2495 (S)	9
15	17	THIS OLD HEART OF MINE Isley Brothers, Tamla TLP 269 (M); SLP 269 (S)	2
16	18	UNBELIEVABLE Billy Stewart, Chess LP 1499 (M); ST 1499 (S)	18
17	8	TEMPTIN' TEMPTATIONS Gordy G 914 (M); GS 914 (S)	34
18	—	MAD LADS IN ACTION Volt 414 (M); S 414 (S)	1
19	20	I HEAR A SYMPHONY Supremes, Motown MLP 643 (M); SLP 643 (S)	19
20	15	GOT MY MOJO WORKING Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	20

NEW ACTION R&B LP's

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

HOLD ON! I'M COMIN'
Sam & Dave, Stax 708 (M); 708 (S)

Billboard

TOP 100's

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

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

Main table containing 100 columns of chart data. Each column lists the week number, title, artist, label, and chart position. Includes a 'Billboard Award' column on the far left.

2,691 INQUIRIES IN TWO WEEKS!

... over 11% of Billboard's weekly circulation



INTERNATIONAL TAPE CARTRIDGE CORPORATION
1290 Avenue of the Americas, New York, N. Y. 10019 • Area Code (212) 581-1040

March 14, 1966

Mr. Hal B. Cook
Publisher
BILLBOARD
165 West 46th Street
New York, New York

Dear Hal:

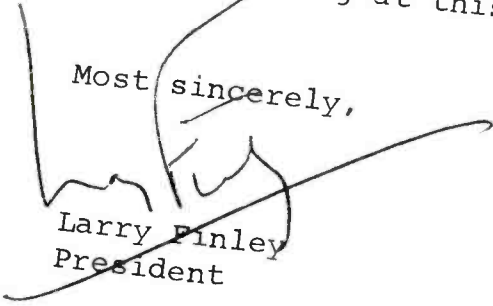
I am sorry that I was not able to spend some time with you at the NARM Convention in Miami, as I personally wanted to thank you and Lee Zhito for BILLBOARD's outstanding contribution to the tape cartridge industry.

While in Florida, I mentioned to Lee that our weekly column, as well as the acceptance of our eight page section in the Special Tape CARtridge issue, is overwhelming.

Up to the time of writing this letter, we have received, from the special section alone, 2,691 inquiries from dealers requesting the name and location of their nearest distributor. This truly is proof of the great pulling power of advertising in BILLBOARD.

We owe a great deal of gratitude to you as well as to the entire staff at BILLBOARD for contributing to the tremendous success that the tape cartridge business is experiencing at this time.

Most sincerely,


Larry Finley
President

LF:mms

NOTHING CAN MATCH THE IMPACT AND RESPONSE OF ADVERTISING IN BILLBOARD
because

NOTHING CAN MATCH THE QUALITY AND QUANTITY OF BILLBOARD'S READERSHIP

WEEKLY PAID CIRCULATION - NOW 24,000 COPIES THROUGHOUT THE WORLD

Lennon & McCartney Grab Three Songwriting Awards in Britain

LONDON — John Lennon and Paul McCartney won three of the 1965 Ivor Novello Awards just announced, arranged by the British Song-

writers' Guild and sponsored by Sir William Butlin.

The awards were made by a committee headed by Paddy Roberts, Guild chairman. It in-

cluded Andre de Vekey (Billboard European director), Dick Katz (Harold Davison agency) and representatives of broadcasting organizations.

The awards were presented July 11 at the BBC's Camden Theater studio in a radio program recorded for airing the next day. Winners received a bronze statuette, and runners-up got certificates.

Judges made awards for the writing, publishing and exploitation of works which represented outstanding 1965 contributions to British popular and light music.

Following is a list of the awards (composition, author(s), publisher):

Most performed work of the year: "I'll Never Find Another You," Tom Springfield, Springfield Music; "March of the Mods," Tony Carr, Laurel Music.

Biggest selling recorded hit song: "We Can Work It Out," Lennon - McCartney, Northern Songs, EMI Records (Parlophone); "Help," (details as for "Work").

Outstanding song: "Yesterday," Lennon - McCartney, Northern Songs; "Where Are You Now My Love," Tony Hatch-Jackie Trent, Welbeck Music.

Outstanding beat song: "It's Not Unusual," Gordon Mills-Less Reed, Leeds Music; "Look Through Any Window," Graham Gouldman-Charles Silverman, Feldman.

Outstanding novelty: "A Windmill in Old Amsterdam," Ted Dicks-Myles Rudge, Essex Music; "Mrs. Brown You've Got a Lovely Daughter," Trevor Peacock, Jack Good Music.

Stage musical score: "Charlie Girl," David Heneker - John Taylor, Britannia Music.

Contemporary folk song: "Catch the Wind," Donovan, Southern Music.

Capitol R&B Come to U. K.

LONDON — EMI Records was launching July 22 a special r&b series of American material from Capitol.

It is called Discotheque '66 and has its own logo. It is conceived purely as a project for the British market, drawing on American material from the Capitol catalog.

It is administered as part of the "EMI product" group activity. Scheduled as first issue was "True Love," by Bobby Sheen. To follow is Billy Preston's "In the Midnight Hour."

ATV PURCHASES THE WHOLE PYE

LONDON — Associated Television bought the remaining 50 per cent stock of Pye Records for an estimated \$6 million. ATV is diversifying into entertainment industries and recently formed a new publishing partnership with Chappell. Louis Benjamin says the change makes no difference to Pye Records and the operation will continue as autonomous division.



SIMON AND GARFUNKEL, winding up their European tour, are flanked by CBS Records personnel in London. Left to right are Dennis Knowles, field sales promotion manager, Walter Sparkman, sales manager, Garfunkel, Simon, Roger Easterby, exploitation manager, and Nicholas Demey, export manager.

Disk Price Fixing Out in W. Germany

KARLSRUHE — The West German Supreme Court has doomed disk price fixing in this country under the "cultural exhibits" exception to the German antitrust law.

The High Court ruled that phonograph records do not automatically qualify as cultural material, but, rather, are "merchandise." Under West Germany's antitrust law, cultural material is exempt from the law.

Heretofore, records have qualified along with books and paintings as cultural objects. Record companies argued that they are primarily a cultural rather than entertainment medium. The companies point to their large classical repertoires and their literary archives — prose works of great literature

and drama read by noted artists.

The High Court ruled, however that this was a matter for the Federal Cartel Office, West Germany's antitrust agency, to decide on the merits of each case.

The High Court's ruling means that record companies will now have to negotiate price maintenance agreements with individual retailers, and this admittedly will be difficult to do without leaving large fissures in the fair trade structure which is the hallmark of the German record industry.

Moreover, the court's decision comes at a time when competition is sharpening as the companies expand repertoires and cut prices.

Hinnen Bids Artists Go East

GUETERSLOH — "Go East, young man" is the advise being given young artists by Ariola recording artist Peter Hinnen.

Hinnen took a group of 14 artists to Czechoslovakia. The Hinnen troupe entertained the Czechs with a mixture of country, beat and Swiss folk music.

The tour was a success, and resulted in Hinnen receiving engagements in Romania and Bulgaria. This means a big potential market in Eastern Europe for the young German singer's new Ariola release, "Und wenn sie mit Steinen werfen."

Hinnen reports that the market behind the now-vanishing Iron Curtain for Western music is already big and growing rapidly. This applies especially to country and beat. A procession of Western beat groups are

traveling through Czechoslovakia, Poland, Hungary, Romania and Bulgaria.

The State-run Prague concert and musical entertainment agency, Pragokonzert, has agents now traveling through Europe to exchange performances by Czech and Slovak folk dance and music groups for those by Western pop music groups.

Aside from Hinnen's tour, a noteworthy recent success was the program presented in various Czech and Slovak cities by a group including the Jacob Sisters, Manuela, Lucienne Boyer and her daughter Jacqueline, the Swiss singer Bea Abrecht and the Five Tops.

Meanwhile, Supraphon, the Czech label, is issuing recordings by German singer Udo Jurgens.



LUIS A. AUBRY, director-manager of Industrial Sono-Radio record company in Lima, Peru, and president of the Latin-American Federation of Phonograph Records Industry, shows an emblem commemorating the 15th anniversary of his firm to recording artists Mrs. Carmita Jimenez and Roberto Tello. The anniversary marks the 15th anniversary of the firm's first record release. Special guests were Licenciado Jose R. Bustillos of CBS of Mexico and Leslie Blumenthal of CBS of Argentina.

Baden-Baden Fest Is 'Flopen-Flopen'

BONN — There is strong sentiment in the German industry for returning the Baden-Baden pop music festival to the record companies and GEMA, the German performing rights organization.

Reaction to the June 25 event is generally adverse. Even officials of the sponsoring organization — Verein zur Foederung der Deutschen Tanz und Unterhaltungsmusik and the ARD TV-radio network — concede that it probably generated more controversy and dissension than did last year's festival.

The general view was put by Bild Zeitung, Europe's biggest daily newspaper. A strong supporter of pop music, the event was a bust.

Of the winning tune, "Don't Bite Each Apple the Same," Zeitung commented, "This ap-

ple was sour." He said the rigged festival was "the final blow even to the unshakeable optimists of German pop music creativity."

Critics contend that what West Germany needs is less but better pop music; more professionalism and less do-it-yourself tunesmithing. The industry consensus is that the festival compounded the weakness and deficiencies of the German "Schlager"—hit tune—industry.

Zeitung said, "We urgently need development aid for our hit tune industry."

General manager was Dr. Erich Schulze, the chief of GEMA and one of the statesmen of the world music industry. Under his direction there was full participation by the record companies. The accent was deliberately on professionalism, and this fact lifted the hackles of partisans of "developing young talent."

Schulze was accused of having delivered the festival to the record companies, and the companies were accused, in turn, of using it as a disk sales promotion vehicle.

Schulze resigned, and three companies — Electrola, Teldec and Metronome — refused to acknowledge the event. The German press says the festival either must be returned to the professionals or be abandoned.

Polydor in Canada With Exon as Head

MONTREAL — Polydor Records Canada, Ltd., a wholly owned subsidiary of Deutsche Grammophon Gesellschaft, has been formed to promote the interests of that company throughout Canada. Fred Exon heads the new firm. The other directors are Dr. H. Grabherr, president of Siemens Canada, Ltd., and Claus Petermann of Deutsche Grammophon, New York. Exon for many years was associated with EMI in London in selling, marketing and promotion.

Musimart, Ltd. of Montreal has been appointed distributor for Polydor, Deutsche Grammophon's pop label, while Quality Records of Toronto will continue to distribute Deutsche Grammophon's classical line.

Exon will concentrate mainly on marketing and promotion. The company also will be active in encouraging the recording of local artists as well as releasing a variety of material from throughout the world.



LEONARD WHITCUP, left, of Music, Music, Music, Inc. and David Day of Francis, Day & Hunter in London, arrange a non-exclusive, reciprocal exchange of catalog material. FD&H handles many of the MMM copyrights in Germany.

**Dealers
Distributors
Manufacturers**

DON'T MISS THE CHANCE
*to learn about the
profit opportunities in one of
the fastest growing product
fields in the country.*

Tape Cartridges and Playback Equipment

FOR AUTOMOBILES AND HOME

Find out why the great national excitement in this burgeoning industry.

ATTEND THE FIRST Tape Cartridge Conference

AUGUST 29-30, 1966
EDGEWATER BEACH HOTEL
CHICAGO, ILLINOIS
SPONSORED BY BILLBOARD MAGAZINE
the international music-record newsweekly

*Learn where the growth opportunities are
Learn how dealers and distributors are getting
into the field and making profits
Learn about the advertising plans of manufacturers
to make the consumer more aware of tape cartridges
Learn about the investment required, the
special purchasing and selling approaches needed
by the dealer and distributor to succeed*

**REGISTER NOW OR
SEND FOR MORE INFORMATION**

REGISTRATION FORM

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

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

REGISTRATION FEE:

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

Fee includes all work materials and luncheon on Monday and Tuesday

IT DOES NOT INCLUDE
HOTEL ACCOMMODATIONS.

Payment Must Accompany Order.

Make Check Payable to
"Tape Cartridge Conference."

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

COMPANY NAME _____

ADDRESS _____

CITY, STATE & ZIP _____

NAMES OF REGISTRANTS AND THEIR TITLES:

Your signature and title _____



CBS RECORDS of Israel recently recorded the original Hebrew cast album of "The King and I." At the recording session are, left to right, Ettore Stratta, manager, CBS international artists and repertoire and creative services, who produced the album; the musical's stars, Aric Lavie and Rivka Raz; and Simon Schmidt, managing director, CBS Records of Israel.

FROM THE MUSIC CAPITALS OF THE WORLD

CINCINNATI

Tex Clark, of Brite Star Records & Promotions, with home office in Newbury, Ohio, has added six new promotion men to cover the Philadelphia, Memphis, Boston, Denver, Minneapolis and Honolulu areas. New on the Brite Star staff is Red Johnson, formerly with Capitol Records. . . . Musicor artist Connie Hall left here last week to work a string of dates in New York State, Ohio and Michigan for the Bob Neal office, Nashville. Just two days before her departure, Station WKKY-FM, Erlanger, Ky., on which Connie had been spinning

two hours of country music per week, was gutted by fire, with damage estimated at \$50,000. The station is back on the air with borrowed equipment, but is in need of spinning material of all kinds.

Julie Godsey, veteran promotion gal in the area, is now working the Ohio and Indiana territory for Summit Distributors, Chicago. Jim Berning, a salesman for Summit in the same territory; Miss Godsey and the gang from Summit in Chicago departed Saturday (16) for Las Vegas to attend the Epic Records convention being held at the Sands Hotel there through July 20. Miss Godsey reports that her two

clicks at the moment are David Houston's "Almost Persuaded" and Donovan's "Sunshine Superman," both on Epic. . . . TV star Mike Douglas, whose newest on the Epic label is "The Parents of the Kids in Love," makes the scene at Coney Island here the first week in August. While here, Mike will do Bob Jones' "Kaleidoscope" on WKRC and make a personal at Shillito's record department downtown. **BILL SACHS**

LONDON

EMI releases its new Beatles LP, called "Revolver," Aug. 1. British version will contain 14 tracks of John Lennon, Paul McCartney and George Harrison compositions. Three have already been issued by U. S. Capitol on the "Yesterday and Today" album. American release of the remainder will be issued probably on a "Revolver" LP later in the summer, but with date and title at Capitol's discretion. . . . Paul Jones quits Manfred Mann (Billboard, June 25). His replacement as featured singer is Mike D'Abo, effective Aug. 1. Klaus Voorman of the now defunct Paddy, Klaus & Gibson trio has joined the Mann group. Mann's first single on its new Fontana-Mercury contract will be "Just Like a Woman," a Bob Dylan song. . . . Changes in the Animals' line-up are expected during August. Shirley Bassey heads a Prince of Wales theater vaudeville bill beginning July 19. . . . The Decca group is having its best LP market share ever. It reached a peak in the July 7 Record Retailer album chart, occupying the first five places with the long-running "Sound of Music" soundtrack (RCA). "Aftermath" (Rolling Stones, Decca), "The Small Faces" (Decca) "Animalism" (Animals, Decca), "The Mama's and Papa's" (RCA). . . . Philips plans to introduce its compatible stereo cartridges to the trade



HANS RO, right, managing director of Norway's EMI affiliate, Carl M. Iverson A/S, shows his company's most recent silver disks, one for Gunnar Wiklund of Sweden and one for the Beatles to, from left, S. L. G. Gottlieb, supervisor for Norway; John E. Wall, managing director, and J. G. Stanford, director of the overseas division.

Aug. 16, and to the public in October. . . . Keith Bruce is back in London after a spell as acting managing director of EMI's Nigerian plant. . . . Without waiting for U. S. reaction, Decca released Jimmy Beaumont's "You Got Too Much Going for You" on London from Bang. . . . Although Elvis Presley is not getting box-office results in some locations, his record sales have picked up. Critics of Tom Parker's policy of not recording, except for film tracks, seems justified. "Love Letters," not made for a movie, looks like Presley's biggest seller for some time. Sales have already exceeded the previous Presley single and it is still climbing. . . . With "The Joker Is Wild" movie revived by BBC-TV, Capitol rushed a six-track Frank Sinatra EP. . . . Petula Clark is due back in

London for a TV date at the end of August. She is unlikely to record again until then. . . . Sales success of Ike and Tina Turner's "River Deep Mountain High" had a powerful assist from BBC-TV's "Top of the Pops," now the leading promotion outlet. 40,000 disks were ordered, following one transmission. The Noel Gay Agency is opening a New York office, headed by Jean Powell. . . . Freddie and the Dreamers left July 12 for five weeks in the U. S. and Philippines. . . . Nesuhi and Ahmet Ertegun were due in to visit Polydor's new Atlantic operation and also to attend some World Cup (soccer) matches. . . . To overcome difficulties following the Musicians' Union ban on RV miming, Terry King, new manager of the Fortunes, is film- *(Continued on page 52)*

TAPE CARTRIDGE EQUIPMENT & ACCESSORIES

EXHIBITORS

wishing to participate in the first national, inter-industry

TAPE CARTRIDGE CONFERENCE

Sponsored by the Billboard Forum, EDGEWATER BEACH HOTEL — CHICAGO, ILLINOIS

AUGUST 29-30

WRITE TO: TAPE CARTRIDGE CONFERENCE, ROOM 1408, 500 FIFTH AVE., NEW YORK, N. Y. 10036
FOR FULL DETAILS AND OFFICIAL "REQUEST FOR SPACE" APPLICATION

PURPOSE OF EXHIBITS: . . . to provide the full registration with a visual range of product demonstrations about which they can learn operation, availability and advantages. Exhibitors are asked to plan their participation with this educational objective in mind, recognizing that the writing of sales orders will not be permitted.

EXHIBIT SPACE WILL BE ALLOCATED on a first-come first-served basis, as "request for space" applications are approved by the Conference management. A limited number of rooms have been reserved at the Edgewater Beach to accommodate exhibitors. The hotel will accept reservations for these rooms only after they receive approval of your "Request for Space" application from the Conference management.

THERE IS NO SURCHARGE FOR EXHIBIT ROOMS • ONLY REGULAR DAILY HOTEL RATES



HERE COME
THE BEACH BOYS
WITH A ROARING NEW SINGLE
GOD ONLY KNOWS
b/w **WOULDN'T IT BE NICE / 5706**

The top tracks from their
top album, **Pet Sounds**



**FROM THE
MUSIC CAPITALS
OF THE WORLD**

• Continued from page 50

ing the group's next single and part of its LP. Clips will be made available to British and foreign TV producers. Philips is following an arrangement reached with Rita King's R & B Discs. Mrs. King has formed a firm in partnership with Roulette. In London for the launching is H. L. Forgas of the U. S. label. The "My Fair Lady" film leaves the West End after an 18-month run—shorter than many expected. The Dehenham group is increasing the total of its departmental stores selling records from 30 to 120 in the next year. Bill Lowery has now formally registered Lowery Music in partnership with Chappell. BBC-TV's film "Double Concerto," made during the final rehearsals and performance of Mozart's "Concerto for Two Pianos," won the best music program award at the Prague International TV Festival. The Music Publishers' Association has granted favorable terms to dealers selling sheet music following representation by the Music Trades' Association. In return, the MPA expects a higher level of dealer activity. **DON WEDGE**

LOS ANGELES

Freeway Records, new local label, can claim several "good guys" of its own. Norm Goodman is executive vice-president of the company, and Norm Goodwin's Privilege Distributors handles the line. President of the company is N. Endemano.

Century Plaza Hotel's Hong Kong Bar has set the De Castro Sisters for a July 13 opening. Cobilled will be vocalist-pianist Ullie Tett.

Debbie Stuart and Jerry Stuart, no relation, are both signed to K&L Enterprises as vocalists. In addition, they write songs, Debbie for Eureka, an ASCAP firm, and Jerry for Bobwhite, the BMI outlet.

Capitol reported investing \$250,000 with Broadway producer Hillard Elkins to develop three properties he has options on. They include "The Rothschilds," "Nell Gwynne" and "One Hundred Dollar Misunderstanding." The label

had invested heavily on Elkins "Golden Boy," resulting in the Sammy Davis soundtrack LP.

ELIOT TIEGEL

NEW YORK

Mort Nasatir, president of MGM Records, on a two-week tour through Europe visiting record company licensees. Atlantic Records has acquired distribution rights to Bright Star and Four Brothers, labels owned by Willie Barney. The Remains, Epic artists, will be on the bill with the Beatles during latter's U. S. tour. Jerry Vale will make personal appearances for his new Columbia LP, "Great Moments on Broadway" and his single, "It'll Take a Little Time," from July 15 through the end of the month. Jill Sinclair starts recording singles for her new disk firm Upbeat Records on Sept. 19. Brian Hyland, Philips artist, has signed with Premier Talent Assoc. George Wilkins will write the music for the Videocraft film, "Wacky World of Mother Goose."

