

# Billboard

The International Music-Record Newsweekly

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

## ITCC ANNIVERSARY SECTION

... see center fold

### FCC Payola Probe Team Starts Ball Rolling in L. A.

By ELLIOT TIEGEL

LOS ANGELES—The Federal Communications Commission began subpoenaing witnesses last week to appear at closed-door hearings starting Wednesday (22) into alleged payola activities involving Southern California broadcast-

ing and recording companies. The investigation team of George Oliviere and Merlin Smith from the FCC's Bureau of Complaints and Compliance, in Washington, flew here to initiate the handing out of subpoenas to persons named as defendants in the \$230,000 suit filed in Los Angeles Superior

Court on April 17, 1964, by independent promotion man Al Huskey.

Huskey and a large number of other witnesses were also being called.

#### Hearings Set

These hearings are scheduled to begin Wednesday (23) in the *(Continued on page 8)*

### Col.'s Davis Keys Plan to Creator

By MIKE GROSS

NEW YORK—Clive Davis, who took over as vice-president and general manager of CBS Records last week, has plans for expansion and diversification program for Columbia Records that will take in all areas of the entertainment business which are compatible with the record industry and its expertise.

To reach these new horizons, Davis will utilize all the facilities and resources of the present Columbia organization, which he enthusiastically endorses, and hopes to maintain the right spirit and atmosphere for this expansion. The prime stress, however, will continue to be put on creativity, he emphasized. Under the direction of Goddard Lieberson, who was president of Columbia Records

for the past 10 years and has now moved up to the presidency of CBS' new music-education group, the creator was the key, and Davis now plans to continue along these lines. Under his supervision the creative element will be the driving force but Davis will see that the creators get full assistance and co-operation from such other of Columbia's operational *(Continued on page 8)*

### Dealers Spin With CARtridges

By HANK FOX

NEW YORK—More than half of the nation's record dealers now stock and sell continuous

loop tape CARtridges. And of those dealers, some 65 per cent either stock or plan to stock the automobile stereo playback units in the immediate future.

These are the results of a nationwide survey conducted between May 16 and June 10, 1966, by a field force of Survey Service of Western New York, an independent research organization. The personal interview study is sponsored by Billboard's Record Market research division as part of its own weekly reports of record sales. It covered one complete cycle of dealers across the nation.

The survey's purposes include determining the depth to which knowledge, buying and selling of tape cartridges and playback units have been accomplished at the dealer level of the record industry, and measuring retailer plans and intentions with regard to both cartridges and playback equipment among dealers who are not now engaged in this end of the business.

Of the 124 dealers interviewed,

53.2 per cent now stock and sell tape cartridges.

#### 34 Sold Per Week

The average number of cartridges sold per week is 34. Sales range from one to 700 per week. Many of the dealers questioned said they are just beginning to stock the cartridges. Also, some dealers with branch stores are carrying the car- *(Continued on page 10)*

### Talon Unzipping Two Home Units

PITTSBURGH—Talon, Inc., Electronics Laboratory Division, will test market two 8-track tape CARtridge units for the home in approximately four weeks.

One unit is an adapter which plays through a home stereo phonograph system. The other is a complete playback with a self-contained amplifier. The purchaser supplies his own speakers. Suggested retail prices *(Continued on page 12)*

### Granada TV in Record Field

LONDON — Granada Television, one of Britain's big four TV program contractors, is launching a record subsidiary. Its staff has been engaged, no artists or catalogs signed.

Granada has been dickered with the idea of forming a record subsidiary for some time. A firm was legally registered five years ago. Granada is already a substantial disk retailer through its chain of 500 television shops.

It already has set a distribution network to serve these outlets. The British pressing industry is tending to be over capacity at present, and Granada should, therefore, be able to *(Continued on page 34)*



BOBBY FULLER and the sound of "Young-Country" is what's happening! The most important sound of the decade, "Young-Country" is there on "The Magic Touch" (Mustang #3018). THE BOBBY FULLER FOUR created "young-country," THE BOBBY FULLER FOUR play "young-country," THE BOBBY FULLER FOUR are "young-country"! (Advertisement)



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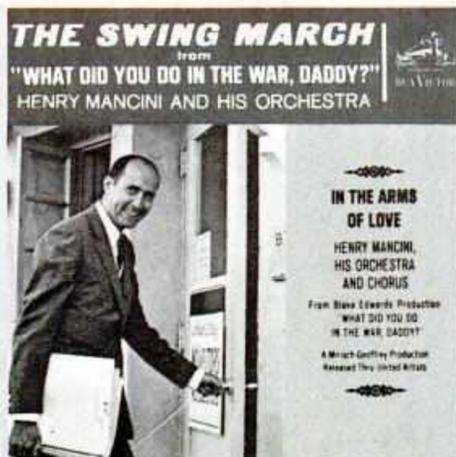
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MAPPING PLANS FOR the coming year are newly elected officers of the Nashville Chapter of the National Academy of Recording Arts & Sciences. From left: Juanita Jones, second executive vice-president; Jack Stapp, secretary; Bill Denny, president; Buddy Killen, treasurer; Frances Preston, first executive vice-president, and Harold Bradley, vice-president. New governors, not shown, include Ray Walker, Don Light, Jerry Kennedy, John Loudermilk, James E. Malloy, Hargus Robbins, Ray Stevens, Red O'Donnell, Tex Ritter, Owen Bradley, and Eddy Arnold. Bill Hudson is executive director.

## Beatles' LP Makes Cap. Run for Cover

NEW YORK — Salesmen of the various Capitol Records Distributing Corp.'s branches throughout the nation are recuperating from a busy weekend—spent stripping the latest Beatles album, "The Beatles Yesterday and Today."

Some 750,000 albums which were pressed, packaged and shipped to the factory branches have been recalled for repackaging. Reason for the recall is the cover art—which shows the Beatles in white smocks surrounded by what appears to be dismembered baby dolls and butcher shop cuts of meat.

According to reliable reports, none of these albums have

reached dealer shelves, although some have been received by reviewers and rack jobbers. Capitol has a new cover printed, showing four nearly neatly dressed Beatles inside and draped around a trunk.

### Explanation

Alan W. Livingston, president of Capitol Records, explained the cover recall:

"The original cover in England was intended as 'pop art' satire. However, a sampling of public opinion in the United States indicates that the cover design is subject to misinterpretation. For this reason, and to avoid any possible controversy, or undesired harm to the Beatles' image or reputation, Capitol has chosen to withdraw the LP and substitute a more generally acceptable design."

Meanwhile, Capitol is making a painstaking effort to recall the covers to make sure they are destroyed. Reviewers are requested to return the cover to Capitol, and dealers who have received streamers are asked to hold them until a salesman calls.

### 90,000 in N. Y.

Some 90,000 albums were shipped to the New York branch alone, and the salesmen spent Saturday (11) and Sunday (12) stripping the albums before shipping them back to the Scranton, Pa., pressing plant for repackaging.

Capitol is going for a bundle on the deal. Figuring the album cover cost at 15 cents, 750,000

(Continued on page 6)

# Waxings Ease Symphonies Strain —But It's Far From Sweet Music

ST. LOUIS—An upswing in classical recordings should only partially assist most American symphonies in their quest for greater financial security, John S. Edwards, president of the American Symphony Orchestra League, said in an exclusive interview. The League met here (15-18) for its national conference.

"There are too few symphony orchestras recording here," said Edwards, who manages the Pittsburgh Symphony. "Perhaps only two or three organizations, outside the 'Big Five' orchestras of New York, Philadelphia, Boston, Cleveland and Chicago, are cutting records with any regularity, Edwards added.

"But smaller market orchestras like Pittsburgh, which cuts four LP's annually for Command, have found recording contracts a plug factor in one

respect: the musicians manage the equivalent of about three or four weeks extra pay from the record dates. For orchestras with seasons running from 20 to 30 weeks in length, this additional income can be a big assist in holding onto good musicians.

### Big 5 Makes Money

The "Big Five" orchestras are making money from their recording, Edwards estimated. But even these established groups face rigorous competition from European orchestras not faced with high recording costs, he said.

"The record companies aren't willing to gamble a sizeable investment on less-known organizations," Edwards said. In its contract with Command, the Pittsburgh gets an advance from the record company to cover recording costs; royalties over the advance, if any, accrue to the orchestra. Therefore, symphonies like Pittsburgh's record permanent example of a particular performance. "We have managed a few sales of our records when we're on the road,

"Edwards said, "But they're not at a volume level."

Most of the smaller market orchestras shy away from cutting their own disks because of terrific merchandising problems. "The retailing market is just chaotic, a veritable jungle," Edwards commented. The Louisville Orchestra, however has had good success with its First Edition Records, recorded by Columbia Masterworks. But these recordings are chiefly designed to spread the gospel of contemporary music, rather than being a direct vehicle for balancing the organization's books.

The increased number of classical LP's is helping to spread the gospel of symphonic music, Edwards agreed. But he questioned whether this could be translated into increased support for such organizations as his. "The majority of concertgoers in the large metropolitan areas probably aren't serious collectors of classical recordings. They'd much prefer to hear the concert in person, outside the metropolitan areas, however, it's a different story," he said.

## Supreme Co., Pye in Deal

LOS ANGELES — Supreme Recordings of Glendale, Calif., will supply Pye Records of London with its religious product as the key English independent label enters the sacred field.

Supreme's president Paul Mickelson is in London concluding arrangements with Pye's chief, Louis Benjamin. Mickelson also will take the opportunity to record in London the Layman Singers, an American Baptist group and Ben and Beth Allen.

The affiliation with Pye is a significant growth step for Supreme, one of the most active Western religious labels, which has the distinction of recording albums regularly in England.

Mickelson is scheduled to leave London June 28 and fly to Cleveland, Tenn., where he will meet with officials of Pathway Press, which recently purchased two religious labels, Skylite and Sing Records. Supreme and the Pathway have a reciprocal distribution deal. Among the performers on these latter two labels are the Blue Ridge and Oak Ridge quartets, the LeFevres, and Speer Family, according to Supreme's Tom Lopez.

### Privilege Adds

LOS ANGELES — Privilege Distributors has added London's imports line of albums: Telefunken, Argo, Societe Francaise Du Son, Editions De L'Oiseau-Lyre and Das Alte Werk as house accounts.

