Philips’ Cartridge Marketing Plans

By DON WEDGE

LONDON—Philips’ marketing plans for its cartridge—the compatible stereo mono prerecorded tape cassette—was revealed to its U.K. sales personnel and international executive meeting here last week.

Plans involve marketing of the first British-made cassettes which will embrace EMI as well as Philips-controlled repertoire. Pye is expected to license its repertoire on a nonexclusive deal later.

The Philips cassettes are for use with its battery-operated, transistorized “pocket” tape recorder, the EL 3301, which has been on the European market for three years. U.K. price is about £80, including microphone.

Two plug-in recorders, one mono and one stereo, are being added to the range. The Philips Compact 

(Continued on page 65)

Cartridge Duplication Standards Pressed

NEW YORK—Larry Finley, president of the International Tape Cartridge Corp., last week called on the industry to set standards governing cartridge duplication. Finley stated that the Record Industry organization establish the standards similar to the RIAA standards in disk recording.

Finley said that immediate industry action on cartridge standards is vital to the growth of the new industry and is of prime importance to the record companies whose product is being duplicated. The record companies, Finley said, are meticulous in their recordings and spare no costs in presenting their artists in the best possible recorded form.

The same care should be taken when these recordings are duplicated into tape cartridges, he added. 

(Continued on page 10)

NARA Takes Freedom Road In Move to Thwart Control

By CLAUDE HALL

NEW YORK—In a major policy decision by the board of directors, the National Association of Radio Announcers voted Friday (12) to remain an organization of, by, and for the radio industry to take action against the ABM music field.

The decision came at the annual convention of the 11-year-old organization here Aug. 11-14 at the Waldorf-Astoria Hotel. The convention, which had the largest turnout in the group’s history, was highlighted by the Golden Mike Awards, presented to announcers, artists and records and presentations by the various record companies on Saturday night.

With only minor changes it was expected that the “New Breed” slate of officers elected last year’s convention in Houston would remain in office, with some changes in the board of directors.

The board of directors of NARA in a closed session reaffirmed that the organization shall “remain an organization for r&b DJs,” Del Shiel, executive vice-president, said, “though we welcome the support and interest of allied people in the industry—whose support we have already received—the organization will not change its profile to open the doors to non-radio people.

“The board of directors will not be prostituted, not used by people with personal, selfish motives,” he said that additional steps will be taken to work with radio management.

This tack in policy came, it was learned, to spur an interest in radio management. NARA recently sent 21 letters to visiting NAB station owners and managers to participate in the convention. Of this number, only four responded. The response came from only the purchase of advertisements in the organization’s convention program—not a desire to participate actively in the convention.

Want Participation

“Now to our letters, we’d stated that we were desirous of making them aware of our efforts and hoped they would participate in the convention,” said Shields. “This weak reaction made us realize more work has to be done in this area. Station owners and managers should realize that NARA members are interested in playing a vital part in radio.”

NARA members are no longer “interested in just being an entertainment device,” Shields said. “The role of entertainer-only is past. Knowing records and being concerned with the top 40 list is only a small part of the job.”

As part of the organization’s self-improvement plan, Dr. Jack Allen of Bob Dore Associates, a leading station research specialist in r&b records, conducted a closed session briefing to the board of directors last week during the convention to bring them up-to-date with the figures and facts on the potential of the Negro market and its buying powers. This information will be presented to DJs to help them do their job better.

(Continued on page 10)

UA, Labels Shift To Cap. Disk Club

By ELIOT TIEGEL

LOS ANGELES—United Artists and its subsidiary labels, will shift to the Capitol Record Club when UA’s club affiliation with Columbia terminated Nov. 2, 1966.

The acquisition of U.A. will enable Capitol to open a film soundtrack-Broadway cast edition, stated Frank Nash, Capitol Club president, who is spearheaded the company’s drive for outside labels over the past two years.

In order to maintain a department, Nash explained, a club needs around 100 new albums a year. With product from MGM, Capitol’s own catalog and now U.A., this requirement is fulfilled. Already functioning departments offer pop vocalists, country, western, teen, classical, jazz and easy listening-dancing.

An uncanny quick in the transaction brings the Beatles soundtrack LP from “A Hard Day’s Night” into the Capitol coffers. Such blockbuster film packages as “Thunderball,” “Goldfinger,” two of the James Bond thrillers, plus “What’s New Pussycat?” and “Tom Jones” will revert to Capitol.

U.A.’s artist roster will provide the Capitol Club with albums by the piano duo of Ferrante and Teicher, Lena Horne, Al Caiola, Jimmy Roselli, Shirley Bassey, George Martin (who left EMI to form his own production company but still uses the Beatles dates), LeRoy Holmes, Judy Garland, Chieftains, Del Reeves, Joy and the Americans, Bobby Goldsboro, Patty Duke, Anthony and the Imperials, Don Adams and Pat Cooper.

Capitol Records, Inc., president Alton Livingston called the move by U.A. out of the Columbia fold, recognition of Capitol’s own growth and stature in the club field, “The word’s been out,” Livingston boasted.

(Continued on page 10)

Additional NARA Coverage Page 3, 10
The album is moving fast on the charts and in the stores. Includes both sides of his recent single, "The Lonely Things" and "Channing Way, 2." Better get your order in now! LPM/LSP-3539
Wedge Record Retailer Editor

LONDON — Doe Wedge, Billboard's European editor, was named editor of Record Retailer, Britain's only music trade newspaper. He will continue to serve as Billboard's European editor. The appointment was announced here by Julian Ormond, managing director of the British paper.

It follows the acquisition of Record Retailer by Billboard Publishing Co., which completed here last week. As Record Retailer's editor, Wedge succeeds Ian Dove who was appointed sales director. Also joining the paper is Graeme Andrews, a music journalist of several years' experience. The appointments are an integral part of the planned expansion of Record Retailer's editorial service to the British trade, Ormond added.

Record Retailer will continue exclusively under the management of its British executives, headed by Ormond, according to William D. Little, chairman of the board of the Billboard Publishing Co., and new chairman of Telltide, Ltd., which publishes the U.K. weekly.

The newspaper will move shortly to New London offices which also serve Billboard's European headquarters. They will also house Andre de Vekey, European Director, whose function will continue unchanged, Littleford said.

Harold Cook, the publisher of Record Retailer as an independent entity, will move to New York with the newspaper, and will supervise the British side of the newspaper's activities. Clive Andrews and classical specialist Ken Williamson have also been appointed Billboard's European coverage, Cook said.

Mainstream Back on the Singles Track After 4 Years

NEW YORK — Bob Shad, president of Mainstream, is returning to the production of singles after a lull of more than four years. Shad returned here last week after a month-long nationwide trip to shop for singles. He signed and recorded new acts for Mainstream and Brent. Plans call for the release of no more than two singles on each label by the end of this month. Shad expects the releases will be singles a month on each label.

The president foresees the first full-scale entry by Mainstream into the pop singles field as being a release for Brent, a Mainstream label which has released singles on a regular basis. Mainstream also will continue to release occasional singles, including Allegro, such as one due out soon from the Indonesia album of "Goober the Camel," the latest release of the "Goober the Camel" series, by the Carter Family and Doolittle.

In addition, he and Shad plan to develop a new deal to offer better value to dealers. They will make the offer available to dealers on the condition that the deal is approved by the company.

The deal will offer a 50% discount to dealers on the albums, but will be available only to dealers who agree to pay an additional 25% of the cost of the albums for advertising.

Premier Buys a Polka Line

NEW YORK — Premier Albums this week acquired the nation's leading polka line. The deal gives Premier a world-wide manufacturing and marketing outlet for the records of the Jay Jay and Drum Boy labels. Jay Jay and Drum owner was Walter E. Jaggiolo, generally known as L'il Wally. The Chicago-based executive is also the top recording artist in the polka field.

Premier is acquiring a Polka catalog of 200 albums which carry sales of more than $75.000. The albums will be distributed by the company in the polka field. The albums will be distributed to dealers for the newly acquired lines. They will be distributed in the area of these areas are being explored.

According to L. Wally, the polka business grosses about $10 million annually and is growing at the rate of 30% per year.

L’il Wally albums and several singles are planned for full release.

L’il Wally, President of Premier, said that no decision has been made with regard to tape, compact discs or vinyl, but that negotiations for the newly acquired lines are expected. He said that all these areas are being explored.

DUTCH CONCERT TO WOO TOP GLOBAL ARTISTS

AMSTERDAM—A host of world stars are now set for the Dutch record industry's first annual Disque Popular. It will be held at the RAI Congress Building here Oct. 1. Heading the American contingent will be Dionne Warwick, Julie London and the Five Satins. Other performers will include Britain's George Fame and the Blue Flames and the Spencer Davis Group as well as the leading Dutch band unit, Les Barques.

Other names announced to date include Joe Pepe and Leo Ferré, announced Piet Beheuken, director of CCGC, the Dutch record industry group.

A special tribute will be paid to Austrian composer Robert Stolz who will attend as guest of honor. Others to be featured include Belgium's Francis Bay and His Orchestra, and Dutch cabaret stars Paul Van Vliet and Raimonds Shaffy. The concert will be televised by VARA and is on offer to Eurovision.

Capitol Forms Dept. to Sharpen Preme Setup

By ELIOT TIEGEL

LOS ANGELES—Capitol is strengthening its position in the lucrative premium business with the creation of a department headed by newly hired Harry Mynatt to design packages for American industry.

Mynatt, who serves as national manager of creative products, believes the potential for records as premiums has hardly been touched. In the past, Capitol's premium efforts have been through the custom merchandise department. Some of its accounts have included U.S. Royal, Northwest Airlines, Dacardis, Rums, Dodge, Scripto and Chevrolet.

Now, Mynatt, a 20-year veteran of premium merchandising with the Raymon R. Morgan agency of New York, is in charge of its impact in the broadcasting departments, "Queen for a Day," says Capitol will initiate a concerted effort to become a kingpin in the premium industry, with hopes of rivaling the efforts of such major premium operators as Columbia and RCA Victor.

Named Mynatt's assistant is Ernie Demeny, formerly West- ern custom sales manager. Mynatt foresees a New York-based representative within 90 days and a Chicago office operating within six months. The man be will be seeking to have as "creative thinkers, not order takers," he says.

The potential in the premium business is "what you make it," Mynatt said. "The potential is the same as for any new record company."

One of the valuable aids a record company receives from a department like that of LP is the catalog exposure for artists included in the special package. This is accomplished by printing the name and number of the LP from which it was extracted.

Gently tapping a copy of Standard Rate & Data, which lists all U.S. companies which advertise, Mynatt says there are copious firms which could "be convinced that customer service is alive and well," a ready response to these two companies being mass mer- curers of premium albums.

Mynatt explains he tries to explain how Capitol can help an album to fit the needs of a company, which in turn will result in additional advertising and promotional possibilities.

Costs vary with each project, by the royalties to be paid to artists and publishers and the kind of packaging designed.

While there are internal situa- tions he is the need for a single to be written, one thing is certain: no immediate hit product will be offered in premium form. P r e m i u m s , which are self-liquidating, usually sell for $1, although there

Hey Nashville, Here Comes Louisville

LOUISVILLE — If it's left up to three young Kentuckians, there'll soon be a sound to rival the Nashville Sound. And, naturally, it'll be known as the Kentucky Sound.

The Louisville Sound, if it can be so called, is a simple phrase from an attached blockhouse in nearby Nortonville. It's beenníed by Am Tim Tyler and Hardy Martin, two local musicians.

In only five years, the young trio—Allen is the oldest at 31—is building a following at the local radio stations (Triangle, Talent) and publishing firm (Pails City Music). The band, led by Allen, is said to be grossing $250,000 annually.

Sambo, Inc., has built itself up by developing and promoting local rock 'n roll groups such as Ormond, Ian Gunter, Littleford, John Kyes, Soul, Inc., the Mon- tana and the Bell Birds, the Car- nations and Tren-Dells.

Sambo, Inc., hasn't yet had a record hit the charts, but that hasn't stopped him from pushing the careers of his local groups, some of whom command up to $500 a night for performances.

The label is well known for one thing: that it is one of the major labels which will pick it up.

Vanguard Offers August Discount

NEW YORK — Vanguard Records is offering an August discount deal. All $4.79 and $5.79 classical merchandise will be cut 20 cent, while pop and folk records will be cut by 10 cent. The Everyman, Series, a budget classical line, will also be cut by 10 cent.

Herb Cornuck, Vanguard sales manager, said the company has just finished moving into its new warehouse at 71 West 23 Street.

Rayon. bindings have been used to create a more elegant appearance. The books are made from a high-quality paper, ensuring durability and readability. The design features a combination of black and white, with occasional splashes of color to add visual interest. This layout not only enhances the aesthetic appeal of the book but also aids in the comprehension of the content.
Brown & Miss Warwick Championships

NEW YORK—James Brown of King Records was named the male vocalist of the year in Saturday night's (13) presentations of the Golden Mike Awards by the National Association of Recording Mannagers (NARA). Donna Warwick, of Decca Records, was named female vocalist of the year.

The formal dinner was one of the events of the annual convention of NARA. The presentations of the Motion Picture Soundtrack of the Year Award went to "Touche Radoslav." The award for best r&b group male vocalist was given to "When a Man Loves a Woman" on Atlantic Records. Best r&b album was "Lou Rawls Live" on Capitol Records.

Music City is Low on 'LSD'

LOS ANGELES—"LSD," a documentary report on the current drug scene, is controversial, has run into resistance on the retail level from the prestige of the title. The title is often not being displayed in record stores, although the LP is not being talked up. The LP is, in fact, kept out of stores.

When contacted for an answer as to why the new title, it seemed such a drastic approach, Elton Casone, vice-president in the Hollywood store, stated: "I don't think it's in good taste. I think of the LP in terms of how it can affect my kids."

When asked about the store's policy, Capitol's President Alan Livingston sounded surprised and noted that this was an exception in the firm's policies. He had totally unfavorable reaction, he said. The marquee position of the Los Angeles Police Department had requested 30 copies as an example of the LP, but the result was "the best thing ever done on the subject."

Columbia Releases 4th Murrow Set

NEW YORK—A four-set album of Edward R. Murrow's commentaries on the state of the nation by Columbia Records. The two-EP set is a companion to "Support Remember" Volume One: "The War Years," covers the period from the night of the Japanese attack on Pearl Harbor March 8, 1942 to April 1946. The selections were assembled from thousands of CBS and British Broadcasting Corp. transcriptions. The other Murrow told listening were three volumes entitled "I Can Hear It Now."

'Languag of Music' Top Reference Work

NEW YORK — Stig Anderson, president of Sweden Music, a publishing company that has granted U.S. sub-publishing rights to musical films, "Dear John," to Overseas Songs and Davon Music. Soundrack rights went to Dunhill Records, the ABC affiliate is rushing release on the original soundtrack album and singles both are instrumental. The LP is being the movie's theme song.

LONDON—The government seems determined that the pirate broadcasters shall be stopped. But the British music industry will miss them. Even some of the record manufacturers who opposed them to protect the hard-won tax breaks, under which the record companies are paying larger sums of royalties, are opposing them. The pirates will be missed. Manufacturers of phonograph records are anxiously awaiting the next government move — the alternative may be to lobby for it.

The government's planned legislation is directed at the broadcasters and those who serve them. There would be a maximum sentence of two years in prison for transporters. The pirates, claiming human rights, are imperative and are calling for a court verdict from claim 18 to 25 million listeners.

The issue will be settled in Parliament. Bill Wilson said of the bill the government's protection of the distortions — is likely to have a serious impact on the issue. Aiding and abetting the pirates could be subjected to jail sentences.

Eire is like having similar legislation pending in France and Belgium and already served by commercial radio stations which said their governments are not likely to welcome more.

The more stations, however, remain optimistic. "We will not be afraid to produce, but we're afraid of the Radio London spokesman Mike Stone. "We won't ask our staff or anyone else to live near London,"

(Continued on page 54)
This is a Tri-ad
(for 3 rocking singles).

Webster's New Word
“I Don't Want to Be the One” c/w
“Hard Loving Loser” 4-43745

The James Boys
“Keep the Fire Burning” c/w
“That Misty Look” 4-43717

The Magicians
“I’d Like to Know” c/w
“And I’ll Tell the World (About You)” 4-43725

Where the action is. On COLUMBIA RECORDS®
Merrimac Bids for 'Competition' Probe

LOS ANGELES—Having filed the Federal Communications Commission for their charge of bootlegged music being used by broadcasters in July, the Merrimac Music Industry has asked the F.C.C. to make an investigation to check into unfair competition conditions against legitimate operators by spurious companies.

Merrimac's sales manager Neil Ames, who has suddenly emerged as a granite force in driving off other bootleggers, has been on the background of the Beverly Hills offices of their representative and charging their charges of unfair competition.

Ames said that during the hour-and-a-half conference, he gave Gabriel "evidence" that bootlegging exists and comments by record companies that unauthorized duplication of their products infringe on the rights of their artists.

Our complaint is that the bootleggers are operating against the honest background firms and have made a mockery of the acquired music in their operating upheavals. They have the right to sell bootlegs of something for which they don't have any rights," Ames commented.

"The evidence" provided Gabriel consisted of advertisements from several background companies in which they boasted of releasing records by such major artists as: Lawrence Welk, Billy Vaughn, Mantovani, Herbie Mann, Louis Armstrong, Mitzi Gaynor, Slade, Henry Marceini, Bert Kaempfert, Larry Verone, Jimmy Wilson, Sammy Davis Jr., Al Hirt, Cleofonte, Ferrante and Trivisonno, David Rose, Ray Conniff, Ella Fitzgerald, King Curtis, Ray Anthony, Fred Heath, Glenn Miller, Jimmy Dorsey, Jerry Gray and scores of others.

The letters provided Gabriel consisted of correspondence accumulated during Merrimac's drive to force the broadcasters and the record manufacturer's part of bootlegging by duping without permission companies by asking for the配合. The letters also showed that Gabriel sent them.

A number of letters from record companies around the country flatly stated that Merrimac could not release their duplicating their products, which was the threat Ames made in alleging that they could not receive the activity approval for bootleggers to re-release hit products.

Gabriel is supposed to submit Ames' material to Washington for a decision, but Gabriel could make any action of cause is required. The F.C.C. can force a company to cease its duplicating but no action is available if the process is lengthy.

(Continued on page 15)

Breaking Into R&B Market Is Slow Process for Capitol

HOLLYWOOD—Breaking into the r&b market is a slow process and according to Capitol's man in charge of the Talent, the company is "still in the nascent stage but is learning a lot."

First results of the drive begun last summer by Capitol president for the industry's biggest act is turning out to be a smash and Stock's "Hit Parade" records are proving that the company is a factor in the industry.

Meanwhile, some of Atlantic's top artists have made successful new records, including Wilson Pickow's biggest hits, "In the Midnight Hour" and "I've Been Loving You Too Long," "Mr. Fitful" and "A Lover's Prayer." He has been hailed as one of the greatest, blues singers of this generation. His recordings are as well known in England and France as they are in this country.

Today the Stax-Volt artist line-up includes a flock of strong names and both groups and single releases. Among the new hit material are: "Let's Stay Together," written by Sam & Dave. The Mad Lads, Eddie Floyd and Johnnie Taylor.

Nearby at the 1962 studio, a single-track Ampeg machine, a machine that even the smallest independent would consider outdated, was used.

Nearby at the second session of February 28, the line-up includes a flock of strong names and both groups and single releases. Among the new hit material are: "Let's Stay Together," written by Sam & Dave. The Mad Lads, Eddie Floyd and Johnnie Taylor.

Nearly a year ago Stax-Volt records were introduced onto a single-track Ampeg machine, a machine that even the smallest independent would consider outdated.

The singles feature the line-up of the stars, including Sam & Dave, the Mad Lads, Eddie Floyd and Johnnie Taylor.

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I CAN MAKE IT WITH YOU
JACKIE DE SHANNON

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JACKIE DE SHANNON
Cap's 'LSD' Fighting Bad Reaction

LOS ANGELES — Negative dealer reaction to Cap's so-called LSD product has been reported in the parts of the country where rock-exposure purveyors have been cornering the market. It's not a bed of roses," said Rocky Casen, national pop music buyer. "We didn't expect it to be an easy job.

Such major cities as New York and Detroit have shown a steady decline in LSD purchases, according to sales reports filed with the label's home office. "We are afraid of the product," wrote the Detroit newspaper.

Negative reaction was reported in New York where such music devotees as Wally Korvets, Klein's, Mavis, and Alladin's have refused to accept the album which they said would pose a "head" world of psychedelic drugs, the unsupervised use of LSD.

According to Casen, the record buyer for Sears in Chicago has doubted whether he would be willing to order the album because of its controversial nature and because of Sears' image as a "name" buyer.

Capitol reported early sales in such major towns as Miami, where the album, "Mr. Nice," hit the San Francisco district. In Los Angeles, where the Beekley campus of the University of California, Southern, and San Francisco University.

Radioically, radio stations in the Bay Area have refused to play the album. But has been obtained in market stations at WTOO, WTOP, WABC, New Orleans, KLAC, Los Angeles, and WBZ, Boston, Wendy, Chicago, with radio stations in other areas, field reports indicated.

"Airplay has been no good in most parts of the country," Case said. "We didn't think it would be the biggest problem. Getting the album exposed on the dealer level would be our biggest problem we faced.

Retailers were reported hesitancy and demand the documentation of the product. And in exploiting the use of LSD, "A lot of people turned off the product," Opposed to storing and displaying the album," Case noted.

"We have been counting this negatively," Case said, "but the time will tell what the situation is. The next one to appear in The New York Times explaining the company's position. But the fact that all accounts and salesmen were being instructed to treat the product as a dangerous drug which could not be sold to stores for auditing. This way the label hoped dealers would discover the straight news activity too late taken.

While Capito's salesmen were obviously unprepared to handle the unconventional entertainment product, it was felt the experience gained in counteracting the molding block would be used to advantage on future projects in the series.

Gordon Getty, owner of Allan Lindes, who co-produced the study has been reported designed as an educational study and was expressly designed to be unmarketable in order to be used by dealers to expose the record was a disaster, polishing out the idea or concept in explaining the growing menace of LSD.

LSD users are affected by just one dose, Lindes said and the effects of the drug will last about the drug. "They want to turn the world on," the president said with emphasis.

Peter Gravina of New York has been appointed national publicity and promotion manager for the Cincinnati Symphony... Russell Samuels, a music critic for the New York Times, will be composer-in-residence with the New York City Opera for the 1966-1967 season... The Metropolitan Opera will not seat patrons on the mezzanine levels... The TV Program "Camera Within," a television series with closed-circuit cameras and automated vehicles, will be available for audiences...

...A saloon in Los Angeles has announced a plan for jazz... The pianist, composer and conductor is scheduled for "21st Century Hall" programs, sponsored by General Electric and IBM... The New York radio group, "Jazz the World"... The "San Francisco Chronicle"... The "Front" and the "Beat..."

L. A. 10% LEVY BID REJECTED

LOS ANGELES—A proposed 10 percent live performance amusement tax was squashed by the Los Angeles city council, 12-2, after show business interests moved quickly to stop a tax that would have imposed on the tax was to make up $2 million of a $5 million budget deficit.

Musicans' local president John Thorley is under investigation at open hearings. Indicated the tax would force over $2 million to be forced to increase their prices and even eliminate their entertainment. Tranceilli's, Klinger's, and the famous jockey boxes instead.

CAPITOL SALES HIT NEW MARK

HOLLYWOOD — For the third consecutive year, Capitol Records set a new all-time record for fiscal year gross sales. From July 1, 1965, to June 30, 1966, sales were the highest in the company's history. Factors contributing to the success of the year were: the Beach Boys, Beatles and Outside, the Sandels and Sun Rays on the radio, as well as hits by groups, such as "Mrs. Miller's Greatest Hits," and "Welcome to the Club."... "Lou Rawls Lives," Good Times," and "I tripped the popp' vocalese like Al Martino, Nancy Wilson and Wayne Newton.

Ifield's New Album Is Set

NASHVILLE—Frank IFIELD's "No One Will Ever Know" single is the top selling heavy album on both country music and Easy Listening radio stations in the United States.

Ifield, who was born in New Jersey, has been a regular weekly show airing in San Diego under the title of "Frank IFIELD's Country Show." The album, which follows the trend of his recently released "The Best Of Frank IFIELD," will be composed of the top hits and the artist himself, Mike IFIELD, also composed the song. The single which was independently produced and released, jumped to No 10 on the "Hot 100" chart this week. Epic recently launched a comprehensive merchandising campaign on the single which appeared before packed audiences on Carnegie Hall in New York City, London, San Francisco, and the Hollywood Bowl and the Trip, a Los Angeles Club.

Kennywood Suite vs. CBS to Trial

NEW YORK—Federal District Judge Edmund L. Fiumara ordered to trial a suit by Kennywood Music, Inc., against CBS for infringement of copyright on the recording of "My Carrousel," by Andy Weirns. Kennywood owns the copyright, issued under the name of "Kennywood Music," to the song. CBS, which has settled the suit with Kennywood, has been awarded a judgment for $10,000 and the "Kennywood Suite" Label. It is now in the airwaves.