Erroll Garner is currently at the London House in Chicago. Bobby Vinton headlines at the Canadian National Exposition in Toronto on Aug. 26-27. Singer Bob St. George will do a series of guest shots at the various beach and cabana clubs in the Long Beach area during August. The Shadows of Knight have been added to the bill at the Madison Square Garden show in September in which Sid Bernstein will present the Young Rascals. The Kingston Trio will sing the title song in Universal's film "Texas Across the River," written by Sammy Cahn and Jimmy Van Heusen. Diana Ross, the lead singer of the Supremes, and Ringo Starr, of the Beatles, have written forwards for the upcoming autobiography of Murray (The K) Kaufman. The book, titled, "Murray the K Tells It Like It Is, Baby," will be published by Harcourt, Brace and World in October. Gene Krupa and his quartet open at the Showboat in Washington for one week beginning Aug. 1.

Jesse Colin Young and the Youngbloods are held over for July at the Cafe Au Go Go. The Vagrants, Vanguard artists, at the Tiger's Tail, Revere Beach, Mass. The Toys with a new nightclub act created by Sid Shaw, open a week's engagement at the Manor Supper Club, Wildwood, N. J., July 22. Jimmy Dean will be the headliner at Harrah's Lake Tahoe for two weeks starting July 27. He'll then resume his tour of one-nighters. Comedian George Kirby has been set for 10 State fairs so far this season. Bobby Rydell, Capitol artist, doing his annual two-week stint with the U. S. Army Reserves at Indiantown Gap, Pa. Martine Dalton returns to the Playboy Club circuit with a current date at the Miami Playboy. Tivuuyuro, Mercury artist, recorded her first dates in Nashville recently. The 4 Seasons, currently riding high on Mercury with "Opus 17 (Don't Worry About Me)," filling dates on the West Coast until the end of July. Harry Fink, promotion manager for A & L Philadelphia, became a grandfather on July 4. Pat Buttram has signed Ray Lawrence Ltd. as national marketing consultant for all of his disk product. Eddie Hazell into the Embers, Indianapolis, on July 18 for two weeks. **MIKE GROSS**

Francis, Day & Hunter GmbH will represent the Sea of Tunes catalog in Germany and Austria according to a new exploitation contract. Murry Wilson, head of the Sea of Tunes publishing organization, and Al Kohn, American representative for Francis, Day & Hunter, concluded the deal. The agreement followed the recent success of the Sea of Tunes' "Sloop John B," which Francis, Day & Hunter handled and promoted. The song reached top chart spots in Germany and the Benelux countries.

**ABC-EMI
Renew Pact**

LONDON — ABC Records has renewed its contract with EMI. A new long-term deal, understood to be for four years, was signed in London this month, covering ABC label production and that of several subsidiaries.

Larry Newton, ABC president, flew here with Dave Berger, newly named ABC international vice-president, for talks with EMI brass headed by L. G. Wood, group records director and executive vice-chairman of EMI Records.

Newton explained his plans for developing the ABC catalog particularly following its recent acquisition of the Dunhill label, 20th Century-Fox Records' world distribution rights and Trousdale Music.

The new pact gives EMI exclusive rights to distribute repertoire from ABC, Impulse, Westminster, Boom, Oliver and Tangerine in the UK and certain other territories.

**Represent Sea
Of Tunes Catalog**

BONN — Francis, Day & Hunter GmbH will represent the Sea of Tunes catalog in Germany and Austria according to a new exploitation contract. Murry Wilson, head of the Sea of Tunes publishing organization, and Al Kohn, American representative for Francis, Day & Hunter, concluded the deal.

The agreement followed the recent success of the Sea of Tunes' "Sloop John B," which Francis, Day & Hunter handled and promoted. The song reached top chart spots in Germany and the Benelux countries.

**Eire Folk Singer
Makes Col. Debut**

DUBLIN — Emerald chief Mervyn Solomon has discovered a Ballymena, County Antrim, folk singer. He is David McWilliams and he writes all his material. Columbia recording manager Bob Johnston flew to London to supervise the young singer's first session. One of the results is "For God and My Country." CBS will release his records worldwide.

a year ago, seeking to outbid the Rome house whose top seller today is Morandi. Fonit-Cetra has just lost one of its long-time aces, Milva, to Ricordi. 1966 edition of TV's "Canzonissima," with first prize of \$320,000 in national lottery tied to its 17 weekly transmissions, will be known as "Royal Staircase." It will have the top Saturday night spot for the first time this year, instead of usual Wednesdays. Renato Rascel may be its emcee.

Zurich's 10th Festival of Italian Song Oct. 29 will feature this year high style and kitchen appliances as well as music. Britain's Lord Sutch arrived here in leopard skin and buffalo horn headgear en route to a summer engagement at Viareggio, the summer capital of pop song. Another event there is Festival of Two Seas in which 600 newcomers have enrolled. In the Arricia's Festival of the Unknowns, 128 semi-finalists began the month-long elimination. Of these, 16 finalists will compete before RCA jurors July 30. TV theme songs are becoming collector's items among older fans in Italy. Latest are Luigi Tenco, RCA, "If I Knew How You

ROME

A tug-of-war is going on behind the scenes for Gianni Morandi's recording contract renewal with Fonit-Cetra, which hired Sergio Endrigo away from RCA



ZALMAN SHAZAR, president of Israel, receives three Israel comedians at his residence. Two of the comedians, Shmuel Rudenski, left, and Shmuel Segal, center, are shown with Simon Schmidt, managing director of CBS Israel Records. The group presented Shazar with a set of two albums, "The Little People," containing some of their sketches taken from the works of Shalom Aleichem.

Were" for "Inspector Maigret" mysteries; Sandra Mondaini, CGD "The Spinning Top" for show of the same name; and Mina, Ri-Fi, for "Air-Conditioned." Last-named has been chosen by Federico Fellini to appear in his new film, "The Trip of C. Mastorna."

SAM'L STEINMAN

TEL AVIV

Israel's top folk singer, Geula Gill, is enjoying a success on her current tour of the Soviet Union. Geula Gill (CBS) is performing with her trio and is scheduled to appear in various other West European countries. The young Spanish singer, Joselito (RCA) who, eight years ago, was known as "The Boy with the Nightingale voice," is now performing in the Riviera Night Club, in Tel Aviv. The 19-year-old tenor singer disappointed his Israeli audience, who remembered him from his previous tour in Israel six years ago, when he sang in a soprano voice. The top hit on the Israeli Hebrew charts for the last four weeks has been a Hebrew version of Nicola Paone's "Telephone Song." This hit, one of the latest, is sung by the popular Israeli trio, the Pale Tracker.

The French pop idol, Johnny Hallyday (Philips), arrived for a series of performances in Israel. July 15, after a settlement was reached to decide the validity of claims made by two agents to whom Hallyday was supposedly under contract. Gilla Adari, 17-year-old Israeli pop singer, has recently recorded a new EP comprising four new Israeli hits. This disk is to be cut in the Pye studios in London. One of the best selling albums in Israel today is the soundtrack of "The Sound of Music," released through RCA Victor, both in mono and stereo. CBS Records released the Broadway version, and a collection of six songs from this musical, translated into Hebrew. On the flip side of the CBS disk is another collection of six songs translated into Hebrew, from "Mary Poppins. The orchestral tracks of this disk were sold to several record companies abroad.

CHAIM KAYNAN

TORONTO

RCA Victor's Canadian talent album releases for August include "Saloon Tunes" by honkytonk pianist Jimmy White, resident crowd-pleaser at Toronto's Brown Derby, making his third outing on Camden, and popular fiddler Al Cherney's second Camden LP, "Blue Ribbon Favorites." Blockbuster in the August releases is expected to be the debut LP by Marti Shannon, recorded in Nashville, which is also set for release by RCA in the U.S. Add Joan Baez to the list of artists recording Gordon Lightfoot tunes. His "I'm Not Sayin'" is set for her new album. Gordon is set for a concert in New York's Central Park the end of the month, following dates at the Riverboat in Toronto and L'Hibou in Ottawa. Several big Nashville names will guest on the CBC radio network's summer show, "Country Holiday,"

**Down Under to
Feature Bible
And the Book**

SYDNEY—Kevin Bible and the Book, a five-man group, and Wee Liz, a new girl singer, are featured on the initial releases of the new Down Under label, which was formed to promote top Australian talent. The disks, "Rockin' Pneumonia" and "I Found a New Love" by the boys, and "Tiny Little Pebble" and "Lonesome 409" by Wee Liz, are being distributed by Festival Records for L. K. B. Productions Pty. Ltd. The new label plans regular releases.

ATA Records, formed by ATA Artists, Australian talent agency, has signed long-term contracts with nightclub personalities Sandy Scott, Judy Stone, the Joyboys, and the De Kroo Brothers. Festival Records will reissue "Unchained Melody" by Ray Charles in conjunction with the late November release here of "Ballad in Blue," Charles' English film, which features the song. "Tonight With Don Lane" is listed for release next month by EMI, the first disk of Lane's recent EMI contract.

Artists slated to appear at the Chequers Night Club here this year are English vocalist Matt Monro, Dionne Warwick, Alan Sherman, Kay Starr, Leslie Uggins, and Francis Faye. Listed for the Chevron are Frankie Randall, Nino Tempo and April Stevens.

Maria Vigano has completed her second LP for W & G, an album of sentimental Italian songs entitled "Viaggio Sentimentale." The company released new singles by the Irish group, Them, and by a new local group, the Loved Ones.

which originates weekly from Lindsay, Ontario, with an SRO live audience of vacationers. George Jones, Billy Grammer and Cliffie Shortt, Stonewall Jackson, Roy Acuff, Jimmy C. Newman, Wilma Lee and Stoney Cooper and Sonny James are set to appear in the Grand Ole Opry format, with such Canadian country music stars as Tommy Hunter, the Melbourne label's Rhythm Pals, Pat Hervey, Sandi Selsie, Capitol's Diane Leigh, and Orval Prophet. Tom Dawson, Capitol Records' sales promotion representative in Ontario, has left the company after seven years to go full-time as singer with the Spartans, currently packing them in at the Famous Door in Toronto. Lou Teicher of Ferrante and Teicher, taking his children to camp in Canada, stopped off in Toronto for a few days of promotion with Apex Records for the duo's new United Artists LP, "For Lovers of All Ages."

KIT MORGAN

**zip code
helps
keep
postal
costs**

1. Packages are shipped by more direct route.
2. They are handled fewer times.
3. There is less chance of damage.

ZIP Codes keep postal costs down but only if you use them.



GUANTANAMERA



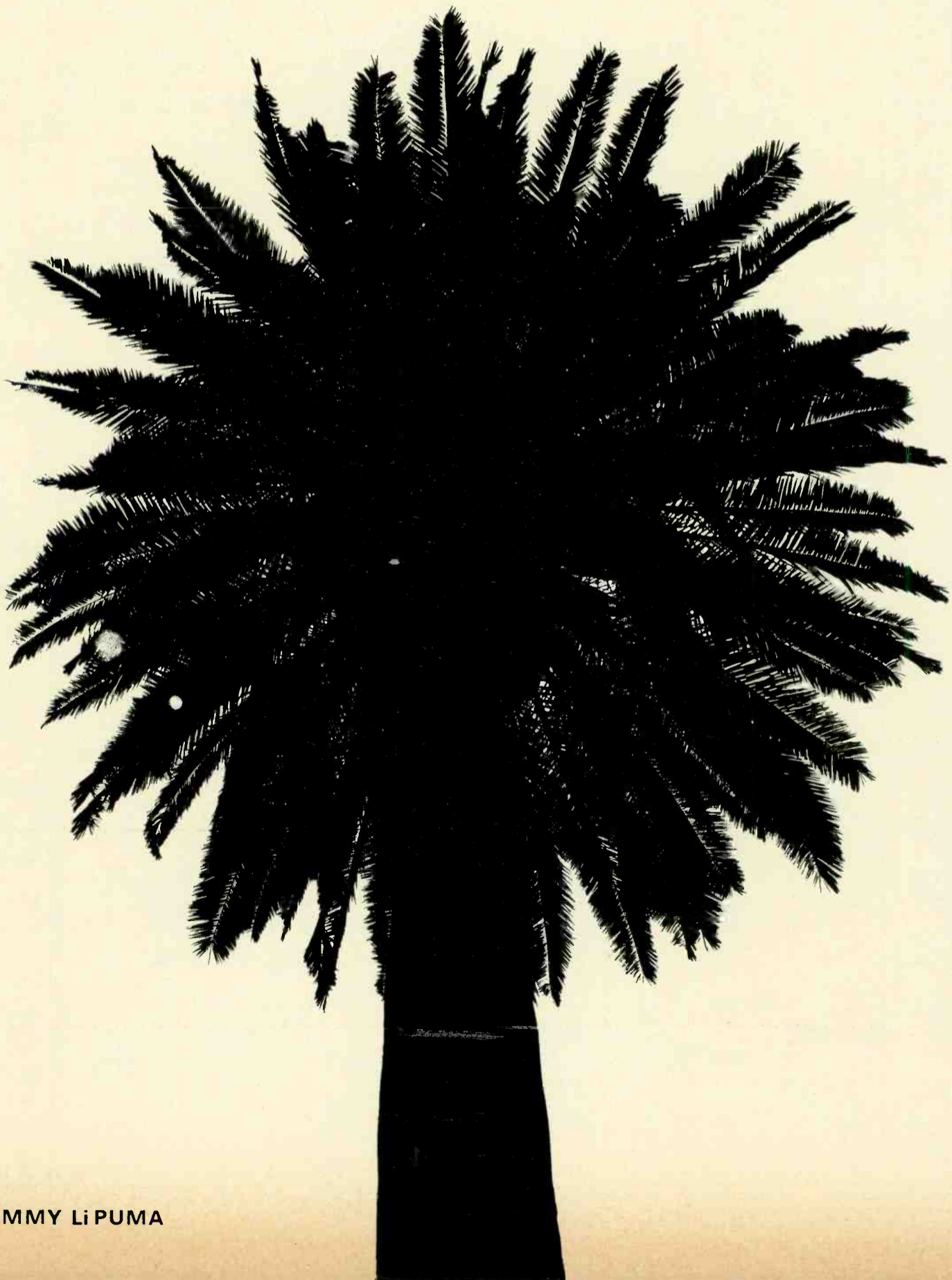
"I AM A TRUTHFUL MAN FROM THE LAND OF THE PALM TREES
AND BEFORE DYING I WANT TO SHARE THESE POEMS OF MY SOUL.
MY POEMS ARE SOFT GREEN, MY POEMS ARE ALSO FLAMING CRIMSON
MY POEMS ARE LIKE A WOUNDED FAWN SEEKING REFUGE IN THE FOREST."



B/W

What Makes You Dream Pretty Girl? THE SANDPIPERS

A&M 806



PRODUCER: TOMMY Li PUMA

ARGENTINA

*Denotes local origin

Table with 2 columns: This Week, Last Week. Lists hits like 'JUANITA BANANA', 'GIRL', 'THESE BOOTS ARE MADE FOR WALKIN'', 'SIEMPRE TE RECORDARE', 'CALIFORNIA DREAMIN'', 'YO TE DARE DE MAS', 'MICHELLE', 'NESSUNO MI PUO'', 'SPANISH FLEA', 'MANUEL BENITEZ'.

AUSTRALIA

Table with 2 columns: This Week, Last Week. Lists hits like 'STRANGERS IN THE NIGHT', 'PAPERBACK WRITER', 'MAMA', 'PAINT IT, BLACK', 'TAR AND CEMENT', 'WHEN A MAN LOVES A WOMAN', 'WILD THING', 'YOU DON'T HAVE TO SAY YOU LOVE ME', 'MONDAY, MONDAY', 'LANA'.

AUSTRIA

Table with 2 columns: This Week, Last Week. Lists hits like 'SLOOP JOHN B', 'HUNDERT MANN UND EIN BEFEHL', 'BIS MORGEN', 'PAINT IT, BLACK', 'EINE KLEINE TRAENE', 'GANZ IN WEISS', 'ICH BIN IMMER FUER DICH DA', 'PAPERBACK WRITER', 'NIMM MICH, SO WIE ICH BIN', 'JUANITA BANANA'.

BRITAIN

Table with 2 columns: This Week, Last Week. Lists hits like 'SUNNY AFTERNOON', 'NOBODY NEEDS YOUR LOVE'.

Table with 2 columns: This Week, Last Week. Lists hits from various countries like 'BUS STOP', 'RIVER DEEP—MOUNTAIN HIGH', 'PAPERBACK WRITER', 'STRANGERS IN THE NIGHT', 'GET AWAY', 'HIDEAWAY', 'I COULDN'T LIVE WITHOUT YOUR LOVE', 'WHEN A MAN LOVES A WOMAN', 'MONDAY, MONDAY', 'DON'T ANSWER ME', 'OUT OF TIME', 'LANA', 'BLACK IS BLACK', 'THE MORE I SEE YOU', 'PROMISES', 'GOIN' BACK', 'IT'S A MAN'S WORLD', 'OVER UNDER SIDEWAYS DOWN', 'I AM A ROCK', 'LOVE LETTERS', 'DON'T BRING ME DOWN', 'I NEED YOU (EP)', 'OPUS 17', 'THIS DOOR SWINGS BOTH WAYS', 'SORROW', 'MAMA', 'SITTIN' ON A FENCE', 'PAINT IT, BLACK'.

EIRE

(Courtesy Dublin Evening Press)

Table with 2 columns: This Week, Last Week. Lists hits like 'STRANGERS IN THE NIGHT', 'PAPERBACK WRITER', 'NO ONE KNOWS', 'MONDAY, MONDAY', 'IT DOESN'T MATTER ANYMORE', 'SLOOP JOHN B', 'SUNNY AFTERNOON', 'PAINT IT, BLACK', 'AMONG THE WICKLOW HILLS', 'WILD THING'.

FRANCE

Table with 2 columns: This Week, Last Week. Lists hits like 'TON NOM', 'BANG BANG', 'QU'ELLE EST BELLE', 'CHEVEUX LONGS ET IDEES COURTES'.

Table with 2 columns: This Week, Last Week. Lists hits like 'STRANGERS IN THE NIGHT', 'CHANTER', 'LA POUPEE QUI FAIT NON', 'PAPERBACK WRITER', 'LE VENT', 'PAINT IT, BLACK', 'KOHKOTSU NO BLUES'.

HONG KONG

Table with 2 columns: This Week, Last Week. Lists hits like 'STRANGERS IN THE NIGHT', 'PAPERBACK WRITER', 'MY BABY TREATED ME CRUEL', 'PLEASE DON'T STOP LOVING ME', 'NOWHERE MAN', 'DO REI ME', 'GREEN GRASS', 'A SIGN OF TIMES', 'DAYDREAM', 'PAINT IT, BLACK'.

ITALY

(Courtesy Musca e Disc, Milan)

Table with 2 columns: This Week, Last Week. Lists hits like 'TEMA', 'QUI RITORNERA', 'AMO—Adamo (VdP)', 'CHE COLPA ABBIAMO NOI', 'RIDERA', 'RESTA', 'LA FISARMONICA', 'L'UOMO D'ORO', 'PERDONO', 'NOTTE DI FERRAGOSTO', 'PER FAR PIANGERE UN UOMO', 'MAMA', 'THESE BOOTS ARE MADE FOR WALKIN'', 'SE TELEFONANDO', 'HOW DOES THAT GRAB YOU DARLIN''.

ISRAEL

Table with 2 columns: This Week, Last Week. Lists hits like 'MONDAY, MONDAY', 'PAINT IT, BLACK', 'NESSUNO MI PUO', 'GIUDICARE', 'MY LOVE', 'HOW DOES THAT GRAB YOU DARLIN'', 'BLUE TURNS TO GREY', 'STRANGERS IN THE NIGHT', 'I MET A GIRL', 'I AM A ROCK', 'SLOOP JOHN B'.

JAPAN

Table with 2 columns: This Week, Last Week. Lists hits like 'YOGIRI NO BOJO', 'KIMI TO ITSUMAEDEMO', 'YUUHI WA AKAKU', 'FUTARI NO SEKAI'.

Table with 2 columns: This Week, Last Week. Lists hits like 'ANATA NO INOCHI', 'BARA GA SAITA', 'OYOMENI OIDEYO', 'AITAKUTE AITAKUTE', 'GINZA BLUES', 'KOHKOTSU NO BLUES'.

MALAYSIA

*Denotes local origin

Table with 2 columns: This Week, Last Week. Lists hits like 'PAINT IT, BLACK', 'I'M THE LOSER', 'I AM A ROCK', 'SLOOP JOHN B', 'PRETTY FLAMINGO', 'HEY GIRL', 'DO IT RIGHT', 'ZORBA'S TRUMPET', 'TOMORROW CALLS', 'ANOTHER YEAR, ANOTHER LOVE, ANOTHER HEARTACHE'.

NEW ZEALAND

Table with 2 columns: This Week, Last Week. Lists hits like 'PAPERBACK WRITER', 'THE PIED PIPER', 'SUBSTITUTE', 'PRETTY FLAMINGO', 'MONDAY, MONDAY', 'BACKSTAGE', 'LEANING ON THE LAMP POST', 'I AM A ROCK', 'LISTEN PEOPLE'.

PERU

Table with 2 columns: This Week, Last Week. Lists hits like 'DIOS COMO TE AMO', 'EN UNA FLOR', 'YOLANDA', 'MI TONTO AMOR', 'TU VOZ', 'NADIE ME PUEDE ESPERAR', 'ROSA MARIA', 'LA CHICHERA', 'AGENTE SECRETO', 'SIEMPRE TE RECORDARE'.

PHILIPPINES

*Denotes local origin

Table with 2 columns: This Week, Last Week. Lists hits like 'BORN FREE', 'CALIFORNIA DREAMIN'', 'WELCOME, YANKEE WELCOME', 'MOMENT TO MOMENT'.