## 3 FOR 2 SPLIT IS DECLARED BY HANDLEMAN

DETROIT — The Handleman Co.'s board of directors has voted a three-for-two stock split, the first stock split since the firm went public in 1963. The stock action, if it meets the approval of stockholders at the annual meeting Aug. 1, follows what is expected to be a new high in sales and earnings for the fiscal year ending April 30, said president Paul Handleman. The firm, a wholesale merchant of records and a distributor of 8-track stereo CARtridges, has 16 distribution centers in 13 U. S. and Canadian cities.



GEORGE R. MAREK, seated, vice-president and general manager of the RCA Victor Record Division, launches the new Colgems label with Don Kirshner, who'll be Colgems' creative director.

## RCA KO's Tradition —Bows Outside Label

NEW YORK — RCA Victor has tied in with Columbia Pictures and Screen Gems on the formation of a new record label known as Colgems. It's an unprecedented move on Victor's part. This marks the first time it has gone beyond its disk company structure to establish a new disk entity.

Coming into the Colgems deal will be Don Kirshner, head of the Columbia Pictures-Screen Gems Television Music Division. He will serve as creative director. The deal calls for Columbia-Screen Gems to create and develop the new product and for RCA Victor to manufacture and merchandise that product.

It's been reported that the Victor tie-up with Columbia-Screen Gems will kick off with a disk by a new group, the Monkees. The group will star

on a Screen Gems TV series which will premiere this fall. The disk's release is scheduled to precede the TV show's kick-off.

Kirschner indicated that he expects to draw from every area of music for the product to be released on the Colgems label. In addition to TV, he says he'll draw from the music of Broadway and motion pictures, as well as the contemporary sound for the teen market.

George R. Marek, vice-president and general manager of the RCA Victor Record Division, expects the Colgems label to broaden the market base for the Victor distributors in the U. S. and throughout the world, particularly in the teen area. He also indicated that all of Victor's marketing and promotional facilities will back up all the Colgems releases.

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# Merc. 'Warehouse Concept' Rolls

CHICAGO—Application of Mercury Record Corp.'s "one warehouse" concept has been achieved in seven major markets and will embrace Chicago by the end of June.

According to executive vice-president Irwin H. Steinberg, direct air-freight shipments are now being regularly made to key Boston, Philadelphia, Dallas, San Francisco, Cleveland, Miami and Pittsburgh accounts from Richmond, Ind., and cessation of Chicago warehousing is imminent.

The company still maintains warehouses in Atlanta, New York and Los Angeles, in addition to the large facility in conjunction with its Richmond pressing plant.

Way was cleared for Mercury's distribution revolution late last year when the Civil Aeronautics Board granted permission for lowered air-freight rates for phonograph records. Mercury and Trans World Airlines had petitioned the board in

September of 1965, seeking lower overnight rates. In unprecedented industry testimony, Steinberg told CAB officials: "In order to reduce our obsolescence and to speed our delivery, our industry as a whole needs the airlines. If we do not get the rates we feel we need, it will be impossible to accomplish our goal and we will have no use for air service except on an emergency basis."

Steinberg explained that if the board granted the rate sought by Mercury and TWA, for lower fares between the Midwest and the West Coast, Mercury would advance a "one warehouse" concept by seeking similar rates throughout the U. S.

### Cost Savings

Board examiner Milton Shapiro approved the petition Oct. 27 and the new rates, through lack of adverse action by the CAB, became effective a month later. The new rate, according to Steinberg, effected air-freight cost savings of 20 to 27 per cent.

Time savings over customary truck-air shipments were 300 per cent, he said.

Shipments began going out by air directly to hundreds of retailers. The procedure: orders go by data phone directly to a computer at the company's Richmond plant; are processed by computer (which at the same time stores away valuable sales data) for filling; product is packaged the same day and loaded on trucks for a 40-mile haul to Dayton, Ohio; merchandise is airlifted from Dayton to the dealer overnight.

Says Steinberg: "Costs have been reduced when obsolescence is considered." He said that percentage further cost reduction would have occurred to date had not the Vietnam conflict tied up a key carrier. Currently, TWA and American are freighting Mercury product.

Though pushing for increased centralization of inventory, Mercury may never achieve a total "one warehouse" concept.

"A hybrid situation will likely exist in many markets," Steinberg said, "in which key accounts will be served directly by air and other accounts will be served by traditional means."

## Philips Offers Discount Plan

CHICAGO—With the release of Philip's June album package the company is offering a 10 per cent dealer-incentive discount.

On its Connoisseur line Philips is offering a 20 per cent discount on all new and catalog classical product is also offered.

In the June release are recordings by Dusty Springfield, Nina Simone, Luiz Bonfá, Giuseppe di Stefano, the Concertgebouw Orchestra under Eugen Jochum, Kurt Redel, and the London Symphony Orchestra under Charles Mackerras.

A "heavily concentrated" national promotion effort and publicity drive will support the release, according to Philips officials.

## Big 3, Yardbirds Make Pub. Deal

NEW YORK — The Big 3 Music Corp. has signed a music representation agreement with the British vocal group the Yardbirds. The group writes its own material. Pact calls for Big 3 to acquire publishing rights to all future Yardbird tunes in all territories outside of their British home base.

First song Big 3 will handle is "Over Under Sidways Down" now being set for release on Epic. Negotiations were completed by Big 3 vice-president and general manager Arnold Maxin during his recent European trip.

## NOW IT'S ABC—CAPS, THAT IS

NEW YORK—It's ABC Records now. Last week ABC-Paramount Records changed its name to abc Records, using the logo of the TV network. However, because the use of the lower case abc might prove confusing in the print media, the label has switched to upper case ABC.

# Growth Through Education Is Stressed by Bradshaw

NEW YORK—"As the music business becomes more complicated, and as new people move into the field of broadcasting, the need for education becomes paramount. It is necessary that both the copyright owners and broadcasters become aware of their responsibilities and obligations. Such an awareness is the best insurance for the continued growth of the music and broadcasting industries, and it also ensures good programming service for the consumer."

This is the view of Justin Bradshaw, vice-president of broadcaster relations for BMI.

Bradshaw's staff now numbers 10 field men. In the early years of BMI, the entire broadcaster relations department was handled by one man. Carl Haverlin, who for many years was BMI's president, was the organization's first station relations executive. Later, the function was handled by Roy Harlow. As the department grew it developed the BMI programming clinics, which brought together music and programming experts to discuss the interrelated aspects of music and broadcasting; the idea was later copied by the NAB.

### Explain Responsibility

"In our trips around the country, we try to explain the responsibility of the user to the creator and vice-versa," Bradshaw said, adding: "The tendency of new people in broadcasting is to simply look at the profit and loss statement. We try to tell them the whys and wherefores of performing rights, the difference between performing rights and mechanicals, and so forth. It is surprising how many of the newer people in broadcasting are relatively unfamiliar with these essentials of the music business."

Bradshaw added: "While we are doing this, we try to learn with the broadcaster a good idea of what is available to him in music; and we try to keep our talks on an institutional rather than BMI level."

Another function of the broadcaster relations staff, Bradshaw stated, is to keep ears to the ground and ferret out attempts to pass anti-music legislation.

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## EXECUTIVE TURNTABLE

Jack Hooke has been named president and general manager of Cama-Deva Management, which manages many of the artists signed to Kama-Sutra Productions and Kama-Sutra Records. Hooke began his career as a song plugger with Mills Music in 1946, later operated Roost Records, then joined Alan Freed at WINS as manager and business adviser. He helped set up the first TV rock show over WNEW and helped promote the rock shows in the New York and Brooklyn Paramount theaters. Later he managed Esther Phillips and Mongo Santamaria and worked with Dick Clark in producing and promoting concerts.



HOOKE  
Dick Corby moves from Malverne Distributing to post of New

York deejay promotion chief for Philips, Smash and Fontana, replacing Norm Rubin, who was last week appointed national Mercury promotion chief for r&b.

Rory Bourke, who had been representing all Mercury family labels in the Cleveland-Pittsburgh area, will now concentrate on Mercury alone, and Sam Davis will represent Philips, Smash and Fontana in the same two cities. Davis was sales manager for Seaway in Cleveland for three years.

Bert Johnson moves from independent promotion with Ed Penney to take the job as local Mercury promotion man, replacing Stan Montiero, who has moved to RCA Victor locally. Walt Lee has been named Philips, Smash and Fontana promotion man in the same market, replacing Brian Interland, who is now with an area amusement park.

(Continued on page 10)

## Beats Drum for Big Band

LAS VEGAS—"The American Society for the Preservation of the Big-Band Sound, Inc." is the title of an organization recently founded here by Las Vegas publicity man Charles Rayburn.

Rayburn claims he is convinced that the big-band sound will return to replace beat music. "Parents have tolerated the beat sounds long enough and are anxious that the young generation calm down and listen to grown-up music, the danceable rhythms with the big-band sound."

According to Rayburn, the newly founded organization will seek nationwide membership with chapters in communities

across the nation, in Canada and Mexico. He already has a board of advisors helping him promote the idea. Named to the executive advisory board is Russ Morgan, Clyde McCoy and Vincent Lopez. National headquarters will be here.

## 'World' Track To Monument

LOS ANGELES—MGM Pictures has given the soundtrack LP of "Around the World Under the Sea" to Monument Records, which is making a major bid for film musical properties.

The score is by Harry Sukman, composer of the score for "Singing Nun," released through MGM Records. "Under the Sea" goes into national playdates at the end of June and Monument plans tie-in promotions with MGM Pictures.

The LP will also be released internationally. The purchase marks Monument's first score by an American composer. Its previous film packages have included "The Tokyo Olympiad" from Toho Films, Japan, several Johnny Dankworth singles and an Italian version of the "Flight of the Phoenix."

## Jobete Sues Knox

NEW YORK — The Jobete Music Co., Tamla-Motown publishing subsidiary, has filed suit against Kevin Knox Enterprises in U. S. Supreme Court here. The Detroit firm charges that the singing group, the Jobettes, under contract to Kevin Knox, has infringed on its common law trade-mark and trade name.

The publishing firm began operation in 1959, according to the complaint. Tamla-Motown recording artists lean heavily on Jobete material for their records.