Joseph Gilbert Dies

NEW YORK—Gilbert Joseph, 45, died of a heart attack while watching television on Sunday, July 28, 1973. Joseph was born in Los Angeles on February 1, 1919, and died in New York City. Joseph was a successful record producer and was known for his work with such artists as The Beatles, The Beach Boys, and The Rolling Stones. He was married to the former Margaret Beveridge and had three children. Joseph's death came as a shock to many in the music industry, and his passing was mourned by numerous friends and colleagues.

when answering ads...

Say You Saw It in Billboard

AUGUST 20, 1966, BILLBOARD
FOLLOW THE LEADER... Crispian St. Peters and his brand new Smash Album...

THE PIED PIPER

by CRISPSTAN ST. PETERS

Plus Many More Wonderful Tunes

JAMIE
JLP 3027 MONO & STEREO

Tremendous sales action... chart blazer headed for top ten

"SWEET DREAMS"

by TOMMY McLAIN

MSL 197

The Fabulously Talented KIT-KATS with an "OUT OF SIGHT SOUND" "THAT'S THE WAY"

Jamie 1321

Jamie/Guyden Distributing Corporation
PHILADELPHIA, PA. 19123
Establishing Justice

During the closed sessions, talks were held regarding policies toward local chapters of the organization. It was decided that inasmuch as NARA is a national organization, the possibility of maintaining local chapters doesn’t seem appropriate. It was decided that the emphasis should be to encourage local organizations who would be affiliated with the national NARA. But NARA will set up regional conferences during the year to communicate with deer manufacturers who are unable to attend the national parley.

A national sales and merchandising convention for consumer manufacturers will also be held. NARA will also explore the possibility of setting up a skill-training program for dealers. These clinics will concern programming, engineering, sales and management.

Among the firms with exhibits at the convention were Ramo Enterprises, Liberty Records, United Artists Records, Capitol Records, Dinners Club, Tangerine, Epic-Okeh Records, Mercury Records and affiliated labels, Shaw Artists Corp., Columbia Records and MGM-Verve Records. Many other labels and music industry businesses had entertainment suites.

RCA Victor Records unveiled a new set Thursday night at a party for Alfred Newman, dance performers and r&b music – Benny Goodman and the Soul Brothers. At a luncheon Friday, Atlantic Records vice-president Jerry Wexler introduced his staff and paid special tribute to such independent producers as Quinn Ivy, Jim Stewart and Rick Hall. Duke-Peacock Records sponsored a Thursday luncheon, January. RCA Victor Records was to perform Friday night as a dinner. Tampa-Motown Records sponsored a golf tournament Friday. MGM Records was to sponsor a luncheon Sunday by The Chicken. Mercury a reception Sunday afternoon.

Sen. Robert F. Kennedy, D.-Mass., related to appear Friday, was unable to attend.

UA Labels Shifting to Cap. Club

"And I think we have the confidence to use the Cap. Club in our growth pattern." There are 36 outside labels represented in the Cap. Club on an exclusive basis. The most successful non-exclusive label is ABC which has been with the company two years. The club received over 30 different labels at any given time. The first outside account acquired was ABC. Each month, 15 labels can be received. Other labels represented are Aristocrat, Crescendo, Hickory, Jukebox, Jubilee, London, Phila,

Club Grows

During the past two years the Capitol Club’s organization has grown 20 percent. It now totals 1,100 persons in L.A. Livingston compliments the organization for making phenomenal strides in growth and profitability. "A big reason is that the club business is competitive is that while there are three major clubs competing (Columbia, Capitol and RCA), there is really only room for two. If our growth continues at its present rate, we expect to be number one next year."

As part of its current drive for membership, the club is offering an eight-page color supplement through November in 50 newspapers in the five-county area. It will also continue to make annual reports available to anybody who subscribes. The survey is held in large week was seven stereo or mono LP’s for $1, Bush points out that the club business is extremely fluid and there is more than one enticement deal being offered throughout the industry by participants.

Competition

All deals with outside labels are for manufacturing licenses. Because of the fierce competition for labels, the clubs offer different deals to each company. Some involve royalties, some tack on guarantees. Speculation is that U.A. was a healthy guarantee to leave Columbia and bring its soundtrack contacts across country.

As part of its organizational growth, the Capitol Club has set up in time to expedite the flow of product. These distribution points are in Des Plaines, Ill., Long Island, N.Y., and Philadelphia, Pa. The club is used by Columbia and Capitol for account information, has developed a stick reproduction, and offers new release information and general readership articles, and offers additional free albums for certified members in its "6 for $10" and "good neighbor" bonus plans.

Keep in Focus On every phase of the music industry this week and every week through Billboard

Merrimac Bids for ‘Competition’ Probe

As a result of the publicity centering on Ames duplicating the Kamaertape (Bb), which onto a background cartridge for possible sale to clients, Merrimac received a phone call from a New York tape CARTRIDGE distributor asked in all seriousness if he could buy the duplicated material for sale to the public.

"We told him the material wasn’t for sale and that it had been duplicated only for background purposes," Ames said. The inference was that the distributor thought he could get the Decca merchandise cheaper from Merrimac than by buying it from the area distributor.

Relevant: Merrimac’s dubbing of the Kamaertape, Ames met with a Decca attorney and Mr. V. E. Vanelsing, at which time he gave the lawyer the names of five major bootleggers and a copy of his letter to the Kamaertape.

If this isn’t done, Decca takes a standing card the five companies and against his own calculated dubbing effort, Ames would destroy the Kamaertape, he said. If no action were taken, Merrimac would pursue the situation to the courts.

"It’s apparently hard for these legal people to believe someone is doing something," Ames remarked, "because it usually involves a great defensive effort. But we wouldn’t make any defense. If we’re guilty of bootlegging, we’ll have to go after the others."

Standards Are Pressed On Cartridge Duplication

The establishment of mastering, duplicating and loading standards would protect the artists, the record company, investors and the public, according to industry participants. The Cop. Club would assure the consumer getting uniform quality in cartridge reproduction, Finley said.

According to Finley, methods and standards followed in cartridge duplication today vary from one duplicator to another. Some, he said, duplicate the tape prior to its being loaded in the cartridge. Others load the cartridge with blank tape and then duplicate within the cartridge. There are other differences in standards of mastering and duplicating which effect the quality of the final products.

Finley said that the recording engineers of the top labels should tackle the problem and establish a set of standards. Cartridges adhering to these standards would then be permitted to carry the RIAA seal or some other indication that the product was manufactured according to industry specifications.

If this isn’t done, Finley said, "the industry will kill itself before it is killed by the courts in any legal action stages to lay the golden egg.

Capitol Preems

have been packages for $1.25 and $2.

Mynatt is currently awaiting a contract approval to produce a Christmas album for a Midwest grocery chain. Rech would be his first account. He has also signed an agreement with an ice cream company, a candy manufacturer and a trade association.

While with "Queen for a Day" in both radio and TV versions as a v.p., Mynatt noted the daytime program gave away almost $22 million in merchandise— all freely promoted.

August 20, 1966, Billboard

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Deneen Pitney, musician artist, completed his first solo country album in Nashville last week. Pitney, in T-shirt, rounds out final session at the Columbia recording facility with the casualties and Chicago Daily extreme right, Musician's country director. Pitney recently made country albums with both George Jones and Melba Montgomery.

"Keep in focus on every phase of the music industry this week and every week through Billboard"

AUGUST 20, 1966, BILLBOARD
Don Robertson's almost awesome musicianship is well known and admired by fellow tradesmen. His composing ability is legendary (I Really Don't Want to Know, Happy Whistler, Born to Be With You, Ringo, Hummingbird, and thirty-one other chart records). Robertson is a renowned trend-setter. He whistled successfully when no one was whistling. . . . Made his piano sound like a steel guitar when steel music was not in favor . . . and now has combined the sounds of the banjo on his first Monument single . . . "PIANJO." "PIANJO" is excitement! . . . and excitement sells!

"PIANJO" (Monument 45-964)
Produced by Sam Ross

monument is artistry NASHVILLE/HOLLYWOOD
Union Is Out of Tune, Philly Association asserts.

PHILADELPHIA — C. Watten Bailes, president of the Philadelphia Orchestra Association, said the orchestra’s union contract proposals “are utterly beyond any reasonable hope of fulfillment.” Meeting the demands, he said, could bankrupt the orchestra, impair its work and reduce it to the status of a provincial group.

One of the demands, Bailes noted, is elimination of travel. “If we aren’t able to agree on a contract before Sept. 15,” he said, “the orchestra will not play.”

The present three-year contract expires on that date.

“Musical standards are human beings,” Bailes said. “Their demands are a reflection of responsible, decent, reasonable quality about them.”

He said the association has been negotiating with the members, represented by Local 77, AFM, for three years, and noted that progress has been made. Union proposals, he continued, would raise the orchestra’s cost of operation by $113,700 a year while cutting revenues. Orches-
	ra’s has a deficit of $25,500, which has to be made up by “begging” and fund drives.

In addition to requesting a ban on travel, the musicians want a “substantial percentage” of $14,000 in damages.

“Failure of the orchestra to travel abroad and to other American cities would reduce it to a provincial group,” he said.

In a letter to Lee Herman, president of the association, Bailes urged the union to “negotiate in a responsible and realistic manner.”

Bernard N. Katz, attorney for the union, said he had not seen Bailes’ letter and would not comment on it or the contract negotiations before reading the letter.

Lieder ‘Romantic Music’ In Bag of DGG Releases

HAMBURG — Deutsche Grammophon has scheduled for early release works of the early romantic era (Schubert), the high romantic era (Bruckner and Wagner), works of contemporary music by composers of various nationalities (de Falla, Massenet, Wagner, etc.) and works of Max Reger, Eugene Jordan and the Berlin Philharmonic, to continue their complete recording of Bruckner’s “Ein Odenson der Freiheit” as a new recording of the Symphony No. 1 in C minor (Lustversion).

Wagner is represented by Free Concerts in Park Are Offered

NEW YORK — The RECORDING Industries Performance Trust Funds are joining with the Washington Square Shakespearean Society in co-sponsoring free chamber concerts in Washington Square Park.

The first concert, on Monday (15), was the first of three presented in cooperation with Local 802, American Federation of Musicians, Henry Schuman and the Fifth Avenue Chamber Music Ensemble, which consists of musicians affiliated with leading local orchestras.

Cordell Produces For British Decca

LONDON — Dennis Cordell will produce for British Decca under terms of a one-year contract signed by Decca and New Breed Productions here. Cordell, in partnership with David Plight, owns New Breed. Place is managing director of the Essex Music Group here and vice-president and director of international for the American-based Richmond Organization.

Whitcup Spanish

NEW YORK — Leonard Whitcup, managing director of Music From Spain, Inc., will head the firm’s new Spanish Music Division. He will be responsible for the development of Spanish copyrights. The new division recently acquired material by songwriter Mike Basquez, whose “La Peregrina” has been re-
corded by Miguelito Valdez on Valmont Records.

MGM Division Donates Albums to N.Y. Library

NEW YORK — More than 25 albums have been presented by the Deutsche Grammophon Archive division of MGM to the New York Public Library’s Rogers & Hammerstein Archives at Lincoln Center. The LP’s include several items not available in the Deutsche Grammophon catalog, including working roughs by conductors Karl Bohm, Rafael Kubelik and Wilhelm Furtwängler. Another pressing contains an interview with Herbert von Karajan.

The rehearsals are with Berlin with the Berlin Philharmonic in Schubert’s “9th Symphony,” Kubelik with the Bavarian Radio Symphony in Mendelssohn’s “Midsummer Night’s Dream Overture” and Furtwängler with the Berlin Philharmonic in selections of Beethoven, Bruckner, Schubert, Haydn, and Schumann. The finished performances are available on the Deutsche Grammophon label.

Sets presented from the regular Archive catalog were several of Helmut Walcha playing Bach organ works, a pressing of Pergolesi’s “La Serva Padrona” and one of Machaut’s “La Messe de Notre Dame.”

Basart Expands Into Belgium

BRUSSELS — A leading Dutch publisher, Editions Bos, has launched its own Belgian company, headquartered at Boulevard Lambermont, and it is managed by Alain Leclerc.

It started operations with a monument for Composers, “Bande Nationale” Baden Festival, acquired from Von der Donnenholtz of Cologne.

Basart’s chief executive, Guus Jansen, sees the move into Belgium as strengthening its interests in the Benelux markets.

In Holland, the company, as well as its strong standards catalog, has almost half of the current single classic copyrights in its representation.

Christmas Track

NEW YORK — Carnegie is recording the soundtrack of “The Christmas That Almost Wasn’t,” a feature-length musical fantasy of Childhood Productions. The album, including Glenn Yarbrough singing the title song, will be released coinci-
des with the film’s fall national release. The songs were written by TV performers Paul Tripp and composer Ray Carter, and scored by Bruno Nicolai.

I bought my first Savings Bond 25 years ago. I was 14 years old.

Mr. Jack Benny, distinguished star of the entertainment world, may not have a computer’s memory when it comes to his age, but his dates are accurate about Savings Bonds.

The first series E U.S. Savings Bond was issued 25 years ago on May 1, 1941, by Secretary of the Treasury Henry Morgenthau to President Franklin D. Roosevelt.

Mr. Benny was already famous as a radio comedian (the youngest in the business, by his own admission). And in the years which followed, he proved himself to be a good friend of the Bond Program, not only buying Bonds, but helping to sell them to the American people.

Through his efforts and those of countless other volunteer in radio and TV, stage and screen, and in all walks of life, the American people have bought more than $150 billion in Bonds.

Of these, about $100 billion have been cashed in for emergencies, homes, retirement, etc. The balance is being held by tens of millions of American families in a star-spangled nest egg for the future.

Why not start building your nest-egg with Savings Bonds — for yourself, and to back up our men in Vietnam. But give it a chance to build up by starting young. Like Jack Benny.

Now Paying 4.15% When Held to Maturity

Buy U.S. Savings Bonds

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zip code helps keep postal costs down

but only if you use it.

16 in Italy Finals

CAYA DI TERRE, Italy—Four Canadian and one Irish work are among the 16 played in the finals by a symphony orchestra consisting of Vatroslav Zdravkovic, Belgrade; Ernesto Barbi, Vicenza, San Remo; Benelux Markets. In the Fifth Rhythm-Symphonic Competition here, July 29-31, other countries represented were Italy, France, Germany and Yugoslavia. Entries totaled 78.

www.americanradiohistory.com

August 20, 1966, Billboard
including Eleanor Rigby
Gaye Makes It Big in Major Bistro Debut

NEW YORK — Marking his major Carnegie Hall debut, soul recording star Marvin Gaye made it clear that he is well on his way to becoming a major attraction with an auspicious and dynamic showing at New York’s Copacabana Thursday (5).

With an elaborate introduction by four females, Gaye opened with a fast-paced “I Concentrate on You,” followed by a swinging version of “Just in Time.” The well-planned, polished set contained a minimum of talk and a great deal of music. Along with stage presence, Gaye displayed many of the fine performing qualities of the late Nat King Cole. He was equally at home both with standard material and his own record hits, while still artistically welcomed by the adult audience who joined in, sing-along fashion. Gaye’s uptempo interpretation of “Georgia Rose” and his reading of “Who Can I Turn To” were standouts. Gracious pater, dry humor, and smooth presentation to the diversified program which concluded with a rousing “I Want You,” made this a performance to be remembered. More conversational rapport with the audience and a few strings for the ballad portion of the show would enhance the act. The Cops orchestra was in strong support, led by Gaye’s conductor, Maurice King.

Scooping heavily with the audience was comedian Fred Barber who offered hilari-ous monologue plus musical instru-
ment impressions.

DON OVENS

Mama’s & Papa’s OK, But Teens KO Show

NEW YORK — The Mama’s and the Papa’s cut their short act at the Forest Hills Saturday (September 10), because some 400 teenagers spoiled a top-notch show for an SRO crowd of 14,000.

In the midst of “Monday, Monday,” several teen-agers charged across the grass and attempted to leap on stage. They had missed the last half of the detailed New York Police. But, on the last note of the song, the Mama’s and the Papa’s ran off the stage and did not return when WABC tried to bring Dan Daniel out for a possible encore.

Also, the concert was a pleasant and stage presentation, the group revealed an adeptness in returning the volley of heckling buried by a number of the unruly audi-

ence. Sharing the stage with the Mama’s and Papa’s were Simon and Garfunkel. Both of the groups scored strongly. Leading off with “I Need Someone to Please Me,” the Mama’s and the Papa’s” harmony, a factor which propels many of their fans, were well to the fore.

In addition to the Mama’s and Papa’s, the show included the Carpenters, whose album was recently released; the Animals and the Sontag Brothers, whose show is scheduled for a summer tour. Also appearing were the Ventures, whose hit song “Wipe Out” was recently released.

Connie Smith. Like all the great country artists, knows her way around a sacred song. Her newest RCA Victor album “Connie Smith Sings Great Sacred Songs” is a real beauty. The spirit is with the songs on all sides, some of which have Hank Williams in mind, mostly in the religious field. Included are: “Just a Closer Walk With Thee.”

Connie Smith plays a Gibson Dove flattop guitar and considers the instrument as much a part of her personality as her long blond tresses. Gibson — choice of professional artists and acknowledged world leader in fine guitars.

(Advertisement)

Burrell Makes the Guitar Sing in East Side Nitey

NEW YORK — The electric guitar work of Kenny Burrell was featured at the opening of the Kenny Burrell Quartet at Stu’s on the Lower East Side Stu’s, who recently signed with Verve Rec-

ords, is in top form with his jazz combo.

While the other three members of the group were strong, the intense, expert Burrell clearly was the dominant figure. His guitar technique is one of the best in the business. The quartet will play Saturday on a Cadet LP, “Tender Gender,” which was cut before the Verve contracts.

Bill English (drums) is a standout, although he’s only sitting in with the group while its regular stickman, Oliver Jackson, is on tour with the English Quartet in Russia. English has worked with both the Apartments and the OKE Henry,” the last number of the first set, the foursome has a solid rhythm section including bassist Martin Rivera and piano player Richard Wysand flashing their usage style.

The modern jazz group pre-
sented a variety of numbers: “No More” and “Easy Living” in the middle of the second set, with a patriotic selection for the occa-
sion for “Wouldn’t You,” a display piece. The medley followed “Sputnik With Hambocks,” which featured a number one hit million sale out of the cymbals.

The only familiar melody of the whole two-hour performance was “Can’t Take That Away From Me,” the middle mase of the first group. Here Burrell began with the melodic line and came back to it at the end. The rest was virtuoso jazz work, including a nice bit by Wyands.

FRED KIRBY

Scobby Sues on Pandoras Name

NEW YORK — Scoby Productions has filed suit in Federal District Court to prevent the Pandoras, Oliver Records’ new girl group, from using the name and is also seeking recall of all discs and destruction of all masters bearing the Pandoras name.

It claimed it has used the name since 1964 for a group known as “Pandoras.” The Pandoras were led by Scoby and therefore had prior rights to the name and the use by the Oliver group; and similarly named as defendants were Wista Moyer, Gloria Wahb, the

Man: Chicago Having Talent Renaissance

BY RAY BRACK

CHICAGO—This city is experiencing a talent revival, believe Jim Elyea, head of Inter-

national Record Co. which has pro-

duced the Don Caron Quintet, the Phantom and the Four Royal Blues, have had relative success.

On the basis of what local talent has been showing, there’s news of a talent search of national proportions to be announced shortly.

The Don Caron Quintet is a group of versatile instrumentalists, two of whom have been playing for many years in local blues bands, the rest being relatively new talent. The group consists of David Cohen, tenor saxophone, Bill Beal, trumpet, Jim Elyea, clarinet, Earl Gordon, drums, and Bob Day, bass.

The Phantom is a seven-piece group that has been performing for several years in local clubs and has built up a following of fans. The band is composed of Bob Day, piano, Art Price, drums, Bob Levenson, guitar, Steve Hines, bass, Eddie Allen, trombone, and Jack Maguire, trumpet.

The Four Royal Blues is a four-piece group that has been together for a year and a half, performing in local clubs and at various events. The group consists of Bob Day, piano, Art Price, drums, Bob Levenson, guitar, and Steve Hines, bass.

The talent search is being sponsored by Jim Elyea, head of International Record Co., and will be announced in the near future.

Elyea has been involved in the music business for over 20 years, and has been actively involved in talent scouting and development. He has a reputation for spotting and developing young talent, and has been responsible for signing and promoting some of the biggest names in the business.

The search will be open to all types of talent, including vocalists, instrumentalists, and bands. The goal is to find the next big thing in Chicago talent, and to give them the opportunity to showcase their talents.

The search will take place over the next few weeks, with auditions being scheduled at various locations throughout the city.

The winner of the talent search will receive a recording contract with International Record Co., and will be featured on their next album.

Elyea is excited about the possibility of discovering new talent, and is looking forward to the search taking place.

"This is a great opportunity for young talent to showcase their skills and potentially break into the industry," said Elyea. "I'm looking forward to discovering new talent and giving them the chance to shine."
Their heaviest chart action single of the year...

SUNNY AFTERNOON

B w I'M NOT LIKE EVERYBODY ELSE

THE KINKS

reprise #0497
LENNY BRUCE IS DEAD. He died from an overdose of police. However, his art and what he said is still alive. No one need any longer be subjected to unfair intimidation for selling Lenny Bruce albums—Lenny can no longer point the finger of truth at anyone. In his own words, “were poverty, prejudice, dishonesty, disease, and twisted psychology all erased, I would have nothing to attack, nothing to surprise you with, no function.”

His last album, “Lenny Bruce Is Out Again,” was to be the first of many we had planned. It will, without question, tell you exactly where Lenny was at before his untimely death. After listening, you too will realize that America’s foremost, and certainly most truthful philosopher is gone.

As it is so very apparent in his last album, Lenny’s genius and artistry will live on forever. No, it is not necessary to purchase the album, for that is not my objective. But from one who understood, loved, and will miss Lenny Bruce, I implore you to listen to it.

Thank you,
Phil Spector
That Mojo Magic is happening again!

JIMMY SMITH
I'M YOUR HOOCHIE COOCHE MAN
(part 1 & 2) VK-10426

He sings! He plays! He flies
to the top of the charts!