Table with 2 columns: This Week, Last Week. Lists hits like 'NOW THAT YOU KNOW', '500 MILES', 'RING DANG DO', 'MONDAY, MONDAY', 'I AM A ROCK', 'A SUMMER SONG'.

SINGAPORE

*Denotes local origin

Table with 2 columns: This Week, Last Week. Lists hits like 'PAINT IT, BLACK', 'DO IT RIGHT', 'HOW DOES THAT GRAB YOU DARLIN'', 'THE MORE I SEE YOU', 'I'LL BE YOUR MAN', 'I'M A ROCK', 'DOUBLE SHOT', 'PAPERBACK WRITER', 'LOVE IS LIKE AN ITCHING IN MY HEART', 'ELUSIVE BUTTERFLY'.

SPAIN

*Denotes local origin

Table with 2 columns: This Week, Last Week. Lists hits like 'JUANITA BANANA', 'THESE BOOTS ARE MADE FOR WALKIN'', 'YO SOY AQUEL', 'EL OLE', 'NESSUNO MI PUO', 'DAY TRIPPER', 'GIRL', 'DRIVE MY CAR', 'LES MARIONETTES', 'EL CORDOBES'.

A. Schroeder In Sydney

SYDNEY—Aaron Schroeder, American songwriter and publisher, visited Australia recently to check local conditions and determine the possibility of expanding his catalogs here. Abbey Simon, international vice-president of his company, accompanied Schroeder.

During his five-day stay in Sydney, Schroeder met several major music executives, including John Sturman, general manager of APRA; Bill Walsh, general manager of RCA of Australia; Fred Marks, executive director of Festival Records; Bill Smith, general manager of Australian Record Co.; Cec Barlow, record manager of EMI; and Arthur Major, general manager of Philips.

Radio and TV appearances by Schroeder included a long interview on 2 UE by Bob Rogers, who played several Schroeder compositions, while Don Lane opened his TCN "Tonight" show with Schroeder's "French Foreign Legion" and then spoke to the writer. Schroeder left Sydney for Manila and other Far Eastern markets.

B/J BILL JUSTIS

Mr. Fred Foster
Monument Record Corp.
9000 Sunset Blvd.
Hollywood, California 90069

Dear Fred:

Once in a great while a new song is introduced which, because of its message, appears certain to become a standard.

The great events of our nation's history are replete with "message-music". And this music has had a profound effect on the thinking of our people...and, consequently, the direction and development of our country.

Today, when in certain quarters patriotism seems to flicker instead of flame, it is my privilege to have produced a record with a vital and meaningful message for America and the world. The song... "If I Could Find Out What Is Wrong". The artist... Joe Dowell.

As a producer of commercial phonograph records, I would usually use terms like "smash", "hit", etc., but I want you to know I have produced this record because of its message, its meaning to me and my eagerness to share it with the free peoples of the world.

Sincerely,

Bill

Bill Justis

**"If I Could Find
Out What Is Wrong"**
(MONUMENT 952)

Joe Dowell

 **monument is artistry**
NASHVILLE / HOLLYWOOD

CLASSICAL MUSIC

Biggs and Bach the Two Mr. Bigs In Sales of Organ Music Records

By FRED KIRBY

NEW YORK—While classical organists and composers listed in the catalogs are notable by their extensive list of titles, the surest sellers seem to be the two B's, Biggs and Bach. Columbia artist E. Power Biggs, who currently has two record-

ings on the classical charts, has waxed 34 disks for that company since 1947, mostly on the organ, and all have moved well. Bach projects dot the repertoire of all prolific organ artists.

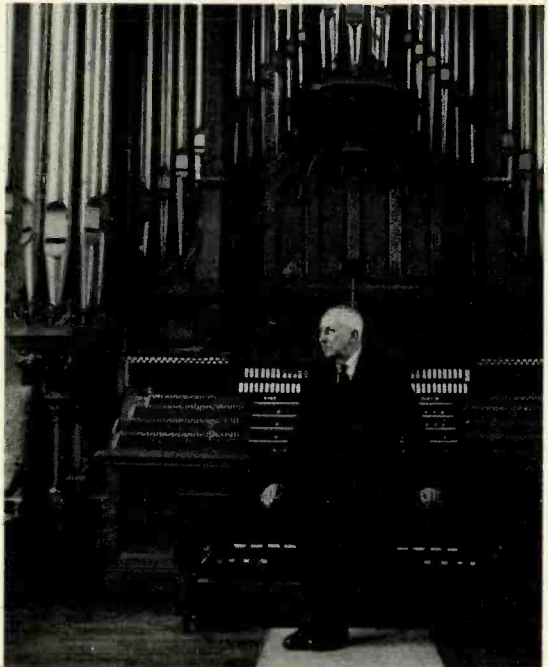
Other organists who sell well are Virgil Fox, now on Command; Marcel Dupre, now on Mercury; and Carl Weinrich,

now with RCA Victor. Disks by the three on their former labels also are still moving. Two other organists well represented in the catalogs are Walter Kraft of Vox and Helmut Walcha of Deutsche Grammophone Archives.

Also important in the organ (Continued on page 57)



LEADING ORGANISTS seated at their instruments are E. Power Biggs, Columbia artist, upper left, relaxing at the pedal harpsichord, which he plays in a current release; Virgil Fox of Command, upper right, playing the organ at New York's Philharmonic



Hall; Carl Weinrich of RCA Victor, lower left, playing the organ at the New York General Theological Seminary, and Marcel Dupre of Mercury, resting at a massive church organ. The photos indicate the variety of instruments these top artists are called upon to master.



JANE MARSH is welcomed on her arrival at Kennedy Airport, Monday (11) by Roger Hall, left, manager of Red Seal a&r for RCA Victor; Norman Racusin, right, division vice-president and operations manager for Victor, and Bud Palmer, commissioner of the New York City Department of Public Events. Miss Marsh will record exclusively for Victor.

Jane Marsh Goes RCA

NEW YORK—Soprano Jane Marsh, who was honored last week (11) and (12) on her return to the United States after winning the Tchaikovsky International Competition, will record four of her contest series for RCA Victor. The LP will be cut during Tanglewood performances on July 24 and Aug. 13 with Eric Leinsdorf conducting the Boston Symphony.

The first recording on Miss Marsh's new exclusive Victor contract will feature the Letter Scene from Tchaikovsky's "Eugene Onegin," an aria from Tchaikovsky's "Pique Dame," "O Patria Mia" from Verdi's "Aida," and the "Ave Maria"

from Verdi's "Otello." Victor, which plans to rush-release the disk, also may record an album with Miss Marsh and two other Tchaikovsky competitors, soprano Veronica Tyler, who shared second-place honors in the women's vocal competition, and bass Simon Estes, who was second in the men's division.

The three were honored at a City Hall reception Tuesday (12), where Mayor John Lindsay presented Miss Marsh the city's Handel medal. Miss Marsh also was the subject of a Kennedy Airport press conference on Monday (11). This year's competition was the first Tchaikovsky event open to vocalists.

Piano Works, Lieder in Vox's Package Product Future

NEW YORK—Vox, which is noted for its complete projects of different types of music, has an ambitious set of recordings planned. Included are the complete piano works of Liszt and Prokofiev, complete lieder, and Schoenberg's complete string quartets. Vox also has concluded a deal with EMI for the fall reissue of four Mozart Society opera packages recorded in the 1930's.

Fall releases also include three-record Vox Boxes in continuing series, such as the final

two volumes of Haydn's complete piano works. Walter Klein is the soloist in Volume 3 and Martin Galling in Volume 4. The fifth volume of the 10-box (30 records) complete Haydn string quartets by the Dekany Quartet is another fall release. (Continued on page 60)

Col. Releasing Bernstein in the Park Package

NEW YORK — Columbia is releasing a specially priced two-record set, "Leonard Bernstein Conducts a Concert in the Park," with works Bernstein and the New York Philharmonic are playing in a series of four free park concerts this summer. The concert repertoire includes Beethoven's "Symphony No. 3 ('Eroica')" and Stravinsky's "Le Sacre du Printemps (The Rite of Spring)."

This month, Bernstein and the Philharmonic, who have already appeared in a park concert in Milwaukee, will perform in Central Park here (26), Prospect Park in Brooklyn (29), and at the Long Island Festival of Arts (30), under the joint sponsorship of the Joseph Schlitz Brewing Co. and New York City.

The album, which will list for \$7.59 mono and \$9.59 stereo, was produced under the supervision of John McClure, Columbia's Masterworks a&r director.

Stern Cuts for Col. in London

LONDON — Violinist Isaac Stern spent a two-day recording session at Croydon Hall last month for Columbia Records. The pressings followed concerts of the same program with the London Symphony Orchestra, where Stern was conductor and soloist, at the Llandaff Cathedral in Wales, the York Festival in Yorkshire, and the Royal Festival Hall here.

The concert and recording program included Vivaldi's concertos in C Minor and E-Flat; Mozart's "Sinfonia Concertante for Violin, Viola and Orchestra"; Bach's "Violin Concerto in A Minor," and two Haydn works, the "Sinfonia Concertante for Violin, Oboe, Cello and Bassoon" and the "Violin Concerto in C."

Saratoga Gets a Cultural Cure

By ROBERT SOBEL

SARATOGA SPRINGS, N.Y. —Saratoga, long the mecca for horse racing and health-giving minerals, has added a Performing Arts Center to its laurels.

The center, the new summer home of the New York City Center Ballet and the Philadelphia Orchestra, under Eugene Ormandy's baton, looks out at an area once decked with Indian wars, the Revolutionary War, and which later became the spot for the healthy and the infirm. It is one of the largest theaters in the world, boasting an interior capacity of 5,100 persons and room for an addi-

tional 7,000 viewers on the gently sloping lawns. Unlike Tanglewood, the slopes make it possible for the "grassniks" to have a clear view of the stage between the balcony and auditorium level. This is especially beneficial during those nights when the ballet is scheduled.

The acoustics can hardly be improved upon in a theater of such design, given to the outside and facing the usual rear and side walls for sound reflection. Foremost is a large sound-reflecting fan-shaped canopy of cement stucco on steel framing which extends some 50 feet over the auditorium. There's also a series of baffles to reflect sound

across the hall, a cement stucco surface in curved form to help reflect sound down to the seats under the balcony, and real wall panels with six speakers placed at regular intervals for sound reinforcement to carry the music to the lawns, just to name some of the more important acoustical features.

In listening to the music from the ballet version of "A Midsummer Night's Dream," July 9, one found the acoustics to be far superior to those at Lincoln Center. And although Mendelssohn's music came from the orchestra stationed in the pit instead of on the stage, (Continued on page 60)

Biggs & Bach Mr. Bigs in Organ Records

• Continued from page 56

catalog are Anton Heiler on Bach Guild, Maurice Durufle on Angel, Karl Richter on Deutsche Grammophone and Telefunken, Alf Linder on Westminster, Simon Preston on London Argo, Gustav Leonhardt on Telefunken, Helmuth Rilling on Vox, and Albert De Klerk on Telefunken.

Everest Releases

Marie-Claire Alain and Luigi Gerardinando Tagliavini are represented singly in Westminster and Music Guild respectively and in three duet disks on Music Guild. Everest's August release plans include "Seven Centuries of Organ Music," assorted pieces played by Bruce Prince-Joseph. Counterpoint boasts Marilyn Mason, whose Schoenberg "Variations" is the only recording of Schoenberg organ music in the catalog. It is still a good seller in a coupling with Satie's "Mass for the Poor" with the Randolph Singers.

Vox, which will release the fourth of six three-album boxes of Bach organ music by Kraft in the fall, next year plans to release the first Vox Boxes of six-album German and French organ music. Rilling is the organist on the 18-record German set, which is currently being recorded. Vox also plans collections of Italian and Spanish organ music. Each Bach package was recorded by Kraft on a different European organ. Kraft also is represented on huge organ music, and two boxes by Handel.

Biggs' current Columbia chart entries are "Bach on the Pedal Harpsichord" and "E. Power Biggs Plays Mozart—Music for Solo Organ." While Biggs' LP's all record good sales, some of the consistent sellers are Bach Organ Favorites: Volume 1, "Bach Organ Favorites: Volume 2," "Heroic Music for Organ and Brass," and "Mozart Sonatas for Organ and Orchestra."

Biggs' catalog includes the complete Mozart organ works on instruments the composer himself used, "The Organ" on 35 instruments dating from 1521 to 1958, "The Art of the Organ" on 20 different European organs, and contemporary works, such as the Hindemith organ sonatas. Biggs also has recorded the complete organ concertos of Handel on a 1749 English organ the composer designed and often played.

Weinrich Sellers

Weinrich's top sellers for Victor are "Bach Organ Music, Volume 1," "Organ Music of the Baroque," and a two-record set of Mozart sonatas for organ and orchestra and Haydn's "Concerto in C for Organ and Orchestra" with Arthur Fiedler and his sinfonietta. Weinrich also appears on single LP's and sets totaling 15 records on Westminster with the complete Bach organ works. Westminster also has the complete organ works of Buxtehude by Linder on seven disks.

Command has scored with Fox during the two years of their association. Top sellers include his pressings on the Philharmonic Organ at Lincoln Center and the John Wanna-

Billboard Award

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	MAHLER: SYMPHONY NO. 6 (2-12" LP) Boston Symph. Orch. (Leinsdorf), RCA LM 7044 (M); LSC 7044 (S)	5	23	23	E. POWER BIGGS PLAY MOZART—MUSIC FOR SOLO ORGAN . 5 Col. ML 6256 (M); MS 6856 (S)	5
2	2	MAHLER: SYMPHONY NO. 10 (2-12" LP) Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)	16	24	27	BEETHOVEN: CONCERTO NO. 5 ("EMPEROR") G. Gould/Amer. Symph. Orch. (Stokowski), Col. ML 6288 (M); MS 6888 (S)	5
3	3	BERNSTEIN CONDUCTS IVES N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	9	25	25	MOZART: SYMPHONIES NOS. 28 & 33 Cleve. Orch. (Szell), Col. ML 6258 (M); MS 6858 (S)	7
4	8	ZARZUELA ARIAS Caballe, RCA LM 2894 (M); LSC 2894 (S)	7	26	26	BRITTEN: CURLEW RIVER Pears, Shirley-Quirk, Lon. A 4156 (M); OSA 1156 (S)	4
5	5	IVES: SYMPHONY NO. 1 Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)	8	27	36	SCHUBERT: THE TROUT AND OTHER SONGS Fischer-Dieskau, Moore, Angel 36341 (M); S 36341 (S)	2
6	9	ARTUR RUBINSTEIN/CHOPIN RCA LM 2889 (M); LSC 2889 (S)	3	28	18	NIELSEN: SYMPHONY NO. 3 Royal Danish Orch. (Bernstein), Col. ML 6169 (M); MS 6769 (S)	16
7	7	IVES: SYMPHONY NO. 4 Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)	16	29	29	LISZT: SONATA IN B MINOR/SCHUBERT: WANDERER FANTASY Rubinstein, RCA LM 2871 (M); LSC 2871 (S)	11
8	6	VERDI: DON CARLO (4-12" LP) Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)	16	30	31	PUCCINI: LA BOHEME (2-12" LP) Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)	11
9	4	MAHLER: SYMPHONY NO. 4 IN G Cleve. Orch. (Szell), Col. ML 6233 (M); MS 6833 (S)	16	31	37	MOZART: PIANO CONCERTOS NOS. 14 & 17 Serkin/Col. Symph. Orch. (Schneider), Col. ML 6244 (M); MS 6844 (S)	3
10	11	CHOPIN WALTZES Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	16	32	33	GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)	11
11	13	MY FAVORITE CHOPIN Cliburn, RCA LM 2576 (M); LSC 2576 (S)	16	33	28	BACH ON THE PEDAL HARPSICHORD Biggs, Col. ML 6204 (M); MS 6804 (S)	13
12	12	PRESENTING MONTSERRAT CABALLE RCA LM 2862 (M); LSP 2862 (S)	16	34	38	I LOVE YOU—ROMANTIC MELODIES OF EDVARD GRIEG Various Artists, Capitol P 8627 (M); SP 8627 (S)	2
13	10	BLESS THIS HOUSE Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)	16	35	30	MUSSORGSKY-STOKOWSKI: PICTURES AT AN EXHIBITION New Philm. Orch. (Stokowski), Lon. PM 55004 (M); SPC 21006 (S)	16
14	15	BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP) Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)	11	36	40	THE WONDERFUL WALTZES OF TCHAIKOVSKY Chicago Symph. Orch. (Gould), RCA LM 2890 (M); LSC 2890 (S)	3
15	16	BAROQUE GUITAR Bream, RCA LM 2878 (M); LSC 2878 (S)	13	37	32	GERSHWIN: RHAPSODY IN BLUE N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	16
16	14	BRAHMS: LIEBESLIEDER WALTZES Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	15	38	39	MUSIC OF ARNOLD SCHOENBERG, VOL. 4 (2-12" LP) G. Gould, Col. M2L 336 (M); M2S 736 (S)	3
17	24	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP) Col. M2L 328 (M); M2S 728 (S)	16	39	34	TCHAIKOVSKY: CONCERTO NO. 1 Cliburn, RCA LM 2252 (M); LSC 2252 (S)	16
18	17	HOLIDAY FOR STRINGS Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	16	40	35	RODRIGO: CONCIERTO DE ARANJUEZ/TEDESCO; CONCERTO IN D Williams, Col. ML 6234 (M); MS 6834 (S)	16
19	19	BIZET: CARMEN (3-12" LP) Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)	12				
20	20	SOUVENIR OF A GOLDEN ERA (2-12" LP) Home, Lon. A 4263 (M); OSA 1263 (S)	9				
21	22	PURCELL: MUSIC FOR THE THEATRE Bath Fest. Orch. (Menuhin), Angel 36332 (M); S 36332 (S)	5				
22	21	RITUAL FIRE DANCE Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)	6				

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.	BLESS THIS HOUSE—Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)	4.	GERSHWIN—RHAPSODY IN BLUE—N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)
2.	HOLIDAY FOR STRINGS—Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	5.	I LOVE YOU—ROMANTIC MELODIES OF EVARD GRIEG—Various Artists, Capitol P 8627 (M); SP 8627 (S)
3.	GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS—Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)	6.	THE WONDERFUL WALTZES OF TCHAIKOVSKY—Chicago Symph. Orch. (Gould), RCA LM 2890 (M); LSC 2890 (S)

maker Organ in Philadelphia. Another good mover is "Virgil Fox at the Organ Plays Johann Sebastian Bach." His popularity carries over to his past labels with nine albums on Capitol and two on Victor still reporting sales.

Walcha's Deutsche Grammophon output totals 22 recordings, all of Bach organ music. That label also has pressings by Karl Richter and Hans Heintze. Richter also appears on London and Telefunken, which will have Leonhardt as

organ soloist in next month's release of the complete "St John's Passion" of Bach and in a fall release of "The Last Judgment," a short Telemann opera in its Sas Alte Werk series. Telefunken also has nine De Klerk disks, including music of Bach, Handel, Buxtehude, Arne, Mozart and Boehm.

Dupre Does Franck

Dupre, who could play preludes and fugues of Bach from memory at 10, is on Mercury in a Bach set of preludes and fugues recorded at Saint-Suplice

in Paris and Franck works recorded at St. Thomas' Church in New York, as well as soloist with the Detroit Symphony in the Saint-Saens "Symphony No. 3." His other catalog listings are disks of his own and Couperin works on Westminster and two Bach pressings on Overtone.

Vanguard's Bach Guild has released Volume 2, 3 and 4 of Heiler playing Bach this year. The organist was featured late last year in Antonio Soler's "Six Concerti for Two Keyboards," and the Bach-Vivaldi "Four

Concerti for Organ." Another recent Bach Guild release presents Bach organ works by Finn Videro recorded in Denmark.

Nonesuch has so far released three LP's by Hansen of "Master Works for Organ" with music of the North German school of composers. The series will continue with other organists and schools. The new Pirouette label includes an organ disk among its initial releases with Kenneth Gilbert playing "Baroque Organ Masters," mu-

(Continued on page 60)

COUNTRY MUSIC

Opry Sets Crowd Precedent

NASHVILLE — An unprecedented program to deal with an unprecedented crowd was given by the "Grand Ole Opry" Saturday night, July 9. The crush began Friday night (8) when a crowd of some 5,000 tried to buy tickets for the "Friday Night Opry." After every seat

was sold, and additional hundreds were placed in the wings and onto the huge stage, 500 were still turned away.

Early Saturday morning, with both night performances already sold out and thousands still wanting tickets for the "Opry," WSM Vice-President Robert Cooper, "Opry" manager Ott Devine and "Opry House" manager Dick Rhodes decided to shoot for a third show that night . . . the fourth of the weekend.

With temperatures soaring into the upper 90's, crowds gathered at mid-afternoon to get tickets for a 12:30 a.m. show (actually Sunday morning). Although it was not broadcast, the show went on and continued for two hours and 10 minutes.

Thirty-four "Grand Ole Opry" stars were on hand to put on the weekend shows.