# Bobbe Norris! Bobbe Norris! Bobbe Norris!



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—John S. Wilson, *New York Times*, June 10

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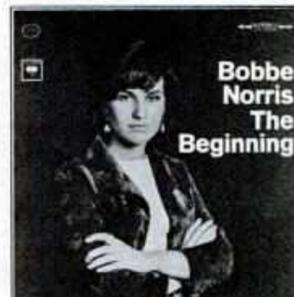
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# Producer Venet Receives Plaque As Teacher in Watts Residence

LOS ANGELES—Pop music producer Nick Venet has won the George Washington Carver Memorial Institute's Award of Merit and Honorary Fellowship for three years of volunteer work with youngsters in the troubled Watts area.

Venet, 28, has been assisting South Los Angeles area youngsters in gaining information about the recording and music industries by visiting Watts churches and halls and conducting auditions, answering questions and inviting youngsters to his open disk sessions.

He was surprised when the plaque arrived last week from the 20-year-old Washington, D. C., educational organization, dedicated to advancing Negro achievements. The plaque given to Venet, a Caucasian, is for "His outstanding contribution in bringing to the public's attention the artistic value of Negro music, singers and musicians."

Previous winners have included the U.N.'s Ralph Bunche, President John F. Kennedy and entertainers Duke Ellington, Sammy Davis and Cab Calloway.

## Aids Deprived Kids

Venet explained that the late Sam Cooke got him involved in providing information to the deprived area youngsters. "Sam used to get letters

and calls from kids, and if they were local, he'd give them a call. Sometimes we'd hop in his car and go to some areas I wasn't familiar with because I was new in town."

Venet explained that he has auditioned semi-professional groups and has chatted with kids on the phone and had them to his Hollywood house to discuss possible music careers. Another industry figure, Rene Hall, is credited by Venet with being very active in offering free assistance to Watts-area teen-agers.

Venet calls the free information an "unaccredited course" in the music business. "I'll listen to a group and tell them if they should turn professional, discuss the possibilities of their working as an arranger or writer or simply tell them how to approach a record company."

Formerly on the staff of Capitol Records for two years (Bobby Darin and the Beach Boys were two of his acts), Venet is now a successful free-lance a&r man and motion picture music consultant. He co-authored the music for the short "Skater Dater" which won the top American product category at the recent Cannes Film Festival. Venet says he's never sought any publicity for his free delvings in musical social work and is amazed that the Carver Institute heard about his activities.



DAVE CLARK, center, is flanked by Len Levy, right, Epic Records vice-president and general manager, and Sol Rabinowitz, national sales manager, at a party in New York to herald the Dave Clark Five's cross-country tour of the U. S.

## BOOK REVIEW

# 'Phonograph' a True Account Of Trade History in Making

NEW YORK—Roland Gellatt's "The Fabulous Phonograph"—tracing the progress of the phonograph and phonograph record from its beginnings achieved the status of a classic work shortly after its publication in the mid-1950's. This engaging book is now available in a new and revised edition, which includes a supplementary chapter on 1955-1965.

This decade, of course, was a crucial one in the record industry. In the merchandising and marketing phase of the industry a revolution occurred. Record clubs, rack jobbers, discount stores — all radically changed the economics of the industry. On the engineering and creative sides, too, tremendous advances occurred, cul-

minating in the stereo record. All these developments, as Gellatt notes, were significant in opening the mass market for recorded music.

One of the most interesting aspects of the modern record business, the author points out, is the kind of executive who has come up from its ranks—types such as Goddard Lieberman and George Marek, of Columbia and RCA Victor, respectively, who are truly creative and, at the same time, excellent businessmen.

The revised edition of "The Fabulous Phonograph" should be must reading for people in and out of the industry who are interested in the record and phonograph business. Nowhere has the whole story been told so well and so fully. P.A.

# SENATE GETS PIANO, THANKS TO ASCAP

WASHINGTON—The American Society of Composers, Authors & Publishers gave the United States Senate a piano last week. ASCAP President Stanley Adams made the presentation at a luncheon hosted by Sen. B. Everett Jordan (D., N. C.) in the Senate Conference Room in the Capitol, to the strains of many an ASCAP show tune, including the latest prize winner, "Shadow of Your Smile." The ASCAP president was warmly praised by Senator Jordan for his accomplishments both musical and administrative. Senator Jordan, who is chairman of the Senate Committee on Rules and Administration, is in charge of all gifts to the Senate. Famous singers and pianists visiting as guests of the senators have in the past had to remain silent because of lack of a piano—a situation ASCAP just had to remedy.

# Salute to Ritters An Industry Gala

LOS ANGELES—A social event to honor the 25th anniversary of Tex and Dorothy Ritter turned into a show business salute to the country artist last week.

Presentations of plaques, certificates and scrolls were tendered the Capitol artist by a score of organizations and artists. Entertainment was provided by Carl Cotner's band offering selections which graphed Ritter's long career in show business.

The occasion also marked Ritter's move to Nashville and his 26 years with Capitol. Long-time friend Gene Autry called Ritter "a credit to the profession and a credit to what America stands for." Ken Nelson, one of his Capitol a&r men and secretary of the CMA, is presenting Ritter with a plaque from the organization, said it was impossible for the CMA to express its appreciation for what the singer had done for the trade group.

The program was taped by Armed Forces Radio for airing overseas as a special.

# Acuff-Rose 'Rights' Deals

NASHVILLE — Acuff-Rose Publications has concluded deals giving them exclusive world rights outside the U. S. and Canada to two catalogs. The agreements provide Acuff-Rose with copyrights in the pop, r&b, gospel, spiritual and folk fields.

The deals, with Lion and Don Music, a BMI-affiliated company owned by Don Robey, involve much of the material

released on Robey's Backbeat, Sureshot and Peacock labels. Backbeat and Sureshot are pop and r&b labels; Peacock is gospel. The catalogs include such songs as "Treat Her Right" and "Apple of My Eye," both recent hits of Roy Head, and Bobby Bland's "Good Time Charley."

Acuff-Rose also acquired similar rights to Stanyon Music, an ASCAP firm. The company's catalog contains material written by Rod McKuen and Glenn Yarbrough.

All foreign exploitation on both the agreements is expected to be centered through Acuff-Rose's London-based British affiliate.

## Beatles' LP

• Continued from page 3

would come to \$112,500. Add to that the cost of shipping the records back to the pressing plant, the labor involved in stripping, and the figure could reach \$200,000.

Locally, cuts from the album had been getting airplay on WMCA, and extensive radio promotion had been launched.

# STONES START TOUR IN HUB

NEW YORK — The Rolling Stones launch their U. S. tour June 24 at Boston's Manning Bowl. The trek will include 30 U. S. and Canadian cities. London Records is releasing an album titled "Aftermath" in conjunction with the tour. The LP, which features only Jagger-Richard tunes, has topped England's album charts for two months. The label has already initiated promotion campaigns for the LP in the cities to be toured. Appearing with the Stones will be the McCloys and the Standells.

# Interstate Record Makes Settlement With Creditor

NEW YORK — A creditors committee, with J. George Jay of Columbia Records, voted to accept 12.5 cents of the dollar for debts owed by Interstate Record Distributors and its subsidiaries. The subsidiaries are Garden State Record Distributors, Sunshine State Record Distributors and Florida Record Distributors.

The vote taken Tuesday (14), was not unanimous. Walter T. Little of the New York Credit Men's Adjustment Bureau explained that the decision must be approved by a majority of all creditors before it is binding.

In the Chapter XI proceeding, the Interstate report indicated book assets of \$1,472,373, estimated to have a much smaller realizable value, and liabilities of \$1,970,426, which include secured and priority claims of \$604,533.

Not included in the liability are possible claims for damage under leases, that could total \$30,000. The report does not indicate any irregularities in the conduct of the business.

Committee members include Harry O. Scheck, Capitol Record Distributing Corp.; Vince Cappucci, Alpha Distributors; Morris Levy, Roulette Records; Dave Rosen, D. Rosen, Inc.; Louis Feil, Abbey Record Manufacturers; David Schichman, Variety Records Distributing; Howard Beldock, Musicor Records; John M. Scalice, Brunswick New York; Murray Post, All State New York; Sanford P. Ross, Mercury Records; A. Geovese, ABC-Paramount Records; Sheldon Vogel, Atlantic Records; Herman Gimbel, Audifidelity Records, and Juggles Gayles, Band Records.

# Pub Subsidiary Set-Up By Montfort Productions

NEW YORK—Alan Jay Lerner's Montfort Productions firm has set up a subsidiary company for music publishing, Montfort Music. Wally Schuster will be general manager of the new firm, and Irving Squires, currently general manager of Montfort Productions, will hold the same title for the music publishing operation.

Schuster, who came to Montfort Productions last year after a hitch as professional manager of Screen Gems Music, indicated that Montfort Music would set up a complete staff in the U. S. and in Europe in an attempt to sign composers

for exclusive rights to their material. He said, "An emphasis will be made within the next year to sign leading composers who are currently writing for the Broadway stage. We also intend to pursue European composers." French composer Charles Dumont has already been signed to an exclusive contract. Dumont's credits include the last 11 songs that Edith Piaf recorded and the Barbra Streisand recording entitled "L. Mur."

Foreign publishing companies throughout the world are now in the process of being formulated under the Montfort banner.