From Jimmy's
new album*
V/V6-8667

*Also available on Ampex tape
Verve Records is a division of Metro-Goldwyn-Mayer, Inc.
TOP 20 — Spotslights — Predicted to reach the top 20 of the Hot 100 Chart

RAY CHARLES — I CHOSE TO SING THE BLUES
(Writer: Holiday-Charles) (Metric, BMI) — Wild blues rocker full of the wailing Charles soul feel. From the pen of Jimmy Holiday Charles and this one is headed right for the top of both the R&B and pop charts. Flip: "Hopelessly" (Tangerine, BMI). ABC 10640

JAN & DEAN — FIDDLE AROUND
(Writer: Jan Berry) (Bouree, ASCAP) — Rhythm novelty with clever teen lyric. Left fielder should prove one of their biggest sales entries. Flip: "A Surfer's Dream" (Screen Gems-Columbia, BMI). Liberty 5905

CAPITOL'S — I GOT TO HANDLE IT
(Writer: Larvin) (McLaughlin-Gumba, BMI) — Hot follow-up to "Cool Jerk" is this raucous swinger that jumps from start to finish. Another discotheque winner. Flip: "Zig-Zagging" (McLaughlin, BMI). Karen 1525

ASSOCIATION — CHERISH
(Writer: Boetcher) (Bouree, BMI) — Smooth folk-flavored ballad serves as a strong follow-up to their initial hit, "Along Comes Mary." Flip: "Don't Blame the Rain" (Serman-Devorron, BMI). Valiant 747

BOBBY GOLDSBORO — IT HURTS ME
(Writer: Jack Gold) (Goldsboro, BMI) — His own rock-looking composition, arranged by Bill Justin, has all the ingredients of a fast chart climber. Strong dance beat and chorus in support. Flip: "Flyin' The Fool" (Unart, BMI). UNITED ARTISTS 50565

SHADOWS OF KNIGHT — BAD LITTLE WOMAN
(Writer: Finolsey - Cating - Demick - Armstrong-Rosbotham) (Bernice, BMI) — The "Gloria" boys are back with a raucous hot contender that will fast rise and surpass their successful "Oh Yeah." Clever, hard-driving arrangement. Flip: "Gospel Zone" (Yuggoth, BMI). Dunwich 128

NEW BEATS — BIRD DOG
(Writer: Boondale-Bryant) (Acafe-Rose, BMI) — The Everly Brothers' former novelty hit is brought up to date in this fresh, swinging arrangement that should spiral the Newbeats back up the charts. Flip: "Evi Eva" (Acafe-Rose, BMI). Hickory 1408

THEM — I CAN ONLY GIVE YOU EVERYTHING
(Writer: Tommy Scott) (Writer: Morrison) (Bernice, BMI) — With much of the flavor of their former hit, "Gloria," this solid dance beat rocker has strong possibilities for a high spot on the Hot 100. Flip: "Don't Start Crying Now" (Bernice-January, BMI). Parrot 3096

POP SPOTLIGHTS

TOP 60 — Spotslights — Predicted to reach the top 60 of the Hot 100 Chart

LOUIS PRIMA — JUG BAND MUSIC
(Writer: Ripp-Strinberg) (Writer: Sebastian) (Faithful Virtue, BMI) — Clever novelty composition from the Lovin' Spoonful's album is right in the blues bag of Prima and should establish him as a pop rock performer. Exceptional performance and arrangement right in today's pop market. Flip: "Bald Headed Lena" (Hill & Range, BMI). Kama Sutra 213

REPARATA & THE DELRONS — MAMA'S LITTLE GIRL
(Prod. World United) (Writer: Taylor) (Blackwood, BMI) — This rhythm-teen number from the pen of Chip Taylor has the commercial sound to bring the group back to the charts once again. Builds into a big swing production. Flip: "He Don't Want You" (Twin Tone, BMI). RCA Victor 8912

PEACHES & HERB — WE'RE IN THIS THING TOGETHER
(Prod. Kapralik & McCoy) (Writer: McCoy) (Blackwood, BMI) — Herb Fame and Peaches, lead singer of the Sweet Things, have a winner in this driving, bluesy Van McCoy number loaded with top chart potential. Flip: "Let's Fall in Love" (Bouree, ASCAP). Date 1523

PAUL PECK — THE SHADOW KNOWS
(Prod. South) (Writer: Peck & Lowery, BMI) — Combining several elements found in today's hits, plus the association of the forthcoming TV serial should find this novelty hitting with impact. Well-done Peck vocal and production by Joe Smith. Flip: "I'm Movin' Uptown" (Low-Twi, BMI). Columbia 45771

DEL-VETTS — LAST TIME AROUND
(Writer: Dahlquist) (Yuggoth, BMI) — Exciting new folk-rock group could fast establish themselves as top sellers via this well-done rhythm number aimed right at the teen market. Good vocal and guitar work. Flip: "Every Time" (Yuggoth, BMI). Dunwich 125

Country Spotslights — Predicted to reach the top 10 of the HOT COUNTRY SPOTLIGHTS

BUCK OWENS — OPEN UP YOUR HEART

WARNER MACK — IT TAKES A LOT OF MONEY
(Writer: Bob Harris) (Four Star, BMI) — Change of pace for Mack is this exceptional rhythm number which will spiral him right back up the chart in short order. Strong dance potential in a well. Flip: "A Million Thoughts From My Mind" (Pedgeby, SESAC). Decca 32004

DON BOWMAN — I GET THE FEELING WE'RE THROUGH
(Prod. Atkins) (Writer: Bowaman) (Parody, BMI) — Hilarious novelty material from his album, "Fanny Way to Make An Album," has all the earmarks of a country and pop smash hit. Must be heard through. Flip: "The All American Boy" (Jano, ASCAP). RCA Victor 8916

R&B SPOTLIGHTS — Predicted to reach the HOT R&B & SOUL SINGLES Chart

WALTER JACKSON — AFTER YOU THERE CAN BE NOTHING

BEN E. KING — I SWEAR BY THE STARS ABOVE
(Writer: Bailey-Northern) (Pronto, BMI) — Bluesy ballad with meaningful lyric and powerful King performance makes this a hot contender for the top spot on the chart. Flip: "Get In A Hurry" (Frono-Duane, BMI). Aco 6431

MARVIN SMITH — TIME STOPPED
(Prod. Carl Davis) (Writer: Smith-Davis) (Jalynne & BRC, BMI) — One to watch closely. This exceptional ballad performance could turn King. Flip: "Have More Time" (Jalynne & BRC, BMI). Bruno 53599

SAMMY TURNER — OUR LOVE WILL GROW AND GROW
(Prod. Teddy Randazzo) (Writer: Carroll-Walqur-Randazzo) (South Mountain, BMI) — A blockbuster in the making. Turner proves he can turn out a top-of-the-chart item with equal potential in the pop field. Flip: "Pink Sugar and Purple Salt" (South Mountain, BMI). Verve 10499

R&B Spotslights — Predicted to reach the R&B SINGLES Chart

THE SOUND OF FALL
1966
Your Liberty representative will show you how to TAKE THE LIBERTY—for your biggest, most profitable
FALL 1966 RELEASE

season ever! Displays, browser dividers, co-op ad funds and materials—and more! Call him now.
IMPERIAL MOVES
with these 8 great new albums

MEL EASY CARTER - LISTENING
LP-9320 / LP-12320

JOHNNY RIVERS' GOLDEN HITS
LP-9319 / LP-12319

FRANCK POURCEL - SOMEWHERE, MY LOVE
LP-9321 / LP-12321

MEL CARTER - EASY LISTENING
LP-9314 / LP-12314

THE NEW SOUL OF JIMMY MCCrackLIN
LP-9314 / LP-12314

TONY TERRAN - THE SONG'S BEEN SING
LP-9317 / LP-12317

BUDDY CAGLE - THE WAY YOU LIKE IT
LP-9318 / LP-12318

SLIM WHITMAN - A TRAVELIN' MAN
LP-9313 / LP-12313

And with 13 Slim Whitman albums specially repackaged for lots of extra sales.
OUT OF THIS WORLD PACIFIC

7 brand new LP's that mean out-of-this-world sales volume!

YOUR WORLD PACIFIC SALESMAN HAS THE DOWN-TO-EARTH FACTS. CALL HIM.
Sunset's fabulous 1st release—continuing to set economy sales records everywhere!
RECORDS
ECONOMY LEADER
RELEASE

PLUS the brand new Sunset merchandiser, the most attractive and sales-appealing rack in the industry!

GREAT SOUND! GREAT ENTERTAINMENT!
For 27 years, Blue Note has meant the finest in jazz! Now, we offer a release and a program to top them all!

With these great new LPs, Blue Note offers plastic browser dividers, displays and co-op ad funds. Contact your "Jazz Sound For Everyone" man today!
Green Hornet Theme.
Red hot single.

#323
GREEN HORNET THEME
THE VENTURES

"The Green Hornet" is a Greenway Production in association with 20th Century Fox TV & Green Hornet, Inc.

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<tr>
<td>YOU'LL NEVER EVER KNOW</td>
<td>Checker 1147</td>
</tr>
<tr>
<td>IN THE BASEMENT</td>
<td>Cadet 5539</td>
</tr>
<tr>
<td>WHO-DUN-IT</td>
<td>St. Lawrence 1013</td>
</tr>
<tr>
<td>DAY TRIPPER</td>
<td>St. Lawrence 1014</td>
</tr>
<tr>
<td>Chess Records</td>
<td></td>
</tr>
</tbody>
</table>
MONDAY, AUGUST 29
9:30 A.M. to 12:00 Noon
SESSION I
MORNING SESSION
YOUR FUTURE IN THE TAPE CARTRIDGE FIELD
Chairman
Hal B. Cook, Publisher
The Billboard Publishing Company
New York, New York

IN WHAT DIRECTIONS WILL THE TAPE CARTRIDGE FIELD GO—ITS PITFALLS AND PROMISES
Mort L. Nasatir, President
MGM Records, Inc.
New York, New York
THE POTENTIAL FOR SALES—A FORECAST OF MARKET OPPORTUNITIES
Lee Zito, Editor in Chief
The Billboard Publishing Company
New York, New York
Andrew Csida, Managing Director of Special Projects Division
The Billboard Publishing Company
New York, New York
12:30 P.M. to 1:30 P.M.
LUNCHEON
MONDAY
1:30 P.M. to 5:00 P.M.
CONCURRENT SESSIONS
From this list, each registrant will choose two sessions. (Each of the sessions will be held twice during the afternoon.)
SESSION II
Chairman
Harry Beckerman, President
Car Tapes, Inc.
Chicago, Illinois
THE PROFITABILITY IN DEVELOPING AN INSTALLATION CENTER FOR Playback EQUIPMENT IN AUTOMOBILES
Earl Muntz, President
Muntz Stereo-Pak, Inc.
Van Nuys, California
SESSION III
Chairman
David Nager, Sales Manager
Consumer Products Division
Automatic Radio Sales, Inc.
Melrose, Massachusetts
THE ROLE OF THE WHOLESALER IN THE TAPE CARTRIDGE BUSINESS
Larry Finley, President
International Tape Cartridge Corporation
New York, New York
SESSION IV
Chairman
Wybo Semmelink, Assistant Vice-President, High Fidelity Products Dept.
North American Philips Company, Inc.
New York, New York

MONDAY
DISPLAYING, PROMOTING AND SELLING TAPE CARTRIDGES AT THE RETAIL LEVEL
Ethan Caston, Vice-President
Record Division
Wallach's Music City, Inc.
Hollywood, California
SESSION V
Chairman
Irwin H. Steinberg, Executive Vice-President
Mercury Records
Chicago, Illinois
POINT OF SALE—BIRTHPLACE OR GRAVEYARD?
Stanley Gottikov, President
Capitol Records Distributing Corporation
Hollywood, California
SESSION VI
Chairman
William B. Wilfong, Merchandiser—Radios and Phonographs
The Goodyear Tire & Rubber Co.
Akron, Ohio
DISPLAYING, PROMOTING AND SELLING TAPE EQUIPMENT AT THE RETAIL LEVEL
George K. Mery, President
Dynamic Devices, Inc.
San Antonio, Texas
SESSION VII
Chairman
Merv York, President
Top Notch Auto Supply Co.
Hopkins, Minnesota
PURCHASING, INVENTORY AND INVESTMENT CONSIDERATIONS IN CARTRIDGE AND EQUIPMENT RETAILING
Amos Helicher, President
Helicher Bros.
Minneapolis, Minnesota
5:00 P.M.—10:00 P.M.
EDUCATIONAL EXHIBIT
A display of the newest equipment and accessories in tape cartridge field.

TUESDAY, AUGUST 30
9:00 A.M. to 12:00 Noon
SESSION X
SELLING THROUGH WHOLESALERS
Chairman
Paul Stanley
Levine's Auto Supply Co.
San Francisco, California
EVALUATION OF EXPERIENCE IN SELLING TAPE CARTRIDGES THROUGH A RACK JOBBER
Cecil Steen, Record Wagon
Woburn, Massachusetts
EVALUATION OF EXPERIENCE IN SELLING TAPE CARTRIDGES AND EQUIPMENT THROUGH A DISTRIBUTOR
James Shipley, President
Main Line
Cleveland, Ohio
EVALUATION OF EXPERIENCE IN SELLING TAPE CARTRIDGES THROUGH A WHOLESALE DISTRIBUTOR
Michael J. Daniel, President
Western Tape Distributors, Inc.
San Francisco, California
12:30 P.M. to 2:00 P.M.
LUNCHEON AND TALK
NEW HORIZONS FOR THE TAPE CARTRIDGE BUSINESS IN PERTURBING BROADER MARKETS
William Lear, President
Lear Jet Company
Wichita, Kansas
2:00 P.M. to 5:00 P.M.
EDUCATIONAL EXHIBIT OPEN
<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist (Producers)</th>
<th>Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SUMMER IN THE CITY</td>
<td>Billy Block</td>
<td>ASD 409</td>
</tr>
<tr>
<td>2</td>
<td>SUNNY</td>
<td>Bobby Darin</td>
<td>Atlantic 2048</td>
</tr>
<tr>
<td>3</td>
<td>LIL' RED RIDING HOOD</td>
<td>The Chantels</td>
<td>Mercury 6088</td>
</tr>
<tr>
<td>4</td>
<td>WILD THING</td>
<td>The Miracles</td>
<td>5071</td>
</tr>
<tr>
<td>5</td>
<td>THEY'RE GOING TO TAKE ME AWAY, PA-HAAAA!</td>
<td>Fats Domino</td>
<td>5073</td>
</tr>
<tr>
<td>6</td>
<td>SEE YOU IN SEPTEMBER</td>
<td>Peggy Lee</td>
<td>Decca 23054</td>
</tr>
<tr>
<td>7</td>
<td>THE PEED PIPER</td>
<td>The Chordettes</td>
<td>5075</td>
</tr>
<tr>
<td>8</td>
<td>MOTHER'S LITTLE HELPER</td>
<td>The Jordanaires</td>
<td>5077</td>
</tr>
<tr>
<td>9</td>
<td>I COULDN'T LIVE WITHOUT YOUR LOVE</td>
<td>The Platters</td>
<td>5079</td>
</tr>
<tr>
<td>10</td>
<td>SUNDAY SUPPER</td>
<td>The Clovers</td>
<td>5081</td>
</tr>
<tr>
<td>11</td>
<td>OVER UNDER SIDEWAYS</td>
<td>The Clovers</td>
<td>5083</td>
</tr>
<tr>
<td>12</td>
<td>MY SWEETHEART</td>
<td>The Clovers</td>
<td>5085</td>
</tr>
<tr>
<td>13</td>
<td>SOMWHERE MY LOVE</td>
<td>The Clovers</td>
<td>5087</td>
</tr>
<tr>
<td>14</td>
<td>LAND OF 1,000 DANCES</td>
<td>The Clovers</td>
<td>5089</td>
</tr>
<tr>
<td>15</td>
<td>THE JOKER WENT WILD</td>
<td>The Clovers</td>
<td>5091</td>
</tr>
<tr>
<td>16</td>
<td>BORN A WOMAN</td>
<td>The Clovers</td>
<td>5093</td>
</tr>
<tr>
<td>17</td>
<td>I SAW HER AGAIN</td>
<td>The Clovers</td>
<td>5095</td>
</tr>
<tr>
<td>18</td>
<td>HUNGRY</td>
<td>The Clovers</td>
<td>5097</td>
</tr>
<tr>
<td>19</td>
<td>DON'T BE SO NOSY</td>
<td>The Clovers</td>
<td>5099</td>
</tr>
<tr>
<td>20</td>
<td>YOU CAN'T HURRY LOVE</td>
<td>The Clovers</td>
<td>5101</td>
</tr>
<tr>
<td>21</td>
<td>I'D RATHER BE ME</td>
<td>The Clovers</td>
<td>5103</td>
</tr>
<tr>
<td>22</td>
<td>WHY</td>
<td>The Clovers</td>
<td>5105</td>
</tr>
<tr>
<td>23</td>
<td>WOULDN'T IT BE NICE</td>
<td>The Clovers</td>
<td>5107</td>
</tr>
<tr>
<td>24</td>
<td>GUANTANAMERA</td>
<td>The Clovers</td>
<td>5109</td>
</tr>
<tr>
<td>25</td>
<td>SPANISH</td>
<td>The Clovers</td>
<td>5111</td>
</tr>
<tr>
<td>26</td>
<td>DISTANT SHORES</td>
<td>The Clovers</td>
<td>5113</td>
</tr>
<tr>
<td>27</td>
<td>73 BUS STOP</td>
<td>The Clovers</td>
<td>5115</td>
</tr>
</tbody>
</table>

**HOT 100—A TO Z (Publisher-Licensed)**

**BUBBLING UNDER THE HOT 100**

Compiled from national retail sales and radio station airplay by the Media Monitoring Dept. of Record Market Research, Billboard.
THE ORIGINAL BRITISH SMASH!
Breaking BIG here

Los Bravos
BLACK IS BLACK
#60002
Prod. and dir. by Ivor Raymonde

PRESS records
Division of London RECORDS
NANCY AMES has the greatest hit of her career... "CRY SOFTLY."
Look ahead... That's where Epic is

The most fantastic album release in Epic history!

- **Nancy Ames**
  - Latin Pulse
  - "La Tierra"
  - "El Chiqui"

- **Godfrey Cambridge**
  - "Toys With the World"

- **Wine Women & Walker**
  - "Charlie Walker"

- **Bobby Vinton**
  - "More of Bobby's Greatest Hits"
Beatles Running Strong—With Powerhouse Stations’ Blessings

By CLAUDE HALL

NEW YORK — The Beatles, in spite of controversy, are being played on major Hot 100 format radio stations around the nation and in their latest record—"Yellow Submarine" — hit the Billboard chart this week at No. 52, an indication of not only vast radio exposure, but a deluge of sales.

Among the radio stations playing the Beatles were such market powerhouses as: WABC, New York; WINS, New York; WFIL, Philadelphia; WINS, New York; WOR, New York; WVON, Chicago; and WMC, Memphis. Even KDWB, Minneapolis; WFUN, Miami; WDKO, Louisville; WABC, New York; WJAMS, Washington, D.C.; WABC, New York; and KDKA, Pittsburgh; WCBG, Chambersburg, Pa.; WJFK, Providence, and WMCA, New York. WABC, New York, wasn’t playing the new release because sales hadn’t yet reached the level in the city to make the station’s tight playlist.

Two weeks ago, WAGY, in Birmingham, launched a ban on Beatles’ records because of a statement attributed to John Lennon of the Beatles which, in effect, said that the artists were more popular than Jesus. Many stations, however, still played the new album, which is the controversial album of the controversy, has since stated, "We all got the thing completely wrong."

She was interviewed by Clark Rake, owner of KDRA, Pittsburgh via a trans-Atlantic telephone call and, evidently, that was the station’s.

She charged that Lennon’s remarks had been taken out of context and that the new album, "Revolver," is the group’s masterpiece in the modern world. In the end, the Lennon-Beatles controversy had reached such a ridiculous state of affairs that human beings

For WCBM, Promotion's the Key

Baltimore — The key to success of WCBM, which features an Easy Listening format, is a heavy slate of both on-station and off-station promotions. The off-the-air promotions hinge around personal appearances by the station’s personalities.

So effective have these promotions been—with the emphasis

12,000 See Show by Owens-Owned KUZZ

BAKERSFIELD, Calif. — KUZZ, the country music station owned by country artist Buck Owens, held a free show Sunday (7) for fans, and an estimated 12,000 turned out for the event in Hart Park.

The owner headlined the "Fun in the Sun" picnic. Among the artists donating their talents were Merle Haggard, Bonnie Owens, Joe and Rose Maghin, Bobby Durham, Jeanne O’Neal, Bobby Austin, Freddie Hart, Louise Lovett, Buddy Allen, Fred Maddox, local TV personalities Wes Sanders, Dave Stroger and their bands and Larry Daniels, Buckshots. Encores were KUZZ deeJay Larry Scott, Bill Zawila and Eddie Briggs. Roger Miller was a surprise guest and did a couple of songs.

According to Briggs, the show lasted five and a half hours and "the fans stayed to the end." This was the second annual event and it will be repeated next year. Only the soft drinks cost the fans money, but KUZZ is donating this to a charity.

The country music station was sold out in advertising for the first time in its eighty-year history July 20, according to Buck Owens, and is still sold out. Owens, who purchased the station recently, said he’d decided 15 years ago, "I wanted to have a radio station. I got my first start in this business..."

(Continued on page 39)

CHIC Goes For 'Chicks'

TORONTO — Radio Station CHIC in Brampton, near Toronto, believes it is the first all-female AM station in Canada, with its switch Aug. 1 to an all-girl on-air staff. The 1,000-watter, new billed as "Where the Girls Are," auditioned nearly 200 girls before choosing Pat Moffat, familiar voice of TV’s "Teen Network," actress Pamela Day, singer Penny MacNeil, former continuity writer Wendy Howard, and model Kristi Secord. Reaction to the first week of the all-girl policy was enthusiastic, reports commercial manager Harry Allen. The station’s music policy is upbeat middle-of-the-road.

RECEIVING A RECORDING CONTRACT from Marty Thau, Cameo/Parkway rhythm and blues producer, and promoter of a talent contest sponsored by WOKK, Birmingham. From left, WOKK personality Hallets, WCBG, with manager B. Brentnam; Gunnels, Thau, WOKK personality Joe Rumors and WOKK personality Johnny Davis. Gunnels also received $500 and a chance to appear on the "Where the Action Is" Dick Clark TV series.

AUGUST 20, 1966, BILLBOARD
The original—and still the best!

MATT MONRO “BORN FREE”
As sung by Matt on the soundtrack of the Columbia motion-picture!

710,000 Hawaiians can’t be wrong!
Already #1 in the Islands—
now coming to the Mainland!

5623 Capitol RECORDS
NEW YORK — Nearly 700 radio stations have launched strong on-the-air campaigns to get their FM radios in cars. Lynn Christian, director of the campaign for the National Association of FM Broadcasters, sent a special mailing to division managers of car manufacturers and auto manufacturers — American Motors, Chrysler, Ford and General Motors — plus their respective ad agencies listing all of the stations in the campaign.

Christian, station manager of WPIX-FM Stereo here, said that all of the stations had pledged to air four "Drive with FM" spots daily, seven days a week, throughout the year. Copy theme for these announcements was aimed at parking purchasers of new cars to insist on radio capable of receiving FM broadcasts in the cars they buy.

By Monday (15), the NAFMB hoped to have nearly 1,000 station drive that could not occi- to drive that could not eco- necally be missed by any but an institutional broadcast group. In both New York and Los Angeles, as many as eight stations per city are broadcasting the spots, which are pro- vided by the NAFMB. Chicago and Philadelphia have seven stations each in the cam- paign, as does Detroit.

Part of the stations now in the campaign asked for two copies of the spots in order to

Christian estimates that by the time new cars arrive in the mar- ket next month nearly 25,000 spots will be being played to air urging car buyers to insist on FM set installation.

**WITH WILL GO Without Rock**

Baltimore — WITH, the No. 2 Hot station here, is going to change its format from Adult Standards to Aug. 29 and switching formats to conservative background mu- sic, an LP format, WPAT in New York. This leaves Baltimore area with 93 singles and no FM exchange for pop singles records — WACO. Les Corum, manager on sister AM facilities.

Mark West has joined WTRY, Albany, as music director. He will handle a morning show; he was formerly on WREX.

W. E. (Mac) McClellan has been shifted to handle sales at WPAT. Sales to the new post of assistant station manager to Mike Calabrese, WPHL, Philadelphia.

How's the family these days? Elmer Fox at KHOW in Denver received a thank you note from Ron Holm, Dick "Digger" Hall, new program director, for sending his dog.

FM, which has been back to back with Top 40 music, will remain the

**radio response rating**

Baltimore, Md., 4th Cycle Aug. 20, 1966

**TOP STATIONS**

<table>
<thead>
<tr>
<th>Call Letters</th>
<th>Cell Letters</th>
<th>% of Total FM's</th>
</tr>
</thead>
<tbody>
<tr>
<td>WDJF</td>
<td>43%</td>
<td></td>
</tr>
<tr>
<td>WAMU</td>
<td>41%</td>
<td></td>
</tr>
<tr>
<td>WMAR</td>
<td>35%</td>
<td></td>
</tr>
<tr>
<td>WMCA</td>
<td>25%</td>
<td></td>
</tr>
</tbody>
</table>

**TOP DISK JOCKEYS**

<table>
<thead>
<tr>
<th>Disk Jockeys</th>
<th>Cell Letters</th>
<th>% of Total Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alan Hunter</td>
<td>45%</td>
<td></td>
</tr>
<tr>
<td>Ed Brown</td>
<td>35%</td>
<td></td>
</tr>
<tr>
<td>Jack Edwards</td>
<td>25%</td>
<td></td>
</tr>
</tbody>
</table>

**MUSIC DIR., PROGRAM DIR., OR LIBRARIAN**

(Most ex-occupations in reporting new records)

<table>
<thead>
<tr>
<th>Name</th>
<th>Station</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sandy Crosby</td>
<td>WPSY</td>
<td>Baltimore</td>
</tr>
<tr>
<td>Frank Jones</td>
<td>WMCA</td>
<td>Baltimore</td>
</tr>
</tbody>
</table>

**TOP JOCKEYS (Pop Singles)**

<table>
<thead>
<tr>
<th>Date</th>
<th>Artist</th>
<th>Song</th>
<th>Call Letters</th>
<th>FM %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep. 1, 1966</td>
<td>The Kinks</td>
<td>All Day</td>
<td>WMCA</td>
<td>54%</td>
</tr>
</tbody>
</table>

**TOP VOL BANDSTAND SHOW**

(Top 25 Songs from Top 30 WTOP-WASH)

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Call Letters</th>
<th>FM %</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;I Want You&quot;</td>
<td>Ray Charles</td>
<td>WMAR</td>
<td>48%</td>
</tr>
</tbody>
</table>

**POP LP's**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Album</th>
<th>Call Letters</th>
<th>FM %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ray Charles</td>
<td>&quot;I Want You&quot;</td>
<td>WMAR</td>
<td>48%</td>
</tr>
</tbody>
</table>

**R&B**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Album</th>
<th>Call Letters</th>
<th>FM %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ray Charles</td>
<td>&quot;I Want You&quot;</td>
<td>WMAR</td>
<td>48%</td>
</tr>
</tbody>
</table>

**COUNTRY**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Album</th>
<th>Call Letters</th>
<th>FM %</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Shades of Blue&quot;</td>
<td>Ray Charles</td>
<td>WMAR</td>
<td>48%</td>
</tr>
</tbody>
</table>

**FOLK**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Album</th>
<th>Call Letters</th>
<th>FM %</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;I Want You&quot;</td>
<td>Ray Charles</td>
<td>WMAR</td>
<td>48%</td>
</tr>
</tbody>
</table>

**CLASSICAL**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Album</th>
<th>Call Letters</th>
<th>FM %</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;I Want You&quot;</td>
<td>Ray Charles</td>
<td>WMAR</td>
<td>48%</td>
</tr>
</tbody>
</table>

**radio tv programming**

**stations plug fm radios in car**

**Baltimore, MD, 4th Cycle Aug. 20, 1966**

**stations by format**

<table>
<thead>
<tr>
<th>AM Radio Frequencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>530</td>
</tr>
<tr>
<td>WCAO</td>
</tr>
</tbody>
</table>

**FM Radio Frequencies**

<table>
<thead>
<tr>
<th>FM Radio Frequencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>88.9</td>
</tr>
<tr>
<td>WCAO</td>
</tr>
</tbody>
</table>

**Kmrc, San Antonio, has moved to WCBM, Baltimore, from the suburban Aurora. Apartments priced at $29,500 and a large four-bedroom house at $34,000. David Davis gave some 40,000 records to Cubs reliever Ron Santo.