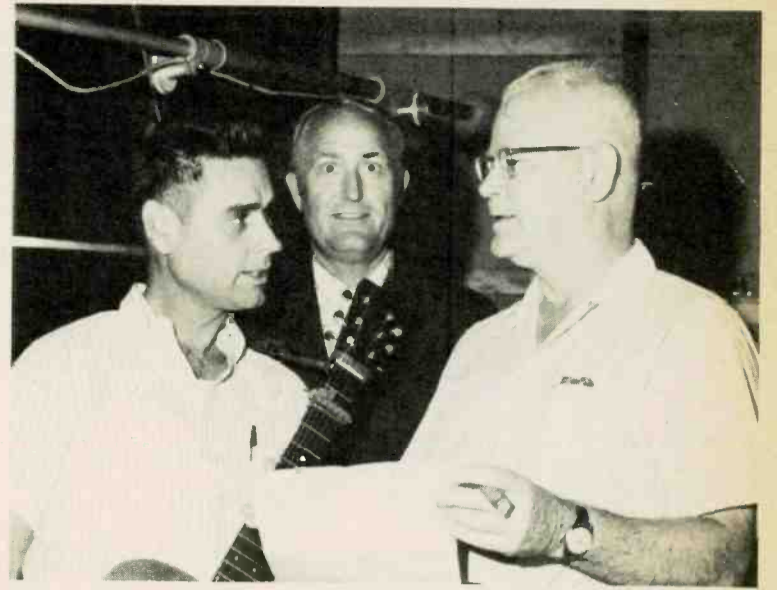
The two-a-night performances for Saturday began Memorial Day, and each has been a sell-out since. Reserved seat tickets currently are sold out until about Sept. 1. General admission tickets are placed on sale the Tuesday preceding each show.

Owens' New Offices

BAKERSFIELD, Calif.—New offices of Buck Owens Enterprises and OMAC Artist Corp. are at 403 Chester Avenue here. The new phone number is (805) 323-8311. The move includes Buck Owens Productions and Blue Book Music.



PAT FLOYD sparkles with her latest country hit, "The Next Sound You Hear" b/w "Keys in the Mailbox" CLW 6601. CLW Records, 7255 W. Colfax, Lakewood, Colo. Distributed by Sounds of Nashville, 160 Second Avenue, Nashville, Tenn. (Advertisement)



GEORGE JONES, left, goes over recording material with Musicor's Pappy Daily as Hubert Long looks on. Long and Daily completed arrangements for The Hubert Long Talent Agency to handle Jones' booking.

Dallas 'Big D' Resumes Aug. 6

DALLAS — "Big D Jamboree," for many years a regular Saturday night feature at the Sportstorium here, resumes operation Aug. 6 following a general reorganization. The Sportstorium has been dark the last several Saturdays.

New "Big D" producers are Charlie Helton and Joe Bill, both of Dallas. Helton will double as business manager, and Hill as host emcee.

Under the new format, "Big D" will be represented in five segments, with each half-hour portion directed by its own emcee. On the emcee staff, besides Bill, are Horace Logan, Chuck Jennings, Joe Poovey and Eddie McDuff. Both radio and TV broadcasts are being arranged.

"Big D" bookings, under the new set-up, are being handled by the veteran Dallas agent, Charles Wright.

Pierce Guests On Clark TV'er

PORT HURON, Mich. — Webb Pierce, who split the past week on dates in Maryland and Michigan, departed Monday (18) for Los Angeles to tape a guest spot Thursday (21) on Dick Clark's new TV show, "Swingin' Country."

During his appearance in Port Huron last week (13), Pierce was featured in the Blue Water Festival Show, and rode in the festival parade with Gov. George Romney of Michigan.

Where They're Showing

CONNIE HALL—Port Huron, Mich., Aug. 5; Troy, Ohio, 6, and Hartford, Mich., 7.

BLACKWOOD BROTHERS QUARTET — Andalusia, Ala., July 23; First Assembly of God Revival, Memphis, 24-27; T. C. Williams High School, Alexandria, Va., 28; Arena, Richmond, Va., 29; Greenville, S. C., 30, and First Assembly of God Revival, Memphis, 31.

JOHNNY DOLLAR — Clear Spring, Md., July 21; Chesa-

peake Beach, Md., 22; Wheeling, W. Va., 23; Laurel, Md., 24, and Jackson Mills, N. J., 30.

VAN TREVOR — Palisades, N. J., July 21; Bolton, Conn., 22; Newtown, Conn., 28, and Dover, N. J., 30.

BARBARA ALLEN—Wheeling, W. Va., July 16; Hartford, Mich., 17; Indianapolis, 23; Easton, Pa., 27; Fair Hill, Md., 28-30; Allentown, Pa., 31; Chalettsville, Pa. Aug. 5; Wheeling, W. Va., Aug. 6.

'Mean Old Woman'

(Columbia)

CLAUDE GRAY

High in the Charts!

WJEF, GRAND RAPIDS

KSAY, SAN FRANCISCO

WPLO, ATLANTA

KCKN, KANSAS CITY

WWVA, WHEELING

KCUL, FORT WORTH

WHO, DES MOINES

WCMS, NORFOLK

KDKO, DENVER

WDOD, CHATTANOOGA

WYOU, TAMPA

KPCN, DALLAS

Bookings:

Wright Talent Agency

Box 516, Goodlettsville, Tenn.

A.C. 615; 859-2446



Stations Cooling on Oldies for Summer

• Continued from page 33

ord hops. Station deejays do about one hop a night.

FOR SALE

Registered Trademark

RECORD LABEL and BMI CATALOG

No Liabilities. Moderate Assets.

Strictly Confidential.

BOX A-292

Billboard Pub. Co.

9000 Sunset Blvd.

Hollywood, Calif. 90069

ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Catalog Merchandise.

Write to be placed on our national mailing list.

We ship C.O.D. in the U.S. Check must accompany order from all international accounts.

Barney's One-Stop

3234 Roosevelt, Chicago, Ill. 60624
PHONE: (312) VA 6-1828

"I feel that oldies, have fallen a bit," Jackson said. "The reason is that so many stations have jumped on the oldies bandwagon to increase ratings. But I believe kids are just as hip on the new groups today as they are on the old ones."

KLIF in Dallas started out the summer pretty heavy with oldies, "but we have phased them out," said program director Johnny Borders. "We were playing oldies two-to-one at the beginning, then tapered down to one-to-one. We're now back to two an hour, about normal for us. But the reason we were playing so many oldies is that early in the summer all of the records being turned out were mostly bad. Now the situation has improved, largely because of records like "Wild Thing" and "Summer in the City." But the use of oldies to boost audience ratings has faded. I don't believe it has much charm anymore."

WABC in New York, however, is spinning an oldie every third record. WABC program director Rick Sklar said, "We did it last year, too. And we got a lot of requests from listeners to repeat it. For some reason or other, people are more conscious of our kind of radio in the summer than in the cold of winter. More younger people listen because they're out of school; these people are conscious of lyrics and identify with lyrics they already know. They're a more critical audience."

"Our ratings last summer showed a jump out of proportion to the normal summer increases expected. This same



BUBBIE RECORDS, a new voice in country music, proudly presents Frank Dell and his destined chart winner, "Folsom Prison Blues" b/w "One Night to Live It Up." #1001. D.J.'s, for records, contact: Bubbie Records, P. O. Box 10806, Midwest City, Okla. Phone: PE 2-4670 (Advertisement)

type of programming is doing so well that we may try to strike a balance of similar programming for the rest of the year."

Sklar was aware that golden oldies might not work as well in other markets. "You have to be guided by the market. New York is peculiar because it's so large; it works differently. Oldies obviously find an audience here."

Biggs & Bach Mr. Biggs in Organ Records

• Continued from page 57

sic by Buxtehude, Boehm and Walther.

Angel's most recent organ disk was music of Frescobaldi and Vivaldi-Bach by Fernando Germani released this year. The Angel catalog also includes organists Edouard Commette, Nowl Rawthsthorpe and Albert Schweitzer, who also appears on a Columbia Bach set. Pierre Cochereau, who is on four Oiseau-Lyre recordings, three with Couperin music, is the organist on the recent Philips pressing, "800th Anniversary of Notre Dame Cathedral."

Preston, with four Argo sets to his credit, will be on that import's August release of Messian's "La Natvite Du Seigneur," recorded in Westminster Abbey. Also listed for Argo next month is the first of two volumes by Adrew Davis of "Tudor Church Music" recorded at the Kings College Chappel at Cambridge.

In addition to his Music Guild pressings, Tagliavini appears on a Deutsche Grammophon Archives pressing, "Music of Schute Time." Miss Alain also is on a Decca four-record set. It appears that organ buffs who have many titles by top artists on different instruments, will have even more to choose from in the coming months as the organ continues to be one of the most frequently recorded instruments.

Saratoga Culture

• Continued from page 56

there was a vast difference. Voices rang with clarity of tone and the orchestra sounded sharp, with highs and lows distinguishable and round.

An adjacent stone and marble building, the Hall of Springs, has been converted into a dining and dancing pavilion for the amphitheater's patrons. Inside,

61 Orchestras to Share 0.2 In Ford Foundation Grants

NEW YORK — The Ford Foundation has announced grants totaling \$80.2 million to 61 orchestras in 33 states, the District of Columbia and Puerto Rico. Matching funds from other sources must be provided within five years for about three-fourths of the funds, \$58,750,000. The rest of the money does not require matching.

Fourteen major orchestras will get \$2.5 million each. The smallest grants are \$325,000 each to four of the smaller orchestras. Matching endowments range from two dollars for one foundation dollar to one-to-one. Except for an outright grant of \$375,000 to the Symphony Orchestra of Puerto Rico, the monies for each orchestra will comprise an endowment portion and a smaller supplemental fund that does not have to be matched.

The purpose of the supplemental funds, amounting to \$17.3 million, is to relieve orchestras of the need for increasing their annual fund raising drives. Another \$4,150,000 of "developmental funds" will not have to be matched. These will go to 25 orchestras to expand programs for children and young people and to reach more people in their areas. These funds also will allow more extensive cooperation with area ballet and opera companies and training for young musicians.

Receiving the \$2.5 million sums were the symphony or-

chestras of Indianapolis, Chicago, Boston, Minneapolis, St. Louis, San Francisco, Dallas, Houston, Cincinnati, Pittsburgh, the Los Angeles Philharmonic, the Cleveland Orchestra, Philadelphia Orchestra, and the National Symphony of Washington, D. C.

Grants totaling \$1,750,000 each went to the Rochester Philharmonic, Seattle Symphony, Atlanta Symphony, New Orleans Philharmonic Symphony, Baltimore Symphony, Buffalo Philharmonic, Denver Symphony, San Antonio Symphony and Kansas City Philharmonic. Listed for \$1.5 million each are the New York Philharmonic, American Symphony of New York City, Detroit Symphony, and the Utah Symphony. The funds to the New York Philharmonic and Detroit Symphony supplemented previous grants.

Totals of \$1,350,000 each went to the Oakland Symphony and the Hartford Symphony, while \$1,250,000 each went to the Portland (Oregon) Symphony and the Milwaukee Symphony. The Honolulu Symphony gained \$1.1 million, while the North Carolina Symphony and the Syracuse Symphony received \$1 million each.

Other Grants

Other grants went to the following symphony orchestras: Phoenix, \$850,000; Birmingham, \$800,000; Oklahoma City, \$750,000; Nashville, \$700,000; Sacramento, \$700,000; Louisville, (Continued on page 64)

Piano Works, Lieder in Vox's Package Product Future

• Continued from page 56

Vox also plans to issue the complete Haydn symphonies in its three-disk boxes.

Bach packages for the fall are volumes 3 and 4 of Galling at the Harpsichord in the six-box complete organ music. Two series will start in the fall, the first of two boxes by pianist Walter Klein playing all the variations and "Kleine Klavierstucke" of Mozart, and the first volume of Mendelssohn's complete chamber music.

Release Next Year

The Prokofiev packages, set for release early next year, will have Gyorgy Sandor playing the complete piano sonatas in one box and other piano pieces in a second. The Kohon String Quartet, featured in two previous Dvorak boxes and two Ives string quartets for Vox, will be on the three-disk Schoenberg set, the first time Schoenberg's complete string quartets will be available in stereo.

The lieder project, which range of lieder, will begin early next year with the first of three of four boxes of Brahms. Louis Kentner will be the pianist on

the complete Liszt piano compositions. George H. de Mendelssohn-Bartholdy, Vox president, said his company will have the complete Beethoven chamber music available in boxes "long before" the 1970 celebration of the 200th anniversary of the composer's birth.

Mendelssohn-Bartholdy, who said Vox had the largest repertoire of piano and chamber music on records, added that the company planned to have the same reputation in the organ. In addition to the Buxtehude and Bach series by Kraft, Vox plans sets of German, French, Spanish and Italian organ music from the earliest to the contemporary.

The EMI opera arrangement will enable Vox to release Hans Busch conducting "Don Giovanni," "Le Nozze de Figaro" and "Cosi Fan Tutte," with Sir Thomas Beecham the conductor on "The Magic Flute." Vox also has a contract with Electrola.

A first in stereo also is listed for the fall on the Turnabout budget label, Pierre Boulez conducting his "Le Marteau sans Maitre." Other fall Turnabout releases will be Wilfried Boettcher conducting the Haydn 15th, 16th and 17th symphonies; Helmuth Rilling conducting the concert for one, two, three and four harpsichords of Bach with Galling among the soloists; bassoonist George Zukerman playing bassoon concerti of Michael Haydn and Karl Stamitz; Gade's "Symphony No. 1" and "Echoes of Ossian;" Boccherini quintets with Gunter Kehr and others; and four shorter Nielsen works, "Saga-Dream," "Helios" overture, "Serenata in Vano" and the "Little Suite" for strings.

also, is a record shop carrying standards and esoteric albums. There's also sheet music, books on composers, etc. However, the concessionaires were not faring too well and voiced hope for a better location.

The Philadelphia begins its debut season Aug. 4. The season ends Aug. 24. Columbia Records has no plans at present to wax the orchestra live.

For musical comedies, concerts, opera, and, of course, ballet, the theater could very well be the new "cure" for Saratoga.

NOW OVER 1,500 DEDICATED MEMBERS

Performers, Composers, Music Publishers, Record Companies, Radio and TV Stations, Licensing Organizations, Advertising Agencies, and the Business and Consumer Press . . .



. . . all working toward a common goal—the ever greater scope of world-wide recognition for Country Music—

Its People • Its Sound • Its Message

JOIN NOW!

It's the "IN" thing to be in.

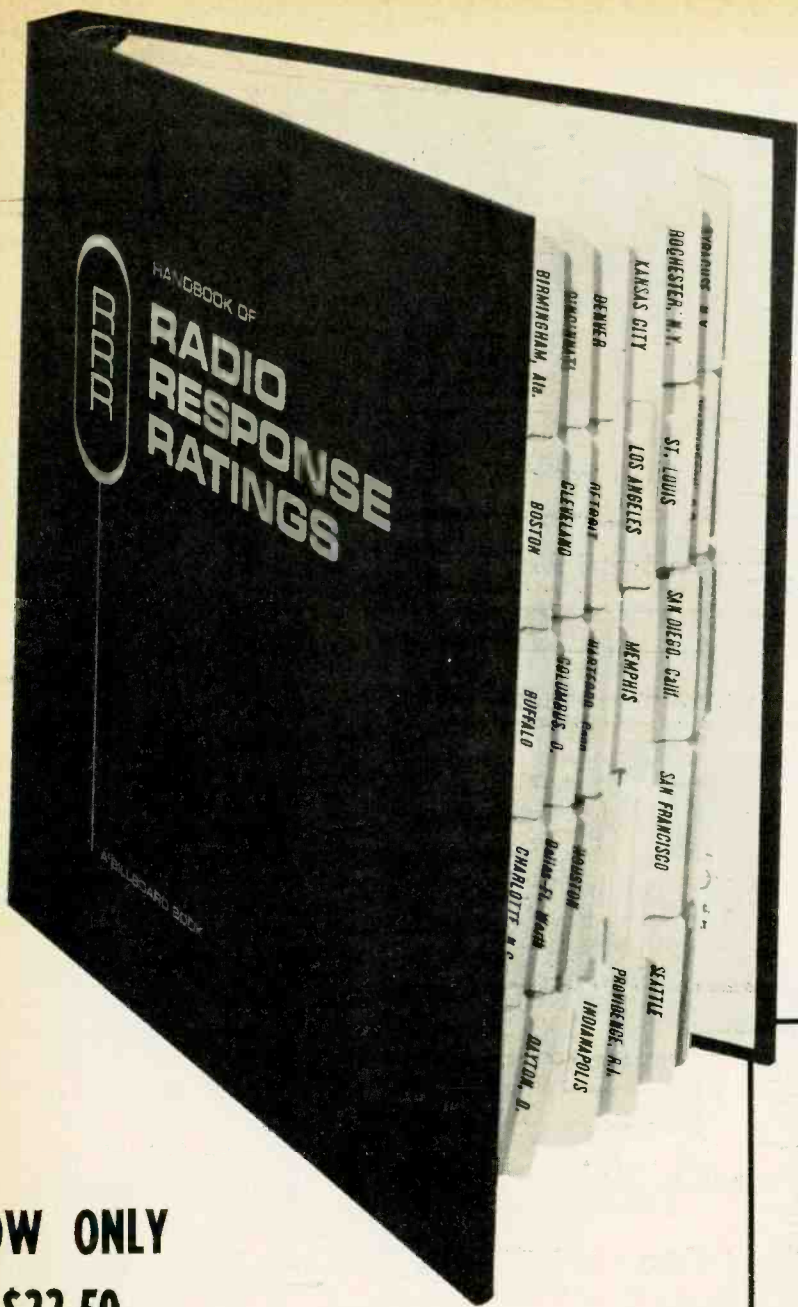
Annual Membership Dues: \$10.

Send Your Application to

JO WALKER

Country Music Association

801 16th Ave. South, Nashville, Tennessee



**NOW ONLY
\$22.50**

Over 40% less than first edition!

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

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

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

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

**OFF THE PRESS AUGUST 15
ORDER NOW**

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.

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

NATIONAL BANDSTAND SHOWS

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

LOCAL TV BANDSTAND SHOWS

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

COUNTRY TV SHOWS

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

ORDER FORM

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

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

Company Name _____

YOUR Name & Title _____

Address _____

City, State & Zip _____

* For delivery in the following areas, 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 \$ _____

NAMM Committee Move To Aid Record Dealers

• Continued from page 1

"I don't foresee any real obstacles to our plans," said Galperin. "Record dealers have indicated interest in affiliating with NAMM and I feel this reciprocation on NAMM's part is the first of a series of steps that will eventually bring great numbers of record dealers to NAMM."

Galperin pointed out that "a majority" of NAMM's members are in the record business. "For most of them, however, records represent less than 50 per cent of their sales," said Galperin. "The dealers we don't have are the ones whose phonograph record sales amount to more than 50 per cent of their whole business. These are the ones we are aiming for with this effort."

Results of the effort could:

- Make the phonograph committee more active on a year-round basis.
- See a swelling of NAMM membership from the ranks of thousands of independent record dealers around the country.
- See a return of record manufacturer representation at the NAMM Music Show.

Main Topic

In Sunday's meeting of the phonograph record committee, which was attended by interested dealers from all parts of the country including one retailer from Hawaii, the discussion centered mainly on the topic of NAMM and the independent phonograph record dealer.

The dealers said they felt the need of belonging to an association because "as small businessmen" they could "take advantage of many of the bread and butter services that a group like NAMM offers." Many of them said that they are not interested in having NAMM do anything "glamorous" for them—merely to help them make money. Most of them agreed that certain general industry problems would be almost automatically eliminated simply by the fact that

dealers were united in an association.

NAMM's point of view, as outlined by Galperin, was that phonograph record dealers "qualify for NAMM membership already." He pointed to previous NAMM efforts in behalf of the record dealer and said that NAMM "has its doors open" to any record dealer who seeks membership.

Dealers, on the other hand, pointed out that most of them had never been contacted by the association in any way, and said they have seen very little NAMM publicity in the trade press. Recent stories about NAMM's interest in record dealers, it was said, were similar to reports of a year ago—which

funds. Dealers said they were generally satisfied with the refunds. However, it was pointed out that several record companies had gone bankrupt recently, and would probably be unable to perform the function of returning the tax money.

"Since this money was paid from us to these companies, and then passed on to the government," said Andersen, "I feel that we must find some other way of having it returned to us." Andersen suggested that the NAMM board of directors write a letter to the Internal Revenue Service asking that a method be arranged by which dealers would be given credit on their income tax for such excess excise taxes the government had collected. The suggestion was put before the committee in the form of a motion and was also unanimously approved.

In the discussion of the refunds, dealers said that all the major manufacturers except Decca had been very prompt. Only one of the dealers present had received a refund from Decca. Other delays in returns were mostly from independent distributors. However, dealers agreed that many of the distributors were waiting to collect refunds from all the manufacturers before returning them to the dealers.

Another leading topic of discussion was the booming tape CARtridge business. Dealers showed great interest in the field but admitted they were somewhat hesitant and confused by a lack of standardization in the field.

The committee also talked about record pricing. Half of the dealers present said they refuse to discount at all. Rather than competing on a price basis, they insisted, they have successfully been able to compete by taking special orders and offering other services to customers which other types of dealers did not provide.

NEW SERIES TO ANALYZE NEW PRODUCTS

CHICAGO—Due to the extensiveness and variety of products introduced at the National Association of Music Merchants (NAMM) Music Show here last week, Billboard will, in the Audio Retailing Section, run a series of articles on products of special interest to the record dealers.