## ABC Gets 'Home'

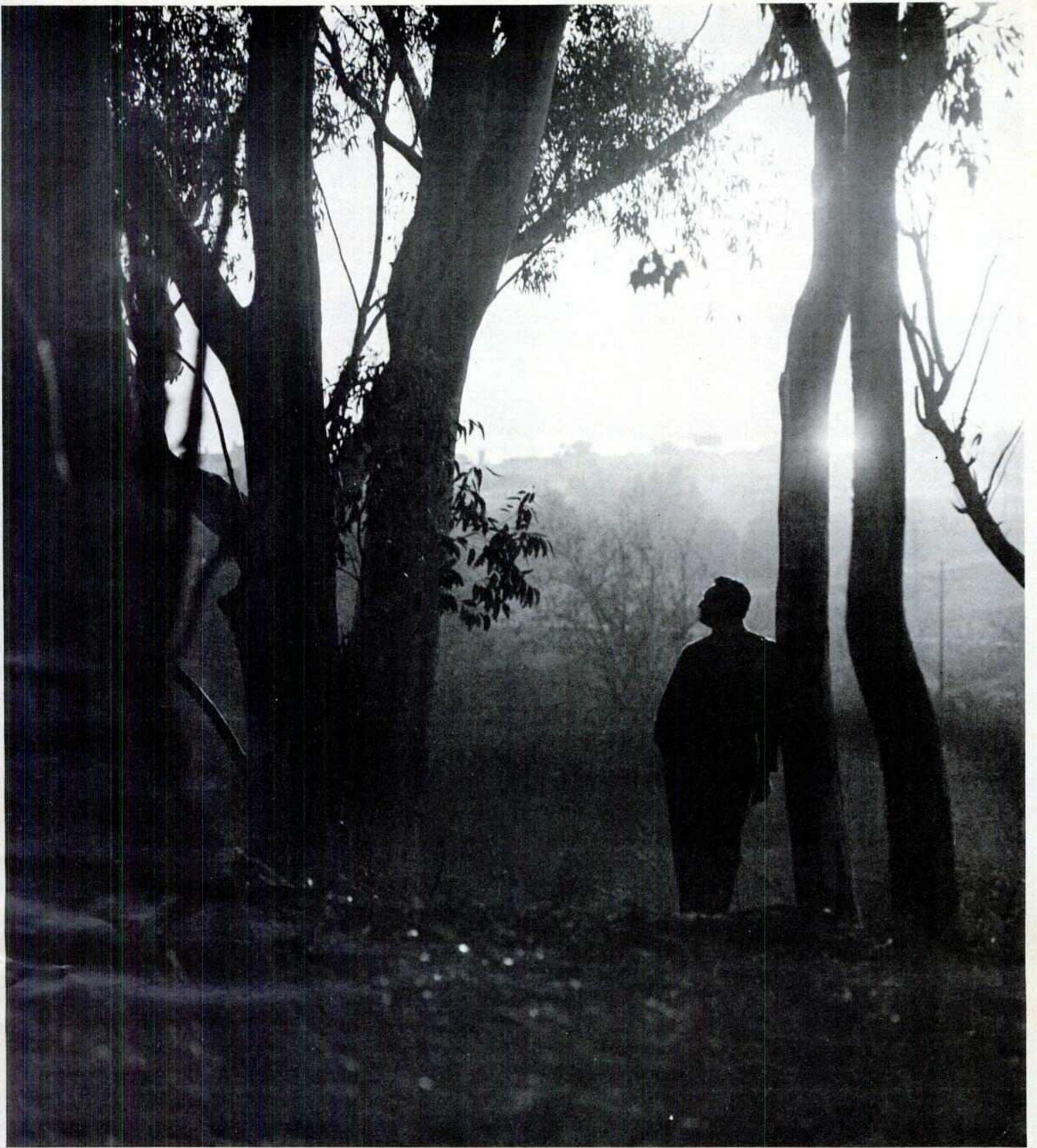
NEW YORK—ABC Records has acquired the master of "Come on Home," by Alice Dedrick on Potria Records. Don Costa Productions handled negotiations for the country music single.

## Beatles' Disk Hot

HOLLYWOOD—The Beatles' "Paperback Writer" has shot past the 750,000 sales mark, reports Capitol, which is eyeing a 10th gold single for the Britishers. The sales were attained after a week on the market.

# MOTOWN ACTS FOR OVERSEAS

DETROIT — Motown Record Corp. is expanding its program of presenting its artists under the direction of Mrs. Esther Edwards, vice-president in charge of the international department. Already scheduled is a tour of Japan in September by the Supremes. The group has also been invited to appear in Germany. Other tours abroad by Motown artists are expected to be announced soon.



*In the big Frankie Laine tradition,  
a belting new ballad of our fighting men  
in Viet Nam: **JOHNNY WILLOW***

*b/w What Do You Know*

5658



# Col.'s Davis Keys Plan to Creator

• Continued from page 1

elements as sales, advertising, market research and financial so that they don't operate in a vacuum.

Along the diversification lines, Davis feels that Columbia's distribution set-up is capable of expanding by taking on additional products that are related, in some way, to the record business, such as musical instruments, publications, and any new concepts that may be developed in this fast-moving technological age.

This is just part of the creative thinking that Davis will ask of his staffers. He admits that there are bound to be new ideas and new programs that come a-cropper but the important thing, he insists, is that we keep coming up with new ideas for the necessary testing. "We've got to guard against complacency," he says, "and emphasize innovation." In Davis' view this covers such broad areas as new artists, new advertising and new marketing techniques. Columbia is now working on new uses for advertising which will be designed to give its artists and product maximum exposure. Also, other forms of advertising

usage and merchandising methods are now being studied.

Over the years, says Davis, Columbia has held a premium quality image and at the same time has been a dynamic and pioneering company, and we plan to continue along those lines. "In pursuing ways to expand our commercial horizons," Davis adds, "we will not sacrifice the cultural projects that the company has been associated with through the years, and we will continue to seek out the most appropriate forums for records to fill the cultural void."

Davis also hopes to gear his operation so that it keeps ahead of trends and stays on top of the musical world. He cites the company's efforts in the teenage field during the past year as an example of the company's feel for the so-called contemporary sound. With Bob Dylan as its spark plug, Columbia has bolstered its push into the teenage market with such acts as Paul Revere and the Raiders, Simon and Garfunkel, the Byrds and the comparatively new group, the Cyrkle, which is clicking with its first record, "Red Rubber Ball."

Davis also points out that the label will continue the concen-

trated efforts in the "good music," Broadway, and country and western, classical and jazz fields that have brought the label to a top position in the industry.

In addition to the Columbia label, Davis, as vice-president and general manager of CBS Records, has the Epic, Harmony, Date and Okeh record lines, the Columbia Legacy Collection, Columbia Record Productions, Columbia Special Products, and Masterwork Audio Products in his domain.

Davis hopes the Epic label will become the strongest independent company in the business and expects to give it any and all kinds of assistance it will need to achieve that end. The beginnings of Epic's new build-up program was noted last week with the signing of Donovan. The British singer is joined now to a roster that boasts such established strong sellers as the Dave Clark Five, Bobby Vinton and the Yardbirds. The recent opening of a Coast office for Epic, is, in Davis' view, another indication of the company's efforts to assure a first-rate status.

Even though sales of the Masterwork Audio Products' radios, phonographs, stereo system components and tape recorders, have been on a continual upbeat in the few years of its existence, all avenues of marketing are being looked into to make it a still more meaningful entity. An expansion of the Special Products division, which has grown fast with its Premium and Incentive Sales and Audio Visual programs, is also in the offing.

As far as the tape CARtridge field is concerned, Davis feels that it's much too early to forecast its potential and that many segments of the industry would be advised to be cautious in their approach rather than take actions on exaggerated predictions. He admits, however, that the initial reaction to tape cartridges has been good but would prefer to defer judgment to see what will happen when the novelty becomes a permanent reality. Columbia will be prepared, however, to stake out its claim in this field and will unveil its first 8-track tape cartridge releases at its Las Vegas sales convention on July 20. The date for Epic's entry into the field has not yet been set.

Davis' goal is to make Columbia a full-line record company that will be strong in every area and will still maintain the quality and pioneering image built up under Lieber-son's leadership. Under Davis' direction and Lieber-son's supervision, the company will be continually testing, prodding and searching for new ways to expand the company and the industry.

## FCC Payola Probe

• Continued from page 1

U. S. District Court House, 312 North Spring Street. The subpoenas were written and signed by Jay A. Kyle, recently named by the FCC as hearing examiner.

The arrival of the federal agents here marked the Commission's first involvement in closed-door hearings into Huskey's charges that payola activities had been widespread in Southern California, three years prior to his filing suit. The FCC announced only last month that it would hold closed hearings in certain cities.

Since Huskey filed his suit the FCC has been working

# Autostereo Gets 60-Day Grace Period on Its Debt

LOS ANGELES—Autostereo has been given a 60-day moratorium by a creditor's meeting to solve its financial problems. The three-year-old Van Nuys tape CARtridge player manufacturer and cartridge duplicator showed liabilities of \$406,740.64 to creditors, as of April 30, 1966, statement.

Sixty creditors attending the meeting last week at the Credit Managers Association, adopted a resolution granting the firm the 60 days, with the option by an advisory committee to terminate it at any earlier period or extend it for an additional 30 days.

Autostereo's secretary - treasurer Joe Deau Champ said he had in fact begun paying off some of the liabilities listed on the April 30 statement, adding there were several avenues open to the company to secure fi-

nances to pay off its debts. Or was a sale to outside interest Deau Champ indicated three companies had shown an interest in purchasing Autostereo whose selling price is in the \$200,000-\$250,000 range.

One open avenue involve Dick Danielson, owner of two thirds of the company's stock. He may provide the required capital; Danielson is estimated to have already invested more than \$2 million. Deau Champ said he was also interested in securing financing.

Deau Champ said he hoped to have a deal worked out within the 60 days. Also involved is Danielson's custom player manufacturing operation Sonic Systems, which has continued to function. Autostereo had halted production for two months, and is now back on low-capacity schedule.

# Copyright Angle of CATV Bill Snubbed

WASHINGTON—The House Commerce Committee steered clear of any copyright considerations when it replied on a CATV bill last week, giving FCC broad regulatory powers over community antenna system. At a press briefing, Commerce Committee chairman Harley O. Staggers (D., W. Va.) said the committee was leaving CATV copyright problems right where they are—in the federal courts.

The legislation on the controversial CATV services which pick up programs free from TV stations and retransmit them to subscribers for a monthly fee, is substantially as the FCC required it. The bill includes a ban on programming origination by CATV system except on a "limited" basis, with FCC permission, and at no extra cost to subscriber. Existing CATV systems are in effect "grandfathered" by a clause in the bill that warns FCC not to disrupt service to the public when applying its rules to community antennas that were in operation as of March 1, 1966.

The FCC had also asked Congress to rule specifically on whether CATV should be legally banned from entry into pay-TV, but the bill makes no specific reference to pay-TV.

A recent New York Federal District Court decision making CATV liable for copyright infringement in the United Artists' suit against Fortnightly Corp. of West Virginia, is moving toward Appeals Court with as much speed as the CATV people can muster. CATV interests have reportedly sent a letter to the House Copyrights Subcommittee urging fast action on copyright revision to save them from outright liability.

Recently, House Copyright's

Subcommittee's acting chairman Robert Kastenmeier (D., Wis.) sent the House Commerce Committee the proposed terms of the Copyright Revision bill which put some limits on CATV copyright liability, and in cases of some fill-in CATV services there would be no need at all to clear copyright.