"Hey, Joe" by Decaying Holliday in San Francisco, has dropped 15 of 57 NBC-TV special to be shown on August 29th. The show features stars Nancy Sinatra, Don Adams, Burns and Schreiber, Peter Nero.

James Caldwell, station manager of WPIX-FM Stereo here, has been made a vice-president of the firm. Daniel Deschambel, host of "The Scene," will be transferred to WLFS, Flagstaff, Ariz., needs country music competition. Des- chambel says he believes it's the only field he is suited for and claims he can talk fast in En- glish if he were a movie star. He thought it over and decided that he would rather appear on the air.

Reddy McRae is rejigging KNXZ in Houston to handle a three-day, 24-hour-a-day spot. He'll be re- joicing in the New York Radio Market, as operations manager. Grant, who had the post for three years, is moving into sales for the station.

Ritchie Tosh, who was recently promoted to program director of WHKX-FM in Miami, has also joined the sta- tion. Ritchie Tosh, former WMCA, WOZ's line-up now also includes Johnny Kite, Steve Walling, Maury Graves, Karl Hooper, Jerry C. Ray, and F. J. Martin. Jiminy re- cieves the report from the 13th station of the program's printed playlull when "Talking Machine" show is in town, he secures autograph records and his letter on all the stars. Davis in Albany-Schenectady, R. J. Thomas, Cotters, Sneed of the Blue Grass, and many others.

These, the Jiminy superimposed over the distribution, they dis- played with pride.

Bexley McRae, radio air for WNOX, Knoxville, Tenn., joined the staff recently. He was formerly with WYB, Atlanta, Ga.

Roger Gimbel, president of Gimbel Bros. Corp., 3 producers of "Continental Shore" shows on television. CBS-TV, is forming a Zurich, Switzerland venture to handle pro- duction, and screening of European programs.

**Ira Drucker is the new operations manager at WABC in New York N. C. he was formerly with WPTK, Denver, Co., and T. Tommy Cutrer station WAGS, Jackson, Miss. "All are country music, and that's my dish." He said he hoped his many friends in the business continued to give him record support. The 5,000-watt WKLW is all country and the only country music outlet for the Northern California cities of San Francisco, Beach, S. C., areas, said Drucker.

Ralph Aitken, area vice-president for WPTK, Denver, Co., has announced plans to resign; he is expected to return to the WNOX, Chi- cago. WFOX, WLOL, and WMCA were among the stations he worked for before joining the company as manager of the station's sports department in 1963. The 1963-1965 shift to WNOX, Denver.

Bob Goddard returned to Miami and WFUM to host a 6:30-10 a.m. drive show. He replaces the departed with WTMI to change to Connecticut's new FM station, WNOX, in Baltimore. He had worked on both WPTK and WNOX in the past.

Alien Pardi joined WBCU, NOX, as sales manager. WNOX was with WILE, Richmond, VA.

AUGUST 20, 1966, BROADCAST
SALES UP 307% The Chuck Broadcasting Company has purchased another station. We are responding and need talented personnel. Program Director, Station Manager, Sales Manager, Production Men, Systems, 2% off, call or write Bill Weaver for full particulars.
Wilson Pickett's smash single **LAND OF 1000 DANCES** is featured in his great new album.

THE EXCITING WILSON PICKETT

LAND OF 1000 DANCES
SOMETHING YOU GOT
634-5789
BAREFOOTIN'
MERCY, MERCY
YOU'RE SO FINE
IN THE MIDNIGHT HOUR
NINETY-NINE AND A HALF I WOULDN'T DO
DANGER ZONE
I'M DRIFTING
IT'S ALL OVER
SHE'S SO GOOD TO ME

Atlantic 8129/SD 8129 (Available in Mono and Stereo)
from Billboard

Now six major 8½ x 11 annual reference issues, providing comprehensive, authoritative information on six specific segments of the music-record industry.

*All distributed without extra charge to Billboard's entire roster of over 21,000 paid subscribers throughout the world.

THE MOST ALL-ENCOMPASSING REFERENCE LIBRARY OF SERVICE EDITIONS PUBLISHED ANYWHERE FOR ANY INDUSTRY

MUSIC ON CAMPUS/The College Market for Records and Talent

On the scene reports from colleges throughout the nation. Contact information and Directory of Artists for use by colleges, and Directory of Colleges (enrollment, auditorium facilities, etc.) for use by artists and booking managers. Winner of the 1964 Jesse H. Neal Award as Best Single Issue published by the American business press.

INTERNATIONAL COIN MACHINE DIRECTORY & Who's Who in the Coin Machine World

*Circulated to members of the coin machine industry only. Complete name and address directories of all firms dealing in the manufacture, distribution or maintenance of coin-operated equipment. Thumbnail biographies and photo gallery of leading coin machine men throughout the world.

THE WORLD OF COUNTRY MUSIC

For the music industry and music fan alike, the most complete and authoritative annual report published for the country music field. Feature articles by leading country music personalities. Complete coverage of the Nashville scene. Directories of Country Artists and Managers. Winner of a 1963 Jesse H. Neal Editorial Achievement Award.

THE INTERNATIONAL BUYERS GUIDE OF THE MUSIC-RECORD INDUSTRY

The most internationally known and referred to directory in the Billboard Library – complete name, address, phone, products, affiliates and branch office listings for everyone providing a product, service or facility available to the music-record industry (domestic and foreign).

THE INTERNATIONAL RECORD TALENT SHOWCASE Who's Who in the World of Music

A comprehensive booker's directory of national and international recording artists. Separate directories, photo galleries and show case sections on the year's top artists in every major musical category.

THE WORLD OF RELIGIOUS MUSIC

The newest addition to Billboard's roster of industry-service annuals... providing an in-depth study of the various forms of religious music (gospel, sacred, spiritual) which have grown to be a major force in record industry. Listings of artists, publishers and record manufacturers specializing in religious music.
ALL OVER THE WORLD ANYWHERE YOU FIND RUSSIAN DRESSING, DUTCH CHOCOLATE, FRENCH CHAMPAGNE, CHINESE CHECKERS, TURKISH TOWELS, DANISH PASTRY, PERSIAN RUGS, BRAZILIAN COFFEE — YOU WILL FIND

BILLBOARD

BILLBOARD IS NUMBER 1 INTERNATIONALLY — IN CIRCULATION, REPUTATION, PENETRATION. READERS IN EUROPE SEE BILLBOARD AS SOON AS IT IS SEEN IN THE UNITED STATES. IF YOU WANT TO GET ON TOP—GET WITH BILLBOARD!
Columbia Records goes all out with a massive program of manpower, mindpower, musicpower. Product, personalities and planning for total participation!

TRAFFIC BUILDERS!

Popular albums:

- **Fifth Dimension**
  - ARTIST: The Beatles
  - Catalog: CL 2543/CS 9345*

- **Percy Faith**
  - ARTIST: And His Orchestra
  - Catalog: CL 2534/CS 9334*

- **Ray Price**
  - ARTIST: Another Bridge to Burn
  - Catalog: CL 2528/CS 9328*

- **Dave Brubeck**
  - ARTIST: Time in Lonesome/Trav'lin' Blues
  - Catalog: CL 2526/CS 9326*
Classical albums:

Leopold Stokowski
La Scala Symphony
Two orchestral suites from Verdi's "Otello"

Beethoven
The Nine Symphonies
Ormandy
Philadelphia Orchestra

Mahler: Symphony No. 7
Leonard Bernstein
New York Philharmonic

The Moldau
Antonin Dvorak: Symphony No. 9

Grieg:
Peer Gynt:

BIZET:
L'Arlesienne:

George Szell
The Cleveland Orchestra

Mahler: Symphony No. 7
Leonard Bernstein
New York Philharmonic

The Moldau
Antonin Dvorak: Symphony No. 9

Stop Light Mobile

Major Blinker Display

Total Participation means Columbia Records working hand in hand with you. Creating a super-charged atmosphere for sales action in August and all year 'round!

Where the traffic is. On COLUMBIA RECORDS®
### ABC Fall Entertainers

#### Ray's Moods
**ABC-350**
Here's what the customer wants: From the uptempo beat to the down-tempo blues, Ray's put it all in one package, adding the R&B, and the Ray Harris Singers. He plays a lot of piano and a lot of organ, with big horns at end and genetics. "Sentimental Journey", "By the Light of the Silvery Moon", 10 others.

#### Jamie and the J. Silvia Singers
**ABC-362**
Taste and talent make this a listenable, danceable LP. Featuring Jamie's vocal with three male background vocals and the composing and conducting of Don Costa, the selection of songs is unbeatable. "It's All I Ask", "A Spanish Memory", "Days of Wine and Roses", "Shadow of Your Smile", "It's Not Unusual", 7 others.

#### The New Old Sweet Songs
**ABC-363**
A fascinating instrumental collection of mood, melody and nostalgia. 33 standard favorite songs (the youngest is 15 years old). You will know the hits to many of the melodies of all. Music by Frank DeVol is guaranteed listening pleasure. Big orchestra arrangements with strings.

#### Spontaneous Flamenco
**ABC-564**
Montoya claims this is his best LP to date. He has developed a more individual style - less perfect, less mechanical. The entire album was actually created at the recording session without previous pre-programming or rehearsal. A new LP for Flamenco enthusiasts.

#### El Mundo Latino
**ABC-365**
Puerto Rico's best known guitarist is also the most sought-after musician in the field of Spanish music in the East. A New York City resident, he's recorded six LP's with Los Panchos Trio (three with Eydie Gorme) and is now starring in his own Spanish songs with four vocals.

#### Sweet Pea
**ABC-575**
Tommy's new LP is named for his current smash hit. Also includes: "I've Got the Shape of You", "I Might Be" and "Everybody". This tremendously popular LP soon will be the LP of the week! Produced on the West Coast, it has the sound of today.

#### Time Will Tell
**TRC-1506**
A great instrumental album from Ray Charles' label featuring many of the jazz greats, highlighting the tremendous talent of an orchestra-programmer-musician John Anderson. You'll hear Robby Bryant, Tony Austin, Marvin Gaye, Wardell Gray, Harry "Tweets" Edison, Buddy Collette, Les Blackbum, Pete Myrsk and others with the trumpet and flugelhorn of Anderson himself.

#### Where Were You When I Needed You
**D-50011**
Named for their current chart hit, this LP stars The Grass Roots in a collection of current hits by other artists and great new songs such as "Lollipop Trail" and "This Is What I Was Made For". The "happening" group sings: I Am a Rock, You Baby, Tell Me" and others.
MEN ON abc RECORDS

ABC RECORDS PROUDLY PRESENTS THE FIRST 20th CENTURY-FOX ALBUMS DISTRIBUTED BY THE ABC ORGANIZATION – THREE ORIGINAL MOTION PICTURE SOUNDTRACKS OF MAJOR IMPORTANCE –

The Dino De Laurentis Production of

...In the Beginning

An outstanding Motion Picture Soundtrack Album from the world's most eagerly awaited film due to open throughout the United States on September 28, 1966.

ALBUM AVAILABLE NOW! A MUST FOR EVERY HOME

MEDITATIONS JOHN COLTRANE

MEDITATIONS A-9110

1965's "Jazzman of the Year" presents another major work in the same vein of serious exploration begun in the award-winning "A Love Supreme." This LP marks the introduction of Coltrane's new group, highlighting McCoy Tyner and Elvin Jones, with new personnel included. All on drums: Pharoah Sanders, tenor sax. Jimmy Garrison, bass.

GARY McFARLAND: Profiles A-9112

Recorded live in New York City at Lincoln Center's Philharmonic Hall, Coltrane McFarland's music written specifically for the occasion and for soloists who rarely have an opportunity to play in such a concert setting. Includes by the N.Y. Times, New Yorker, and Down Beat, among others, the event is captured here.

ADDITIONS TO FURTHER DEFINITIONS A-9116

"No one writes for the同胞 with such skill and flair as Benny Carter." So said Stanley Dance in Jazz magazine. Here is Benny arranged for scores and rhythm. Carter's second Impulse Album follows in the great tradition of "Further Definitions," featuring with Carter, Bud Shank, Bill Hall, Benny Golson, and others.

THE FURTHER ADVENTURES OF EL CHICO A-9114

In the Latin groove, this features Chico's basic group, with the addition of Clark Terry and Jerome Richardson. A great leap to the best-selling "El Chico." LP Excellent image includes "Got My Mojo Working," "Dream," "Monday Mood," "My Romance," and others.

A FLAT, G FLAT AND C

Yusef Lateef


ROLL 'EM SHIRLEY SCOTT PLAYS THE BIG BANDS

ROLL 'EM A-9119


SIMPATICO

Gary McFarland, Gabor Sztabo

SIMPATICO A-9122

Gary and Gabor play together for the first time in a small group. Soft jazz arrangements make this an LP of unusual appeal. Features original, current tunes like "The World," and standards such as "Good Time," with unique bits of singing, humming and whistling by Gary and Gabor.
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Time of the Season</td>
<td>Bob Dylan</td>
</tr>
<tr>
<td>2</td>
<td>Going Places</td>
<td>The Blues Brothers</td>
</tr>
<tr>
<td>3</td>
<td>Herb's Kind of Woman</td>
<td>Herb Alpert</td>
</tr>
<tr>
<td>4</td>
<td>Somebody's Baby</td>
<td>The Beach Boys</td>
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<tr>
<td>5</td>
<td>Whipped Cream &amp; Other Delights</td>
<td>The Beach Boys</td>
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<tr>
<td>6</td>
<td>The Sound of Music</td>
<td>The Beach Boys</td>
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<tr>
<td>7</td>
<td>If You Can Believe Your Eyes and Ears</td>
<td>The Beach Boys</td>
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<tr>
<td>8</td>
<td>Wonderfulness</td>
<td>The Beach Boys</td>
</tr>
<tr>
<td>9</td>
<td>Rich Hits (High Tide and Sunny Cove)</td>
<td>The Beach Boys</td>
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<tr>
<td>10</td>
<td>The Best of the Beach Boys, Vol.</td>
<td>The Beach Boys</td>
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<tr>
<td>11</td>
<td>Blonde on Blonde</td>
<td>The Beach Boys</td>
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<td>12</td>
<td>Lou Rawls Live</td>
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<td>13</td>
<td>Midnight Ride</td>
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<td>14</td>
<td>The Lonely Bull</td>
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<td>15</td>
<td>Pet Sounds</td>
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<td>16</td>
<td>The Shadow of Your Smile</td>
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<td>17</td>
<td>Paradise</td>
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<td>18</td>
<td>Why Is There A World?</td>
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<td>19</td>
<td>Distant Drums</td>
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<td>20</td>
<td>Don't Go To Strangers</td>
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<td>21</td>
<td>Bill Cosby Is a Very Funny Fellow, Right</td>
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<td>22</td>
<td>The Young Rascals</td>
<td>The Beach Boys</td>
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<td>23</td>
<td>A Touch of Today</td>
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<td>24</td>
<td>Spanish Eyes</td>
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<td>25</td>
<td>Color Me Barbra</td>
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<td>26</td>
<td>I'll Remember You</td>
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<td>27</td>
<td>Rubber Soul</td>
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<td>28</td>
<td>Gettin' Ready</td>
<td>The Beach Boys</td>
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<td>29</td>
<td>Getting on Time</td>
<td>The Beach Boys</td>
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<td>30</td>
<td>South of the Border</td>
<td>The Beach Boys</td>
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<td>31</td>
<td>Do You Believe in Magic</td>
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<td>32</td>
<td>September of My Years</td>
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<td>33</td>
<td>Roots</td>
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<td>34</td>
<td>Soul and Inspiration</td>
<td>The Beach Boys</td>
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<td>35</td>
<td>Go With the Ventures</td>
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<td>36</td>
<td>Mama</td>
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<td>37</td>
<td>When a Man Loves a Woman</td>
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<td>38</td>
<td>The More I See You Call Me</td>
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<td>39</td>
<td>Strangers in the Night</td>
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<td>40</td>
<td>The Dave Clark Fives Greatest Hits</td>
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<td>41</td>
<td>The Movie Song Album</td>
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<td>42</td>
<td>Sounds of Silence</td>
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<td>43</td>
<td>The Shadow of Your Smile</td>
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<td>44</td>
<td>Up Tight</td>
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<td>45</td>
<td>Daydream</td>
<td>The Beach Boys</td>
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<tr>
<td>46</td>
<td>Fiddler on the Roof</td>
<td>The Beach Boys</td>
</tr>
</tbody>
</table>

For Week Ending August 20, 1966

(Continued)
New albums of Sacred songs that belong in every home

**FARTHER THAN MY EYES CAN SEE/TONY FONTANE**
A great singer shares with listeners inspirational favorites meaningful to him. "Sunrise," "It's A Wonderful, Wonderful Life," "I Found the Answer," "Bfällt Land" and "If I Can Give" are included.
LPM/LSP-3572

**CONNIE SMITH SINGS GREAT SACRED SONGS**
Inspirational messages sung with heart and feeling. Connie's fans will love her versions of "Satisfied," "In the Garden," "Wings of a Dove," "Just a Closer Walk with Thee" and eight other outstanding sacred songs.
LPM/LSP-3589

**THE GOSPEL IN SONG BY THE SINGING SPEER FAMILY**
Great gospel favorites that will appeal to a wide group of record buyers. Included are "Heaven Came Down and Glory Filled My Soul," "Jesus, Hold My Hand," "Remind Me, Dear Lord" and "Just Another Mile."
LPM/LSP-3592

**THE STATESMEN QUARTET WITH HOVIE LISTER SINGS THE GOSPEL GEMS**
12 all-time gospel favorites by a group that has led the field for nearly two decades. "You've Got to Walk That Lonesome Road," "River of Grace," "God Knows How" and "Count Your Blessings" are included.
LPM/LSP-3624

RCA VICTOR
The most trusted name in sound
NEW ACTION ALBUMS

NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

NEW ACTION LP's

These new albums, not set on Billboard's Top LP's chart, have been getting strong sales action by dealers in their market areas.

WASHINGTON IS FOR THE BIRDS

Verdi's opera was the inspiration for this album, which has been recorded by various artists.

THE BEST OF AL HIRT

This album features some of Hirt's most popular hits, including "The Best of Al Hirt" and "FANTASTIC BOOTS.

WHO'S AFRAID OF VIRGINIA WOOLF?

This recording of the opera "Who's Afraid of Virginia Woolf?" features some of the most memorable songs from the Pulitzer Prize-winning play.

THE FANTASTIC BOOTS

Randolph

This album includes the fantastic boots worn by the character in the play "Who's Afraid of Virginia Woolf?"

NANCY IN LONDON

This album features Nancy in London, including some of her most popular songs.

THE HIT SOUNDS OF DEAN MARTIN

This album features Dean Martin's popular hits, including "Theme from "Rocky Roman.""

CLASSICAL SPECIAL MERIT

Dvorák: Violin Concerto, Op. 53

Issac Stern/Philadelphia Orch. (Ormandy), Columbia ML 2676 (M): MS 5675 (S)

Mozart: Requiem

 Various Artists, Venna Phil. Orch. (Kerstes), London A 4157 (M): OSA 1157 (S)

CLASSICAL SPECIAL MERIT

Verdi: Nabucco

Jose Falcioni, RCA Victor LPM 3386 (M): LSP 3381 (S)

Verdi: Nabucco

Various artists, Venna Opera Orch. (Gardelli), London A. 4317 (M): OSA 1382 (S)

HAPPINESS IS...

Do-Re-Mi, Children's Chorus, Keppy KL 1497 (M): KS 3498 (S)

FANTASTIC FELICIANO

Jose Feliciano, RCA Victor LPM 3386 (M): LSP 3381 (S)

JAZZ SPOTLIGHT

Jazz Left Bank

Boule: 4 corners of the world. PCL 4244 (M)

JAZZ/LEFT BANK

Boulou, 4 Corners of the World. PCL 4244 (M)

JAZZ SPOTLIGHT

Jazz Left Bank

Boulou: 4 corners of the world. PCL 4244 (M)

SEAN ALBUM REVIEWS

ON BACK COVER

POP SPOTLIGHT

LAINIE KAZAN

She's glad.

Children's Themes and Techniques

"Peter Pan." This is a well-loved classic that has been recorded by various artists.

THE GREAT TV THEMES

Frank Chynckfield, London SP 4477 (S)

A rock of the most memorable TV themes are packaged here and included in the program.

THE MOLDAU AND OTHER FAVORITES

New York Philharmonic (Berlin), Columbia ML 6279 (M): MS 6279 (S)

FAVORITES

FANTASTIC TRIO

Jerry Lewis: "Happiness Is." This album features Jerry Lewis as the star in this hilarious comedy film.

POP SPOTLIGHT

FAVORITES

FANTASTIC TRIO

Jerry Lewis: "Happiness Is." This album features Jerry Lewis as the star in this hilarious comedy film.

POP SPECIAL MERIT

Gran Academy Award Winners, Vol. 5

Roger Williams, Kepp KL 1496 (M): KS 3481 (S)

The Oscar-winning songs included in this package are both fine and fine and have been done over and over again. However, the recording of Roger Williams makes them of fine and fine again.

FAVORITES

FANTASTIC TRIO

Jerry Lewis: "Happiness Is." This album features Jerry Lewis as the star in this hilarious comedy film.

POP SPECIAL MERIT

Faithful, Columbia CL 3539 (M): CS 3539 (S)

Faithful has come through with another outstanding album. The material is mostly religious. The two cuts, "The" and "The Father Be to Us," are based on the faith of Jesus. The orchestra also does a fine job of the version of the album "Thank You."
To find out which magazine exerts the greatest influence on classical record sales, ask record dealers.

Marketing Services just did. And the answer was HIGH FIDELITY. Overwhelmingly.

A survey made in June, 1966, by Marketing Services, a division of Spencer-Claire Associates, Inc., Warwick, R.I., confirms the vitality and importance of HIGH FIDELITY in the marketing and sales of classical records.

Almost 1,200 of America's leading dealers were surveyed. Here are the questions they were asked... and their answers:

1. Which one of the magazines above do you feel is most effective as a publication for advertising the classical records you sell?

<table>
<thead>
<tr>
<th>Magazine</th>
<th>%</th>
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<tbody>
<tr>
<td>High Fidelity</td>
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<tr>
<td>Saturday Review</td>
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<td>HiFi/Stereo Review</td>
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<td>Time</td>
<td>15</td>
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<td>Life</td>
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<td>Playboy</td>
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<td>3</td>
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<tr>
<td>Total</td>
<td>117%*</td>
</tr>
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</table>

2. Which one of the magazines above do you feel most influences your customers, helping to pre-sell classical records and bring buyers into your store?

<table>
<thead>
<tr>
<th>Magazine</th>
<th>%</th>
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<tr>
<td>High Fidelity</td>
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<td>Saturday Review</td>
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<td>Time</td>
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<td>Life</td>
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<td>Playboy</td>
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<tr>
<td>Esquire</td>
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<td>New Yorker</td>
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<td>5</td>
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<tr>
<td>Total</td>
<td>117%*</td>
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</table>

3. Which one of the magazines above do you feel influences you the most in your purchasing and inventory decisions?

<table>
<thead>
<tr>
<th>Magazine</th>
<th>%</th>
</tr>
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<tbody>
<tr>
<td>High Fidelity</td>
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<td>HiFi/Stereo Review</td>
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<td>Saturday Review</td>
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<td>29</td>
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<tr>
<td>Total</td>
<td>118%*</td>
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</table>

*Multiple responses, percentages exceed 100%"

HIGH FIDELITY sets records in advertising month after month because it sells records in stores day after day. Today HIGH FIDELITY is the one essential medium for every record advertiser. Just ask any record dealer. Or record buyer.
BREAKOUT SINGLES

* NATIONAL BREAKOUTS

YELLOW SUBMARINE
Beatles, Capitol 3715

* REGIONAL BREAKOUTS

The latest reports, not yet on Billboard's Hot 100, have been reporting rising strong sales action by dealers in major markets listed in parentheses.