Starting next week with "Part I—Portable Phonographs" the series will also discuss radios, tape recorders, musical instruments, and accessories. The articles will familiarize the dealer with products introduced at the Music Show and will analyze these products from the record dealer's point of view.

had apparently led to nothing concrete.

Galperin said that last year's activity had been initiated by California dealer Howard Judkins, who was then chairman of the committee. Judkins has been ill for some time, said Galperin, and unable to work on his plans. "But he was able to make a start," said Galperin, "and his efforts are largely responsible for our meeting here today."

(Chicago dealer V. H. Andersen then read a letter which he had received from Judkins prior to the meeting. In the letter Judkins lauded the efforts of the committee and wished it success.)

The committee eventually came up with two proposals on the subject of phonograph record dealers and NAMM. The first was a general proposal asking that NAMM should make additional efforts to publicize its services to record dealers in order to attract their membership. The second proposal, suggested by G. W. Seiffert, a NAMM member and owner of the Campus Record Shop in Iowa City, Ia., was that the NAMM board appoint a steering committee for the purpose of working out details on the kind of publicity and the types of additional services needed in order to attract strong record dealer membership. Both proposals were unanimously approved.

A third proposal, made by Andersen, rose out of a discussion of federal excise tax re-



RECORD DEALERS discussing industry problems at the NAMM-sponsored phonograph record committee meeting during the Music Show last week include: (left to right) Les Frick, Chicago; Don Scott, Chicago; Henry Hauchild, Victor, Texas; V. H. (Andy) Anderson, Chicago, and G. W. Seiffert, Iowa City, Iowa.

'Real' Portability Is Trend of 1966 Lines

CHICAGO — "True portability in phonographs and tape recorders is the big thing this year," a buyer told Billboard during last week's Music Show. "It has become popular for kids and even adult buyers to have AC and battery-operated players of pretty good quality and the manufacturers are responding to this trend."

Dozens of firms exhibiting at the Conrad Hilton Hotel indicated that manufacturers did consider the "truly" portable phonograph record player to have high market potential in the imminent future by displaying hundreds of new models.

Portable radios, which already have the lion's share of the nation's radio market, stressed extra features (like combination of FM receivers into pocket-sized

models typified by Standard Radio Corp. Model SR-J920F) and more miniaturization (typified by General Electric's introduction of integrated circuits which allowed the firm to show radios no larger than a cigaret package).

Clock Radios

Clock radios, rather surprisingly, attracted a great deal of interest at this year's show. They were more attractive (Bulova), smaller (General Electric), and had a variety of new features. The latter included Lloyd's new "Nitemate," an electrical timer which will gradually turn off the radio at the time for which it is set. The radio fades out for five minutes before going off completely.

Portable tape recorders, topped by increased quality but still low-priced import lines, also were shown in hundreds of "truly" portable battery-operated units. Big news in this field were the Philips-type "cassette" recorders (see tape CARtridge section) which were fashioned into a variety of portable and table models. The cassette units, unlike previously introduced continuous-loop cartridge players, have capability of recording as well as playing music, are more compact, play stereo pre-recorded tapes on either stereo or mono machines, and have fast-forward and fast-reverse features which offer consumer the kind of program selectivity that is not available on the continuous-loop systems. Because of their "full tape recorder" features the cassette units appear to be an extension of the established tape market as well as competitors in the growing cartridge field.

Detailed description, photos, and market potential of products introduced at the Music Show will be discussed in a special Billboard series starting next week. The series, concerning products that record dealers may wish to stock in addition to phonograph records, will begin with a discussion of portable phonographs.



LIGHTWEIGHT CHANGERS for the currently popular compact and portable phonograph units make up part of the BSR (USA) Ltd. at the NAMM Music Show last week. Pictured above are popular "Minichangers" which are used in the finished phonograph product of several electronic firms.

SAME DAY 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

New Instruments 'Electrify' Show

CHICAGO — The big beat sound of rock 'n' roll, folk-rock, and blues-rock is accelerating the pace of "electronic" music that science fiction writers have been talking about.

A walk through the musical instrument exhibits at the NAMM Music Show proved that the electronic music was no fiction. Electronic saxophones, pianos, harpsichords, drums, along with previously introduced electronic organs and guitars, were the items of chief interest this year.

Since the whole electronic craze was started with the organ and guitar every other instrument that wants to hold its own (soundwise) in one of the modern combos has to have electronic help.

The electronic sax, called the Varitone, was unveiled by the Selmer Co., a well-established U. S. firm. Although it looks like a normal saxophone it is designed to make musical sounds no saxophone (with the possible exception of jazzman Ornette Coleman's renowned plastic sax) has ever made before.

The electronic piano, on the other hand, sounds just like any other piano—only it can sound quite a bit louder when necessary. Made by the P. S. Strack Piano Co. it too is aimed at the teen-age market, chief selling points being its portability and ability to be heard in a roomful of electronic guitars, basses, etc. The unit is called the Pianotron. It's only half the size of a conventional spinet and can be carried in the back seat of a car in just three sections—keyboard, back and amplifier-speaker cabinet.

The electronic harpsichord solves a hitherto insoluble problem—how to play big beat on a harpsichord. Its inventor, the Baldwin Piano and Organ Co., has tried it out with professional musicians, and they have pronounced it fine, not only for rock 'n' roll, but for jazz and

country and western music.

Most of the electronic instruments have to be plugged in somewhere. But not the new drum. Called the Arbiter Soundimension unit, it works on transistors and can be played anywhere. The instrument, made by Targ & Dinner, Inc., adds an echo and reverberation effect to the standard sound of normal drums.

Electric guitars and organs were shown by numerous firms but only one, Vox, decided to combine the two into one hybrid form. It's an electronic guitar-organ. Which is very portable (it looks just like a guitar) and very loud (it is electronic) but it sounds like an electronic organ.

With the music business humming along to a booming sales pace, NAMM officials at the Music Show predicted "an electrifying year in the music business."

Guitars, Radios Top 1965 Sellers

CHICAGO—Pianos are still the most-played instrument in the country, the National Association of Music Merchants revealed prior to last week's Music Show, but guitars, woodwinds and a mysterious category called "other" instruments were sales leaders in 1965.

Guitars sold 1.5 million units last year, woodwinds sold 322,000 units and "other" (partially identified as "drums, harmonicas, etc.") instruments sold 767,500 units last year. Pianos, brass, organs, violas-cellos-basses and accordions were next in line in that order.

The "others" led in dollar volume in 1965 also. \$253.8 million as opposed to \$192.4 million for pianos and \$140.0 million for guitars. Total sales of all instruments in 1965 added up to 3.3 million units and \$98.3 million dollars—averag-

Record-High Attendance

CHICAGO — Attendance at the National Association of Music Merchants 65th annual Music Show—although probably affected somewhat by the national airlines strike—still showed an increase over 1965 figures and set a new record.

On the last day of the show NAMM officials reported to Billboard that 20,509 persons had registered—an increase of 11 per cent over the 18,416 that had registered in 1965. "This all-time record figure," said NAMM spokesmen, "matches our prediction for the show. But we cannot even begin to estimate how many might have been kept away by the airlines strike."

Total of buyers attending the show added up to 6,824—an

ing out to about \$272 per instrument.

NAMM figures also revealed that radios were the nation's most popular home entertainment product. Total radio sales in 1965 added up to 14.1 million units which sold for 301.3 million dollars—about \$21 per unit. Television sales were second in volume with 8.4 million units, but phonographs were not far behind with sales of 6.2 million in 1965. Dollar volume of the phonographs amounted to \$792 million—averaging out to about \$127 per phonograph.

Tape recorders did surprisingly well in 1965 with 4 million units sold. Sales added up to \$70 million—an average of only \$17.50 per recorder.

NAMM said that there were more radios than people in the United States—estimating total radios currently in use at 228 million.

Accessories at Music Show

CHICAGO — The greatest quantity of accessories ever gathered under one roof were shown to dealers at last week's Music Show here, offering dealers additional sales possibilities galore.

Two definite trends appeared to have been established:

(1) The popularity of low-line guitars and other instruments was changing the marketing pattern of music publishers. They are now seeking record dealer outlets to help their material reach the teen-agers.

(2) Music "lessons" for easy-to-learn instruments such as guitars and harmonicas are being put on records and may be sold as packages accompanying sale of one of these instruments—thus eliminating need for real teachers in certain situations.

Reports on these developments—as well as the rising market for earphones and several other types of products—will be covered in the special Billboard series on "Supplementary Products" which starts on these pages next week.

increase of almost 1,400 over 1965. The figures discounted the prevailing opinion by exhibitors that attendance of buyers was down from last year by "at least 25 per cent." Most exhibitors, although saying they were "sure" that attendance was down, did add that buyers "are very good this year—we are writing more orders than ever."

One of the curiosities caused

by the airline strike was that foreign exhibitors—from places such as Japan and Germany—had an easier (and shorter) time arriving in Chicago than did visitors from several Midwestern States.

The hit of the show, most visitors agreed, was the stereo CARtridge. For details on this and other products see stories on other pages.



CHECK THESE EXCLUSIVE FEATURES . . . Available Only on the SALESCASTER

Record your own custom messages quickly —right on the machine!

Continuous magnetic tape cartridge speeds recording, is compact and easily changed!

Adaptable to music and P.A. systems. Mutes music automatically while announcements are being played!

THE Cousino SALESCASTER

turns on and off automatically and broadcasts messages as often as desired. Made of American components by America's first name in automatic audio. Check the yellow pages under "Display Animation" for local dealers or write direct to:



ORRTRONICS, INC.
COUSINO ELECTRONICS DIVISION

P. O. BOX 864 • TOLEDO, OHIO 43601

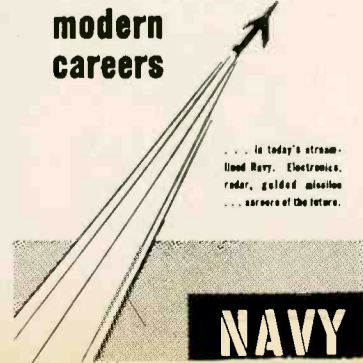


MODEL CRR-7332



YOUNG GIRL WITH GUITAR at the NAMM Music Show symbolizes booming U. S. guitar market and appeal of this instrument to teen and college-age groups. Guitar belongs to H. H. Scott, Inc., one of the many firms which displayed the instrument in their exhibit booths at Chicago's Conrad Hilton hotel last week.

modern careers



... is today's streamlined Navy. Electronics, radar, guided missiles ... essence of the future.

NAVY

zip code helps keep postal costs



BUT ONLY IF YOU USE IT.

CLASSIFIED MART

DISTRIBUTING SERVICES

RECORD RIOT — 45 RPM RECORDS, brand new, factory fresh, \$6 per hundred, \$50 per thousand. Major labels, popular hits, top artists. Freight prepaid with check-in-advance orders. Apex-Rendezvous, Inc., 4007 9th Ave., Brooklyn, N. Y. 633-9400.

RECORD RIOT 45'S — BRAND NEW, some late hits. \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212-343-5881. ch-1f

EMPLOYMENT SECTION

POSITION WANTED

RECORD / BOOK BUYER / MANAGER. Handled \$½ million; 5 stores. Seeks position N.Y.C. area. Thorough experience all phases of retail store operation. Box 333, Billboard, 165 W. 46th St., New York, N. Y. 10036.

MISCELLANEOUS

NEW RELEASE: JAZZ SINGLE. COLT Label, "Little Mama's Walk" b/w "Lil's Baby," by Bill Howell and the Jazz Warriors. Santo Distributors, 64 E. Van Buren St., Chicago, Ill. 60605. For your D.J. copies write to C.J. Records, 4803 S. Indiana Ave., Chicago, Ill. 60615.

30,000 PROFESSIONAL COMEDY LINES! Forty books, plus Current Comedy, a monthly service. Catalog free. Sample selection, \$5. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y.

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

PROMOTIONAL SERVICES

RECORD PROMOTION & PUBLICITY

NATIONAL RECORD PROMOTION & PUBLICITY CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

PRESSING
No job too small

DISTRIBUTION ARRANGED



MORTY WAX PROMOTIONS
1650 Broadway
N. Y., N. Y. 10019
CI 7-2159

National Record Promotion (You Record It—We'll Plug It)

Music Makers Promotion Network
★ New York City ★
20 Years' Dependable Service
Brite Star, Cleveland, Ohio
Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.
★ DISTRIBUTION ARRANGED
★ MAJOR RECORD LABEL CONTACTS
★ NATIONAL RADIO & T.V. COVERAGE
★ BOOKING AGENT CONTACTS
★ NASHVILLE NEWSPAPER PUBLICITY
★ RECORD PRESSING
CALL: CLEVELAND 216-JO 4-2211
DIST. OFFICE
★ ★ ★ BRITE STAR ★ ★ ★
14881 Overlook Drive Newbury, Ohio

SONGWRITERS, ATTENTION — FINAL- ly you will be personally represented in Hollywood. Free information. Songwriters Distribution Society, 370 N. Ogden Drive, Dept. B, Hollywood, Calif. 90036.

10½ 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.

PUBLISHING SERVICES

WRITERS, SONGS, RECORDS — TOP promotion from Hollywood. National listings. Years of experience, contacts, ability, results. Tim Gayle, 6376 Yuca, Hollywood, Calif.

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.: \$2.20. Pop catalogue airmail: \$2. Record Centre, Ltd., Nuneaton, 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. Heanor 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, Nuneaton, England.

zip
code
helps
keep
postal
costs



NEW PRODUCTS

Panasonic Phono



Panasonic solid-state stereo phono-graph and AM/FM radio by Matsushita Electric. Four-speed automatic turntable and 45 r.p.m. adaptor, ceramic stereo cartridge, flip-over dual diamond stylus, four separate controls. Plays on AC current or battery which takes over automatically if AC fails. Price \$179.95.

Philco Radio



AM/FM Philco portable radio. Plays on 4 D batteries or AC current, 12 transistors, retractable chrome handle, AFC and tone control, AC adapter jack. Walnut finish hardwood case. Re-tails at \$49.95.

NEW ALBUM RELEASES

- ALEGRE**
THE ALEGRE ALL-STARS—Lost & Found (Vol. 3); LPA 843, SLPA 8430
- ARWIN**
C. V. POLK—His Voice and Fourteen Flying Fingers; 2002 (M)
- ATLANTIC**
ALLEN GINSBURG—Allen Ginsburg Reads Kaddish; 4001 (M)
CHARLES LLOYD QUARTET—Dream Weaver; 1459 (M), SD 1459 (S)
BROTHER JACK McDUFF—A Change Is Gonna Come; 1463 (M), SD 1463 (S)
- CLOVER**
KITTY WHITE—Kitty White; CL 1229 (M), L-CLS 1229 (S)
- COLUMBIA**
CYRLE—Red Rubber Ball; CL 2544 (M), CS 9344 (S)
- MAINSTREAM**
SOUNDTRACK—Walk, Don't Run; 56080 (M), S/6080 (S)
- MERCURY**
THE SMOTHERS BROTHERS—Golden Hits of the Smothers Brothers (Vol. 3); MG 21089 (M), SR 61089 (S)
- POLYDOR**
MAX GREGOR & KARL BREUER—Tanz Mit Mir; LPHM 249034 (M), SLPHM 249034 (S)
DIE BLAUEN JUNGS—Das Ist Die Liebe Der Matrosen; LPHM 249021 (M), SLPHM 249021 (S)
VARIOUS ARTISTS—Dehnt Dich Gott, Es War So Schon Gewesen; LPHN 237475 (M), SLPHN 237475 (S)
VARIOUS ARTISTS—Gluckliche Reise Ins Operetten Land; LPHM 249032 (M), SLPHM 249032 (S)
VARIOUS ARTISTS—Humor Vom Pass; LPHN 249030 (M), SLPHN 249030 (S)
VARIOUS ARTISTS—In Einem Kühlen Grunde; LPHM 237244 (M), SLPHM 237244 (S)
VARIOUS ARTISTS—Alle Neune; LPHM 249031 (M), SLPHM 249031 (S)
- SACRED PROFILE**
JAMES WHIDDEN—James Whidden Sings Sacred Classics; SPLP 1001 (M)
- SPOKEN ARTS**
LEO ROSTEN—The Education . . . And Return of H*Y*M*A*N K*A*P*L*A*N SA 950 (M)
- SQUALOR**
ANDREW McPHERSON—Andrew McPherson at Shedley's; LP 101 (M)

RCA Sampler CARtridge Service

• Continued from page 4

player is expected to retail for \$79.95. RCA Victor also plans to unveil a regular cartridge home unit.

Raymond Rosen distributor is moving into high gear on all fronts of the tape cartridge field. Within two weeks, the firm will launch a tape cartridge lending library in a city close to Philadelphia. The library will be located at a retail dealer and, "if it works, then we'll really push this aspect." Rental charges will apply to the purchase price, if the customer decides he likes it.

In the past two months, the distributor has opened a vast market for tape cartridges with more than 70 Ford, Lincoln and Mercury car agencies.

"When the cartridge business really began to happen, I compared it to the battle of the speeds a few years ago when everyone was reluctant to change," Knowles said. "Dealers were just as reluctant to support us as they were in the battle of the speeds. Without dealer support, which we felt we were entitled to, we were forced to take this new baby and try to sell it through car agencies."

Raymond Rosen began pushing cartridges on its TV show on WFIL-TV. It hired models to demonstrate the cartridges in cars to dealers. "Then, all of a sudden, we started to get phone

calls from our dealers. Today, they're still giving us less volume than car dealers, but each day there are more jumping on the band wagon."

The distributor has so far established two tape centers in Philadelphia and four in outlying areas—"all are very effective."

Knowles was looking forward to September when he said major labels would begin providing him with improved displays designed to eliminate pilferage. One thing that is going to help this problem, he said, is dummy covers in browser boxes.

61 Orchestral

• Continued from page 60

\$700,000; Richmond, \$650,000; New Jersey, \$65,000; Toledo, \$650,000; Wichita, \$650,000; San Diego, \$600,000; Florida, \$600,000; New Haven, \$600,000; Columbus, Ohio, \$600,000; Tulsa Philharmonic, \$600,000; Kalamazoo, \$600,000; Omaha, \$500,000; Rhode Island Philharmonic, \$500,000; Memphis, \$500,000; Shreveport, \$425,000; Festival Orchestra of New York, \$425,000; Little Orchestra of New York City, \$425,000; and \$325,000 each to the Jacksonville Symphony, Brooklyn Philharmonic, Ft. Wayne Philharmonic and the Hudson Valley Philharmonic.

CLASSIFIED ADVERTISING RATES

REGULAR CLASSIFIED AD: 25c a word. Minimum: \$5. First line set all caps.
DISPLAY CLASSIFIED AD: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around all ads.

FREQUENCY DISCOUNTS: 3 consecutive insertions, noncancellable, nonchangeable, 5% discount; 6 insertions, 10%; 13 or more consecutive insertions, 15%.

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue.

BOX NUMBER: 50c service charge per insertion, payable in advance; also allow 10 additional words (at 25c per word) for box number and address.

INTERNATIONAL EXCHANGE ADVERTISING RATES
International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: \$1 per line. Minimum: 4 lines per insertion.
DISPLAY CLASSIFIED AD: \$14 per inch. Minimum: 1 inch. Same frequency discounts as above apply.

PAYMENT MUST ACCOMPANY ALL ORDERS

SEND ORDERS & PAYMENTS TO: John O'Neill, International Exchange Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601, or Andre de Vekey, European Director, 15 Hanover Square, London W. 1, England.

Classified Advertising Department
BILLBOARD MAGAZINE
188 West Randolph Street
Chicago, Illinois 60601

Please run the classified ad copy shown below (or enclosed separately) in _____ issue(s):

PLEASE TYPE OR PRINT YOUR AD COPY IN THE ABOVE SPACE. FULL PAYMENT MUST ACCOMPANY YOUR CLASSIFIED AD ORDER.

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____

AUTHORIZED BY _____ AMOUNT ENCLOSED _____

Type of classified ad desired—check one
 REGULAR CLASSIFIED DISPLAY CLASSIFIED

HEADING DESIRED: _____

BULK VENDING news



DO IBM CARDS HOLD THE FUTURE OF BULK vending in chain stores? Some observers feel that unless big bulk vending firms adopt advanced machine record and inventory keeping procedures, many large chains will begin operating their own bulk vending machines. (See adjoining story.)

Use More Machines: Lobell

NEW YORK — Some 45 members were on hand at the June general meeting of the New York Bulk Vending Association to hear a talk and presentation of new products and merchandising procedure by Rolf Lobell, vice-president of Leaf Brands, Chicago.

"In the same way that supermarkets have been vastly successful because they provide the customer with an opportunity to see a multitude of products, bulk vendors must stack enough equipment to provide the consumer with the greatest variety," Lobell said. "A customer can pass four machines, but not a bank of 16."

"The purpose of the machines, aside from making money, is to provide consumer satisfaction while the shoppers are walking through the aisles. They can take a candy break. The space also means an extra income for the store because the location would not be used for anything else."

Lobell said that many stores maintain a complete vending section. Large operations may use as many as 50 to 60 machines.

"For the bulk vendor," Lobell

said, "the increase in the number of machines in a store means that time is conserved, plus more money all around."

"The longer the customer stays in the supermarket, the more money she will spend," Lobell said. "And that's exactly what the store wants. The machines keep the customer happy and her kids as well."