## Puzzler Put Out By MGM-Verve

NEW YORK—MGM-Verve Records had 1,000 radio stations puzzled last week. It was a cardboard jigsaw puzzle—sent piece by piece over eight days—of the cover of the new Verve Records album, "Freak Out!," featuring the Mothers of Invention.

The puzzle was part of a promotion campaign by Bud Hayden, national album promotion manager of the label. In addition, the two-LP set is being promoted by dealer displays featuring the cover with flashing red and black eyes and buttons supplied to distributors for distribution. The set sells for the price of one. A single, "How Could I Be Such a Fool," is being released from the album. Tom Wilson, a&r director, produced the sessions.

## Infringement Suit Filed by Clamike

NEW YORK—Clamike Records here is suing James Brown, King Records and Dynatone Publishing Co. on alleged copyright infringement. The suit, filed last week in U. S. District Court here, involves the song, "It's a Man's World."

According to the complaint, the plaintiff acquired rights for "It's a Man's World" in September 1964, and that the following month, the defendants infringed on this copyright by making a record entitled "It's a Man's Man's Man's World." The defendant seeks damages, royalties, an injunction and legal fees.

## Atlantic Buys 'Man'

NEW YORK—Atlantic Records has bought the master of "How Do You Baby Sit a Man," with Ned Towns, which was produced by Towns. It will be released on the Atlantic label.

JUNE 25, 1966, BILLBOARD

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FOR NANCY!**



**"FRIDAY'S CHILD"**

**#0491**

reprise 

# EXECUTIVE TURNTABLE

• Continued from page 4

In Los Angeles Mike Borchetta has replaced Rudy Butterfield as Philips, Smash and Fontana representative. Butterfield moves to RCA Victor and Borchetta comes from Victor. . . . From All-State Distributing comes Tony Val Rose

to replace Rick Blackburn as Philips, Smash and Fontana representative in Chicago. Blackburn joins Epic as regional man, working out of Cincinnati.

Del Roy named Western sales manager for Aura Sonic Corp. He will handle sales and promotion



FRANK KNOLL  
PIANO, LEADER,  
ORCHESTRATION

"BOB" GRABOT  
VOCALIST

EARLE OLIN  
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LA FIRST LOVELY SONG TO REMEMBER.

FLIP — "SENIOR CITIZEN'S SONG."

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90¢ INC. TAX AND POSTAGE (P. O. ORDER OR CHECK).

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## — ENDURING SONGS —

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for Aura Sonic 4 and 8-track CARtridges, operating from Los Angeles. Roy was formerly with Liberty Records. Gene Price named manager of the newly created radio-TV commercials department at Snuff Garrett Productions. Price was formerly a DJ on KEWB, Oakland. The company's previous radio commercial assignments have featured Gary Lewis and the Everly Brothers.

MBD Productions, owned by songwriters Robert and Richard Sherman and personal manager Mike Connor, have added two executives to their independent recording company: Melinda Ricci as production assistant, and Barney Fields, who'll be in charge of promotion.

Larry Bakke has resigned his post as promotion director of Soma Records, Minneapolis-based independent firm. He is planning to head his own organization and will be doing national and regional independent sales and promotion working out of Minneapolis. Previous to his assignment with Soma, Bakke was with Vee Jay Records for three years as Midwest and national sales promotion man.

Richard Sherman named Eastern sales manager for Warner Bros. Records effective June 27. He was formerly head of Mercury's recently formed tape CARtridge department. Sherman will work in New York City and handle WB, Reprise and Loma sales in 11 markets.

# Dealers Spin With CARtridge

• Continued from page 1

tridges only at certain locations. This reflects the newness of the industry, and the dealers uncertainty of the market's direction or potential.

Of those dealers now stocking and selling tape cartridges some 44 per cent sell the play-back units, and more than 22 per cent intend to stock them. Some 20 per cent of the record outlets not stocking the cartridges said they definitely plan to carry them, while another 70 per cent are considering doing so.

Based only on those dealers now selling cartridges, approximately 60 per cent sell the 8-track type only; 36 per cent sell both 8 and 4-track, and 4.7 per cent stock the 4-track exclusively. Reports from California indicate that at certain locations the 4-track outsells the 8-track 20 to 1. Usually, however, these locations have been in the cartridge market now for more than two years.

Familiarity seems to breed business. Some 78 per cent of the dealers indicated an awareness and knowledge of the new industry; 7 per cent were vaguely acquainted with it. Of those who answered "yes" to the

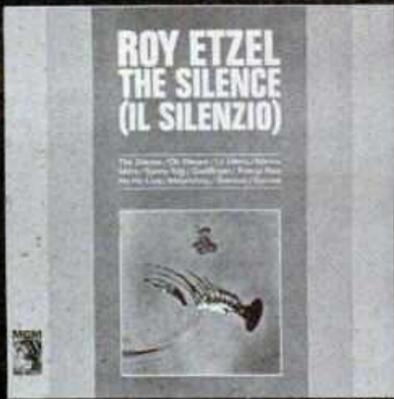
familiarity question, almost per cent now stock and sell cartridges.

Salesmen, distributors and suppliers constitute the large source of information. They make up some 30 per cent of total. Twenty-seven per cent the record stores named Billboard as their chief informational guide, and about 17 per cent cited RCA Victor, its salesmen and distributors. The combined percentage of all other sources totaled 26.

The Survey Service will continue this tape cartridge study for Billboard's Record Market Research division. New questionnaires are now in the field. The survey is being expanded to cover dealer handling of stereo tape cartridge units at the home.

# MEET MGM'S TOP BRASS. HIS NAME IS ROY ETZEL

Now, the young man with the horn that Europe flipped for sells American with his first solid hit *Il Silenzio* and his newest *Spanish Brass*. A pair of top brass albums that'll really make your customers snap to!



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**Don't Touch Me**  
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The Seely Style is another reason why  
Monument is artistry.

# TAPE CARtridge

## Music Pet's New Pet: Miniplayer

LOS ANGELES — A miniature 4-track tape CARtridge player, capable of fitting into a car's glove compartment, is being offered by Music Pet of California, exclusive U. S. importer-distributor of Universal Japanese equipment.

The miniplayer will retail for \$89.50 less speakers. The unit measures 4½ inches wide by 5½ inches long and has a chrome body. "We are shipping the unit on Monday (13)," stated Music Pet's president Murray Epstein, a former sewing machine executive, who formed the six-month-old com-

pany with Jerry Moss, a former radio-TV-electronics repairman.

The company's first cartridge player is a 4-tracker retailing for \$79.50, with speakers \$10 additional. A compatible 4 and 8-track player will be available for U. S. sale within 45 days. Epstein also revealed he would be importing two home units, a console player with AM-FM radio and a player with AM-FM multiplex. Prices on these two models will be set within the month.

### From 1st Product

The firm's unusual name for a cartridge equipment house is

derived from the first product Epstein sold: a radio housed in a toy animal.

Music Pet is selling its Universal line to such auto outlets as Lucky Auto and Western Auto in addition to independently owned accessory stores. The White Front discount chain also handles the product.

Music Pet's two major areas are California and Texas, according to Epstein, who for 20 years owned Seawol Distribu-

*(Continued on page 14)*

## Muntz Policy On Engineers

VAN NUYS, Calif. — Engineers with an "open mind" about duplicating tape in a CARtridge are hard to find, claims Sy Fralick, assistant to Earl Muntz at Muntz Stereo-Pak.

"There is a problem in finding engineers for in-cartridge duplication that have a free mind. We're doing it differently than the way a lot of people feel it should be done, which is reel-to-reel. Our past success, however, shows that it can be done.

"For our form of duplication, you must go right into the cartridge. Why play with pre-recorded tape and then load it into a cartridge? Why not load

*(Continued on page 14)*

## Talon Puts Home Units to the Test

• *Continued from page 1*

are \$79.95 and \$124.95, respectively.

General manager Warren Knotts declined to disclose the location of the test markets. He did say, however, that Talon is moving ahead with pilot production rather cautiously, although Warren says he expects the test market to show it's a "big thing." The product is still being tested in the lab, against phonograph audio quality. Warren said the units may be displayed at the Chicago Music Show.

Talon's distribution set-up remains unsettled. Warren said the unit will probably be handled by large distributors. Two of its own distribution systems, used by Talon Zipper Co., the main division, are under consideration. Talon distributes its zippers directly through 40,000 retail stores and through regional offices which sell to manufacturers.

Warren first became interested in the cartridge system last summer when he saw Bill Lear demonstrate it at Wichita, Kan.

## MARTEL'S SJB INTO 8-TRACK

NEW YORK — SJB, the automotive division of Martel Electronics, has entered the 8-track tape CARtridge field with a playback unit. The machine, known as the ST 808, plugs into the cigaret lighter receptacle of any car, boat or plane. The unit is set for display at the Chicago Music show in July. Distribution will be handled by Martel, which manufactures the Uher line of tape recorders.

## ELECTROLA DEAL GIVING PHILIPS LEAD IN BONN

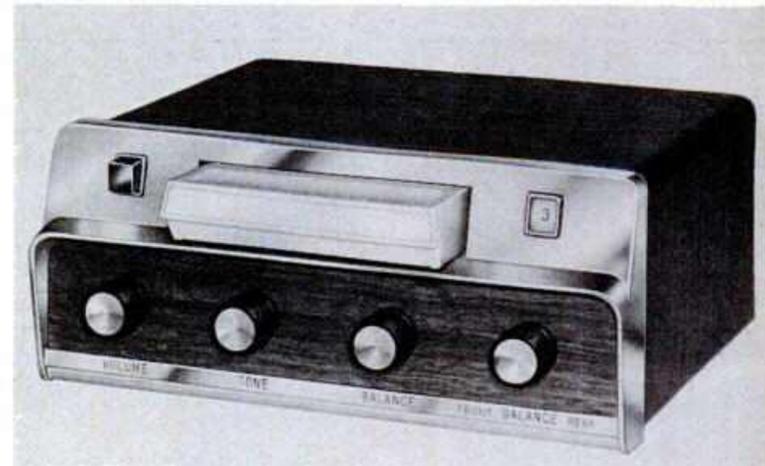
COLOGNE — Competition in the German CARtridge race has sharpened with the announcement by Philips that it has reached agreement with Electrola for the use of its repertory in the Philips cartridge player.