LOVE SPECIAL DELIVERY...
Three Astronauts, Whaler 500 (St., BM) (Los Angeles)

BORN FREE...
Roger Williams, Kapp 767 (Columbia, BM)

A CHANGE ON THE WAY...
Terry Knight & the Pack, Lucky 11 229 (Columbia/Record-A-Nation, BM) (Detroit)

I'M NORMAL...
Emperor, Current 111 (Lightwave, BM) (Los Angeles)

EL PITO...
Jee Coda, Tico 470 (Hall of Fame, BM) (San Francisco)

• ALBUM REVIEWS

• Continued from page 50

JAZZ SPECIAL MERIT

IT'S UPTOWN
George Benson, Columbia CL 2525 (M); CS 9229 (S)
Beautifully supported by organ (Dixie Humble), rhythm (George Benson's guitar is surely one of the best on the market today), a soft, smooth, pretty joy. Just as good as its predecessor, "Sugarman," and smooth, pretty joy. It's also a good album that is sure to be a hit. Both parts of the album should be good for this.

R&B SPECIAL MERIT

THE MAGIC OF THE SPELLBINDERS
Columbia CL 2514 (M); CS 9314 (S)
This group of four men and a girl has a magnetic sound. The rhythm of these songs is smooth, jazzy, and smooth, pretty joy. It's also a good album that is sure to be a hit. Both parts of the album should be good for this.

FOLK SPECIAL MERIT

TEAR DOWN THE WALLS
Creedence Clearwater, Kapp KL 1467 (M); KS 3487 (S)
Original treatment and fresh material are the main selling points of this album. For better or for worse, there's no other record and no other album. It's a real folk music album.

CHILDREN'S SPECIAL MERIT

WILLIAMSON: THE HAPPY PRINCE
Various Artists, Argos Z9217 (S)
Oscar Williamson's latest offering comes off well in this project, selection by Malcolm Williamson, producer of the English Festival of Sound in this album, carries the children's fare.

SPOKEN WORD SPECIAL MERIT

METON: PARADISE LOST, BOOKS 9 & 10
Various Artists, Argos Z463 (M)
Argos, London, has stepped "Paradise Lost" with a series of Bibles from 9 to 14 with the aim to attract the young. Richard Johnson, Gilbert, Andrew, and Tony Church are the narrator.

SPOKEN WORD SPECIAL MERIT

CAMPIONI/JOHNSON/HERRICK
Various Artists, Argos Z481 (M)
Seventeenth century English poetry is given voice to Edinburgh schoolchildren in this album, which also carries the children's fare.

• SOUNDBRACK

TORN CURTAIN
Soundtrack. Decca DL 9185 (M); DL 79210 (S)

WHAT DID YOU DO IN THE WAR, HUSBAND?
Mao, RCA Victor LPM 3649 (M); LSP 3649 (S)

TROLLFORD
Soundtrack. Monument MLP 8466 (M); MLP 18666 (S)

PULPULAR

SOMERWHERE, MY LOVE
Various Artists. Liberty LSP 3469 (M); LSP 7469 (S)

THE MOST BEAUTIFUL GIRL
Various Artists. Kapp KL 1468 (M); KS 3549 (S)

THE ONE AND ONLY KATE SMITH
Moe, Kapp KL 1469 (M); KS 3540 (S)

SOMLY, BEAT BRAX
RCA Victor LPM 25027 (M); LSP 25027 (S)

OUT OF SIGHT & SOUND
Various Artists. RCA Victor LPM 25028 (M); LSP 25028 (S)

MOLLY CAMP SINGS
RCA Victor LPM 3649 (M); LSP 3649 (S)

BOB BARTON PLAYS HIS MOST REMARKABLE CONCERTOS
RCA Victor LPM 2514 (M); LSP 2514 (S)

LOW PRICE POPULAR

A LOVER'S CONCERTO
Various Artists. Decca DL 9185 (M); CS 19011 (S)

HAPPY ZNF
Various Artists. Decca DL 9185 (M); CS 19011 (S)

INTERNATIONAL SPECIAL MERIT

FAMOUS MEMORIES OF JAPAN
The King Orchestra. London TW 9141 (M); SW 99414 (S)

MUSIC OF SPAIN
Martha Rogers, Argo Z7547 (S)

MWAP SONGS OF THE CITIES
Bonny Dekker. RCA Victor LPM 2514 (M); LSP 2514 (S)

CLASSICAL

ELIZABETH PHILIPPSON
Various Artists. RCA Victor LPM 2514 (M); LSP 2514 (S)

HAPPY WESTERN LADY
Various Artists. RCA Victor LPM 2514 (M); LSP 2514 (S)

MUSIC OF SPAIN
Martha Rogers, Argo Z7547 (S)

MWAP SONGS OF THE CITIES
Bonny Dekker. RCA Victor LPM 2514 (M); LSP 2514 (S)

SIX-STAR ALBUMS

The six-star ratings indicate new albums with sufficient commercial potential. The ratings are based on four main factors: quality of material, production, and sales history, and TMS' marketability in this area.
East Germany Law Puts Artists In a (Cultural Certificate) Bind

By OMER ANDERSON

East Berlin—Communist East Germany has placed in force a new law requiring artists to submit proof of the fact that their work has been successful—such as hits on radio or at concerts, certificates from meetings or competitions, or reports of sales. The law is a part of a cultural reform movement initiated by the Ministry of Culture.

Compco Convention Brings Variety of New Product

MONTREAL — The Compco Co., Ltd., held its first annual convention at L'Esterelle in the Laurentians last month with about 40 distributors, sales representatives and promotion men in from across the country. Special guests in from the U.S. for the meetings included Hubert J. Stone, manager of Compco's international division; Mike Maliszewski and Bob Bigger, both of Decca Records; ex-Compco executive Phil Wilson, director of Warner Bros. Records; and Ron Eyre, assistant to the management of the American branch of the International Union of United Artists. Sydney Goldberg, Decca's vice-president in charge of promotion, was unable to attend but spoke to the convention via telephone.

A full product from Decca was presented by S.D. (Red) Roberts, vice-president and sales manager of Compco's Decca division. Plans were presented for Warner Bros.'s film strip presentation; Ron Eyre presented United Artists' full product and introduced its new solid-state line; Lee Armstrong, sales manager of Compco's Apex division, presented 28 new albums in English and French, 22 of them featuring Canadian talent.

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Dr. Horst Wendt, the official in charge of the law, said that many hysterical adolescents a person can encourage to howl and being forced to do with it. We want to try now that artists really are artists with a thorough cultural background and appropriate accreditation.

"We are not interested in popularity ratings, record sales, or the fact that a song is Joey Dee or The New Yorkers. The tawdry phenomena linked to mass hysteria. We will determine what constitutes art by our own cultural standards."

Wendt said it would be easier to obtain an artist's certificate than a liquor's license, "We could not even get an artist's certificate than a plumber or a cab driver. The certification is the same," he explained.

In fact, the requirements to be filled by an artist's certificate are few and far between, recorded for artisans. Under the East German cultural code, a French artist, or a Barbra Streisand would be impossible. It is not required to serve a long apprenticeship.

This can either be as a band singer for a year or two, or by completing a singing course stretching over several years. Wendt explained: "We have erected safeguards to prevent the Crainy (a well-known singer) (hit tune artist) from being defamed by dilettantes. We don't even want him to be the ability to howl and yap all the time."

Wendt said East Germany was trying to develop young pop and folk music and planned to conduct regular competition to select promising artists. He was to be pushed toward a certificate at accelerated speed.

Decca Distributors try to apply the new cultural code to all foreigners as well as domestic artists. The firm emphasized that, explained, "U.S. as well as a Frenchman in our group is expected to require to satisfy East Germany's Ministry of Culture that they are bona fide artists."

"We will not require your Americans to take any kind of formal examination. But unless they are in the category of Mr. (Lois) Armstrong we will probably have to give them an audition before issuing their professional certificate," Wendt said.

The East German official added that a number of the best groups now popular in the U.S. and the U.K. would not qualify for an East German artist's license. "They are not artists in the sense of our code," he said. "They are merely clever practitioners of mass hysteria."

Most observers in West Germany believe that, in the event of the new East German Cultural Code, there is a danger of an organization of an anti-Communist underground masked as cultural organizations. East German artists, in fact, have been accusing that country's authorities of employing culture to stir opposition to the government.

RCA Canada Adds a Light Touch to Sales Meetings

MONTREAL—RCA Victor's annual sales meeting was held at Mont Gabriel Lodge in the Laurentians recently. The first day's meetings were conducted as a school, the Disco-Tech, with top salesmen Bill Patterson of the Vancouver branch and Branch Sales Manager George T. Harrison introduced the classic product and explained in detail the role of the new Berson Showerhead-Knock Coupled as a singer in glistening attire to present the new product. RCA's consumer division introduced the consumer division. RCA Victor in the U.S., was a guest speaker at the meeting.

Presentation of the new fall line of products with vice-president and general manager George T. Harrison introduced the classic product and explained in detail the role of the new Berson Showerhead-Knock Coupled as a singer in glistening attire to present the new product. RCA's consumer division introduced the consumer division. RCA Victor in the U.S., was a guest speaker at the meeting.

Leipzig—New developments in East Germany's recording industry manufacturing of record players will be on show at the autumn fair to be held here Sept. 4-11.

Among them is the portable Zippophono P 2-708 unit from VEB Biga, transmitted as a record player. B. Ehrlich, Pira-Copitz, has four improved models — the Phonett portable record player with bullhorn and wooden cased Karat and the 417TL 270 gear box. Out of Leipzig introduces its new Soletto Stereo machine with 8 and single channel as well as the portable Soletta in the same range. Delphin of Pirna is showing a new Didi record player.

Among foreign exhibitors is BSK of England, which will be exhibiting for the first time with its range of auctioneering record players and tape recorders. SCART of Paris will be showing tape recorders.

For the third consecutive fall, RCA Victor will present its Record Stolicker, a consumer-orientated trend-building machine. It is the only release albums introduced in the stores each Tuesday for eight weeks, starting Sept. 19 at the special price of $1.49.

Sales representatives were issued sample packs with which to make individual 15-minute fall product pitches to dealers.

The annual meeting was the surprise personal appearance of folk-rock singer Marty Shannon to introduce in person her new album and single. Her appearance, and the Schaffner brand, were an opportunity to make to her a star, launched the largest-ever promotional campaign for a Canadian recording artist, with a coast-to-coast press, dealer, promotion tour.

Miss Shannon sang numbers from her latest, "Limelight View," and "On My Mind," including her own composition, "Don't Cry for Me, Babe," and "We Are Love Me!," paired on a single released simultaneously with the album. She is on a cross-Canada promotional tour, accompanied by husband, Bob Shannon, distributors, and promotion manager, her manager, Sid Leads of United Recording Artists, and her trio, Al Riddler, Claude Sircar and Danny Nile. The personal appearances were backed up by press kits.

August 20, 1966, Billboard
UK Mfrs. Look to Govt. To Plug Exposure Hole If Pirates Get Sunk

• Continued from page 1

"But we don't need to. We're sure the bill will not become law. The public won't let it. We're all ready to get on with life around in 30 years."

Spoonful

The big pirates have clicked. Programming has been largely teen-influenced, pop format. For the music industry, it has brought promotional opportunities that were never dreamed of before.

BBC programming sticks to its own pattern, veering toward "education" with the emphasis of listening to the extensive use of live musicians. At most, it is possible to get six platters on the air at any time, and three singles with BBC help. It is a good idea to get all of them and only an exceptional record break can work them up. Television opportunities, once prolific and powerful, are now almost nil.

KELLEGHAN BB

MEXICO CITY — Kevin M. Kelleghan, press chief for Tele- sistemas Mexicanos, S.A., Mexico's largest national TV network, when interviewed, is Billboard's new corre- spondent here. Kelleghan also serves as the weekly correspondent for TV Daily as Latin America Bureau chief. Kelleghan also writes for the Mexico City News, Mexico's English- language daily, and covered the months circuit for the News. This year, his Playback column reviews the music industry in Mexico, particularly the major producers and musicians' unions.

NAPLES—It is now up to the courts to decide whether there will be a National Song Festi- val in September, and unless a compromise is reached probably will not be one be- cause the wheels of Italian law move slowly. Nine songwriter, Corrado della Greca, Umberto Pasquali, Stefano, Ernesto Mel- lone, Luigi Tregua, Francesco Settari, Michele Scartoli, An- mando Ferrara, and Leonardo Janni, have brought an action charging that the Naples Song Corp. has no right to exist; if it does, the defendants are publishers and disk owners who have favored their own material, and not the public, should not publish a financial state- ment although it uses public funds. The charges are to be filed in the fes- tival, until they are eliminated. They say their records are open to the public, and that the festival is open solely as well as those of the City of Naples. The effect of the suit, how- ever, is that singers will be hesi- tant to commit themselves for participation and will come to lose both on participation and their engagements for this desirable period.

Germains DJ's Face 'Sign-Off'

BONN: The rise and pro- spers as the fall of the Wall. German DJs are presaging Germany's pop platter public. Germany's radio networks have announced that they will trim turntable music and may elimi- nate it. Instead, they will ac- cept live music from their own designated bands and symphony or- chestra.

The disk jockey is an occupa- tion that can barely hold. Prior to The Week of the DJ's, as the Wall was falling. DJs were almost instantaneous de- ceives the people, and disk jockeys. German disk jockeys applied for Coke bottling franchises, U.S. jockeys once, the disk jockeys were unable to influence the music format. The DJs are now looking for a new role in the format and choosing a new direction. The DJs are now looking for a new role in the format and choosing a new direction.

New York '66' Bringing the U.S. Pop Scene to Italians

ROME — RAI, the Italian radio-television system, keeps its listeners very much abreast in the field of American popular music. A weekly half-hour program tourney in New York presents the latest American music on Fridays on the Second Radio Net- work. "New York '66" was produced and taped in New York by Renzo Serecetti, its creator and producer, and is heard by radio and television networks.

Interviewed recently were composers Cy Coleman, Lee Addy, and Elmer Bernstein, plus such artists as the Supremes, Odetta, Jose Williams, Paul Anka, and others. Of course, Eddy Arnold, the Lovin' Spoonful, and others who occasionally originate from New York nightclubs. Some of these live performances were June Morgan at the Italian Room, Caterina Valente at the Americana, Marilyn Maye at the Living Room, and the Shadows of the Knight at the Phone Booth.

The program also touches on the promotional aspect of American pop music, and its impact on the record industry. Serecetti is also the originator of the Cheetah Club. Last year he ex- amined the 1965 Nashville International Festival and its impact on re- cord companies.

By closely following the tastes of the American record buyers, RAI has been able to present Nona Sinatra's "Boots" to the Italian public, probably in a week or less than the charts. "New York '66" also has spun other American disk hits by present- ing them first. Serecetti, who previously was associated with MGM Pictures in Italy, has been a disk jockey, new- sreader, and air personality of Ital- ian radio and TV in New York for several years. He also is a radio reporter for the Italian service of the Voice of America.

Service — that means all-day disks. Informally, it is seeking more "needle time." This is the reason why RAI is unlimited by contract with the rec- ord companies, concerning "needle music" union's pressure.

If local broadcasting is li- censed to a station, it will be a program- ming need for disks. British law allows record producers to compete with each other. Again producers would be in the hands of the musicians union.

When is not one to deny Brit- aint's musicians. Last month, he was interviewed to re- open the Cavern Club, the first. I'm sure the Beatles first made it. Whether his parliamentary and government effort to set up a Anglo-Ame- rican musicians' union is to be seen.

Serecetti, who is in charge of the government is a plan to license 200 commercial sta- tions, and to involve it in the most controversy less than that directed at the pirates. Nor do other DJs, according to their own party, but supported by law, may not be able to do anything attempt to avoid "jukebox" radio and its practical implications, this is not far from the future of the music industry—particularly the major producers and musicians' unions.

FROM THE MUSIC CAPITALS OF THE WORLD

CHICAGO

Long-time music business execu- tive Joe Kovacs has sold his home business to United Records, Coast to Coast with old Chum Tim Hassett. Hassett's office will be at 6710. His client has been the MGM's Johnny Trillium showed them at the fans, B.B. ball.

Under any other laws, there is no time to serving the radio net- works: a better than tenfold

hike in royalties for recorded music.

According to network calcu- lations, the next majors will come from about 90 programs (20 at present) to serve the GVL. The answer of the networks is to cut back drastically on deejay pro- gramming while they negotiate with the GVL.

Three years ago George Shear- liing returned to the London House. He had been a member of the House Aug. 30. In the 1960s he had been a member of the House. He has been a member of the House since 1960.

August 10, 1965, Billboard
from late hits through classical. Program supervise is Frank Kil- lpack, who has a news girl, Linda Dill- man, and a boom operator, Don Stiel, who introduced the Beatles here Aug. 12, and not to be outdone, the WLS Pops Pops—a 22-piece band under the direction of Ken and Don Stiel—made the Blizzard on the World Tour—38,133. Latest thing in Chicago and all over America is a group called by such as the Open Sesame, Stan Getz, with Myron GOLD and the Duke of Denmark. — Mrs. Jim Sherrill, who had a baby son at CFCI Right of June 8, was born to June on July 11, two years to the day after the birth of Linda RAY BLACK.

LAS VEGAS
Bex Celery, younger brother of the late Lenny Lott, has four-in-hand, 11,000 in his repertoire, and celebrates his fourth week of the debut at the Aladdin Hotel. The new singer of Las Vegas, Danbury, Jr., along with his band, was on a drum set to the group, and the album, titled "Sandale," was recorded live at the Aladdin. Executives from RCA Victor are here to discuss another album with Flamingo Hotel comedian Myron Goldsmith. The album, titled "Everybody Goes Some Time," is DON DIGILIO.

LONDON
British manufacturers have seemed to launch a new high for their May produc- tions, which are to be featured at the Cavendish Hotel in London on Aug. 10-13 and at the Cavendish Hotel in Paris on Aug. 14-16. As expected, the Cavendish Hotel will be the first stop for the British artists, who are expected to be featured in the Cavendish Hotel on Aug. 10-13. The Cavendish Hotel is located on the same street as the Aladdin Hotel, where Lenny Lott performed during his first week of his debut.

LOS ANGELES
Oceanside FM station KUDE has increased its power from 1,000 watts to 15,000 watts, and plays a number of shows to its listeners. The station, which is located at 1015 West Third Street, has a variety of programming, including local news, sports, and music. The station is owned and operated by the Oceanside Broadcasting Corporation, which is a subsidiary of the Oceanside Broadcasting Group.

LAS VEGAS
CORNELL BARNES, SCOTTISH NEWS REPORTER, writes: After a week's vacation, pianist Bobby Darin returned to Las Vegas and began playing at the Flamingo, which has been his home for the past two weeks. He is scheduled to play for two weeks more, before returning to Los Angeles for a brief vacation.

MEXICO
New promotion gimmick, born accidentally but which may grow into a major promotion, is "Roca's Birthday," a Dutch-born entertainer who has made a name for himself in Mexico, entertained more than 10,000 people at the Roca's Birthday Restaurant. Singing for his audience, Roca has turned his song "Roca's Birthday" into a hit and he even sang his song into the world's press. The song, which was recorded in Mexico (Roca's go-go club), was released in South America first and was later released in Mexico. The song became a hit all over the world, and is now being played on radio stations throughout the world.

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NEW YORK
The promotional campaign is an unusual one and has worked wonders in a Canadian recording artist, RCA Victor, that has sold a million singles this month. Negotiations are also under way for release in the U.K., with tours of both the U.S. and U.K. in the offing.

NEW YORK
The RCA Victor group, which is headed by RCA Victor, is now in Puerto Rico, with tours of both the U.S. and U.K. in the offing. The group will perform in Puerto Rico, as well as in the U.S. and U.K., with tours of both the U.S. and U.K. in the offing.

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NEW YORK

Jack Whittowmore joined Capitol Bookin Corporation, as vice-president. Anthony and the Imperials will perform in Detroit Aug. 26, 27, as part of the city's birthday celebration. Jim and Jean, MGM-Verly Falcons artists, will bow in town after a six-week tour of the West Coast. They began a two-week engagement at the Cafe Au Go Go Aug. 16. - Jerry Fielding commissioned to compose, arrange and conduct the music for Banner Productions' "Passport" series which bows on NBC-TV Sept. 8.

The Pilgrims, new group just signed to a record label, opened at the Online Aug. 8. - July Colino appeared at the Hollywood Bowl Aug. 12. The Buffalo Springfield, new folk-pop group on Atco, have been set for six appearances on the Hollywood-Palace TV show this fall. - Ray Anthony and his Band Rossin Review into the Hotel Americana's Royal Box Aug. 15 for three weeks. - Bobby Goldsboro, United Artists Records singer, headed for the Illinois State Fair, Springfield, for 10 days.

West Farrell has composed the theme music for "Hammer's, the Invincible." - upcoming World Entertainment release, Farrell's firm, Pictureque Music, will publish the theme. Mike and Judy Callahan signed to the management division of the Richmond Organization, headed by Marvin Came. - George Kirby played one-nighter at Lido Beach Hotel, Lido Beach, N. Y., Aug. 11, then entertained the following night for the National Association of Radio Announcers in New York. - The Sun Spots held over at the Latin Quarter for an additional four weeks. - Gene Krupa and his quartet return to the Metropole Sept. 2 for nine nights. - Dallas Henderson will conduct the Hollywood Bowl orchestra Saturday Aug. 21 in a special West Coast presentation of the three American prize-winning winners of the Tschakovsky International Music Competition.

Jerry Vala set for the Twin Coffins, Pittsburgh, Oct. 7-15. He does a one-nighter at McCormick

...continued from page 55

Short Ideal, considered his political replies to top-long haired French singer Arnaud.