Leaf Brands, which was represented by Rolf Lobell, Jane Mason and Ed Leaf, presented two new lines of product. The "Banan-za Gum" line consists of all yellow, banana flavored gum with illustrations in western motif and sayings imprinted on the gum. The other product is a penny Century Size Candy ball.

Lobell also stressed the need and importance of an active bulk vending association. "The food additives bill recently signed by President Johnson was accomplished through the efforts of the national association. The association also sets up good business and ethical practices for the trade to follow," Lobell said. "A clear-cut benefit of the local organization making it a boon to small operators is that it provides for better organized, more efficient business."

Business Machines: Boon Or Ban to Bulk Vending?

By RAY BLACK

CHICAGO — Application of modern business machines has come to bulk vending. In a business where inventory keeping is crucial, the computer has been welcomed with open arms by such large firms as Folz Vending, Oceanside, N. Y., and Seattle operator John McDaniel.

However, the business machine blessing may become a trade curse, some observers point out, if they encourage major supermarket and drugstore chains to bring bulk vending into their own systems and under their own management. With the simplified inventory-keeping processes made possible with business machines—large chains are rapidly converting to computerization for all food and merchandise inventory keeping—at least one major supermarket chain has brought bulk vending under its wing.

IBM

Miller's Super Markets, with an extensive line of outlets in Denver, Colorado Springs, Greeley and other Colorado cities, operates 200 bulk vending machines utilizing its IBM equipment for vending stock control.

Miller's Super Markets executives explained the chain's move into the bulk vending business was prompted in the main by two problems:

1. Supermarket managers and assistants must schedule their time so closely that there are no spare moments to co-operate with a bulk vendor who might, as they put it, "drop in at any time in any of our stores."

2. The necessity of dealing with various operators in different cities meant confusion in types of machines, commission arrangements, variations in product quality, etc.

In short, the chain wanted standardization of machines and products. It is to the credit of the industry, vending spokesmen note, that this and other chains never once considered removing bulk vending machines altogether. They found them indispensable as a service to patrons. Store executives said they have found that bulk vending machines help allay the kids' habit of "touching everything in the store." The machines also give adults that "something to munch on" that so many grown-ups seem to crave while grocery or notions shopping.

Penny

The supermarket chain, therefore, decided to buy all machines of the same make, install three to six machines in each store, and place the operation of the machine under control of the individual store manager or his assistant. All, to begin with, were penny machines. All the machines are serviced from a central warehouse by company personnel. The merchandise, primarily ball gum and bridge mix, is regarded as just another "shelf item." Ordering is on a perpetual inventory basis, controlled by IBM cards.

Machine maintenance is the responsibility of the individual market manager, who in most cases assigns machine clean-up to stock or carry-out boys. Store inspectors, who visit each outlet weekly, have the responsibility of seeing that each machine

vends the proper quantity. If repairs are needed, the inspector passes the word on to the store's own engineering department, which has trained several men in bulk venter maintenance. The company keeps full parts and machine inventories.

Store officials say they vend more for the penny than the typical operator. And an official wrapped up the operation this way: "Complete control of the situation as well as profit were our reasons for going into bulk vending. The system has worked out so well that no alterations in it are contemplated."

Dismay

All this is viewed with undisguised dismay by operators. Should a trend develop toward self-vending-service by supermarkets, operators would be steadily cut out of the most lucrative locations now extant. What is to be done?

The most common suggestion is that the bulk vendor jazz up his operation to overcome the supermarket people's objections, providing more convenient and effectual service than even a computerized chain can contrive for itself. This, by and large, is what the Folz brothers have done, accumulating the longest string of supermarket accounts of any bulk operation. Folz Vending is completely com-

puterized, from payroll through inventory control. Streamlined procedures and expansion made possible by the use of business machines—in the case of the Folz operation it is IBM equipment—makes it possible for the operating company to overcome major objections to contracts with bulk vending operators, i.e., the operator "drops in" at inconvenient times or "we don't want to deal with a different operator in every town."

Large bulk vending companies, such as Folz, are signing contracts with complete food store chains and, utilizing local servicemen and the burgeoning system of interstate highways, are providing a system of prod-

(Continued on page 66)

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c \$14.50
N.W. Deluxe, 1c or 5c Comb. ... 12.00
N.W. 10-Col. 1c Tab Gum Mach. 18.00
Atlas 1c & 5c 100 Ct. Ball Gum. 12.00
Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.92
Pistachio Nuts, Jumbo Queen, White87
Afgan Crown Red Lip Pistachio Nuts60
Afgan Prince Red Lip Pistachio Nuts53
Indian Nuts, 5 lb. bag, per lb. 1.10
Cashew, Whole86
Cashew, Butts79
Peanuts, Jumbo45
Spanish32
Mixed Nuts57
Baby Chicks35
Rainbow Peanuts32
Bridge Mix32
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct.48
Munchies, 16-lb. carton, per lb. .39
Hershey-ets47

Rain-Blo Gum, 72 ct. \$.32
Malt-ette, 100 ct., per 10035
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Blo Ball Gum.34
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.
LOnacre 4-6467

EVERY LOCATION

a "PROFIT-LAND"

with

NORTHWESTERN

60

BULK-PAK

New 60 Bulk Pak builds profits in supermarkets, drugstores, gas stations, shopping centers—any location! Operators all agree BULK PAK delivers greater profits because it vends nationally advertised merchandise—suitable for all locations. Service costs are held to a bare minimum. Just pour merchandise in machine—and take out the coins. Location tests prove Bulk Pak is a #1 Money Maker. Wire, write or phone for complete details.

Northwestern

2674 East Armstrong St.,

Morris, Ill.

Phone: WHItney 2-1300



YOU COUNT MORE WITH OAK



HOT NUT VENDOR

Oak's hot nut cabinet machine is red hot for profit. It makes nut vending easier and more efficient. You can carry a supply of clean glass panels and simply switch while on route. Wash the others later. All gaskets are made of Oak's exclusive Zetafin which is impervious to oil. This machine is a sure-fire location getter. It stands 17" high, is 8" deep and 8" wide.

Time payments available on OAK Machines through all distributors.



oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031



STATE SEN. MARTHA EVANS didn't let a little thing like walking on crutches deter her from addressing the last meeting of the Southeast Bulk Vendors Association in Charlotte, N. C. She had just been introduced to the group by association president Lee Smith (left).

BULK BANter

LOS ANGELES

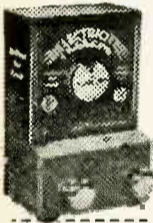
A new sales manager at Bulk Vendors Mart will be soon named

SCHOENBACH CO.

Manufacturers Representative
Acorn - Amco Distributor

MACHINES

GREAT MONEY MAKER



ACME ELECTRIC MACHINE

Sample ... \$28.50

4 and up ... 23.50

Batteries \$1.00
addl. per mach.

HOT - HOT

10¢ VEND ITEMS

(all 25¢ per bag)

Go-Go Rings \$8.00
Marvel Mini-Books (3 Books
per Capsule) 9.50
Batman 9.50
Key Chain Assmt. 9.00
Necklaces, Brooches,
Bracelets (Penny King) ... 8.00
Mr. Say So 7.50

HOT 5¢ VEND ITEMS

(From \$4 to \$5 per bag)

Batman Items \$5.00

1¢ VEND ITEMS

(all price per M)

Mini-Books \$10.00
Batman Buttons 11.50
Batman Emblems 5.95
1¢ mixes from 3.50

Parts, Supplies, Stands & Globes.
Everything for the operator.
One-third deposit with order,
balance C.O.D.

SCHOENBACH CO.

715 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900

to fill the post formerly held by Ray Pierson, Harold Probasco of that firm and Harby Industries, Burbank, said. . . . Bill Coombs, Los Angeles County operator, has acquired a couple of race horses. One of the quarter horses is bred for racing and is the grandson of 3-Bars. . . . Ignacio Borquez, largest operator in Mexicali, Baja Calif., Mexico, who is also in the mobile ice cream business, has one of his Conolandia trucks touring with Atayde Hermanos Circus on its tour of border towns that include Tijuana, Tecate and Mexicali.

Mrs. Robert (Margaret) Kelly of Penny King had trouble getting out of Los Angeles for Pittsburgh because of the airline strike. She had planned to leave Sunday (10) but was told that the only way she could go was to take a train to Cincinnati and then, maybe, get a plane to Pittsburgh. She visited her grandchildren in Anaheim. While in the Los Angeles area, she had dinner with Bob Feldman of Acme Vending. . . . Joe Arguelles, Seal Beach operator and a retired Chief Petty Officer, is back on the route after spending a couple of weeks in a Navy hospital for a check-up. . . . Mel and Mrs. E. Dexheimer of Las Vegas, Nev., announce the marriage of their daughter, Beth, to Robert Morton. . . . Tomas Garcia, Ensenada, Mexico, operator, was in Los Angeles on a buying trip. . . . Francis Rawls and Mrs. Rawls of South Coast Vending Co., San Diego, are back from a vacation in Utah and Idaho.

SAM ABBOTT

Route-Tested Tips for Operators

The following operating tips have been collected by Billboard reporters during recent months from bulk vending businessmen throughout the U.S. Some may be good—some bad for your operation. All have been tried and proved by your operating colleagues.—Ed.

Lest You Forget . . .

There's a Los Angeles operator here named Willard Munn who makes sure his location people don't forget him. He places a photo of himself on the back of every machine, along with his name, address and telephone number. "This builds good will and has helped me land many new locations." (Munn is mum on whether or not he gets a lot of calls from hachelor girls.)

Boy-Girl Vending

Seattle operator John McDaniel has designed special display cards mounting boys' rings on one side, girls' rings on the other. Kids see instantly that the machine carries rings for either gender; in trying for the "right" ring, they ring up record charm sales. "I've seen kids apply all kinds of body English—and try several coins—in an at-

tempt to get a ring of the right type," the operator says.

Corner the Kids

There's money in those shabby little notions, grocery and confection shops, says Minneapolis operator Bob Murphy. "Some of those non-attractive places can be more lucrative than fancy supermarkets," he says. "Kids don't hang around and browse in a supermarket like they do the corner store." He suggests machines be placed near the front door in this type location for top income.

You Auto Try . .

Waiting for the clerk to find a part for a 1951 model automobile can be a long process. Customers become fidgety. To relieve the frustration, one auto parts supply store had an operator place six machines along the counter. Makes for a more placid place of business.

'I Regret' Card

This operator's customers, in the uncommon event that they put in a coin and get no merchandise, are handed a small card with their refund. The typewritten message goes something like this: "Sorry if you have been inconvenienced. Even the

best serviced mechanical device will fail once in a while. Thanks for your patronage."

New Office 'Hat'

Everyone has been subjected to hat passing for one good cause or another. Happens in every office. Several vendors around the country have been installing bulk machines in offices, proceeds of which go for office parties, etc. It's been particularly appealing in firms that have a lunch room, the ideal spot for gum and after-laugh sweets. The kitty swells fast.

A News Beat

There is an operator in Alabama whose bulk vending route is also a news beat. He jots down little items of interest while making the rounds and once a month, in the interests of location relations, writes and has printed a location newsletter incorporating all the gossip. Now and then he even includes an item about what's new in bulk vending.

Business Machines: Boon or Ban

• Continued from page 65

uct supply and service that the supermarkets cannot fault. Even the largest supermarket chains will not acquire enough vending machines to match the buying power of the large bulk vending operators, declare bulk vending industry experts.

NCR

No supermarket chain, we have been told, can operate its own vending machines more profitably than an operator such as John McDaniel of Seattle, who has instituted the use of NCR accounting equipment in his 3,500 machine operation. "I could add another 1,000 machines tomorrow without taxing this equipment," he said.

McDaniel says one of the greatest advantages of this equipment is the manner in which it gives him the ability to be businesslike in dealing with his big

accounts. His machine-printed monthly statement, with commission checks, raises his image as a vending specialist with the food and drug chains.

Specials

McDaniel, with his NCR system, keeps a complete inventory and sales statistics history on 18 to 20 staple items, plus twice as many "specials." The NCR installation keeps records of commissions, machine buying, maintenance and repair as well. The machine also is a boon in keeping tax and license records.

Vendors are optimistic about holding onto the big chains. "It's a matter of offering trouble-free service, quality products and the utmost in efficiency," said a large operator in the Southwest. "We must sell ourselves to the big boys as vending specialists, experts in our own fields. In short, we must demonstrate that we are better at our own business than they are."

HOW TO LAND AND HOLD CHAIN STORE ACCOUNTS

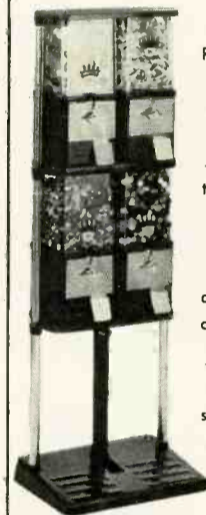
There are disturbing indications that some chain stores aren't content with their bulk vending service. (See story elsewhere, this issue.) A survey of operators who successfully deal with large store chains turned up the following tips:

- Make your bid for the entire chain if possible. It may pay you to expand your operation to do this, because chain store executives frequently express the preference for dealing with one vending service operator.
- Offer machine standardization and merchandise consistency throughout the chains.
- Establish a regular service call pattern. If once a week calls are needed, call at the same time on the same day if possible.
- Don't bug store management during business hours.

- Pay commissions by check.
- Maintain a continuous policy of educating chain store management about the advantages of dealing with a vending specialist (such advantages are fresher product, latest ideas, newest equipment, better machine maintenance, etc.).
- Make sure your chain store customers know of the risk non-vending professionals run in buying and operating their own machines. (Materials on the practices of "blue sky" type promoters are available from Billboard.)
- Explore the use of a modern business machine system to streamline your operation, thereby enabling you to service the chain store in as modern a fashion as the chain store has grown accustomed to in its own business.

"THE BEST IN VENDING"

Exciting is the word for Harby's NEW KOMPAK STAND.



Single lock—
Rapid Servicing.
Operators may
service one or
four units in
seconds by just
turning the key.
Long lasting
vinyl baked
enamel paint
and heavy duty
chrome plating.
Size: 13" x 16"
x 48" Unit
shipped one to
a case—53 lbs.
assembled.

KOMPAK STAND
and FOUR UNITS

"YOUR PROFIT IS OUR BUSINESS"

HARBY INDUSTRIES

702 North Mariposa Street
Burbank, California 91502



Now is the time to
upgrade every top-
notched location with
**NEW VICTOR
MULTIPLE**

STANDS AND EQUIPMENT

You'll immediately get
BIGGER COLLECTIONS.

Write for free color circular.

LOGAN DISTRIBUTING, INC.

1850 W. Division St., Chicago, Ill. 60622
Phone: (312) HU 6-4870



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

Capitol in MOA Show; to Bring Stars

Top Record Co. Turnout Seen

By RAY BRACK

CHICAGO—Capitol Records will exhibit at the 1966 Music Operators of America trade show and will bring along some of its top acts.

The announcement came last week from Capitol's national singles sales manager, Mauri Lathower. Capitol joins RCA Victor and Epic as definite participants in the Oct. 28-30 event here. A dozen other record firms, a Billboard spot check reveals, are waiting only for MOA official contact ere they sign for the show. Should they all come through, the finest record company participation in the operators' big show would be assured. Six firms exhibited last year.

MOA executive vice-president Fred Granger reports that exhibit registrations are coming in on a spontaneous basis—months ahead of the usual pace.

Word Is Out

"The word is out," said Granger, "this year's show is going to be something special."

Industry observers point out that the 1966 MOA show has the following going for it:

- Renewed record company attention to jukebox operating. This transformation has come about during the past year. A vital music industry forum at last year's MOA show is said to have cleared the way for better exchange of ideas between operators and record company executives. Instrumental and unsung in organizing that now-famous forum was New York one-stopper Eric Bernay.

Last year's show also spawned a standing committee on Record Company Communication and Programming, headed by MOA treasurer Bill Cannon. The committee has been in touch with all segments of the music business during the year and will spring some revolutionary programming ideas at the show.

- Unprecedented co-operation by MOA with record companies. MOA has made its membership mailing list available to record companies and the disk

firms are getting excellent mail results. Epic, in particular, has established a dialog with the trade through the mails.

MOA has also announced the determination to "make this year's show worthwhile to the record companies." MOA officials admit that too often in the past record companies have met too few actual jukebox operators, record buyers and programmers at the show.

- Coinciding exhibition dates with the National Automatic Merchandising Association is expected to help boost MOA attendance to its highest level in a decade.

- The manufacturing level of

the coin-operated amusements industry is expected to go all-out at this year's show. All major phonograph manufacturers will exhibit, as will all major amusement game manufacturers. Moreover, the major cinema-jukebox manufacturers will exhibit, and new audio-visual products from surprise sources are expected to show up at the show.

- Many manufacturers are expected to use the MOA show to introduce new equipment. Nothing pulls operators to a national trade show like the lure of new equipment.

LP's

- Little LP sales are growing.

The famous forum at last year's show centered on the lack of Little LP product. At the show Capitol announced it would introduce same and has come through with two releases. Epic has stepped up its release schedule of this type product. Monument continues its releases. Liberty has released its first batch of Little LP's. The Seeburg-various label Little LP supply policy continues. All firms report renewed activity in the market.

- The jukebox is now established as the best means of jazz exposure. Top jazz labels report that the majority of each release go to operators and the resulting

(Continued on page 72)

MOA Member Drive Shifts to High Gear

CHICAGO—The Music Operators of America membership drive, which commenced Jan. 1, has now netted 150 new affiliate companies in the national association.

With three months to go in the drive, slated to end with the association's national convention and trade show Oct. 28-30, MOA is mounting a home-stretch recruiting drive to top its 1966 goal of 250 new members.

"This will be the most concentrated drive in the association's history," announced MOA Executive Vice-President Fred Granger last week. "It will be a kick-off plus continuous effort of major proportions." He said special mailings will go out to all district chairmen around the country calling for "a massive, all-out effort to convince at least a hundred more operators,

distributors and one-stops that they should support MOA."

Chairmen

Special district chairmen in nine areas of the country were appointed by membership drive Chairman Jack Bess of Richmond, Va., when the drive was launched early this year. These chairmen are Tom Greco (New York, Vermont, New Hampshire, Maine, Massachusetts, Connecticut), Bill Cannon (New Jersey, Pennsylvania, Maryland, Delaware, Washington), Bill Anderson (West Virginia, Virginia, Kentucky, Tennessee), C. C. Bishop (North Carolina, South Carolina, Georgia, Florida), Robert Nims (Texas, Oklahoma, Arkansas, Louisiana, Mississippi, Alabama), Ted Nichols (Missouri, Kansas, Iowa, Nebraska, Minnesota, North Dakota, South Dakota), Pete Geritz (Montana),

(Continued on page 68)

CHICAGO COIN TO SHOW NEW GAMES AT MOA

CHICAGO — The Chicago Coin division of Chicago Dynamic Industries has reserved space for the Oct. 28-30 Music Operators of America convention. Sales manager Mort Secore says the firm will unveil some startling new equipment at the convention, much to the delight of operators, who have been asking for more new equipment at the show. A record crowd of operators is expected to throng the Pick-Congress exhibition hall. Other amusement game firms signed for the show are Bally, Fischer, Irving Kaye, American Shuffleboard, Midway, National Shuffleboard, U. S. Billiards, Valley and Williams. Every game manufacturer of note in the U. S.—plus a few from other countries—are expected to exhibit at the show.

CAN-DO SERIES

Are 'Walking Ads' for Company This Operation's Servicemen

Our business is groping for means of improving its public image. While much has been said about the difficulty of this task, management, such as that of Hirsh Coin Machine Corp., has discovered that there is much the typical company CAN DO to better its image in the community. Here's the story of a showcase operation.—Ed.

WASHINGTON — The most important employee at Hirsh Coin Machine Corp. is a man who doesn't exist.

He's the imaginary person who is made up of all the man-hours that Hirsh's more tangible employees devote to giving extra service to customers. As such, he's a symbol of Hirsh's determination to keep its customers happy.

"We estimate that delivering change alone requires the equivalent of an additional employee, when you add up all the time involved," says Philip Mason, Hirsh's president. "But we don't begrudge that time. In fact, we think it's one of our most important assets."

Mason determination to make
(Continued on page 69)



LOOKING SHARP AS A NEW SHUFFLE ALLEY, Hirsh Coin Machine Corp. servicemen model new uniforms that are part of company's campaign to make all employees "walking ads." Courtesy and service are also stressed by the firm.



LOUIS J. NICASTRO: Seeburg's new president.

Nicastro New Seeburg Corp. President

CHICAGO — The long-expected announcement of Louis J. Nicastro's election as president of the Seeburg Corp. came last week.

Nicastro fills the post vacated several months ago by Jack Gordon, who continues with Seeburg as a consultant.

The new president and chief administrative officer joined Seeburg in May 1965 as a vice-president; was named executive vice-president in August of the same year; was elected to the Seeburg board in December. Seeburg's \$100 million annual sales are in the fields of jukeboxes, musical instruments, amusement games and vending machines.