EMI's addition to the Philips' cartridge player program through Electrola, its German subsidiary, puts Philips at the front of the race in Germany. Philips now has agreements with Philips Ton, its record affiliate; Deutsche Grammophon and Grammophon's pop arm Polydor; Metronome, and EMI-Electrola.

The Philips' cartridge player system has also been adopted by Loewe-Opta, Braetz, Schaub-Lorenz, Bosch, and Brown Boveri. Rivals to the Philips system are Grundig's DC International system and Saba's Sabamobil. Grundig developed its system in partnership with Telefunken. Blaupunkt also produces DC International cartridge players.

Telefunken's record subsidiary, Teldec, provides the music repertory for the DC International players. Saba's Sabamobil is supplied with cartridges from the music repertory of Ariola-Eurodisc and Saba's record subsidiary, Saba-Musik.

Philips and Grundig-Telefunken have designed their players for both home and auto travel use. Both systems permit recording as well as cartridge playback. Saba's Sabamobil, by contrast, was designed solely for cartridge playback. It was the first auto cartridge player on the German market.



AUTOMATIC RADIO's new 8-track CARtridge playback, TapeDek III. The four-speaker unit is equipped with a theft-proof locking device.

## Automatic Radio Adds 8-Track CARtridge Unit

MELROSE, Mass. — Automatic Radio Mfg. Co., has added an 8-track stereo tape CARtridge player. The company, which also markets ITCC tapes through its own distributors, previously manufactured only the 4-track type units.

The playback machine, known as TapeDek III, operates from a 12-volt negative ground system in a car, boat or plane. An optional 110-volt a.c. power pack converts the unit for home use.

One feature of the TapeDek III is its lock-and-key theft-proof mounting bracket. By turning a key, the unit may be removed from its mounting for use elsewhere.

TapeDek III is equipped with a control to provide front-to-rear speaker balance. In combination with its left-to-right stereo channel selectivity, the control allows the listener to isolate any one or all of the four speakers for the desired degree of loudness and tonal quality.

The playback's frequency response is claimed to range from 50 to 15,000 cycles per second, with wow and flutter less than 0.3 per cent. The TapeDek III kit includes the tape player, four instant-mount speakers and chrome grill covers, wiring harness, locking bracket, all mounting hardware and instructions.

## Novak Helms Set-Up as Col. Gears for 1st Release

NEW YORK — In line with the first release of Columbia's 8-track tape CARtridges for automobile and home use which will be announced at the label's national sales convention to be held in Las Vegas on July 20, George Novak has been set to head Columbia's newly expanded tape products operation. In addition to his work with tape cartridges, Novak, who will report to Joseph Lyons, vice-president and general manager of Columbia Record Sales, will have broadened responsibilities embracing the marketing

of all tape products, both cartridge and reel-to-reel and supporting tape accessories.

Novak will work in close association with Columbia Records field sales organization in the merchandising, promotion and advertising of all Columbia tape products and accessories.

Novak will also recommend sales and promotion programs and marketing and distribution policies. He will keep apprised of technical advancements and developments in the industry by constantly surveying the marketplace.



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Jay Electronics introduces the first single unit capable of handling the Fidelepac 300, 600 and 1200 type cartridges as well as Lear type cartridges. Jay Electronics, with 11 years' experience in the field, has the technical know-how that makes leadership. We can show you how to convert the unlimited potential of stereo tape cartridge equipment into hard cash.

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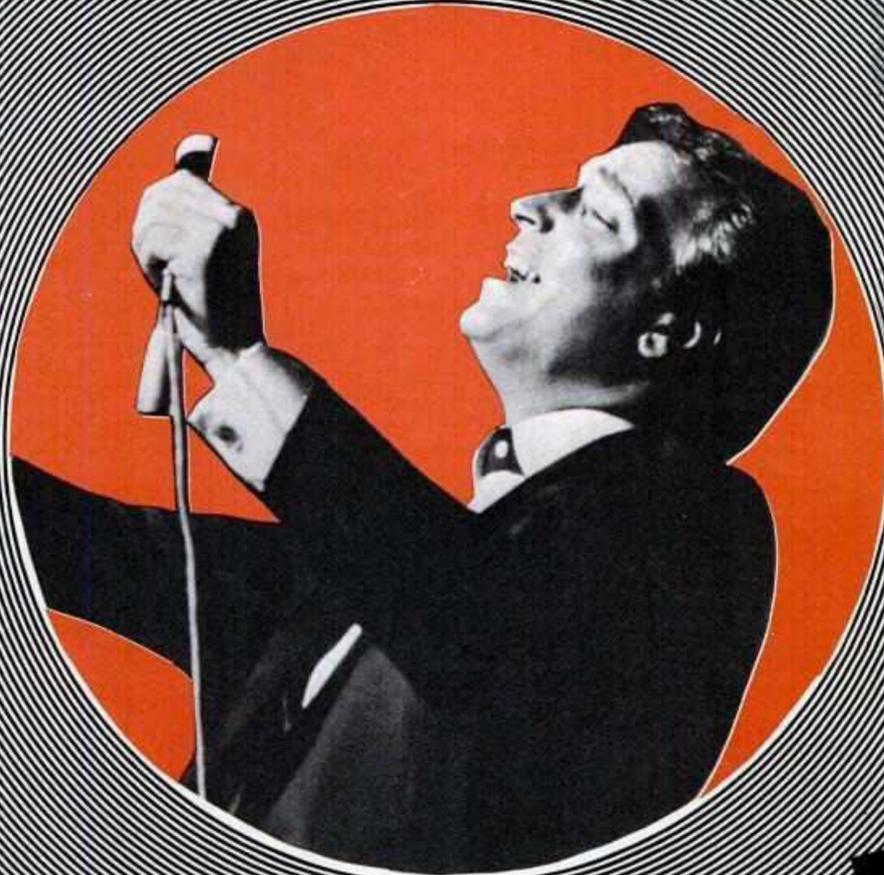
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Billboard

## TOP LP's

BILLBOARD CHART POSITION—6/25/66

MUNTZ CATALOGUE NO.

BILLBOARD CHART POSITION—6/25/66	ARTIST	LABEL	MUNTZ CATALOGUE NO.
1	WHAT NOW MY LOVE	Herb Alpert's Tijuana Brass	A&M 66-169
2	IF YOU CAN BELIEVE YOUR EYES AND EARS	Mama's and the Papa's	Dunhill 21-270
3	WHIPPED CREAM	Herb Alpert's Tijuana Brass	A&M 66-141
4	DR. ZHIVAGO	Soundtrack	MGM 46-135
13	SOUL AND INSPIRATION	Righteous Bros.	Verve 21-298
14	WONDERFULNESS	Bill Cosby	W-B 72-131
20	THE YOUNG RASCALS	Young Rascals	Atlantic 21-339
21	CRYING TIME	Ray Charles	ABC/Para 10-379
23	THE SINGING NUN	Soundtrack	MGM 46-140
24	BOOTS	Nancy Sinatra	Reprise 10-366
27	SOUTH OF THE BORDER	Herb Alpert's Tijuana Brass	A&M 66-134
28	THE LONELY BULL	Herb Alpert's Tijuana Brass	A&M 66-132
30	GOT MY MOJO WORKING	Jimmy Smith	Verve 26-252
34	MOONLIGHT SINATRA	Frank Sinatra	Reprise 10-369
36	THE WONDROUS WORLD OF SONNY & CHER	Sonny & Cher	Atco 21-299
37	SEPTEMBER OF MY YEARS	Frank Sinatra	Reprise 10-287
40	TIJUANA BRASS	Herb Alpert's Tijuana Brass	A&M 66-135
43	WHY IS THERE AIR?	Bill Cosby	W-B 72-120
45	SOMEWHERE THERE'S A SOMEONE	Dean Martin	Reprise 10-376
47	A MAN AND HIS MUSIC	Frank Sinatra	Reprise QR-4
48	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?	Bill Cosby	W-B 72-110
54	TRINI	Trini Lopez	Reprise 10-381
56	THE SOUL ALBUM	Otis Redding	Volt 21-331
60	THAT WAS THE YEAR THAT WAS	Tom Lehrer	Reprise 72-122
64	I STARTED OUT AS A CHILD	Bill Cosby	W-B 72-116
70	STRANGERS IN THE NIGHT	Frank Sinatra	Reprise 10-427
79	HOW DOES THAT GRAB YOU?	Nancy Sinatra	Reprise 10-418
85	THE BLUES PROJECT LIVE AT THE CAFE AU GO GO	Blues Project	Verve Folkways 21-355
89	WHEN A MAN LOVES A WOMAN	Percy Sledge	Atlantic 29-122
95	THE KINK KONTROVERSY	Kinks	Reprise 21-273
104	HOUSTON	Dean Martin	Reprise 10-340
106	MY LOVE	Petula Clark	W-B 10-371
108	SEE WHAT TOMORROW BRINGS	Peter, Paul & Mary	W-B 56-169
120	OTIS BLUE/OTIS REDDING SINGS SOUL	Otis Redding	Volt 29-115
123	THE LOVE YOU SAVE	Joe Tex	Atlantic 21-338
141	SOLID GOLD SOUL	Various Artists	Atlantic 21-284
146	PERSUASIVE PERCUSSION 1966	Various Artists	Command 14-443
147	THE BEST OF THE RIGHTEOUS BROTHERS	Righteous Bros.	Moonglow 21-343

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## Pioneer Gives Licenses to 8

TOKYO — Nozomu Matsumoto, president of Pioneer Electronics, revealed that eight Japanese equipment manufacturers are now licensed by Pioneer to manufacture Fidelipac-type machines in Japan. In an exclusive interview, Matsumoto said his company's patent on the pinch roller, issued in Japan only, is similar to the TelePro patent in the United States.

Pioneer's policy is to license only reputable Japanese companies. Several firms are presently working on a compatible 4 and 8-track playback machine, with the unit designed to accept either type cartridge in a single slot.

Stereo cartridge playback equipment manufactured by Pioneer is sold in the U. S. by Craig-Panorama under the name "Craig-Pioneer." The company is currently developing a compatible, all a.c. home unit which will be available soon.

Matsumoto is chairman of the Japanese Auto Stereo Council and is a member of the Japanese Chapter of the American Audio Engineering Society (AES).