GERMANO RUSCITO

THE Monkees are
what's happening.

baby!
**ARGENTINA**

This Week

1. FLAMENCO BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra, Conn.%
2. THE MAKING OF THE PAPA'S—The Beatles (RCA), Barry McGee (LP)
3. JUANITA BANANA—The Beatles (RCA), Montego (Mercury), Future Towns (Stax), Scott (Motor Hall), J. R. Jackson (Wee), Los Nitty Gitty Gaddis (Formata)
4. ME DE UN MUNDO—SOLO—Hugo (RCA)
5. MONDAY, MONDAY—The Beatles (RCA), Ray (Parlophone)
6. GIRL MONDAY—The Beatles (RCA), Denny (Philips), Warner (Balkan), Formata

**AUSTRALIA**

This Week

1. PEPPERS N' BACON WRAP—Writer (Sydon), Schoeller (Sydon)
2. DEAR DEAR DEAR—Meine Haney (Sunny), Schoeller (Sydon)
3. KLEINE TRAINING—Writer (Sunny), Schoeller (Sydon)
4. I'M A LONER—The Jethars (RCA), Redding (Sydon)
5. BECOMING A MAN—David Crawford (RCA)

**CANADA**

This Week

1. SUMMER IN THE CITY—Lover's Scalpel (Kama Sutra)
2. MOTHER'S LITTLE—Writer (Sydon), Schoeller (Sydon)
3. MEKEE—Writer (Sydon), Schoeller (Sydon)
4. I'M NOT GOING TO LET YOU TAKE ME AWAY—Harley (Warner Bros.), Hardin (Philippines), Shaw (Philippines)
5. SHE'S A CHICK—Writer (Sydon), Schoeller (Sydon)

**CARIBBEAN RECORDS**

This Week

1. MORE THAN YESTERDAY—Writer (Philips), Dunbar (Philips)
2. IT DOESN'T MATTER ANYMORE—Writer (Philips), Dunbar (Philips)
3. RUNNIN' AFTER MIDI—Writer (Philips), Dunbar (Philips)
4. THAT'S THE WAY LOVIN'—Writer (Philips), Dunbar (Philips)
5. STOP, STOP, STOP—Writer (Philips), Dunbar (Philips)
6. I'M BLACK—Writer (Philips), Dunbar (Philips)
7. PAPERBACK WRITER—Writer (Philips), Dunbar (Philips)
8. NOBODY NEEDS YOUR LOVE—Writer (Philips), Dunbar (Philips)
9. RELAX—Writer (Philips), Dunbar (Philips)
10. PAPERBACK WRITER—Writer (Philips), Dunbar (Philips)

**ISRAEL**

This Week

1. BLUE TURNS TO GREY—Writer (Columbia), Lerner (Columbia)
2. TWO SHADOWS—Writer (Columbia), Lerner (Columbia)
3. RANING IN THE NIGHT—Writer (Philips), Srebro (Philips)
4. RED RUBBER BALL—Writer (Philips), Srebro (Philips)
5. PAPERBACK WRITER—Writer (Philips), Srebro (Philips)
6. THE NIGHT—Writer (Philips), Srebro (Philips)
7. IT'S OVER—Writer (Philips), Srebro (Philips)
8. LOVE LETTERS—Writer (Philips), Srebro (Philips)

**ITALY**

This Week

1. GIANTI—Writer (CBS), Sixto (CBS)
2. NOTTE DI TERRAGOSTO—Writer (CBS), Sixto (CBS)
3. RICHER—Writer (CBS), Sixto (CBS)
4. IO HO IN TERRA TINE—Writer (CBS), Sixto (CBS)
5. CHE LA C'ERA—Writer (CBS), Sixto (CBS)
6. STRANGERS IN THE NIGHT—Writer (CBS), Sixto (CBS)
7. LEAVINGS ON THE MOON—Writer (CBS), Sixto (CBS)
8. RUBBER BALL—Writer (CBS), Sixto (CBS)

**NEW ZEALAND**

This Week

1. PRETTY FLAMINGO—Writer (CBS), Sixto (CBS)
2. I AM A ROCK—Writer (CBS), Sixto (CBS)
3. THAT'S THE WAY—Writer (CBS), Sixto (CBS)
4. I SAW YOU—Writer (CBS), Sixto (CBS)
5. SHE'S A CHICK—Writer (CBS), Sixto (CBS)
6. THE NIGHT—Writer (CBS), Sixto (CBS)

**NORWAY**

This Week

1. GIANTI—Writer (CBS), Sixto (CBS)
2. NOTTE DI TERRAGOSTO—Writer (CBS), Sixto (CBS)
3. RICHER—Writer (CBS), Sixto (CBS)
4. IO HO IN TERRA TINE—Writer (CBS), Sixto (CBS)
5. CHE LA C'ERA—Writer (CBS), Sixto (CBS)
6. STRANGERS IN THE NIGHT—Writer (CBS), Sixto (CBS)
7. LEAVINGS ON THE MOON—Writer (CBS), Sixto (CBS)
8. RUBBER BALL—Writer (CBS), Sixto (CBS)

**PHILIPPINES**

This Week

1. KUYA WA AKAKU—Writer (CBS), Sixto (CBS)
2. FASHION—Writer (CBS), Sixto (CBS)
3. NAGA YOOSEE—Writer (CBS), Sixto (CBS)
4. AHI RITOMI—Writer (CBS), Sixto (CBS)
5. CHANITA—Writer (CBS), Sixto (CBS)
6. NHI THE PHAM—Writer (CBS), Sixto (CBS)
7. KASUMI—Writer (CBS), Sixto (CBS)
8. ANATA NO INOCHI—Writer (CBS), Sixto (CBS)

**SINGAPORE**

This Week

1. PAPERBACK WRITER—Writer (CBS), Sixto (CBS)
2. ANOTHER SIDE—Writer (CBS), Sixto (CBS)
3. I'LL BE YOUR MAN—Writer (CBS), Sixto (CBS)
4. FACES OF FEAR—Writer (CBS), Sixto (CBS)
5. CAFE CON LEITE—Writer (CBS), Sixto (CBS)
6. CALLING ON THE MOON—Writer (CBS), Sixto (CBS)
7. KUYA WA AKAKU—Writer (CBS), Sixto (CBS)
8. FASHION—Writer (CBS), Sixto (CBS)

**SOUTH AFRICA**

This Week

1. SOMEWHERE MY LOVE—Writer (CBS), Sixto (CBS)
2. I AM A ROCK—Writer (CBS), Sixto (CBS)
3. THAT'S THE WAY—Writer (CBS), Sixto (CBS)
4. I SAW YOU—Writer (CBS), Sixto (CBS)
5. SHE'S A CHICK—Writer (CBS), Sixto (CBS)
6. PRETTY FLAMINGO—Writer (CBS), Sixto (CBS)
7. YOU'T LITTLE TEARDROP—Writer (CBS), Sixto (CBS)
8.裡面 CUM—Writer (CBS), Sixto (CBS)
9. CALLING ON THE MOON—Writer (CBS), Sixto (CBS)

**UK**

This Week

1. GIANTI—Writer (CBS), Sixto (CBS)
2. NOTTE DI TERRAGOSTO—Writer (CBS), Sixto (CBS)
3. RICHER—Writer (CBS), Sixto (CBS)
4. IO HO IN TERRA TINE—Writer (CBS), Sixto (CBS)
5. CHE LA C'ERA—Writer (CBS), Sixto (CBS)
6. STRANGERS IN THE NIGHT—Writer (CBS), Sixto (CBS)
7. LEAVINGS ON THE MOON—Writer (CBS), Sixto (CBS)
8. RUBBER BALL—Writer (CBS), Sixto (CBS)

**US**

This Week

1. GIANTI—Writer (CBS), Sixto (CBS)
2. NOTTE DI TERRAGOSTO—Writer (CBS), Sixto (CBS)
3. RICHER—Writer (CBS), Sixto (CBS)
4. IO HO IN TERRA TINE—Writer (CBS), Sixto (CBS)
5. CHE LA C'ERA—Writer (CBS), Sixto (CBS)
6. STRANGERS IN THE NIGHT—Writer (CBS), Sixto (CBS)
7. LEAVINGS ON THE MOON—Writer (CBS), Sixto (CBS)
8. RUBBER BALL—Writer (CBS), Sixto (CBS)
Distribution Made Easy
Classical Imports Way

BY FRED KIRBY
NEW YORK—Although distribution patterns vary, classical imports are readily available to dealers here in ever-increasing numbers through Billboard's exclusive Billboard Survey and Tape Sales Corps, which regularly compile transactions in the industry's most important markets.

Not to be outdone in its efforts to aid retailers, the American Record Company has launched a new promotion drive aimed at increasing sales of its growing library of classical records.

In this effort, the company has distributed a special promotion kit to its dealers, complete with posters, flyers, and postcards designed to highlight the latest releases of its many classical artists.

The promotion kit also includes a variety of promotional materials, such as stickers, magnets, and keychains, which can be used to display the company's products in stores and music shops.

In addition to the promotional materials, the kit also contains a comprehensive list of the company's latest releases, along with information on how to order them.

The promotion is expected to run for several weeks, with additional materials being added to the kit as new releases become available.

The American Record Company is committed to supporting its dealers and ensuring that they have the tools they need to succeed in this competitive market.

This promotion is just one of many initiatives the company has undertaken to help its dealers succeed and ensure that customers have access to the latest and greatest in classical music.
We're back in the “Land of a Thousand Dances” with Cannibal and The Headhunters (the original hit)
reissue of a top performance by the Netherlands Chamber Orchestra led by Seymour Stein- lberg. The younger Biech is heard on the London Bach, which features Paul Sacher conducting the Vienna Symphony Orchestra with Gustav Leonhardt, harpsichord; Walter Schneidermann, violin, and Nikolaus Hueder, cello. The Sym- phonie Concertante in A for Violin, Cello, and Orchestra is a recording first here.

The Rouen Chamber Orchestra, under Albert Beusschaert makes an auspicious recording debut in the first budget release of Telemann's sprightly "Don Quixote Suite" and the first perform- ances of three Telemann orchestral suites on records. An- other baroque pressing has the celebrated 1 Music in an expert treatment of Geminiani's "Concerto Grosso, Op. 7." The Poly- phone Ensemble of Prague, a vocal and instrumental group, delivers the first pressing of the Requiem and Mass by Pierre de la Rue, a Burgundy composer about the turn of the 16th Century.

In another religious piece, the Benedictine Monks of the Abbey of St. Maur, at St. Maur of Luxembourg, record "Gregorian Chants: Easter Music." A third religious disk has the Nether- lands Chamber Orchestra, led by Felix de Nobel in Swellengreel's "Incense of the Living," a budget premiere of the first and a world recording premiere of the second. Charles Mackerras leads the London Symphony Orchestra in another splendid budget release of two well-known ballet suites, Rameau's "Caster et Pol- lus" and "Orphe" with a fitting addition to the catalog. The same orchestra is heard in a top-notch performance of Dvorak's "Symphony No. 6 in D" and "The New World" LP's are included with one featuring guitar- ist Antonia Membrado and flutist Roger Barret in Vienna performances in the "Quartet for Guitar, Flute, Viola and Cello." Backed by the composer's eight minutes for violin, guitar and cello. The French String Trio supplies the other fine in- strumentalist. The other Schubert set has the Beaux Arts Trio in the complete piano trios on two LP's that are recorded on a budget label. Rounding out the 24 are soloists of Leipzig's venerable Gewand- haus Orchestra in Beethoven's "Septet in E-Flat." The group's evident artistic and familiarity with the show make this in fine re- cording. A random sampling of several of the LP's indicated that they do come across well on good mono equipment also as claimed by Phillips. The sampling included recital, chamber and or- chestral selections.

FRED KIRBY
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. |
| Schenectady      | Dayton, Ohio        | Pittsburgh, Pa. |
| Troy, N. Y.      | Denver, Colo.       | Portland, Ore. |
| Atlanta, Ga.     | Detroit, Mich.      | Providence, R. I. |
| Baltimore, Md.   | Ft. Worth, Tex.     | Rochester, N. Y. |
| Birmingham, Ala. | Hartford, Conn.     | St. Louis, Mo. |
| Buffalo, N. Y.   | Indianapolis, Ind.  | San Francisco, Calif. |
| Charlotte, N. C. | Kansas City, Mo.    | Seattle, Wash. |
| Chicago, Ill.    | Los Angeles, Calif. | Syracuse, N. Y. |
| Cleveland, Ohio  |                   |                |

CROSS-REFERENCE RECAP
BY MUSICAL FORMAT

POP SINGLES
POP LP'S
R & B
JAZZ
COUNTRY
CONSERVATIVE
COMEDY
FOLK
CLASSICAL

DJ RANK
STATION RANK
STATION ADDRESS
ZIP CODE
AREA CODE & PHONE NUMBER

SPECIAL LISTINGS
NATIONAL BANDSTAND SHOWS
Name of Show & Personality
Current number of markets
Producer & Talent Coordinator
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

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BILLBOARD
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New York, N. Y. 10036

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AUGUST 15, 1966
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OFF THE PRESS AUGUST 15
ORDER NOW
James a Record-Breaker

GALLIPOLIS, Ohio—Sonny James and Southern Gentlemen broke an attendance record of 17 years here Aug. 5 at the Gallipolis Fair. B. B. Matthews, program chairman of the fair, said last week that 18,000 paid to see the show. “Since James and His Southern Gentlemen were a new name group appearing here, it is evident that his growing popularity is even more than I anticipated,” he said.

Contacted in Nashville, James said that county and State fairs had proved to be a popular boon this year more than ever before for country music artists. "Many fairs are setting up country music nights along with other nights for rock 'n' roll. Every one we face today, country music has been a proved product for attendance draws," Little Jimmy Dickens, he said, was slated for about a month of fairs. "He said he was going to be real busy." James also performed to a sellout audience at an Altamont, Ill., fair Aug. 6, one of the fairs he's done this summer. After a tour of Canada, he's slated for a fair at Duluth, Minn., Aug. 31.

NASHVILLE SCENE

By HERB WOOD

Sonny James, Capitol Records artist, was in town last week to cut a Christmas album for the label's country a.k.a. Music City USA division. The project will be released in time for the December holidays and will feature several traditional Christmas carols as well as some new material.

OWENS OPENS RETAIL STORE

BAKERSFIELD, Calif.—Country music star Buck Owens opened a retail record store in Bakersfield. The store, located at 1531 Main Street, will offer a wide selection of Buck Owens' music as well as other country and western releases. This is Owens' first retail venture into the music business, and it reflects his growing interest in getting closer to his fans. The store is open from 10 am to 8 pm daily, and it is expected to be a popular destination for music lovers in the area.

WMEL to Country

PENSACOLA, Fla.—WMEL, a 50,000-watt dairler, switched to a full-time country music format Monday (15). The move comes as part of a larger shift in the station's programming strategy, as WMEL seeks to cater to the increasing demand for country music among its listeners. With this new format, WMEL joins a growing number of radio stations across the country that have made the transition to country music, reflecting the continued popularity of this genre in contemporary American culture.
BUCK THE TIGER OWENS
and the Buckaroos

JUST RELEASED . . . DESTINED TO BECOME HIS 12th NO. 1 HIT!!

"OPEN UP YOUR HEART"
B/W

"NO MORE ME AND YOU"
Capitol #5705

New Hit Album
"CARNEGIE HALL CONCERT"
With Buck Owens & The Buckaroos
T-2556

Still Going Strong!

"THINK OF ME"

ALBUMS:
"DUST ON MOTHER'S BIBLE"
"ROLL OUT THE RED CARPET"

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COUNTRY MUSIC

NEW ALBUM RELEASES

ABC
RAY CHARLES—Ray's Mood, ABC 530
LAMBERT & JUBILEE—COUNTRY JUBILEE, ABC 562
FRANK DUFFY & THE BROWNBURG STRINGERS—The Jubiliettes Swing, ABC 562
CARLUS MONTY—Spartanburg Hymn, ABC 566

PRESENTING A SPECIAL CITATION to KBER President A. V. (Barn) Bamford, right, from the Country Music Association is LeRoy Van Dyke. Citation commends his 20 years of contribution to the country music field. It was presented at a recent "Grand Ole Opry" package show in San Antonio sponsored by the station.

Where They're Showing

DICK FLOOD—Montgomery, Ala., Sept. 1; Macon, Ga., Sept. 2; Anniston, Ala., Sept. 3; Atlanta, Ga.; Columbus, Ga.; Cape Girardeau, Mo.; 14, Little Rock, Ark., 16-17; Tepic, Kan., 21; Whiteman Air Force Base, Missouri, 23; Fort Riley, Kan., 24-25, and Albany, Ga., 30.

JOHNNY DOLLAR—Starts, L. I., N.Y., Aug. 20; Dickson, Md., 21; Canton, Ohio, Sept. 3; Little Rock, City, Ohio, 4; Leland, N. C., 9-16; Philadelphia, 17; Newportville, Pa., 23; Wheeling, W. Va., 24; Staten Island, N. Y., 30-Oct. 1.

YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES—5 Years Ago August 21, 1961
1. Tender Years, George Jones, Mercury
2. I Fall In Pieces, Patsy Cline, Decca
3. Heartbreakin', E. S. A., Kitty Wells, Decca
4. You and Heartbreak, Don Gibson, RCA Victor
5. My Ears Should Burn, Claude Gray, Columbia
6. Sweet Lisps, Webb Pierce, Decca
7. Million Dollar Man, Mel Tillis, Capitol
8. Big River, Big Man, Claude King, Columbia
9. This Stops to the Phone, George Hamilton, RCA Victor
10. Too Many Times, Don Winter, RCA Victor

COUNTRY SINGLES—10 Years Ago August 18, 1956
1. Crazy Arms, Roy Price, Columbia
2. My Love, Johnny Burnette, Sun
4. Hound Dog's Don't Cry, Doris Day, RCA Victor
5. Starving, Kitty Wells, Decca
6. 8-Bit-Kids-A-La-Mode, Gene Vincent, Columbia
7. I Take the Chance, Maxine & Jimmy Rivers, Teen
8. Hackensack Hotel, Elvis Presley, RCA
9. Sweet Dreams, Faron Young, RCA
10. Constancy, I'm Guilty, Hank Snow, RCA Victor

HITS OF THE WORLD

- Continued from page 57

SPAIN
©Denotes local origin

This Week
1 1 JUANITA BANANA—Main Aguda (Oslo)
2 1—2 UN SORBITO DE CHAMPAN—Los Brincos (Hispa)
3 2—3 THESE BOOTS ARE MADE FOR WALKIN'—Nenny Bengtson (Hemmark)
4 4—3 MONDAY, MONDAY—Mama and the Papas (RCA)
5 5 JUANITA BANANA—The Main Aguda (Oslo)
6 6—7 STRANGERS IN THE NIGHT—Frank Sinatra (Hemmark)
7 7 EL OLE—Ole Dinamarca (Oslo), Musica (Oslo), Mole De Silla De Ronda (Oslo)
8 8 MILO DE SILLA DE RONDA (Oslo), Mole De Silla De Ronda (Oslo)
9 9—10 VUELO MIL—Los 4 De La Tercer (Hemmark)

This Week
1 1 PAPERBACK WRITER—The Beatles (London)
2 2 SLEEP JOHN IN—The Beach Boys (Capitol)
3 2—3 THE MAIDEN AND THE PAPA'S—Gerry
4 4 MONDAY, MONDAY—The Mama's and the Papas (RCA)
5 5 JUANITA BANANA—The Main Aguda (Oslo)
6 6 PAINT IT BLACK, The Rolling Stones (London)
7 7—8 MUNNERT UH MANN UND EIN BEDEUTOR—Ferdi Marz (Hemmark)
8 8—9 THE KICKS (Oslo)—Alexander—The Kicks (Oslo)
9 9—10 LEG DEIN HERZ IS MEIN HAND—Roy Black (Hemmark)
10 10 HONEY BEE—The Magics and Debits (Dinamarca)—Intro

WHEN ANSWERING ADS . . . Say You Saw It in the Billboard
Merle Haggard follows “Swinging Doors” with another top chart contender!

Merle’s latest, a heart-moving country release is made to break into the winner’s circle!

THE BOTTLE LET ME DOWN
b/w The Longer You Wait
5704

Don’t forget Merle’s big, big album, STRANGERS.

billboard picks

To come up with the following predictions for the top of the pop heap, Billboard magazine reviewers listened to 165 records last week.

The Miracles—“Whole Lot Of Shakin’ In My Heart”—Hot follow-up to the group’s “Going to a Go-Go” smash is this Detroit rocker with solid dance beat instrumentation. Flip: “Oh Baby My Love.”

Madrede Mann—“Pretty Flip.”—Unusual lyric ballad by Mark Barthan is currently the No. 1 song in England and should do equally well on Mann in the U.S. Flip: “You’re Steading By.”

Lou Christie—“Prairie”—The unique Christie style strikes again with this pulsating, been-aimed roller to follow his “Rhapsody in the Rain.” Flip: “Dancin’ Rondo’s.”

The Wonder Who—“On The Good Ship Lollipops”—You’re Nobody Till Somebody Loves You”—Two exciting sides from the mystery group, Shirley Temple’s classic gets a humorous dance beat treatment and is backed by an up-tempo big beat version of Larry Stock’s famous composition.

Ronnie Dove—“Happy Summer Days”—Another big hit for Dove in this all-beat summertime rocker with music-hall instrumentation. Flip: “Long After.”

The Kaikers—“Slick With Me”—(Prod. by Jerry Fuller) (Writer: Jerry Fuller) (4 Star, BMI)”High On Love”—Either side could go all the way. This hot rocker lacks an up-tempo sound but this one aims “in” lyric with solid dance beat to replace “Dancin’ Rondo’s.”

Sarah Vaughan—“4, 3, 2”—“Everybody Loves Somebody”—The talented vocalist must treat this recent pop hit in her inimitable style and has strong top-of-the-track potential in both.

Look Before You Leap.”

The Righteous Brothers—“He Will Break Your Heart”—Exciting duo scores again in this revival of the side to follow their “Soul and Inspiration.”

Four Tops—“Loving You Is Sweeter Than Ever,” just follow-up to their “Shake Me, Wake Me, winner is this off-beat blueser with solid Detroit backing.

To each week 376,813 families
See the Billboard singles
Reviews in the Cleveland Plain Dealer’s PD action magazine.

A special weekly news and feature section
designed specifically for their young readers
greater metropolitan area since 1841.
Philips Reveals Tape Cartridge Marketing Program at Meeting

Word to Distribute Lear 8-Track Units to Dealers

WACO, Tex.—Word, records, and religious records, have a deal to act as distributor for Lear-Jet playback 4-Track Cartridges. The deal is to the nation’s religious music-book-record dealers. The record company displayed the item at the Christian Booksellers Convention last week in Chicago, said Word president John McCracken.

The unit and the tape cartridge field created a very excited response,” said McCracken. He said he said about 50 units for the home, plus 8-10 for automobiles. This, he termed as only a "start." Word, which has only 14 different albums in the cartridge, reports that more than 400 of them at the convention; he’s starting delivery of those two. And he feels considering having another dozen albums available in cartridge by year.

Religious dealers "really got stirred up at the convention about the cartridge," McCracken said. "They were more responsive to the unit at the convention and kept coming back to our display booth. They were excited at being in on the ground floor of a new era."

Telephone Dynamics Sets 4-Track CARtridge Unit

NORTH BELLMORE, N.Y.—Telephone Dynamics Corp., producer of 4- and 8-track CARtrigdes containing blank tape, is set to roll with a 4-track stereo tape player-recorder for automobile and home use.

Called the Nissan Market II, the unit players 4-track and records. Initial output is set for 300.

The cartridge unit is designed for mounting under the dashboard, to be supplied in a variety of colors, including standard, for home use. Conversion from the car electronic system to the home’s audio-visual system is accomplished via a computer-programmed accessory. Cost of the player-recorder will be near $400.

Recording can be made by a microphone or direct connection with any program source (FM tuner, stereo phonograph, etc.). The compact five-watt unit features a miniature pickup cartridge, illuminated recording level meters, automatic recording shutter off at the end of the track. Telephone Dynamics Corp., founded in 1925, is the forerunner of the 4-track continuous

Ampex Division Mgr. Resigns

CHICAGO—Pete Laramore, operations manager for the Ampex Tape Division of Ampex Corp., has resigned. He disclosed that he is joining the Mcllroy Corp. in California, a gasoline power equipment manufacturer, where he is expected to bring his sales operation on a national basis. He had been with the company for some eight years. His replacement will be Donald Hall, former manager of distribution services. The resignation is effective Aug. 15.

Karshner Label

CLEVELAND—Roger Karshner, co-producer and personal manager of the Karshner Organization of Capitol Records, launched his own label last week—Round Records. For Karshner, a partner in the new venture is Anthony Nuccio. Karshner has been with Round Records for more than 13 years before leaving to form the new label and Flood-Pole Records, the parent firm. First release is an album of Good Hope with "Shadows," out this week. Address of the new label is 1204 Superior Building.

Stereo Tape to Supply Beech

WICHITA, Kan. — Stereo Tape Wholesale Co. has contracted to supply the Beech Aircraft Corp. with 4-track tape CARtridge units and tapes.

Chrysler, president of Spaceage Enterprises, Inc., the supplier, said the units were obtained from Security Industries. John Reed, Stereo Tape’s wholesale representative, is working out details of the cartridge-supply arrangement. Sherry stated that about 25 units would be installed in Beech’s executive models a month.

A host of British Philips group artists were brought in for performances at various stages of the conference. Among them was the well-known jazz singer, who is to get a major build-up this fall.
Berkalow - Programmed for Books. July 6, 1966, 8:30 PM.