COPPS

A New York City native and graduate of Columbia University, Nicastro was a vice-president and director of the Inland Credit Corp. for 10 years beginning in 1955. He had been employed by the Bowery Savings
(Continued on page 72)

Los Angeles Cigaret Tax Action Delayed 10 Days

By BRUCE WEBER

LOS ANGELES—A new proposal to boost the city cigarette tax—the fourth attempt to raise the cigarette and tobacco tax here—will not be heard by the Los Angeles City Council for at least another 10 days.

But they did formally pass the gross receipts business license tax, increasing the rate by 25 per cent on all businesses operating within the city limits. The Los Angeles Revenue and Taxation Committee had hoped to boost the gross receipts tax by 50 per cent.

The continued attempt to seek a 2-cent a pack increase in cigarettes and a tobacco levy came after the city council previously had vetoed a proposed increase

of 5 cents a pack, and two suggested boosts of 3 cents each.

However, the move to reconsider the cigarette levy came on a recommendation by the Revenue and Taxation and Finance committees last week. Councilmen Paul H. Lampport (who sponsored the move to reconsider the 2-cent tax hike), John P. Cassidy and Billy G. Mills all voiced approval to rehear the arguments in favor of a price increase. Councilmen Edmund D. Edelman and John C. Holland, members of the city council subcommittees, opposed the action.

\$25 Million

Lampport, Mills and Cassidy have the support of Los Angeles
(Continued on page 70)

Alpert Brass to Dub for Color-Sonics

NEW YORK — Herb Alpert and the Tijuana Brass have been signed to dub the soundtracks for two Color-Sonics segments for Official Films.

The Tom Hansen Dancers will be seen in the two production numbers, dancing to "Whipped Cream" and "Swinger From Seville."

The segments are being filmed at Paramount studios in Hollywood.

ANOTHER FIRST

from DAVID ROSEN

—first catalog listing over 750 color-sound films available now for all MOVIE-MUSIC MACHINES.



★ Famous Song Hits & Dancers FREE — Send for Copy on Letterhead

FILMOTHEQUE—DISCOTHEQUE • Only 2-in-1 machine with movies & jukebox in single unit. Few still available. Try it before you buy it!

Exclusive Rowe AMI Distributor Ea. Pa. - S. Jersey - Del. - Md. - D.C.

DAVID ROSEN inc

855 N. BROAD ST., PHILA., PA. 19123
Phone: (215) Center 2-2900

Here's How to Sell 50 Jukeboxes in 7 Hours

By CAMERON DEWAR

BOSTON—Is a shot at winning an air-conditioned Cadillac enough incentive for a music operator to buy a jukebox?

Apparently so, for even canny New Englanders rushed to take advantage of this offer when Trimount Automatic Sales Company launched a massive drive to win the nationwide Rowe-AMI phonograph sales contest.

Figuring that the 42-year-old firm had experienced an excellent year, and that the customers deserved a little bonus, Vice-President Irwin Margold and General Manager Marshall Caras decided to take a bold step. They quickly ordered 50 music machines from the factory and the race was on. Two years ago the industry honored President Dave Bond at a huge gathering at the Blue Hill Country Club which also marked the firm's 40th anniversary. The Trimount executives decided to duplicate the event as a wind-up to the sales contest, a festival which saw gifts for nearly everyone and a good time for all.

On the Phones

On Monday morning of the week of June 27 at 9 a.m. the Trimount sales staff got on the phones to operators and by 4 p.m. of that day every last one of the 50 AMI's had been purchased. Spurred by this success, Trimount decided to order another 50 machines and "Flight II" was under way. To give the project a touch of drama it was decided to label it "Flight I" and "II" for the second 50.

The second "flight" is now well on its way to completion, with the first prize a Ford Mustang. Other gifts in both "flights" are RCA color TV sets, a trip to Florida for two, two trips to the Concord Hotel in the Cats-

kills for two, five weekends at the Americana Hotel in New York with theater tickets, portable TV sets, \$100 gift certificates and other awards.

While the contest is in progress the foyer at Trimount is festooned with machines, gifts and a huge decorated board with color photos of operators who have bought AMI's. Salesman Dan Brown reported that more than 95 per cent of operators called had bought. The national contest has come to an end and results should be known soon, but with Trimount it's on to Aug. 8, when the big splash at the Blue Hill Club takes place. It will be a full day of recreation with a golf tournament and other entertainment for the ladies, winding up in the evening with a cocktail party and a famed New England shore dinner.



MORALE-BUILDING EFFECT of sharp new uniforms shows on the faces of Hirsh Coin Machine Corp. servicemen as they begin their day. Routeman Tom Anderson (right) sees service manager Earl Lowe off on a call.



SCOPITONE MAY bring Joi to the MOA show, Oct. 28-30, at the Pick-Congress Hotel, Chicago. Joi Lansing, that is. The Scopitone film artist is shown here greeting a fan at Scopitone location in the Holiday Inn, Chicago. Scopitone has signed for this year's MOA show, according to A. A. Steiger, chairman of Tel-A-Sign, Inc., parent firm of Scopitone.

MOA Member Drive Shifts To Hi Fi Gear

• Continued from page 67

Idaho, Utah, Wyoming, Colorado, New Mexico, Arizona) and Henry Leyser (California, Nevada, Oregon, Washington, Alaska, Hawaii).

Stretch Drive

In the stretch drive, these chairmen will be called on to trumpet the story of improved MOA services, representation, and national convention activities. The MOA home office plans to keep close contact with district chairmen through the remainder of the drive.

Names of new members will be given to Billboard each week for publication.

Plans are being worked out for presentation of awards to the district chairman recruiting most new members in the drive. Other outstanding participants in the drive will be honored as well. The presentations will be made during the annual membership meeting at the convention.

Among the recent additions to the MOA rolls was Billboard magazine, which joined the national association as an associate member under a new MOA policy regarding the trade press.



Legislation Threat To Family Pool Halls

LOS ANGELES — Will the "family billiard hall" fad, which offered prospective coin and vend operators an additional source of revenue, fade before too many operators cash in on it?

Legislation to ban juveniles from family billiard halls is being guided through city governments over operators' protests that the family pool hall is another method used by operators "to capture the leisure-time dollar."

Efforts to open "family billiard parlors" to juveniles here and in San Diego, Calif., failed in sessions before the Los Angeles City Council and the San Diego Board of Supervisors. The Council rejected a request by several billiard hall operators to repeal or modify a 55-year-old ordinance banning persons below 18 years of age from "any public billiard room or pool room."

The lawmakers in San Diego decided to retain a county law that prohibits teen-agers under 16 from playing in or being in a pool room without adult supervision.

Several coin and vending ma-

chine operators and billiard hall operators voiced opposition to the law, insisting "billiard halls are safe for teen-agers." Operators are worried the juvenile ban will have widespread repercussions throughout Southern California.

Los Angeles Councilman James B. Potter argued for the operators, claiming that modern, family-type establishments are "clean, carpeted, well-lighted, didn't serve liquor" and would provide "healthy recreation for children." He also said the law would cast a "bad image on all pool halls." The Los Angeles City Council rejected Potter's pleas, 11 to 1.

"Teen-agers spend a large amount of money while playing in pool halls," an operator said at the Los Angeles hearing. "The law to curb juveniles from entering the family billiard halls is bound to harm business, especially in regard to any coin or vending machines in the establishment."

Age 18

A group of residents in the San Diego County area had requested the Board of Supervisors change the law. They said younger teen-agers could play unsupervised in billiard halls.

Both the San Diego lawmakers and the city officials in Los Angeles said they had based their decision to ban juvenile entry into the billiard halls on the strength of law enforcement reports.

The Los Angeles Board of Police Commissioners recommended retaining the age 18 limit. Deputy Chief H. W. Sullivan said he submitted a report to the City Council which said that "any modification of the present ordinance would, in many instances, seriously contribute to the delinquency of the minor."

"The city attorney also advised the Police Board that any attempt to lower the age limit so as to permit juveniles to be present only in 'family-billiard halls' probably would be unconstitutional," Sullivan said.

Sheriff Joseph O'Connor had urged the San Diego Board to retain the law. He said he was taking the stand out of his concern for the good of juveniles.

Can't Fight

Coin and vend operators realize to attempt a court test fight

(Continued on page 71)



THE MOA MEMBERSHIP DRIVE has netted 150 new firms to the rolls since Jan. 1. Among the new members is Billboard magazine, which affiliates with MOA in a new associate member category for trade publications. Here, presenting the Music Operators of America membership plaque to Billboard Publishing Co. vice-president, Maynard Reuter (left), is MOA vice-president, Fred Granger. (See separate story on drive.)

there is only one way you can be convinced that the **NEW GP IMPERIAL Model 433** by **ROCK-OLA** is a real money maker! **buy one!**

This Operation's Servicemen Are 'Walking Ads' for Company

• Continued from page 67

the best possible impression on customers and public alike is one of the factors that has helped Hirsh to grow into the largest operation in the Washington area. Serving a 300-mile circle centering on the nation's capital, Hirsh routes a variety of machines, including cigaret, candy and soft drink vendors, phonographs and games. Its locations range from drugstores and neighborhood taverns to large office buildings and military installations.

"Change Run"

How can delivering change eat up so many man hours? In addition to a regular "change run" each Friday, Hirsh responds as quickly as possible to emergency calls from businesses that need rolls of coins though of course "machine service calls are more important," according to Mason. The amounts of change provided might be anywhere from \$20 to \$500.

"We even get calls from a restaurant that's located next door to a bank," says Mason.

Delivering change is only one of Hirsh's attentions to its customers. Service calls on machines are answered without fail within an hour.

"We use the Bellboy system," says Mason. "When the serviceman nearest the customer gets a buzz, he calls the office and is on his way immediately. A machine that's out of operation for any length of time means a dissatisfied customer, and also means a failure to produce revenue for us. We've been thinking of installing mobile radios as a next step."

Preventive Maintenance

Hirsh's general manager and secretary-treasurer, Roger J. Squitiero, directs the running of service calls from 8:30 a.m. to 5 p.m. After 5, he checks periodically with his answering service and then on the street. Any service calls are answered up until 11 o'clock at night. "After

that," says Squitiero, "it doesn't matter very much, as a disabled machine won't seriously inconvenience anybody, and we feel it can be fixed first thing in the morning."

Preventive maintenance is, in Squitiero's opinion, among the most important aspects of good service. "Service calls are fine, but making service calls unnecessary is better. We try to be like the doctor who keeps you well instead of waiting until you're sick to cure you."

Preventive maintenance at Hirsh extends to the machines' revenue as well as to their mechanical operation. The company rotates equipment instantly when a machine's gross goes stale.

"Our customers' interests are identical with our own," says Squitiero.

Neatness

Hirsh's attention to the machines includes their appearance. In recent weeks, for example, they refurbished a large number of machines that had begun to show signs of wear, covering side panels and other surfaces with a new, artificial paneling. The cover-up operation, despite the modest outlay required, not only made the machines look better than anyone had imagined they would, but was reflected in a noticeable spurt in the take.

And if the appearance of the machines is important, the appearance of the men is even more so. Neatness is a watchword.

"We want to make a good impression on our customers," says Squitiero. "And we want them to feel that we're going to make a good impression on their patrons. When one of our men or servicemen walks into their place of business, he's got to be neat and well-groomed."

Shoes are checked for shines and faces are checked for close shaves before the men go out on their morning calls. A shoe-shine kit, blades and razors are kept in the shop, so that if a serviceman feels the need for a shave or shine in the middle of the day, he can take it.

Look Sharp

Uniforms consist of a cotton shirt and blue jacket and trousers made of Wellington Sears Executone, a worsted-like blend of Dacron Polyester and Arvil Rayon. The Hirsh emblem appears over the right breast pocket, and the wearer's name is embroidered at the left.

Each man on a service or collection route gets a clean shirt change daily. Trousers are changed three times a week. Between changes, Executone's crease-resistant finish helps the men to look sharp.

Until last year, Hirsh's men wore cotton uniforms in summer, switching over to heavier garments in cold weather. "But we were never happy with the appearance of the cotton uniforms," says Squitiero. "And the men sometimes complained that the winter-weight uniforms were too warm for riding around in trucks or working heated places. Then our uniform supply service suggested that we try a year-round uniform of a different type of fabric entirely."

The fabric suggested was the worsted-style mentioned above, just recently developed.

Says a uniform supplier spokesman: "For years, due to the climate in our more northerly operations, we had felt that

our synthetic garments tended to be too warm in summer, while the cotton garments were too cold in winter. Also, the cotton garments leave much to be desired from an appearance standpoint in certain types of dressier accounts. We feel that the use of Executone has solved this problem, and we can now offer a year-round trouser to the accounts which desire it."

"We want them to look like servicemen, not auto mechanics," he says.

Squitiero agrees. "These men are walking ads for Hirsh Coin Machine Corp., he says. "When they walk into a restaurant or amusement arcade, they're carrying our reputation in that Hirsh emblem on their jackets. We want them neat, and we're willing to pay to keep them neat."

He sums up: "The new uniforms make a much better appearance. We like the way the men look in them."

Measure, Morale

The effort to keep the men looking fresh and well-groomed is pursued energetically. The uniform firm measures Hirsh Coin Machine's employees periodically, to make sure of good uniform fit. Clothes are maintained carefully, and replaced when they show signs of wear.

"We're paying for uniform
(Continued on page 71)

"UNIQUE OPPORTUNITY"



20 MACHINES
FILMOTHEQUE
"CINEBOX"

In customs bonded warehouse, Sydney, Australia. Brand new, original packing financed by us. Customer didn't honor obligations. Also 600 film prints U.S.A., British and Italian origin. Will sell also single machines.

HOLLAND SECURITIES Pty. Ltd.

14 Gardeners Rd., Kingsford
Sydney, Australia
Phone 663-1337

Telegram: Hollandgram



PERIODIC REMEASUREMENT of all Hirsh employees is conducted by uniform supply company to insure perfect fit. All details in clothing routemen are handled by the uniform firm.



"WORD OF MOUTH IS VERY IMPORTANT in our business," says Hirsh general manager Roger Squitiero. "Locations pass the word on to other locations, whether it is good or bad. We must create good will in any way we can—and sharply clothed servicemen is one way."

PLANT CLOSED FOR VACATION



Schmelke

Dedicated to superior workmanship

The Finest Name On
**PRECISION
CUE STICKS**

We manufacture accurate, durable, quality Cue Sticks... Exclusively

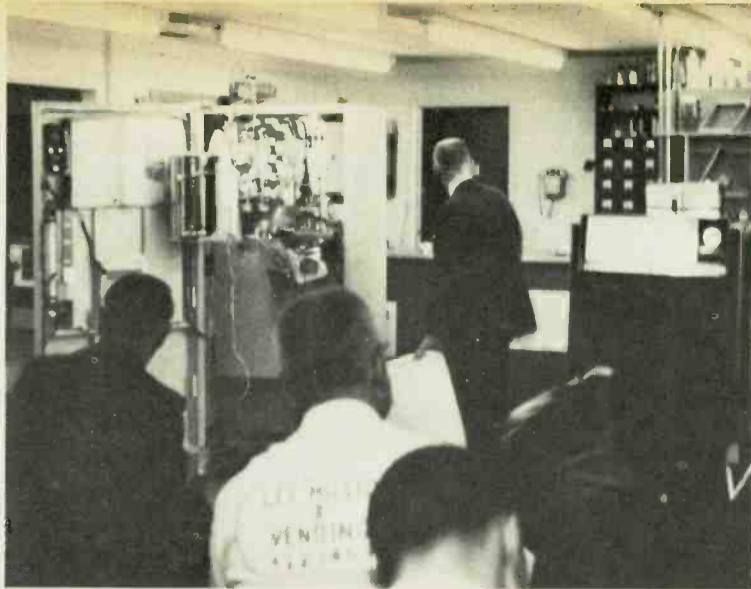
For Information write
SCHMELKE MFG. CO.
Shakopee, Minnesota

**FOR IMMEDIATE
SALE
SCOPITONE
MACHINES**

We have a quantity of Scopitones to be disposed of at considerably less than new prices. Film library also available. Favorable terms to right party.

Write Box #225, Billboard, 165 W. 46 St., N. Y., N. Y. 10036.

**Say You Saw It in
Billboard**



MILE HIGH CITY recently hosted operators for a vending school at R. F. Jones Co. Handling instruction here on the Rowe 1030 cold drink machine and first-in-first-out candy vender is Rowe factory engineer Ralph Phipps. Some of the firms represented at the Denver class were Lee Music Co., Western Vending, Cheyenne Music and Vending Co., Kempf Vending Co. The school was held June 15.

Los Angeles Cigaret Tax

• Continued from page 67

Mayor Samuel W. Yorty, who had requested a 2-cent increase in June to balance the city's budget.

Mayor Yorty said that \$25 million in additional revenue could be raised if the city council adopts his recommendation for a 2-cent a pack tax hike on cigarets and 4 cents on other tobacco products. He urged the city council to reconsider its earlier action and pass the new tax proposal.

Meanwhile retail firms selling cigarets in Riverside, Calif., have until July 30 to register with the

city under the new cigaret tax laws which took effect July 1. Locations and operators are required to post the registrations in their places of business.

The city cigaret tax of 2 cents a pack (20 cents a carton) will be collected from the buyer by the merchants. Cigaret taxes will be collected four times yearly beginning Sept. 30.

Daniel O'Connor, Riverside's finance director, said about 350 of the 900 firms or locations selling cigarets in the city have registered. The city expects to collect \$350,000 yearly from the cigaret tax.

THE LAW SAYS . . .

'Kangaroo' Councils Jump on Coinmen

By S. JOHN INSALATA

Most people would recognize the term "Kangaroo Court." This denotes a court which is extremely informal and ignores due process and proper procedures to the point of being oppressive or unjust.

Sometimes a municipal body such as a city council can, especially when considering license laws, be so informal and lax in observing their own procedures (and sometimes ignoring the procedures required by their State laws) as to amount to a "Kangaroo Council." For some, as yet unexplained, reason, local governments frequently act in a "kangaroo" fashion when they come to considering the passage of a law to regulate or tax coin-operated machines.



INSALATA

While the city council in the case of Vross vs. City of Youngstown (Billboard, July 9, p. 60) could not by any means be described in "kangaroo" terms, the failure of the council to observe formal procedure came to light in the course of the case, in which the amusement machine license ordinance was declared unconstitutional. As the court said in that case, "the passage of Ordinance No. 74586 as amended . . . is surrounded by very suspicious circumstances." Among the circumstances described by the court were the insertion of an amendment raising the license fees to an exorbitant amount, the fact that one councilman testified that he did not know of the amendment until after the ordinance was passed, and the strange spectacle of having the mayor remove his name as a sponsor of the license ordinance after he discovered that it had been so amended.

The Old Rule

The Court in the Youngstown case restated the old rule that the initial presumption is in favor of the constitutionality of the coin machine license law and said, "This court cannot make decisions based on mere suspicious circumstances. In fact, the law requires that the court presume the validity of an ordinance."

But these informal procedures and the tacking-on of an amendment neither recommended or known by certain city officials did contribute to the law's being held to be unconstitutional. The court compared the fees recommended by the mayor as needed for regulation with the high fees added in the last-minute amendment. This, combined with other facts, all added up to fees far in excess of anything necessary for valid regulation.

"Kangaroo councils" can be a problem. But, by ignoring their own basic rules of proper procedure, these local governing bodies are merely creating a greater likelihood that the laws they enact may be ruled invalid if ever tested in court. No man is above the law, but no law is above man's scrutiny. If municipal government would always give coin machine operators the same full, fair and impartial hearings customarily given other businessmen, everyone would stand to gain a great deal.

Should you or your company's attorney desire full particulars and legal citations on the case dealt with here, write S. John Insalata, Billboard Magazine, 188 West Randolph Street, Chicago, Ill. 60601.

Color-Sonics Names ACA on West Coast

HOLLYWOOD — Color-Sonics, manufacturer of video phonograph equipment, has granted exclusive distribution rights in California to Associated Coin Amusement Co. The contract, completed Wednesday (13), was negotiated by Color-

Sonics' president, Stanley Green, and Henry J. Leyser, president of Associated Coin.

Color-Sonics is currently in production with its new machine and plans to embark on distribution in the immediate future. Although Leyser has been involved with the coin industry for many years, this will be his first outing in the audio-visual field.

profits a-go-go...with

Williams

a-go-go

**4 PLAYER
FLIPPER GAME
FEATURING NEW
CAPTIVE BALL SPINNER UNIT**

SCORING VALUES

- EXTRA BALL PLUS 200
- COLLECT BONUS (100 UP TO 1900)
- 500 POINTS OR 50 POINTS

HIGH SCORE SKILL LANE (UP TO TOP OF PLAYFIELD). 4 HIGH POWERED FLIPPERS. WIDE OPEN ACTION PACKED PLAYFIELD.