## CARtridge Label Bows

LOS ANGELES — Freeway Records, a new label, is experimenting with releasing product first in tape CARtridge form before packaging the music in albums. Freeway is initially being groomed as a West Coast "cool" jazz label, explained president Norm Goodwin. First act on the roster is the Freeway Quartet, whose first endeavors have been accepted by Auto-Stereo.

Freeway will provide Auto-Stereo with one cartridge a month, said Goodwin, acknowledging this was an unorthodox method for a fledgling firm to operate. Albums would follow, Goodwin indicated.

The quartet's first cartridges are titled "Wheels, Cars and Chicks" and "The Wind." The group has been appearing in concert at several regional junior colleges. Its first single product is "Shadow of Your Smile." Members of the group include Hank DeMano, Irv Craig, Jack Lynde and Joe Richardson. The label is artist and distributor hunting.

## Pet's New Pet

Continued from page 12

tors, the largest distributor of imported sewing machines in the 11 Western States.

The cartridge player importer has eight representatives around the country and is beginning a drive for national awareness for the entire Universal line.

Machines are shipped from Japan to Music Pet's 1315 South Los Angeles Street warehouse. Orders are mailed directly to accounts.

the FUTURE with a promise



## Soundex to Introduce A Home Recorder-Player

BROCKTON, Mass.—An 8-track tape CARtridge recorder-player, claimed to be the first primarily designed for home use, will be introduced by the Soundex Radio Corp. at the NAMM Show in Chicago. Soundex also will produce blank 8-track cartridges. A microphone will be optional equipment. The player-recorder both records and plays back program material on the Lear 8-track cartridge.

William B. Sandler, president of Soundex, said the firm also will introduce several other related products this year, including cartridge recorder-players with FM Multiplex.

The present Soundex line includes the Stereo 8 CARtridge player with 24-watt amplifier and four speakers at a suggested list of \$139.95, and the Soundex home player unit which plugs into existing amplifiers and speakers at a suggested \$79.95 list. Sandler said the new recorder-players should be ready for fall delivery.

Soundex has arranged for its more-than-1,000 warranty stations in the 50 States to install and service the car units. The firm claims a 10-minute instal-

lation time. Sample units of the Stereo 8 and home players should be available to dealers by the end of June.

## Muntz Policy

Continued from page 12

virgin tape into a cartridge and duplicate it at high speed?"

If there is this minor controversy within the cartridge industry over the best method of duplication, and Muntz uses an unorthodox method, how does the company get liberal-minded engineers? One engineer who sees the process work will expose the concept to others, Fralick replies. Many of the firm's engineers were formerly in quality control or had experience with tape recorders or amplifiers.

Muntz has nine staff engineers. The turnover is small, Fralick points out, because they enjoy the excitement of being in on the ground floor of a new industry. The key to hiring technical people, in Fralick's opinion, is to simply find people without any preconceived notions about cartridge duplication.

## 3 EXCITING NEW

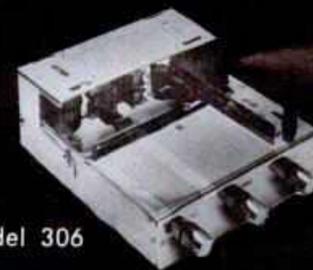
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Model 307-T

NOTE: 4 & 8 Track Compatible Unit will be available in July.

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# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 154—Last Week, 112

\*This record is predicted to reach the TOP 40 EASY LISTENING Chart.

## POP SPOTLIGHTS

## COUNTRY SPOTLIGHTS

### TOP 20

Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

### TOP 10

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

**THE MAMA'S & PAPA'S—I SAW HER AGAIN** (Prod. by Lou Adler) (Writers: Phillips-Doherty) (Trousdale, BMI)—Hot follow-up to their "Monday, Monday" smash is this lyric rhythm rocker, sure to hit the chart with impact. Flip: "Even If I Could" (Trousdale, BMI). **Dunhill 4031**

**BOB DYLAN—I WANT YOU** (Prod. by Bob Johnston) (Writer: Dylan) (Dwarf, ASCAP)—Unique, easy-go lyric ballad with solid dance beat backing should quickly replace his hit, "Rainy Day Women Nos. 12 and 35." Flip: "Just Like Tom Thumb's Blues" (Witmark, ASCAP). **Columbia 43683**

**HERB ALPERT & THE TIJUANA BRASS—THE WORK SONG** (Writers: Adderley-Brown) (Upam, BMI)—Another smash hit single for the group in this up-tempo, trumpet treatment of the catchy tune penned by Nat Adderley and Oscar Brown Jr. Flip: Information not available. **A&M 805**

**MINNIE PEARL—WHAT IS AN AMERICAN** (Prod. by Tommy Hill-Starday Prod.) (Writer: York) (Tarheel, BMI)—Miss Pearl has a hot follow-up to her "Giddyup Go" answer song in this recitation ballad on the character of Americans. Could be a No. 1 country hit. Flip: "Live Some While You're Here" (Starday, BMI). **Starday 764**

**FERLIN HUSKY—I HEAR LITTLE ROCK CALLING** (Prod. by Marvin Hughes) (Writer: Frazier) (Acclaim, BMI)—Top-of-the-country-chart potential in this bouncy ballad penned by Dallas Frazier. Exceptional Husky vocal. Flip: "Stand Beside Me" (Glaser, BMI). **Capitol 5679**

### TOP 60

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

**ELVIS PRESLEY—LOVE LETTERS** (Writers: Heyman-Young) (Famous, ASCAP) — **COME WHAT MAY** (Writer: Tableporter) (Tiger, BMI)—Presley revives the beautiful standard, with Kitty Lester's hit arrangement, backed with an up-tempo lyric ballad. **RCA Victor 8870**

**DIONNE WARWICK—TRAINS AND BOATS AND PLANES** (Prod. by Bacharach-David) (U. S. Songs, ASCAP) — The song stylist offers a strong revival of the Billy J. Kramer hit which is culled from her latest LP. Flip: "Don't Go Breaking My Heart"

**BOBBY FULLER FOUR — THE MAGIC TOUCH** (Writer: Ted Daryll) (Chardon, BMI)—Big beat rouser should prove the third straight hit for the swingin' group. Aimed right at the teen market. Flip: "My True Love" (Moraville, BMI). **Mustang 3018**

**DION—TWO TON FEATHER** (Prod. by Robert Mersey) (Writer: DiMucci) (Blackwood, BMI)—The young vocalist has his most commercial entry to date in this off-beat, rockin' rhythm number. Flip: "So Much Younger" (Blackwood, BMI). **Columbia 43692**

**CONNIE FRANCIS — A LETTER FROM A SOLDIER** (Prod. by Tom Wilson) (Writers: Allen-Merrell) (Wanessa, Brookings, BMI)—Slow-building, dramatic lyric ballad is given a warm, emotional reading by Miss Francis for a chart-topping entry. Flip: "Somewhere My Love" (Robbins, ASCAP). **MGM 13545**

**GLADYS KNIGHT & THE PIPS—JUST WALK IN MY SHOES** (Prod. by Fugua-Bristol) (Writers: Master-Miller) (Detroit Jobete, BMI)—Gladys and the group debut on the Soul label with an exciting, pulsating Detroit production. Flip: "Stepping Closer to Your Heart" (Jobete, BMI). **Soul 35023**

**CHAD & JEREMY—DISTANT SHORES** (Prod. by Larry Marks) (Writer: Guercio) (Chad & Jeremy, Noma, BMI)—Pretty ballad is an easy-go rocker with top duet vocal and exceptional instrumental backing. Flip: "Last Night" (Chad & Jeremy, Noma, BMI). **Columbia 43682** (Jac-Blue Seas, ASCAP). **Scepter 12153**

**PEBBLES & BAMB BAMB—DADDY** (Writer: Mark Charron) (Hanna-Barbera, Crazy Cajun, BMI)—The Flintstone kids give a cute performance of this cleverly written novelty. Airplay should generate exceptional chart action. Flip: "The World Is Full of Joys" (Hanna-Barbera, Anihanbar, BMI). **HBR 484**

**BOBBY MARTIN—OH, LONESOME ME** (Prod. by Henry Jerome) (Writer: Don Gibson) (Acuff-Rose, BMI)—Miss Martin's "live," dance-beat revival of the Don Gibson country oldie is a top-of-the-chart contender. Flip: "It's a Sin to Tell a Lie" (Acuff-Rose, BMI). **Coral 62488**

**CALIFORNIA SUNS—MASKED GRANDMA** (Prod. by Marshall Leib) (Writers: Connors-Christian) (Metric-Masked Grandma, BMI)—Well-done spin-off on Jan & Dean's "Little Old Lady From Pasadena" features kazoo breaks and bouncy summertime beat. Flip: "Little Bit of Heaven" (Metric-Sharbor, BMI). **Imperial 66179**

**LITTLE RICHARD—POOR DOG (WHO CAN'T WAG HIS OWN TAIL)** (Prod. by Larry Williams) (Writers: Williams-Watson)—Wailin' vocal on a solid dance beat tune with top instrumental backing will quickly put the vocalist back on top of the charts. Flip: "Well" (Kags, BMI). **Okeh 7251**

**THE HAPPENINGS—SEE YOU IN SEPTEMBER** (Prod. by Bright Tunes Prod.) (Writers: Wayne-Edwards) (Vibar, ASCAP)—Excellent group vocal blend on this revival of the Tempos' hit should repeat in the charts as a vacation time smash. Flip: "He Thinks He's a Hero" (Bright Tunes, BMI). **B. T. Puppy 520**

**MARY WELLS—SUCH A SWEET THING** (Prod. by Carl Davis) (Writer: Strong) (Jalynne-Shakewell, BMI)—Easy-go rocker with top vocal reading has more potential than Miss Wells' previous outing, "Dear Lover." Flip: "Keep Me in Suspense" (Jalynne-Shakewell, BMI). **Atco 6423**

**THE STAINED GLASS—IF I NEEDED SOMEONE** (Prod. by Danny Davis) (Writer: George Harrison) (Maclen, BMI)—Impressive debut for the group with an exciting off-beat ballad penned by the Beatles' George Harrison. Flip: "How Do You Expect Me" (Jackson Square, BMI). **RCA Victor 8889**