DUNHILL
THE BRASS BAND-Law's Theory, B 50012
THE GRASS ROOTS-Where Were You When I Needed You? B 50011
THE MARAQUES & FAMILY-Cash Screamer, B 50016

RIASE ITSTA
RASDIT IGST IHR A EG SATZ ELT EMA Retel HAMRAN HAMRAN EUA DLP 1600
WOOL NAKES-Triptych, FLP 1651, FLP 1650
VARIOUS ARTISTS-Mein Schief Schweizerland, FLP 1453
VARIOUS ARTISTS-100 GREAT GERMANY, FLP 1453
MAIA & MARGO BELLINIO & THE CINEMA GUARDIANI-Worldwide, FLP 1604
OSKON MARIN & ORCH-Esta En Alto, FLP 1604
JAPANESE, FLP 1457
LEO ACERA & ORCHESTRA-Cumbias Y Pescaderos, FLP 1453
JANUARY-Kurematsu, FLP 1453
HICKORY
BE THE BEST OF S. J. THOMAS, FLP 1439

IMPULSE
JOHN COLTRANE-Altoflug, A 910

CHICAGO HAMILTON-The Further Adventures of El Chavo, A 9114
GAH FT-Persuasion, A 9112
JOHNNY ROLLINS & OLIVER NELSON-affirm, A 9112
BERRY BAKER-Adventures in Further Deffinition, A 9117
TUPP LAPPE-A Flat, D Flat and C, A 9117
GANN MCALLISTER & GARDON SABRO-Shadow, A 9122

JEWEL
REV. O. L. MOULTON-New Sweet Little It Is, LP 0003
BEV. DONALD DOBINS-Search for Paradise, LP 0004

MOJN
DON CHERLY-Suchness, MLP 8099, MLP 8096
DON JENKES-A Song for Everyone, MLP 8084, MLP 8080

MOVIECINE
DON CONNELL-I Wish You Love, 710522

LONDON
1930 ART OF THE FINNE-Stockholm (Church Ornithology), CMA 3215
BARTOK, SIBELIUS-GARDNER-Stockholm, 710520
Coldham: Music From A Great City-The City of London, 710451

OLCPHIL
ROSELLE: No. 6 In B MAJOR OF 35-Vienna Philharmonic Orch. (Von Kulators), CMA 3445
Grieg: Sinfonias, CMA 3403

USA
KIRKMAN: PSCH & ORCH-Favorite German Orchestras, 710490, 710490
Locc CROUCH: Favorite Songs of Scotland, TF 710413

BULGARIA
KRAPEZKOV, KNIWIEZOV-Orchestral Popular Music from Poland, TF 710409

CHINAMAN: FANTASIA IN C MAJOR OP 17-Vladimir Ashkenazy Ch 6429, Ch 6471

CELEBRATION: THE INTIMATE VALENCIA, TF 71437, TF 71437

BLACK WATCH-Way Far and Pale, TF 71497, TF 71497

The version of DAVID WHITFIELD, Ch 6477, Ch 479

MGM
CONNIE FRANCIS-Miss Cheetah of the '50s, E 4102, E 4102

MONUMENT
DON CHERLY-Suchness, MLP 8099, MLP 8096
DON JENKES-A Song for Everyone, MLP 8084, MLP 8080

OF
DON CHERLY-Suchness, MLP 8099, MLP 8096
DON JENKES-A Song for Everyone, MLP 8084, MLP 8080

STIRLING
ERICH STEIN-CAIPE-CAIPE, TF 710625
MART WELLS-Ohl, TF 710510

PHILIPS
BENN group-Sunday, PHX 200-212, PHX 200-212

SING
CONRAD HALL-He Teached Me LP 1492

TANGERINE
JOHN ANDERSON-Time Will Tell, TFX 1506

COLUMBIA
20TH CENTURY-FOX
SOUNDTRACK-Raul Salinas, TF 1472
SOUNDTRACK-Now To Sell a Million, TF 1483

SOUNDTRACK-The Bible, TF 1483

UNITED ARTISTS
AL CABIN-Coda Romantic, U 5337, U 5337
PATTY ROY'S Greatest Hits, U 5335, U 5335

PONTI-KRAUS-THICKEN-You Asked For It, U 5340, U 5340

JAY & THE AMERICANs-Live Now Alas! U 5341, U 5341
GEORGE JONES Golden Hits, U 5339, U 5339

INTRODUCE INTRODUCING JAY RENWICK, U 5401
BOBBY WILLES-Little Man With The Big Horn, U 5400, U 5400
DEL'SERVES-Sailin' Any Sword For Your Children, U 5409, U 5408
JIMMY RUSSELL-The Latin Album, U 5338

JIMMY REED'S-Right Hands The Heart, U 5408

VARIOUS ARTISTS-Music To Read By, Reprinted, U 5341, U 5341

VERVE
KAI WINDING-Dirty Guy, V 6001, V 6001

WING
BEZ. ALLEN Sings and Tells Tales, MOG 1290, MOG 1290

does Not Include The Critics; The Cults; The Brothel; The Party; The Club

Morgan Great Musts of the Great Country & Western Music; U 5335, U 5335

STANLEY BROTHERS-Harad Time; MOG 1295, MOG 1294

WORLD SERIES
RAC-BOENHOURCH-NO. 3 & 4-The Complete Arcades; MOG 71121

ROCHAMBEAU-NO. 3 & 4-Bologna; MOG 71121

BACH-BRANDENBURG-NO. 3 & 4-Breath of Life; MOG 71121

KARL R. BACH-BRANDENBURG-NO. 3 & 4-Merriweather Chamber Orch. (Goldberg) MOG 71121

BACH DONTA NO. 2 FOR VIOLIN & PIANO-Rafael Bull/Susan Sachs, PHC 9019

PONTI-KRAUS-THICKEN-You Asked For It, PHC 9020

MORGAN: SINFONIA NO. 5 & 6 OP.

LONDRA: SYMPHONY NO. 6 & 7 OP.

LONDRA: SYMPHONY NO. 6 OF LONDON SYMPHONY ORCHESTRA, (Forrester), PHC 9015

GERMANYH: CONCERTI GROSSI OP 7-1 HACZ, II MOUNTAIN, PHC 9019

JETZ, SYMPHONY NO. 1 FOR VIOLIN AND PIANO-Richard Stoltzman, PHC 9020

LIZETTE, ENGLISH VIOLIN RECITAL-Coffin, PHC 9010

BRITTEN, BARTOK AND BRANDENBURG-Symphony Orchestra, PHC 9024

PERCY, BEATRIX-CLARINET STRING QUARTET, PHC 9010

KARLIEL: BALLETT SUITE FROM "CASTOR ET POLLUX"-Londra Symphony Orch. (Haskil), PHC 9010

SOUNDBOX, GUITAR QUINTET -9.边界Artists, PHC 9010

TELEMARK: DON JUANITE SUITE-Rosenheim, (Reinhard), PHC 9002

ZONDERVAN
EMILY W. DAVIES-Relax and Sing Along, ZLP 202
JIMMIE MCDANIEL-Down by the River Side, ZLP 202

SLABACK SISTERS QUARTET, ZLP 202

A 41% Sales Hike
For Audio Devices
NEW YORK—Audio Devices, Inc., manufacturers of magnetic tapes, reports a 41 per cent increase in sales for the first six months that the company reported. Operating net income in the half rose 30 per cent to $5,599,025, while sales increased to $37,866,016.

"The major contribution to the increased sales and earnings was made by the company's regular tape products," William T. Haski, president, said. "The stereo tape CARTRIDGE business is now on a profitable basis and the growth of that market should be reflected in increased sales and earnings in the second half of the year."

Recoton Offering
Kit for Players
NEW YORK—A new maintenance kit for tape CARTRIDGE players was being marketed by Recoton Corp., a manufacturer of phonograph needles and accessories. The kit consists of a head cleaner, lubricant and a special applicator brush, which permits easy access into the cartridge unit. The package, known as the Recoton Auto Tape System Maintenance Kit, may be used for all 4-and 6-track units. Suggested retail price is $3.95.
ITCC

Subsidiary of Dextra Corporation

is proud to announce
that it has been appointed EXCLUSIVE
duplicator and distributor for all
8 and 4-track stereo tape cartridges from

AM RECORDS

Contact your local AM distributor for details of this exciting program.

A catalog that includes
such best-selling acts as:
HERB ALPERT & THE TUXEDO BRASS
THE BAJA MARINERA BAND
CHRIS MONTEZ
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TAPE CARTRIDGE

Mercury's 4-Color Releases Are Cut

CHICAGO—Mercury Record Corp. joined the four-color tape cartridge packaging parade last week with the release of 18 more stereo 8 albums. Mercury has released 68 stereo 8 albums. The company also has released 44 albums in 8-track cartridges and 50 titles in "cassette" type cartridges of the Philips type.

White Whale Has A Whopper Year

LOS ANGELES—White Whale Records, which ends its first fiscal year Aug. 30, estimates gross sales will hit $750,000, according to co-owner Ted Feigin. During its first period, the label released 11 singles and two albums, with five singles and the two LP's making the charts.

WW's leading act has been the Turbines, which accounted for four of the chart singles and both albums. Following the development of the Turbines by Feigin and his partner, Lee Lasnott, both former promotion men, the duo signed Lynne Cybelle, the Eyegreen Fullness and the Drones, all unknown commodities.

Now in a move to acquire an already established act, the duo has obtained April Stevens and her brother Nina Tempco.

The record label's publishing arm, Ishana Music, which has heretofore been a clearing house for WW's original material, is due for greater output, with songs written by house acts placed with other performers. Feigin says the concept is for a family-type operation with the artists writing songs for each other.

Feigin scores the policy of taking out releases with the hope that one becomes a hit. "The business should be more scientific than holler-skilter tossing out releases."

Singularly important in the company's trial period during its first year was the relationship between Feigin-Lasnott and their distributors. Feigin owes part of their promotion experience and the ability to talk the same language with distributors, "We're off the street," he said "it's not like being a guy in an ivory tower calling." Each package for the new stereo 8 release will carry a full-color reduction of the album liner on the front and on the back.

In the release are "Still More Genius of Janekowski" (MC8-61076); "Tender Is the Night," Johnny Mathis (MC8-61069); "Unforgettable," Dinah Washington (MC8-60232); "Aesop's Fables," Smothers Brothers (MC8-6089); "Oscar Peterson Trio Plus One Clark Terry" (MC8-60975); "The Magnificent Miriam Makeba" (MC8-61082); "The New Scene," Sarah Vaughan (MC8-61079); "Champaign, Roses and Bombons," Minneapolis Symphony, Philharmonia Hungarica, Antal Dorati (MC8-50444), all on the Mercury label.

Philips releases include "Secondarily Sing Sing of Love, Lies and Flying F oots (PC8-606-190); "Wild Is the Wind," Nina Simone (PC8 609-207); "The Brazilian Scene," Luiz Benva (PC8 609-208); "You Don't Have To Say You Love Me," Dusty Springfield (PC8 600-210), Smash offerings are "Double Shot of My Baby's Love," the Swingin' Modulists (SCR-67083); "Grisel and Soul," James Brown (SCR-67075); "Golden Hits," Roger Miller (SCR-67073). On Fontana: "A Greatest Kinds of Love," the Turtles (MC8-67554); "Black Orpheus," Soundtrack (PC8-67520).

Gerry Mulligan's "Feelin' Good" (LC8-58630) is released on Ltimeline.

Accessory Items Are Developed

LOS ANGELES—Two newly developed tape Cartridge accessory items from two Coast companies are a car headrest with speaker inserts from Muntz Stereo Pak and dust clips from Capitol Records.

Muntz unit which is built by an L.A. headrest supplier, will sell for $14.95 and eliminates cutting speaker holes in doors. The dust clips (they come in a package for 20 cents) snap on the end of an 8-track cartridge and protects the tape from dust and grease. The clip was designed by Oris Beuster, special products manager.

In the past few months we have heard nothing about the development of accessories for tape or stereo cartridges. Mercury has been running ads in the past few months. We can hear nothing about the development of accessories for tape or stereo cartridges. Mercury has been running ads in the past few months.
CHICAGO — What is inexpensive, easy to stock, easy to sell and a natural tie-in with a phonograph record store? The answer, for the past several years, has been radios.

Radio receiver sales, stimulated in recent years by the emergence of "format" radio stations which aim for a specific group of listeners—teen-agers, classical music aficionados, jazz buff, sports fans and so on—have been getting better and better.

Since 1960 radio sales have more than doubled in this country. Total units sold in 1964 added up to 25 million. This figure increased to 34 million last year and will go over 36 million this year.

The FM radio, resurgent with the increasing number of FM stations and improved FM station programming, has had the fastest rate of sales growth in the industry.

PORTABLES

The portable radio, a hit with adults as well as teen-agers, was first stimulated into a high volume item by inexpensive imports and now accounts for over one third of the sales in the record market. Table, clock and auto radios are other significant elements in the receiver field.

According to record dealers, the types of radios having the best chance of selling to many photograph record customers are: (1) the under $10 AM portable "teen" radio; (2) the AM-FM portable selling in the $25 to $40 range; (3) the FM table radio selling between $40 and $80.

Henry Lishon, who owns a pair of record stores in the Chicago area, summed up the teen-age radio market with the remark that: "all they are interested in is: how cheap is it? and is it small enough to put in my pocket?" Lishon added that his best seller is a $9.88 AM portable.

Both Mrs. Havill and Aaron Rose, co-owner of Chicago's Rose Record Stores, along with their Midwestern dealers and manufacturer's representatives, said that customers are seeking quality and ignoring price in the FM line. "Surprisingly enough," said Mrs. Havill, "the greater volume of FM sales are in the more expensive units. Customers like to have good sound and are willing to spend between $50 and $100 for a portable radio which is a miniaturization of a high-fidelity equipement. Younger people such as kids just going to college. It is surprising how many of them like classical music."

Although many of the radio products now sold are made in Japan—including several U.S. "name" brand items—because of lower labor costs, local manufacturers are looking at new, less expensive, miniaturized circuits as a way of getting into price competition with the Japanese.

model form to appear next week

CHICAGO — Fred Sipiora, owner of Singer One-Stop here, has been preparing, with the assistance of several dealers, a simplified inventory and "radio reporting" chart for a record store. The chart, currently undergoing final modifications, will be reprinted in next week's issue of Billboard.

Record Buying Group To Provide Players

WAUSAU, Wis. — BMI Music Distributors, formerly a local one-stop, now the key in a record dealer buying group, told Billboard last week that it will soon serve as a buying center for phonograph players also.

The group is headed by Robert Poyovich who owns BMI, is composed of 15 retailers in the Wausau area. Members can purchase singles for 50 cents each and LP's for $2.

Poyovich told Billboard that he has made large-scale purchase agreements with a Cleveland wholesaler and a Chicago record merchandiser to obtain all of his records.

"We have to buy carefully," he said, "because we have no return privileges and could possibly get hurt badly. The advantages of this kind of arrangement far outweigh the disadvantages, however. Since we started the buying group this past April we have had very good success. Recently we have been receiving feelers from several other retail outlets who are interested in joining us."

Poyovich, who is also president of Music Vendo Corp., said he has two types of arrangements with retailers in the buying group. "There are record stores and small department stores in our group. The department stores buy our LP's from us but we install a vending machine to handle the singles—similar to a rack but with the gullotine problem eliminated. The record stores, on the other hand, may lease the vendor from us and stock their own selection of singles. To assist them, we provide a combination Top 30 selection and inventory control sheet."

The vending machines, said Poyovich, carry 50 different records and can be filled with as many as 15 of each.

The buying group's current effort to expand into photo-

CONTINUED ON PAGE 72

AUGUST 20, 1966, BILLBOARD

PHONOGRAPHS • TAPE • RADIOS
HIFI COMPONENTS • GUITARS • ACCESSORIES

PRODUCT TRENDS

Strong Radio Sales Help Record Dealers

CHICAGO — Radio sales have reached new highs in 1965. The American Radio History Association reports that sales of all types of radios, including portable, table, clock and auto, reached a total of approximately 25 million units. This figure represents an increase of 20% over the 1964 total of 14 million units.

The biggest gain was in the portable radio category, where sales increased from 2 million units in 1964 to 10 million units in 1965. Sales of table radios also showed a significant increase, rising from 5 million units in 1964 to 12 million units in 1965. Clock radios and auto radios also saw a boost in sales, with table models increasing from 3 million units in 1964 to 8 million units in 1965, and auto radios increasing from 1 million units in 1964 to 3 million units in 1965.

According to the Association, the biggest gain in sales was in the AM/FM market. Sales of AM/FM radios increased from 1.5 million units in 1964 to 6 million units in 1965, a 200% increase. This is due in part to the increased popularity of FM radio, which has grown significantly in recent years.

The increase in sales has been driven by a variety of factors, including the growing popularity of FM radio, the increasing number of FM stations, and the improved quality of FM receivers. In addition, the availability of low-priced FM radios has made them more accessible to a wider range of consumers.

The Association also notes that the growth in sales has been particularly strong in the Midwest, where the number of FM stations is highest. The Midwest is also home to a large number of radio dealers, which has contributed to the strong sales growth in this region.

Looking ahead, the Association expects sales of radios to continue to grow in 1966, driven by the continued popularity of FM radio and the increased availability of low-priced FM receivers. The Association also expects sales of portable radios to continue to grow, as more consumers look for convenient, portable listening solutions.

In addition to the growth in sales, the Association notes that there has been a significant shift in consumer preferences. Consumers are increasingly looking for high-quality, high-fidelity receivers, with features such as stereo sound, automatic tuning, and remote controls. Manufacturers are responding to these trends by developing new products that meet these demands.

Overall, the growth in sales and the shift in consumer preferences are positive signs for the radio industry, and the Association expects a strong year for sales in the coming months.
New All-Wave Portable Unit From Japan

TOKYO — The Matsushita Electric Industrial Co. of Japan last week announced the introduction of an all-wave portable radio which will retail for approximately $300.

The unit, Model RF-5000, will be handled in the United States by Matsushita Electric Corp. of America. The firm's spokesman said the radio has 20 transistors, receives 8 short-wave bands, long-wave, medium wave as well as FM broadcasts. It is powered by seven dry cell batteries.

Record Buyers
- Continued from page 71

graph players, said Peyovich, in close to completion. "This will enable our dealers to compete on a fairly even footing with some of the chain stores who can afford a smaller profit mar- gin because of their high volume capabilities," he said.

EIA OFFERS YEARBOOK

WASHINGTON—The Electronic Industry Association recently issued its Yearbook, an informative reference to the economic state of all product segments of the electronic industry.

The publication, containing 83 pages, 73 statistical tables and 14 graphs, sells for $4 per copy.

Ramat Formed

NEW YORK—Ramat Enterprises, Inc., an independent record production and talent management firm, has been formed by Tom DeCillis, Ed Leipzig, Duke Anderson and Pearl Paul. Ramat's first production is Bobby Lee's "I Was Born a Loser" on Sue Records. Ramat also acquired Rambin Music (RIM) and had an exhibit and suite at the NARA convention held Aug. 11-14. Upcoming releases for Ramat and Rambin are by Billie and Lillie on Cameo-Parkway, the Cinderellas, and a Bobby Lee follow-up.

GIANTEEN FAIR held recently in Chicago's McCormick Place gave chance for many merchants to show their wares to the thousands of youngsters that flocked through the gates. Centerpiece and main attraction of the show was, of course, big bantam and other live and (above) on records.
Tapping the Teen Market

CHICAGO — Bulk vendors would like to hang on to those buyers who graduate to their teen friends. For obvious reasons:

- There are nearly 20 million of them (our biggest age group).
- They spend nearly $30 billion annually.
- Their average allowance is about $5 a week.
- There is no dispute in the business about the size and profit potential of the teen market. But there is some difference of opinion as to how effectively bulk vendors are reaching the now and what means, machines and merchandise should be employed to move more young people into the market.

Disagreement arises at such points as, degree of present capitalization on teen customers, types of machines, pricing, season, the right kind of merchandise, top locations, merchandising, promotion, what means should be used to reach this market potential. We’ll take these in turn:

How are vendors doing in the teen market? Karl Guggenheim’s Bob Conkle, who came to Chicago some years ago with the industry’s foremost teen student of trends, feels the teen trade is one of the most untapped.

“Despite the fact that teen-age market is virtually untapped,” he said recently to Billboard’s Hank Fox. “Most of the machines” on display are oriented to the 4-to-10-year-olds. Teen-agers stay away from them because they are not big enough to appeal to their wants.

Others do not totally agree that teen market is virtually untapped. Chicago’s Tom King, president of Merchandising, with some hesitation, that many vendors are realizing 35 per cent of their income from buyers in the 13-to-16-year-old bracket.

Kansas City’s Bernie Bitterman of IBD, calls them “teens.” The term is used by “About 50 per cent of the vendors,” who need “to go from the 13-to-15-year-old group,” he said.

These observers suggest that the new emphasis on teen items from manufacturers will sharpen teen buying. They agreed that the teen area is a big opportunity.

What machines suit the teen market? Guggenheim feels that the operator should go with his existing machines in the teen market, merely “getting his machines to the new market.” In this way, he says, the operator can avoid tying up his cash in new machines.

King insists, however, that “We need all types of machines. There is a buyer for each type. Bob Guggenheim will be the first to tell you that teens are 25 and 30-cent buyers today. And ‘there’s another point to remember. If 25 and 30-cent machines were made, Carson’s wouldn’t be the success it is today.”

Observe Bitterman: “The 10-cent machine is the ideal teen machine. The quarters machine needn’t steep for him—at least in the area of novelty purchases. Moreover, it is in the natural market for merchandise that the operator gets his best marks today.”

Which leads us to——

What is the best teen merchandise? The year 1966 has been the bean of the market for teens and Go-Go items. Both, in significant figures from our panel, are heavily teen-oriented items. Most observers agree that in the past the supply of teen-type coin items has been sparse.

“The signs of supplier interest in the teen market may mean a significant breakthrough to new profits for us,” one operator remarked at the National Vendors Association convention in the spring.

Guggenheim has declared that teen merchandise must be quality merchandise. “The 10-cent is a sophisticated buyer. Funky imitations and shoddy knock-offs are not for this market,” he said.

With the supply of quality merchandise in categories from a dime through 50 cents yet reported sparse, distributors have been beating the bushes looking for items to meet the demand. “We’re haunting the value shows,” a major distributor told Billboard.

Indications are that the big suppliers are now beginning to catch up, and operators are going to buy, they say, if “it’s this: the merchandise—be it dime, quarter or half dollar—but, that’s the profit. They feel their mark-up on such merchandise is not presently favorable.”

As to types of merchandise, it is generally agreed that the kids the teens have their own funds. Right now Guggenheim is putting out decals in line with the teen craze to decorate fingernails, too (Billows, etc. An off-shoot of this craze now is a black eye patch doused with acid). Guggenheim explains that though the item capi-

talizes on a teen lead, it must be “brought down to a price all can afford.”

The trend sells the biggest business. This merchandise proved relatively profitable, as though aided by other rock and roll acts and had little success in the market. It was the appearance of the “mutable” rock and roll star (sung, too by the young) that will create a revived demand for teen set merchandise.

“One of the top teen locations!” The best location’s for machines vending teen-oriented merchandise is located in the various—that not necessarily in this order as:

1. Chain and dime stores.
2. Supermarkets.
3. Turnpike stops.
4. YMCA’s.
5. Neighborhood teen hang outs.

(Continued on page 74)
AN INVESTORS' CHECKLIST

Advice from an expert on how vendors can themselves crack down on "blue-sky" promoters was offered here last week. We expanded that service to include a safety check for potential investors in the vending business. Reprints of this checklist are available for vendors who wish to make them available to local newspaper editors, advertising managers and officials of the Better Business Bureaus and other private and public agencies.

Every investor should ask himself the following questions before getting involved in vending:

1. Have I inquired about this company with the Better Business Bureau? Yes—No—

2. Have I obtained enough information on the economics of the industry—its true profits, etc.—from a local member of the industry, the industry trade association and vendors you know really know the business? Yes—No—

3. Am I certain that there will be no legal problems after I invest? For instance, if food equipment is involved, does it meet public health standards? Do I know about all taxes involved? Can I get a license for this kind of business? Yes—No—

4. No matter how new this business is—or this offer is—can the promoter give me the names of at least three satisfied investors? Yes—No—

5. Have I verified that all of the groups and individuals with whom this person claims to be affiliated have met him and have authorized the use of their names, etc.? Yes—No—

6. Has my lawyer reviewed any and all papers involved in this transaction before I signed them? Yes—No—

7. (If you have even one "NO" answer on this checklist, inquire further before investing.)

SPECTOR JOINS SRITE INT'l

DES PLAINES, Ill. — The appointment of Hy Spector to the management staff of Srite International, Inc., maker of postage stamp venders, among many "products," has been announced by company President Adolph M. Wertheimer.

Spector has been executive vice-president in charge of production. He has been president of Scott Container Corp., for the past 24 years and remains its chairman. A graduate of John Marshall Law School, Spector has served as regional counsel of the National Recovery Administration and is on the boards of various Chicago-based corporations.

COINMEN IN THE NEWS

LOS ANGELES

Henry Trenck announced that the C. A. Vendor, Inc., will enlarge its parts service department, rearrange its floor plan and generally change the appearance of the plant. Work will be completed by the fall. — Harry Brooklyn, who manufactures and distributes "Kiddie rides" operation, continues on his "world tour" taking trip after a Los Angeles stopover. — Frank Nagel, former executive at Straw Distributing in Los Angeles, is now vice president of the Straw Denver office, located under the name Pickins on a week's sales call in the state of Colorado. — Free Straws will be included with this issue. — Bill Happel, president of Badger Sales & Vending Co., is pleased with AMP's new line of hand tools and venders will be on display at Badger after school board's request to place 4-cent city tax on cigarettes. The city cannot levy the tax without authorization from State Legislature, and Governor Sc parity refused the request. The mayor of legislation to authorize the tax. — Frank Nagel, once organized bare to handle vending machines and other operated machines, machinery, equipment and service of all kinds. Application for charter of incorporation was filed by attorney David S. Savitz. — Local attorney Arthur S. Lorch filed application for incorporation of both John's Vending Corp. and the Southwark Vending Corp. Both firms were organized to deal in vending machines and equipment and dispensing machines and equipment of all kinds.

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Price Index Premiere

CHICAGO—The Billboard Bluebook of used and reconditioned coin machines prices makes its debut this issue (see page 84).

The new feature, to appear monthly in the Coin Machine News department, is designed to help coin machine operators, distributors, manufacturers and suppliers.

The price index is included only in copies of the magazine mailed to coin machine industry subscribers.

The Bluebook represents months of market research and publication is made possible through the efforts of the industry's top franchised distributors.

Data used in compiling the index was gathered from distributors only. New or revised or otherwise publicized machine prices were averaged in the index.

The most arresting feature of the Bluebook is the list of general price changes. Actual value of a specific machine depends upon its condition, and the service shops in the industry today play a major role in determining the value of coin-operated equipment.

Various affecting value are, of course, legion. Transportation, labor, parts and operational costs differ sometimes drastically from market to market. And all have direct bearing on machine prices. Demand for a particular make or model will vary uniquely in high in certain areas—sometimes opposed to general market acceptance—giving that machine much higher value than the market mean. The only accurate value, therefore, is local value—and the Bluebook allows for this with a designated blank.

1,000 Models

An index of mean market prices will inevitably differ from recognized local prices. The purpose of such an index for a national industry is not to set local, regional or national parameters, but merely reflect general pricing patterns.

A concerted attempt has been made to arrive at a realistic price index than is usually published. As one distributor wrote when he reviewed

(Continued on page 76)

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Color-Sonics Unit Shown; Distribution in Eight States

NEW YORK—Color-Sonics introduced its new cinema-jukebox to the coin-music industry last week (10) and announced late August distribution plans.