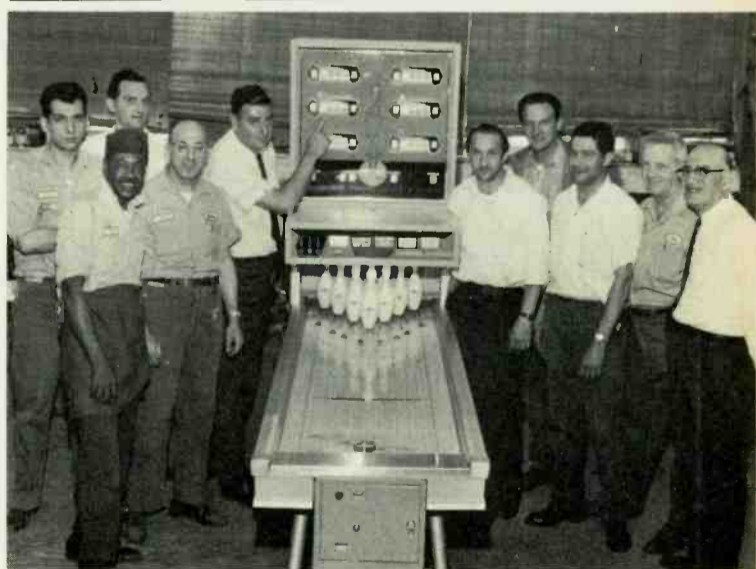
- STANDARD 3 WAY MULTIPLE CHUTE
- NUMBER MATCH
- 3 OR 5 BALL PLAY
- STAINLESS STEEL MOULDING & TRIM
- AUTOMATIC BALL LIFT

WILLIAMS 1966 Parts catalog now available



Williams ELECTRONIC MANUFACTURING CORP.
3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618
Cable Address: WILCOIN, CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR



MIDWAY MANUFACTURING CO. engineer Bob Jones (pointing) has been conducting familiarization classes around the country on the company's new Premier Shuffle alley. He is shown here at the headquarters of David Rosen in Philadelphia. Pictured, from left, are Rosen staff member Joseph Dmytryszyn; John Chepress (rear), Rosen's chief engineer; Joseph Staples and David DiRocco of the Rosen staff; Jones; Stanley Baczynsk of the Rosen staff; James Geronikos of Arlen J. A. D. Vending Co. in Allentown, Pa.; Frank Sosa of G. I. Specialty Co. in Philadelphia; Dick Horner of Sportland Arcade in Wildwood, N. J., and Joseph Wasserman, Rosen vice-president in charge of sales. Jones also conducted a class at Bob Nims' A.M.A. Distributors in New Orleans.

Whirlwind U.S. Tour Planned For A.T.E. Group This Fall

LONDON—Members of the Amusement Trades Association have mapped a full program for their trip to Chicago at coin machine convention time this fall.

Some 100 members of the association, which sponsors the annual Amusement Trades Exhibition here, will depart here

Monday, Oct. 24, to fly to the U. S. for visits to the Music Operators of America and National Automatic Merchandising Association conventions in the world's coin machine capital. The MOA show commences Friday, Oct. 28 and the NAMA exhibition opens the following day. The former will be held at the

Pick-Congress Hotel, the latter at McCormick Place.

The A.T.E. group will fly from here to New York City, where they will be welcomed by a special reception committee from El Al Israel Airlines. After this reception the group will fly directly on to Chicago.

On Tuesday, Oct. 25, the group will explore Chicago, be entertained with a luncheon and reception hosted by the Rock-Ola Corp., followed by a tour of the company's massive plant; and in the evening entertainment and cocktails will be provided by the Mar-Matic Group.

Bally Tour

On Wednesday, Oct. 26, the group will be given a tour of the Bally Corp. plant following a luncheon and reception hosted by that firm.

The morning of Thursday will be spent touring the new Seeburg Corp. plant in Chicago. Seeburg will then host the delegation for lunch. The afternoon will be spent sight-seeing. In the evening, as during other evenings during the group's stay in Chicago, many of the delegates will discover the nightlife to be found in the Second City's Rush Street and Old Town cabaret areas.

Friday, Oct. 28, through Sunday, Oct. 30, the group will attend the MOA and NAMA exhibits, acquainting themselves with U. S. phonograph, game



BEAUTIFUL SALON OF MEPADI S. A. just opened in Paris shows off Rock-Ola and Gottlieb equipment, in addition to its own Vit-Foot football game. Plans call for construction of a warehouse in Paris soon. Mepadi is currently pushing sales of Rock-Ola equipment and is attempting to convince operators to switch from 20-centime play to three plays for a franc.

Dates Set for U. K. Fairs

LONDON—Dates have been announced for Britain's two leading coin machine industry exhibitions.

The 23d Amusement Trades Exhibition, sponsored by the Amusement Caterers' Association and the Amusement Trades Association, will be held Nov. 29 through Dec. 1. Site will again be Alexandra Palace on the northern outskirts of London where it was staged in January this year for the first time.

Two ATE events are being

held in 1966 due to a change in dates.

The sixth Northern Amusement Equipment and Coin-Operated Machine Exhibition will be held at the Olympia, Blackpool, Jan. 24 through 26. It is being organized by Jack D. Rose Exhibitions, Ltd.

This firm is also organizing exhibitions for the catering trade in Bath, Jan. 9-13; Blackpool, Feb. 20-25, and Brighton, March 13-18. Coin operators' exhibits are being solicited for these events.

Threat to Family Pool Halls

• Continued from page 68

on the "under 18 rule" might prove expensive and foolhardy. "We'll just have to lose the additional revenue brought in by the teen-agers," an operator said. "We can't fight city hall. Vending machine operators will have to readjust their thinking."

Two supervisors, although voting to curb teen-agers in pool halls, did say that changing the law might be a sound idea. Supervisor Robert C. Dent said,

"Many people haven't been in a pool hall in some time and have the wrong impression."

"Things have changed and many youngsters play there now," he said. "People must realize that family billiard halls or just 'plain old pool halls' aren't dens of iniquity any more. Many of them are well-lighted and well-run places."

Supervisor Henry A. Boney agrees with Dent that the general attitude toward pool and billiard rooms should undergo some law alteration.

'Walking Ads' for Company

• Continued from page 69

service, not the uniforms themselves," is the way Squitiero sees it.

The new uniforms have made a difference not only in the men's appearance, but in their morale. "The men are more satisfied with the new trousers and jackets," added Squitiero. "They like them better than the other ones. After all, we're talking about human beings who want to look their best. Sometimes, for examples, the men will ask their wives to taper their uniform trousers, or they'll come back in the middle of the day to change a shirt that's gotten soiled. They take pride in their appearance."

Courtesy

Making a good impression, of course, means more than looking good. Hirsh also makes a fetish of courtesy.

"We've never lost an account through employee discourtesy, and we don't expect that we ever will," say Squitiero. "The route men are constantly reminded of the importance of courteous treatment. We bring up the subject at employee meetings. And the visits of our collectors, route men and servicemen—who represent most customer contact—are supplemented from time to time with public relations calls.

If neatness and courtesy are two Hirsh hallmarks, compe-

tence is a third. Hirsh service manager, Earl N. Lowe, goes over problems at a regular monthly meeting, and also runs periodic review classes at night, which the men attend on their own time.

The "Neatness, Courtesy and Service" policy has paid off handsomely for Hirsh during the 27 years of its existence. Referrals—traditionally a prime method of gaining new customers—are passed along generously by Hirsh clients.

"Word-of-mouth is very important in this field," says Squitiero. "You know the saying. 'Once a restaurateur, always a restaurateur.' When restaurant owners in this area get talking about a good operator to do business with, we believe that our reputation gives us an important competitive advantage."

In a business where growth depends so greatly upon judgment of other businessmen, reputation is an important competitive advantage indeed. President Mason sums it up this way:

"We must create good will in any way, shape or form we can. Service, courtesy, neatness, clean equipment not only increase revenue but create a good image of Hirsh, to enhance our position in the industry, create new business and increase our present business."

CHICAGO COIN'S NEW 6-PLAYER AUTOMATIC BOWLING LANE

CORVETTE

Exclusive Swivel Score Rack

....with EXCLUSIVE NEW

SPOT BOWL FEATURE

Doubles Scores for Strikes and Spares!

SPOT BOWL

●●●●● When player rolls ball over any one of 6 "SPOT BOWL" buttons on alley, SPOT-HIT is lighted on hood glass, and a strike made with that ball scores double. If strike is not made, SPOT-HIT lights go out, and player tries again for "SPOT-BOWL" button with his second ball, to double his score for a spore pick-up.

Plus: REGULATION, DUAL FLASH, STEP-UP, and FLASH-O-MATIC SCORING RED PIN GAME

EXCLUSIVE! EXTENDED PLAY
The proven Money Maker! Location tests prove it doubles earnings in many instances!

AVAILABLE IN 13' and 17' LENGTHS

Mfrs. of PROVEN PROFIT MAKERS Since 1931

NOW DELIVERING MEDALIST

COMING—1-PLAYER FLIPPER GAME KICKER

CHICAGO COIN MACHINE DIV. CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

COINMEN IN THE NEWS

PORTLAND, ORE.

A Wurlitzer Co. service school held here recently—instruction handled by C. B. Ross, Karel Johnson and Walt Peteet—was hosted by Ron Pepple and Marshall McKee of Northwest Sales Co., Wurlitzer distributors in Seattle and Portland. Servicemen attending were Donald C. Lyon, O.K. Novelty Service, Albany, Ore.; Donald J. Emerick, Heide-man Music Co., Corvallis, Ore.; Bob Nunnally, Coin Machine Service, Eugene, Ore.; Kenneth W. Porter, Northwest Distributors, Inc., Everett, Wash.; Merle B. Kane, Evergreen City Music,

Everett, Wash.; Ebert E. Erickson, Southern Music, Ltd., Calgary, Alta.; Ciro Sermoniti, Capital Amusement, Olympia, Wash.; Keith Haines, Automat Co., Inc., Yakima, Wash.; Fred V. Elton, Rainer Amusement, Seattle; Ralph Sloulin, Rhapsody Music Co., Grandview, Wash.; Jimmie L. Ruth, LaGrande Amusement Co., LaGrande, Ore.; Daniel E. Kinder, Kinder's Amusement, Colville, Wash.; William R. Fisher, Melody Amusement, Winston, Ore.; Ray McDowell, Pendleton Background Music, Heppner, Ore.; Bert Jacob, Dale Distributing Co., Vancouver, B. C.; John W. Collins, Mid Oregon Novelty Co., Prineville, Ore.; Robert K. Dorfer, Cliff Walker

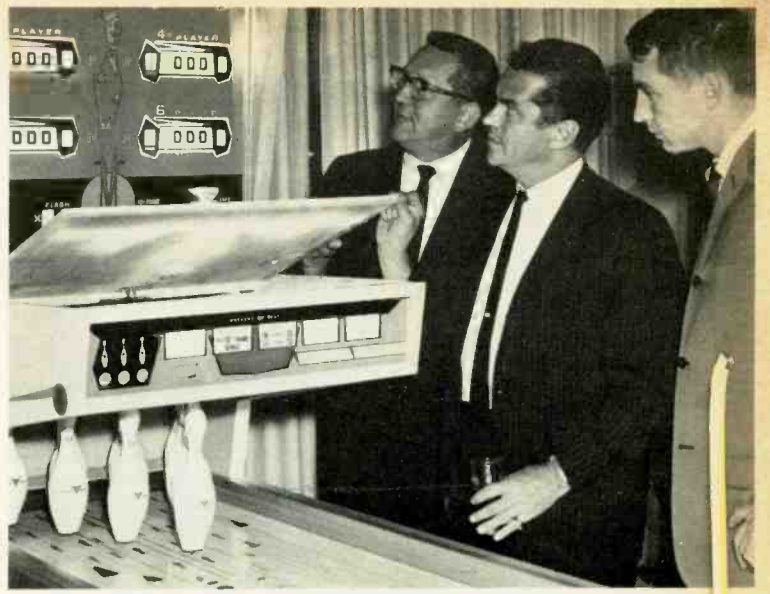
Co., Newport, Ore.; John W. Mears, Mears Music, Great Falls, Mont.; Jack D. Stutz, S. W. Kraus Co., Eugene, Ore.; James E. Atkins, Clifford & Martin, Inc., The Dalles, Ore.; Barney E. Egerer, Countners, Inc., Seattle; Danny A. McEwen, Humber Bros., Butte, Mont.; Byron H. Louthan, Amusement Sales Co., Seattle; Donald W. Lewis, Ferguson-Paulus Ent., Salem, Ore.; Thomas F. Ashford, A & A Amusement Co., Portland; Vernon W. Hunt, Harry's Music Service, Shelby, Mont.; Jack J. Richter, Montana Music Rentals, Missoula, Mont.; Jerry O. Waldrop, Olympia Novelty, Olympia, Wash.; Edward Canfield, Pacific Vending & Amusement, Gleneden, Ore.; Thomas L. Bearden, Gateway Service Co., Ketchikan, Alaska, and Walter Merritt, Northwest Sales Co., Seattle.

SAN FRANCISCO

Present at a service school conducted by Wurlitzer field service manager C. B. Ross and assistants Walt Peteet and Leonard Hicks here recently were the following servicemen, many of whom were under 30 years of age (indicative of the growing appeal of the business to young men): Mac Naphtal, Way-Mac Co., Los Angeles; Haruo Maki, Associated Coin Amusement Co., Los Angeles; James H. Wedge, Associated Coin Amusement Co., Riverside; William C. Whipple, Clearlake Amusement Co., Lakeport; Harold E. Cartwright, Masters Music & Vending, Chico; Jack Hall, Valiant Amusement Corp., Phoenix, Ariz.; Wayne Conner, Starlite Music Co., Los Angeles; Phillip J. Dillon, ABC Music & Amusement, Alhambra; Chester M. McClure, CBCO Enterprises, La Puente; Phil V. Cra-craft, A&W Amusement, Long Beach; John W. Piro, Automatic Merchandising Co., San Francisco; Charles H. Snyder, Reliable Music Co., Hollister; Ralph A. Fleig, Bob Weiner Vending, San Francisco; Frank J. Giudicessi, Bill Morgan Amusement Co., San Jose; Gerald Peart, Reinert Music Co., Marysville; Bill Barton Barton Vending Service, Redwood City; Browne L. Dawkins, Brownie's Hawthorne, Nev.; Ronald W. Brown, The Wurlitzer Co., San Francisco; Jess L. Russell, A-1 Bus. Sales, Reseda; Louis E. Walker, Lou Walker Enterprises, Sutter Creek; Clyde W. Hampton, Hamptons Music & Vending, Willos; Roger W. Horton Jr., G&G Amusement Co., Orange; John P. Larsen, Coin Service Co., Orange; Warren Rowe, Tugshell Music, Corona; Bob C. Johnson, Automatic Merchandising Co., San Francisco; Jeff Burgess, F&E Co., Sparks, Nev.; Orvall K. Knudtson, Subourbon Music Co., Issaquah, Wash. Host distributor for the school, devoted to the Wurlitzer 3000 phonograph, was A. J. Bartholomew, branch manager.

NEW YORK

Dual meetings of the Connecticut and New Jersey vending associations held here at the Hotel Americana recently saw the following officers and directors elected. New president of the Connecticut Automatic Merchandising Council is Warren J. Seder, Connecticut Dispensing Co., West Hartford; first vice-president is Francis Mason, Mason-Jeffries, Inc., Derby; second vice-president is Francis Keefe, Canteen Food and Vending Service, Division of Canteen Corp., Newington; secretary is James T. Waugh, General Food Corp., Norwood, Mass., and treasurer is Joseph Charbonneau, Servomation of Southern Connecticut, Inc., New Haven. Re-elected to the board of directors were Richard L. Boysen, Boysen, Inc., Bloomfield; Julien Brightman, Florade Syrup and Vending Equipment, Somers; Sidney Diamond, Macke Refresh-O-Mat, Inc., Hamden; Morris Gottlieb National Automatic Services, Inc., Stamford; Robert Miller, Maple Hill Farms, Inc., Bloomfield; Max Perlman, Atlantic New York Corp., East Hartford; Fred Sherbacow, Vending, Inc., Hartford; Sam Toson, Dyna-Matic Corp. of Connecticut, North Haven; Dexter Wheelock, Automatic Coffee Service of Connecticut, Coventry; Charles Winslow, Coca-Cola, Inc., Boston. Newly elected board members are Hyman Berwisht, Automatic Sales Co., Inc., Waterbury; Charles Dufaney, Chuck-O-Matic, Thomaston;



A LOOK INSIDE the new Premier Shuffle Alley by Midway Manufacturing Co. is taken by (from left) Joe Beck, Mitchell Novelty Co., Milwaukee; Gil Kitt, Empire Distributing, Inc., and Tom Beck, Mitchell Novelty Co., during recent Milwaukee premiere of the new Rock-Ola GP/Imperial phonograph. Kitt, Joe Robbins and Sam Hastings, Milwaukee distributor, co-hosted party for operators.



READING UP ON FEATURES of the new Rock-Ola GP/Imperial phonograph during Milwaukee showing recently was Herb Wagner, G&W Vendors, Milwaukee. Allie Hansen, Hastings Distributing Co., Milwau-

Sinclair Lauds Phono Teachers

SAN FRANCISCO—Regional Wurlitzer sales manager Gary Sinclair, following a recent phonograph service class here, remarked: "Wurlitzer service instructors know how to teach."

He explained, "Many times a man is an expert in his field, but he doesn't know how to put this knowledge across to anyone else. This is not the case with C. B. Ross and his assistants, Karel Johnson, Walt Peteet and Leonard Hicks."

This quartet recently conducted a series of classes on the Wurlitzer 3000 on the West Coast and Johnson then went directly to Texas to conduct two one-day refresher courses in Lubbock and Odessa.

Capitol in MOA

Continued from page 67

exposure has "made" some pop-oriented jazz artists. The impetus to Ramsey Lewis' "The In Crowd" toward hit status has been attributed to jukebox exposure.

Among other companies expected to exhibit at the MOA show are Mercury, Monument, Motown, Liberty and Columbia.

Louis Nicastro

Continued from page 67

Bank in New York City before that.

Among the programs that Nicastro inherits from the Gordon era are several ambitious ventures in the area of jukebox programming. Seeburg rocked the industry last year when it acquired several thousand musical composition copyrights and established a performance rights society exclusively for operators (COPPS).

In conjunction with this, Seeburg began releasing stereo jukebox product for leasing only. Although this release schedule has been arrested, Seeburg officials have assured Billboard that it will be resumed.

Seeburg also makes available, with co-operation with record companies, quantities of Little LP's for jukebox programming. New releases under this program have been sparse of late, but again, Seeburg officials say more releases are coming.

Whether the Seeburg Little LP program will be continued indefinitely has not been announced.

It is a matter of record that Seeburg has invested millions in its Little LP program.

Donald Evanson, ARA Service of New England, Windsor Locks; Abraham Glassman, State Vending, Inc., Hartford; David Hally, Sealtest, New Haven; Clay Rice, H. P. Hood & Sons, Boston; Walter Sherman, The Vendo Co., Westbury, L. I., N. Y.



2 1/4" MAGNETIC CUE BALL

ALL 16 BALLS NOW SAME SIZE

Valley[®] manufacturing & sales company

333 Morton Street • Bay City, Michigan • 892-4536

CLEVELAND COIN INTERNATIONAL, known thruout the world for quality

SPECIALS OF THE MONTH		equipment FEATURES	
Rock-Ola 1493	..... 3395	Seven Seas	..... 195
Princess	..... 445	Shipmates	..... 325
Seeburg 222	..... 550	Sky Line	..... 345
Seeburg AY-160	..... 345	Square Head AB	..... 225
Seeburg 222	..... 345	Swing Along	..... 345
Hideaway	..... 345	Texan	..... 175
Rock-Ola Grand Prix	..... 750	WILLIAMS	
Model 425	..... 395	Big Deal	..... \$325
A.M.I. JEL	..... 395	Friendship 7, AB	..... 150
SPECIAL PRICE BULLETIN		Jolly Joker, AB	..... 135
No. 466 available.		Kismet	..... 195
PIN GAMES		Music Man	..... 210
GOTTLIEB		Ski Club AB	..... 325
Big Top AB	..... \$325	Soccer	..... 225
Bonanza	..... 325	Space Ship	..... 175
Egg Head	..... 195	FOREIGN BUYERS	
Fashion Show	..... 275	Our Export Division	
Flipper AB	..... 125	Specializes in solving	
Flipper Clown AB	..... 225	your problems.	
Flipper Cowboy AB	..... 250	VENDING	
Flipper Fair AB	..... 195	Seeburg 4SCD	..... \$695
Flipper Parade AB	..... 175	Icemaker	..... \$695
Flipper Circus	..... 225	Seeburg 4SCD 2	..... \$1195
Gauche	..... 295	Modular	..... \$1195
Hi Diver	..... 125	CLEVELAND COIN	
Ice Revue	..... 395	<i>International</i>	
Kewpie Doll	..... 135	2029 PROSPECT AVE. CLEVELAND 15 OHIO	
Lancer	..... 245	All Phones Tower 1 6715	
Lightning Ball	..... 125		
Majorette AB	..... 295		
Masquerade	..... 595		
Melody Lane	..... \$195		
Miss Annabelle	..... 125		
North Star	..... 310		
Oklahoma	..... 250		
Queen of Diamonds	..... 125		

Billboard

The International Music-Record Newsweekly

Now in its seventieth year of industry service

You'll be in the know about the exploding tape CARtridge industry, week in and week out; provided you read BILLBOARD.

You'll find exclusive articles in every department, too.

THE COST IS SMALL . . . 52 issues a year; plus six (6) special directories as they are published during the year.

Subscribe Now

Mail Sub Order Today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214

Please enter my subscription to BILLBOARD for

1 YEAR \$20 3 YEARS \$45 New Renew

Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates are for Continental U. S. and Canada.

Overseas rates on request. MC

Company _____

Name _____

Address _____

City _____ State & Zip _____

Type of Business _____ Title _____