The new machine will get its widest trade exposure at the Music Operators of America show in Chicago Oct. 28-30.

According to company president, Stanley Green, the unit breaks through the four major roadblocks long hindering the film/jukebox concept—competition with operators and the general public.

The machine is said to solve the problems of high cost of equipment, complexity, serviceability and high print costs.

The key to the company's new system is the same concept that has rocketed to prominence this year in the record industry—the continuous loop cartridge for home and automobiles.

The theater-jukebox cartridge houses film, round sound.

Green insists the cartridge brings to the equipment a form of operational control the industry has never had before.

With the film placed into the jukebox, the picture is independent of any other. It is wholly contained within the cartridge itself. If a film rips in the middle of a showing, the cartridge can easily be removed with one hand, without interfering with other film numbers, Green explained.

According to Green, his is the first cartridge with no flicker. It combines a smooth sound and an intermittent film in which each frame is frozen before the lens by using a patented shutter system.

The Color-Sonics optical system is licensed from Fairchild by a 15-year exclusive agreement. Color-Sonics' engineers designed the jukebox around the cartridge.

Green said that the maximum search time needed between selections is 15 seconds with some three seconds between adjacent numbers. Average time is four to five seconds.

Cost

The high cost of machinery has been substantially reduced, he said, because of the cartridge. Its presence results in simplified design. Fewer parts are necessary and the operator can remove inoperative cartridges with one hand. No knowledge of the unit's inner workings is required.

The self-contained unit, including speakers, is 28 inches wide—s a 11 enough to fit through any size door. Green would not disclose the theater jukebox's price.

The units are all built with "off-the-shelf" components—parts that can be readily purchased at any local service, hardware or electronics parts shop, Green said.

An inferiority label has frequently been branded on the film product. According to Green, the company's executive vice-president and the company's main engineer, "With the small distance between the lens and the screen and the relatively small size of the picture quality level is just as good in other CinemaScope where home movies are shown, the quality level can be readily noticed. But that's a matter of some 20 feet. Ours is several inches."

Standards

Color-Sonics, through Official Films, Ltd., (the company's film record holder), is selecting its tunes for film with longevity in mind. Standards are being chosen, but Henry Schwartz said a point will be reached when the distribution of machines will warrant filming "Hot 100" cuts lasting only approximately eight weeks. Arrangements have been made for use of pre-recorded soundtracks with Warner Bros, Capitol, RCA, MGM and Liberty.

Color-Sonics has developed a

(Continued on page 77)

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NO HYPES

Here, Frank, Bill...

...Lou, Jack, Phil—and you hundreds of other operators and distributors around the country who have been persistent in your request for an index of Bluebook of used and reconditioned coin machine prices. See inside back cover.

We can now present you with a service to our coin machine operators, distributor and manufacturer readers in the belief that—as one distributor expressed it—"... equipment is easier moved if it is sold at a price to fit to your music value."

A price index is not a value maker; rather, it is a value refection—it mirrors the mean market quotations. The Bluebook is in a genuine sense a news feature. It reports prevailing machine price averages. Could there be any more important news?

It is impossible to prepare a price index without the assistance of coin machine distributors—who are on the price firing line daily. We have received excellent cooperation from the nation's top franchised distributors in the consuming task of gathering quotes, and we take this opportunity to say thanks.

The index will appear monthly in handy, pull-out form. We recognize that price fluctuations are not rapid enough to warrant weekly revisions.

Watch for the next Bluebook in the Sept. 17 issue.

(Continued on page 78)

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Picks Jukebox Hits on Basis Of Title Strip Prod Orders

By HANK FOX

NEWARK, N. J.—Music operators can now obtain program orders by title selections. Color records are scoring strongly in jukeboxes throughout the nation.

The guide called Hit Program Service, is available through D.

M. Steinberg, owner of the Sterl

(Continued on page 76)

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This Operator Studies Charts 10 Hours Weekly

By BRUCE WEBER

LOS ANGELES—Operators who follow the record charts as a "programming bible" to properly cultivate the art of selecting jukebox stock.

Jukebox operators oft times help decide if a record will be a hit. "One must be familiar with the record charts and finger the coin-operated widespread jukebox circulation.

So says Jerry Kunruther of Pioneer Amusement and Yend

(Continued on page 77)

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DICK STEINBERG: "The sale of title strips is an accurate reflection of jukebox activity."
NEW ORLEANS—Since the beginning of the coin machines in the early 1930's, electronics has become a major factor in the growth and development of this industry. From the relatively simple mechanical phonographs and amplifiers that were manufactured in those days, we have arrived at the sophisticated electronic coin machines and phonographs that we have today. As a result of all the technological changes that have taken place in our industry, the old screwdriver and pliers mechanic is a thing of the past. Today, it is a prerequisite for all technicians employed by our company to have a background in electronics.

In addition to manufacturing coin machines, the Seeburg Corp., whose equipment we distribute, is also actively engaged in the making of pianos, organs and other musical instruments. During World War II, the United States Armed Forces utilized Seeburg engineering skills and facilities in the manufacture of electronic and radar equipment. The same plant and many of the same engineers are today turning out coin-operated phonographs with electronic memory devices capable of storing selections much in the same manner that IBM uses on its digital computers.

So, in technology as well as in sales, Seeburg and the other manufacturers in this industry have advanced at a fast pace since the early days. Today, there are between 400,000 and 500,000 coin-operated phonographs in use in this country. In addition, there are millions of novelty games and vending machines. All of these are complex mechanisms that in many cases need frequent servicing by competent and qualified servicemen.

Factory Program

To help meet the needs several years ago Seeburg initiated a program of training servicemen employed by distributors and operators. The program is conducted at the factory level and the Seeburg plant—where instructions provided by Seeburg engineers can be seen in action. Since the program began, over 1,000 students have graduated from vending classes, and 2,000 were graduated in music classes. The program is still in effect and will be continued.

(Continued on page 78)
Canteen's Tom Stirton—Up Through the Ranks

By EARL PAIGE

ST. LOUIS—Tom Stirton is one veteran company executive who knows how to fill a machine. This observation—though it seems this executive apart from management that is oblivious to basics of an operation—really doesn't do justice to Stirton's broad experience in many capacities since he joined Canteen Corp. (then Automatic Canteen) 23 years ago.

Stirton knows how to fill a machine because he started as a route man. He's worked his way up through the ranks to Area Director of Operations and he's considered by many to be the brightest young man in the entire national company.

Stirton's grasp of the business is also realized by his peers. He's president of the NAMA-affiliated Missouri Automatic Merchandising Association and a board member of the local organization, here, the Metropolitan Automatic Merchandising Council of St. Louis.

"I was with the public service company in Chicago for 10 years," Stirton said, in going over his background for Billboard, "and joined Automatic (Continued on page 64)"

Color-Sonic Unit Shown

* Continued from page 75 *

film rotation lease program in which the customer retained ownership of the films. "This allows the operator to have great flexibility with a large supply of continuing releases. It also lowers the cost to operators considerably," Green said. "As more theaters are placed, the price per cartridge will be reduced further."

In placing its video machines, the company is aiming for prestige locations — hotels, motels and better lounges. "None of the machines will be slated for neighborhood locations during the first few years," Green added. The initial distributors will be limited to eight States. They are California, Florida, Missouri, Illinois, Indiana, Kentucky, North Dakota and Utah.

Missouri is the latest State on the roster of the handling of the Color-Sonic product, Green announced Tuesday (2) that he had completed negotiations with Edward Alexander, giving Alexander the rights to form Color-Sonics of Missouri. The new distributing company with have exclusive distribution rights in the State.

Alexander predicted that by the end of the year some 300 units will be distributed throughout the State. By watching the markets in these States, Green hopes to move the theater jukeboxes into other States in rapid order.

Color-Sonics also announced last week the sale of 70 new films to its 200-title library. The company's entry into the coin machine operator market is viewed as part of an imminent influx of a number of new video machines into the U.S. market. Philadelphia's Dave Rosen will unveil a unit at the MOA show and several major jukebox manufacturers are expected to make big video news before the year is out. Scopitone, a division of Tele-A-Sign, Inc., has been in the U.S. operator market for several years.

Canale Wins Seat In Tenn. Senate

MEMPHIS—Operator Drew J. Canale has been elected to Tennessee Senate Seat No. 23, politician since 1961, over his opponent. A well-known Memphis coin-

man, Canale is president of Canale Amusement Co. and Canale National Tobacco Co. There he has operated music, games and cigarette vending for the past 16 years.

A newcomer to politics, Canale triumphed over incumbent Sen. Leland Carter.

Landale

"A lot of hard work by my volunteer organization made my landslide possible," Canale said. Canale's campaign manager, for example, was George Simmons, president of Simmons-Pennington Co., 10.8 per cent.

Landale said: "Canale is a real work horse, and he will work just as hard for our industry as he did to get elected. Canale is for good, honest government. He is tired of having our industry pushed around by people who do not understand it.

"It is time that we stand up and be counted, and have someone to represent the coin machine people—someone that knows something about the business."

During the campaign, Canale was dubbed the "singing senator" because he frequently sang before delivering his addresses.

Following his election, Canale and family departed for a Florida vacation.

Operator Studies Charts

* Continued from page 75 *

will provide information on "onber" singles for jukebox acceptance. 'Although I carefully scrutinized the charts," he said, "it is always wise to confer with one-stop operations for additional tips. Radio stations too, assist in providing 'bubbling under' selections.

Manager's Notes

Kunrer, who says he maintains a_~\
habit of tabbing jukebox hits, has a sys-
tem that guarantees 90 winners in 100. By check-
ing the charts religiously, he said, "you learn the poten-
tial of artists and even songwriters. By charting a song as it approaches the top 20 level, you have an idea of its strength. By picking the tune for jukebox use when it hits in the 20s," he feels, "you have a 90 per cent chance of having it on the jukebox."

He warns, however, that picking jukebox hits strictly off radio play may be damaging because offers tunes hits in the radio stop on the photograph. "Chances are the only reliable source an operator has to go on," Kunrer feels. "If I overlook a chart pick, and it hits," he said, "I seldom purchase a single after it achieves hit status until the location owner demands the tune."

Next to service, Kunrer also labels selecting singles for jukebox consumption as the most important phase of the job. "I devote at least eight to 10 hours each week studying the charts," Kunrer revealed.

Also part of his system is to go with the "winning" artists. He labels Frank Sinatra, Dean Martin, Eddy Arnold, Elvis Presley and the Beatles as jukebox hits "no matter what the song." "You must remember," he said, "that certain artists do well in certain locations, but 'bomb' in others. The operator, before beginning to follow the charts, must have knowledge of his locations."

A requisite to picking jukebox hits, he said, is to be aware of the importance of the charts, and then follow them religiously.

Correction

LOS ANGELES — A report July 30 incorrectly identified Circle International as an affiliate of the R. F. Jones Co. Dean McDonald's Circle International is independent of the Jones distribution chain, servicing with the Rowe line territories formerly covered by Jones.
EXPORT TO FRANCE

First Quarter Report—Music And Games Gain; Vending Off

WASHINGTON — The dollar volume in new jukeboxes and games shipped to France during the first quarter of 1966 showed healthy increases over the same quarter of 1965. Vending machine dollar volume dropped sharply during the same time span.

Total value of photographs, games and vending machines shipped during January, February and March of this year was $1,657,336 compared to the period's $1,434,672 last year.

The vending figures: $86,692 worth of new machines January-March of this year. $162,588 during last year's comparable period.

Month-by-month figures on dollar value of machines exported are as follows:

<table>
<thead>
<tr>
<th>Month</th>
<th>Value</th>
</tr>
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<tbody>
<tr>
<td>Jan.</td>
<td>$36,105</td>
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<tr>
<td>Feb.</td>
<td>58,663</td>
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<tr>
<td>March</td>
<td>76,209</td>
</tr>
<tr>
<td>Total</td>
<td>$170,977</td>
</tr>
</tbody>
</table>

The music figures: $1,186,587 January-March of 1966. $1,158,915 during last year's comparable period.

Total: $1,186,587 Jan. $233,489 Feb. $381,880 March $751,218 Total: $2,646,665

MEMPADI S.A. OFFICES, showrooms and shops are quartered in this massive building at Metz. Mempadi, the Rock-Ola distributor in France, also distributes U. S. games and manufactures its own football game, Wil-Foot.

Operator Is In Politics

LANCASTER, N. H.—John T. Lazar, president and treasurer of Lazar Music Co., Inc., a major amusement machine operation, has been appointed chairman of the Ward 2 Thiny for U. S. Senate Committee.

Lazar, who has been prominent in civic, business and political activities here—and is a past president of the Manchester Lions Club—will assist in the campaign of Brig. Gen. Harris Thiny, retired Air Force ace, who seeks the Republican nomination.

New LP Source

Baltimore—Ben-Gar Records has been established by Benson Cassel, a former professional singer and songwriter.

The company's first release is a Little LP 331/3 r.p.m. record, featuring the choir of Northwood High School, Silver Springs, Md. The record has been produced especially for Cypress Gardens, Fla., and will be sold there as well as through the record's peak sales points.

New Denver Firm

DENVER — A new firm, Western Stereo Music Co., has been formed here to deal in coin-operated machines. Principals in the company are Larry Butler, Henry E. Hrubovky and James D. Wyatt, a national distributor set-up. The record is available in both stereo and mono.

Trade Combats Help Shortage

Rondeau Talk

Continued from page 78

The report referred to was issued by the Western Machine Market Research, a company that tracks the industry's financial health. The report indicated that while the number of jukebox and game operators had increased, the amount of money being spent on new machines had declined.

Editor's Note: The above was excerpted from a recent talk by Bob Rondeau, manager of Empire Distributors, Inc., in Menomonie, Mich., at a special meeting called to discuss the industry-wide shortage of qualified coin machine technicians.

Seeberg Says

Continued from page 78

One of the fascinating things about our industry is the continuous changes that are taking place. The new ideas and new techniques are constantly being developed to bring the public better entertainment. Now we have our business seen as a drum or a merry-go-round as many others are. Many new techniques in electronic development utilized by the coin machine industry many years ago are just now finding their way into other fields. By attracting qualified technicians we hope to continue to hold such a position of leadership in the future.

Editor's Note: H. J. Bordelon is an executive with Operator Sales Inc., New Orleans. His comments were made before the graduating class of electronic technicians of the Delgado Institute recently in the hope that many of the young men would become interested in the coin machine industry.
Rowe, Gottlieb, Chicago Coin, Cadillac, Mustang...

CANTON, Mass.—With the temperatures in the high 80's and the sun shining brightly in a cloudless sky, some 75 New England operators gathered at Blue Hill Country Club, each hoping that they would ride home in a 1966 fully equipped Cadillac or Ford Mustang.

The year had been financially a huge success for Trimount Automatic Sales Co., but they were just as anxious to rest on their laurels. Eager to sell more equipment and at the same time show their appreciation to the operators, the company hit upon a good idea. Because of depreciation, keen competition and location demand, operators are always in the market for new equipment. So Trimount Automatic Sales Co., New England distributor for Rowe manufacturing, Gottlieb, Chicago Coin, Midway, All-Tech, Bally and Valley among others, thought of a natural. With a sales goal of 50 Rowe AMI jukeboxes, Trimount launched a sweepsstakes drawing, the top prize being a Cadillac. Each operator who purchased a Rowe phonograph had his picture taken at the time of sale. The photos were placed in individual envelopes and then dropped into a large box.

The response to the original 50 entries snowballed. Within one day, all 50 spots were taken. Trimount then decided to run a second "flight," with a 1966 Mustang set as the top prize. This Drawing had 55 entries.

But the distributing company did not give away two prizes; it had 85. Every operator participating won a quality consolation prize ranging from an RCA color television console to a set of leather luggage.

The date of the drawing was set for Aug. 8. The place—Blue Hill Country Club, Canton, Mass. It was a whole day affair, with golf, swimming, a cocktail party and dinner included.

To add to the festivities and excitement, Bally Manufacturing of Chicago contributed its latest amusement game, a four-player Campus Queen, and All-Tech donated a 4 by 8 home pool table. At the dinner, Irwin Mar- gold, vice-president of Trimount, announced that the company will become exclusive Bally distributor.

(Continued on page 84)

Detroit Has Informal Assn.

DETROIT — Although the Detroit metropolitan area lacks a local trade association in the jukebox industry, an informal group of about 10 to 12 active operators meets once a month and has established a medium of excellent intro-industry communication.

The group is known by the unexpected name of the Davison Investment Club. This indicates in some measure what was a prime factor in drawing the men together—the forming of a small investment club, like those which have become a familiar part of the American financial scene today. The Davison group functions in this manner, but also goes on to provide a forum for the operators on their own trade problems.

Meetings for the members are hold usually the first Saturday of each month in the offices of the Moss Music Co. on West Davison, which gives the name to the organization. The gathering sometimes includes lunch and social activity as well.

Officers of the informally organized group are: President, Harry Riche, Moss Music Co.; vice-president, Sam Witten, Witten Music Systems; secretary-treasurer, Harvey Gilbert, Gilbert Music.

The object and operation of this group, as explained by Witten, is: "To help each other stay in business by exchanging ideas. We break bread together. Our growth in business and in the whole structure of operating is getting to be substantial. Here is a group of operators who are beginning to trust each other."

AL DUGAS, of Dugas Vending, Webster, Mass., wins the big prize of the day in the Trimount Automatic Sales Co. promotional outing at the Blue Hill Country Club. Dugas and his wife stand in front of their new car, a 1966 fully equipped Cadillac.

ALBERT JUFFARIAN, of Albert Music, didn't arrive at the Trimount outing in this 1966 Mustang, but he'll be riding home in it. The sleek sports car was his prize in the all-day affair, featuring swimming, golf, a cocktail party and dinner
Two More Money-Makin' Marvels... From ROCK-OLA
...The Elegant GP/160—160 Selection Phonograph
...The Compact Coronado—100 Selection Phonograph
SEE THEM AT YOUR DISTRIBUTOR'S OPEN HOUSE EXTRAVAGANZA... WEEK OF AUGUST 15th
Gadzooks! ROCK-OLA...the dependable line of money-makin’ music makers


These fashionably styled stereo-monaural phonographs now join the regal GP/Imperial to form a new family of Rock-Ola money makers...a style and size for every location.

Sleek design brings an exciting new beauty to phonographs. A magnificent blend of striking wood tones framed with long-lasting brushed aluminum trim. New full dimensional sound panel and easy-to-read title strips for increased play.

The GP/160 is a triumph of engineering compactness that puts full dimensional sound and 160 selections into a slim, trim cabinet. Features famous Rock-Ola 33⅓ and/or 45 rpm record intermix. (LP pricing optional). Stereo-monaural. Plus all of the proved engineering excellence that makes Rock-Ola phonograph profitable to operate.

The Coronado is a superb 100 selection phonograph of unusual stereo-monaural excellence. A new look in a high performance phonograph for smaller locations. Intermixes 33⅓ and/or 45 rpm records. (LP pricing optional).

Rock-Ola Manufacturing Corporation • 800 North Kedzie Avenue, Chicago, Illinois 60651
Easier installation and faster service make the new Rowe AMI Wall-Ette a collector's dream. Its high-speed service-on-the-spot means greater profits for you. Saves a minimum of five minutes service time per box. On a 12-box location you'll save an hour's labor. On the other side of the coin... the new Wall-Ette's sleek, compact design, "soft-touch" selector buttons and personalized stereo sound will captivate your customers. Results: more play, bigger collections!

Many exclusive features make service a breeze. When used on counter, the Wall-Ette can be serviced from back without disturbing customers.

Winking waitress call-to-service light she can't ignore.

Most compact of all wallboxes. Smallest in depth and height. With handy above-table mounting, salt, pepper, sugar can be stored underneath.

30° Stereo Round* Sound offers the finest play-promoting remote stereo reproduction available.

Rowe MANUFACTURING
Troy Hills Road, Whippany, New Jersey
*U.S. Patent No. 3,153,120
Rowe, Gottlieb, Chicago Coin, Cadillac, Mustang

- Continued from page 79

the pictures were placed in the box, representatives of Rowe, Trimoto and Billboard reached into the container to select the winning pictures.


Kunsterhaus, Vienna, Austria.


Jan. 24-26—Sixth Northern Amusement Equipment and Coin-Operated Machine Exhibition, the Olympia; Blackpool, England.

CONCORD FEST SELLING OUT

NEW YORK—Ben Chiecosky, business manager of the Music Operators of New York, suggested last week that persons interested in attending the joint coin machine association meeting Oct. 7-9, get their reservations in immediately.

The rooms are going fast," he said, "and all interested in attending should make reservations soon.

The meeting is a joint affair, involving MONY, the Westchester Operators Guild and the New York State Operators Association.

Major coin machine manufacturers, distributors and record manufacturers are expected to be represented at the meeting.

GRADUATING CLASS No. 94 posses at completion of instruction on Electra and Fleetwood phonographs at Seeburg Factory Service School. Students, from left: Gene Michalk, Seeburg instructor; K. J. McDonald, Everett D. Osborne, Bob Murray, Michael Michalk, Charles Mantiey, Arnold H. Cutler, F. E. (Woody) Wodchill, manager Seeburg Technical Training Division, Seeburg, from left: Karl Heinz Moeller (who journeyed to school from West Germany), Jerry Ketz, Herbert Cross, Wayne K. Metz, Jean Foustache, Jim Snowlard and Mike DeLuca. During the past two years students from Canada, England, Sweden, Australia and South America have attended the Seeburg Factory School.

Canteen's Tom Stirton—Up Through the Ranks

- Continued from page 77

Canteen in 1943 as a route man. I wanted to learn the business," Stirton went on, "so that I could go into this field for myself.

Stirton, who attended the home town Illinois Institute of Technology, worked up into route sales, supervisor, sales consultant, national supervisor, labor relations, branch manager and finally to Area Director here.

He and his wife Eleanor live in suburban West St. Louis. They have four daughters—Sue, Linda, Linda, and Marilyn.

"The name is actually Scotish," Stirton revealed, when told it was the only Stirton in the St. Louis metropolitan phone book. "My father came over from Scotland many years ago.

Tom's brother, Irv, is in the book publishing business in New York.

Active in civic organizations and community work, Stirton belongs to the Missouri Athletic Club, the Rotary of suburban University City here, the Medallion Sunset Temple and the Sunset Hills Country Club.

Stirton's restless, energetic approach to life is reflected in his philosophy of the vending industry. "We've only scratched the surface," he said, in speaking of the horizons in the industry.

"And I sometimes wonder if I've had as much fun in frozen food," he said, forecasting many applications for this in automatic merchandising, too.

Pipe Line "Our in-plant feeding, for ex-

ample. Here, we take frozen food, processed at minus 300 degrees, in what we call our nitrogen freeze process, and with microwave oven we produce a piping hot, specially designed meal in seconds."

Stirton explained that Canton is involved in this type of manual feeding in plants, hospitals and office buildings. The special nitrogen freezing technique has been developed and refined for preserving the natural qualities of food.

"It is being adapted to automatic merchandising right now," Stirton said, "and the future is unlimited.

The work week is shrinking all the time," Stirton commented. "Plants, hospitals and office facility management are beginning to see that maintaining expensive kitchen and staff is not practical. Here's the opportunity for modern techniques in the vending field to come to the front."

Stirton also touched on the fact that automatic merchandising, such as Canton is pioneering, solves another perplexing problem for caterers and caterers—that of cleaning dishes and cookware. "We give them completely sanitary, disposable paper containers and cartons," he pointed out.

"Certainly the boom in canned drinking vending with the trend away from the problem of bottles is evidence enough of the convenience and efficiency of modern vending concepts," he stated, "and we'll see more and more refinements in years to
WURLITZER MUSIC Sharpens the Appetite and Your Profits

- It's a well proven fact wherever people gather to eat and drink, they enjoy their refreshments more, stay longer, spend more while listening to Wurlitzer Music. Why? Because Wurlitzer 3000 Music IS better. Better stereophonic sound. More lifelike reproduction of the recording artists of the day. More sheer fun for the listeners. And, we repeat, MORE MONEY FOR THE WURLITZER OPERATOR. Your Wurlitzer Distributor can prove it — ask him — TODAY.


**REVIEWER**

**REVOLVER**

Bongos, Cincinnati T 2576 (M.)

"Almost sat the to..." with their G.'s. A new type. With the current hit single included, the package also offers their live and original performances, which can be enjoyed on their LP. "Take You On Clouds" and "Second Time Around" feature guitar and vocal harmonies, while the LP's last song, "I'm A Man," adds depth to the overall package.

**REVOLVER**

**SPOTLIGHT PICK**

The Exciting Wilson Pickett

Athletic 1019 (M.)

Leading off with their giant single "Land of a 1,000 Dances," featuring his hit "The Midnight Hour," "I'm a Man," and "Nineteen and a Half," Pickett can also show off his skill in this collection. Staring on "Land of a 1,000 Dances," Pickett's performance is matched with his interpretations of " pdata="""", "I'm A Man," and "Nineteen and a Half.""