**JACKIE LEE—WOULD YOU BELIEVE** (Prod. by Fred Smith) (Writers: Smith-Relf) (Keyman-Mirwood, BMI)—Good teen dance-beat tune and current popular phrases are the right ingredients for a commercial smash. Flip: "You're Everything" (Keyman-Mirwood, BMI). **Mitwood 5519**

**THE SHINDOGS—WHO DO YOU THINK YOU ARE** (Prod. by Leon Russell) (Writers: Bramlett-Cooper) (Criterion, ASCAP) — Group from TV's "Shindig" show debuts on the new label with a teen lyric rocker that could go all the way. Flip: "Yes, I'm Going Home" (Viva, BMI). **Viva 601**

**THE COWSILLS—MOST OF ALL** (Prod. by Shelby Singleton) (Writers: Geld-Udell) (Geld-Udell, ASCAP)—Four young brothers (aged 10, 11, 16 and 18) have the professional sound and instrumental ability to be the next big pop group. Summertime tune is in the vein of the Gary Lewis hits. Flip: "Siamese Cat" (Gibran, ASCAP). **Phillips 40382**

**THE RAZOR'S EDGE — LET'S CALL IT A DAY GIRL** (Prod. by Bob Yorey) (Writers: Levine Sheppard) (Sea Lark, BMI)—New rock group has a top summer sound in the vein of the Four Seasons. Sleeper of the week! Flip: "April" (Sea Lark, BMI). **POW 101**

### CHART

Spotlights—Predicted to reach the HOT 100 Chart

PEARL BAILEY—Big Spender (Notable, ASCAP). COLUMBIA 43697  
PEGGY LEE—Happy Feet (Colgems, ASCAP). CAPITOL 5678  
BOBBY DARIN—Merci Cherie (Dartmouth, ASCAP). ATLANTIC 2341  
SANDI SHAW—Nothing Comes Easy (Partita, BMI). REPRIS 0488

THE MOODY BLUES—This Is My House (But Nobody Calls) (Essex, ASCAP). LONDON 1005  
BOOTS RANDOLPH—Yodelin' Sax (Lowery, BMI). MONUMENT 950  
BETTY MADIGAN—Life Goes On (Leo Feist, ASCAP). MGM 13532

### CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

LARRY KINGSTON—Down the Drain (Starday-Window, BMI). STARDAY 762  
ALICE DETRICK—Come On Home (Weeks, BMI). POTRIA 6601  
PEGGY PAXTON—The Day After Forever (Beckie, BMI). PAULA 241  
HOMER LEE—Pedernales River (Dimondaire-Cedarlane-Jenks, BMI). PLATTER 1001

## R&B SPOTLIGHTS

### TOP 10

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

### NO R&B

### SPOTLIGHTS THIS WEEK

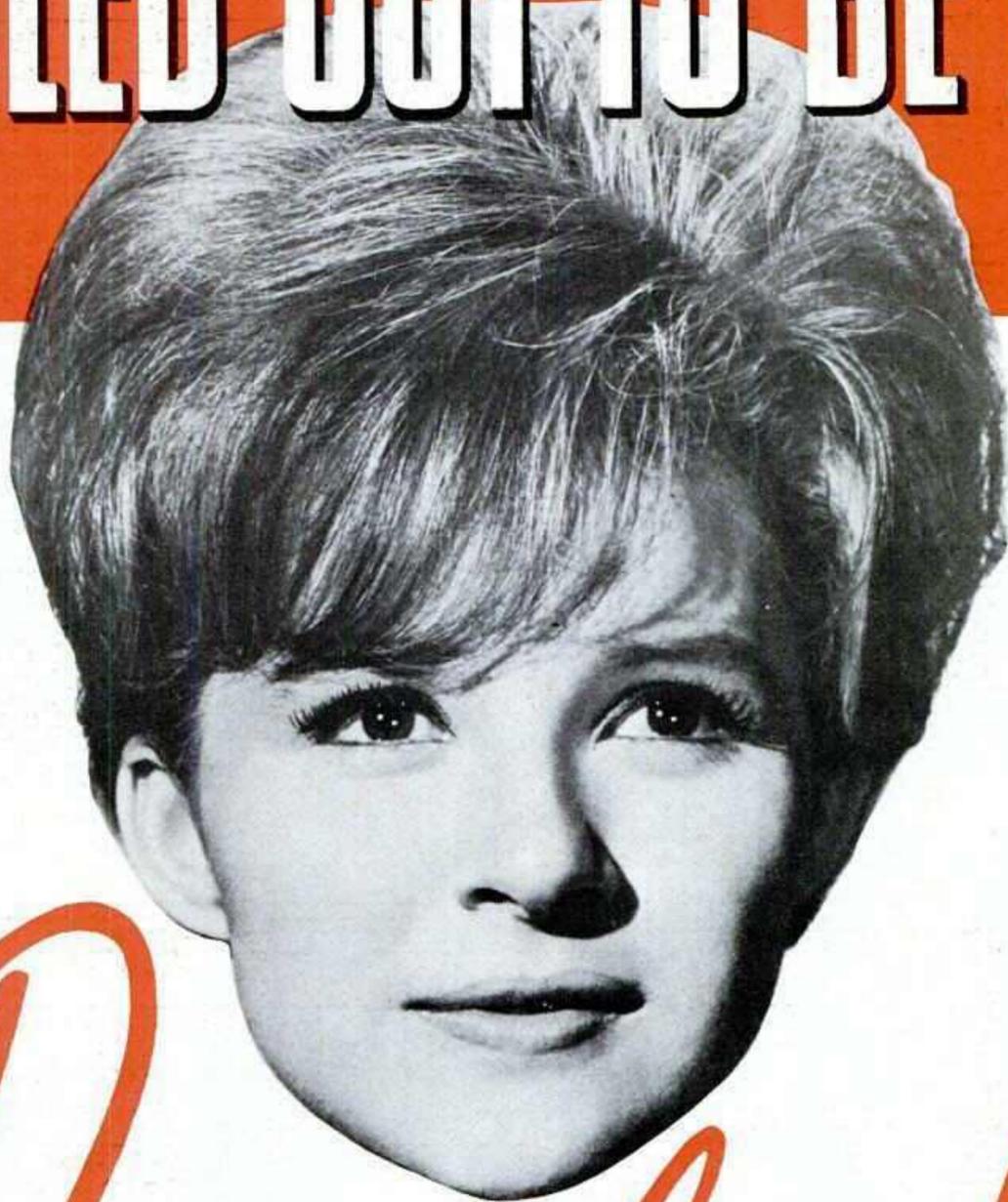
### CHART

Spotlights—Predicted to reach the R&B SINGLES Chart

JAMES DUNCAN—Too Hot to Hold (You & Me, BMI). KING 6039  
JAMES CARR—Love Attack (Rise-Aim, ---). GOLDWAX 309  
JIMMY HOLIDAY—Baby I Love You (Metric, BMI). MINIT 32002  
BIG AMOS—He Won't Bite Me Twice (Jec, BMI). HI 2108  
LITTLE TOMMY—Baby Can't You See (Mr. Wiggles, BMI). SOUND OF SOUL 104

SHADOWS—I Met a Girl (Shadows & Hill & Range, BMI). EPIC 10020  
DONALD HEIGHT—Talk of the Grapevine (Web IV, BMI). SHOUT 200  
CAROLYN DAYE—A Woman Needs Her Man (Roosevelt, BMI). LIBERTY 55863  
FRANK GORSHIN—The Riddler (Temple, ASCAP). A&M 804  
JIMMY RUFFIN—What Becomes of the Brokenhearted (Jobete, BMI). SOUL 35022  
THE GREENWOOD SINGERS—Tear Down the Walls (Folkways, BMI). KAPP 740  
THE FOLKSWINGERS—Norwegian Wood (Maclen, BMI). AUDITION 77821  
THE SECOND CITY SOUND—Love's Funny (Spanka, BMI). LONDON 1004  
THE THIRTEENTH FLOOR ELEVATORS—You're Gonna Miss Me (Acquire, BMI). INTERNATIONAL ARTISTS 107  
LITTLE CHARLES & THE SIDEWINDERS — I'm Available (New Ideas, Champion, BMI). DECCA 31980  
THE DISTANT COUSINS—She Ain't Lovin' You (Saturday, BMI). DATE 1514  
RICK, ROBIN & HIM—Three Chorus of Despair (Jobete, BMI). VIP 25033  
SHIRLEY ABICAIR—Flowers Never Bend With the Rainfall (Eclectic, BMI). WARNER BROS. 5827  
JIMMY BEAUMONT—You Got Too Much Going For You (Wernar, BMI). BANG 525  
FLOYD & JERRY WITH THE COUNTER POINTS—Summer Kisses (Presto, BMI). PRESTA 1006  
THE INTERNATIONAL SUBMARINE BAND—The Russians Are Coming! (United Artists, ASCAP). ASCOT 2218  
BAD SEEDS—King of the Soap Box (Red Brick, BMI). COLUMBIA 43670  
SPATS—She Done Moved (Norman Malkin & Jack Hoffman) (Lansdowne-Winston, ASCAP). ABC 10790  
TEDDY LEE—Baby You're Not the One (Duchess, BMI). WARNER BROS. 5819  
BRANDYWINE SINGERS—I Will Follow (Hastings, BMI). MAINSTREAM 648  
TURLEY RICHARDS—Crazy Arms (Champion & Pamper, BMI). COLUMBIA 43667  
THE SHEFFIELDS—Do You Still Love Me (Destination & Diamonette, BMI). DESTINATION 621

**SINGLED OUT TO BE A HIT**



*Brenda Lee*

**SINGS**

**"AIN'T GONNA  
CRY NO MORE"**



**31970**

# COLLEGE CIRCUIT

ARTIST(S), Label	SCHOOL (Correspondent)	DATE	ATTENDANCE	REVIEW	DEALER REACTION
FREDDY CANNON Warner Bros. (Apex Productions)	Murray State Murray, Ky. (D. Ellis Mueller)	May 21	1,000	Real good show: his hits went over very well.	Chuck Simon at Chuck's Music Center—sold all 4 LP's in stock.
JAMES BROWN King	Nebraska Lincoln, Neb. (Lynne Morian)	May 10	1,319	"It's a Man's Man's Man's World" was big hit of the night.	Dave Mount at International Super Store—sales picked up good; he's a steady seller. Mrs. LaVern Sanborn at J. C. Penny's—no sales.
BARBARIANS Laurie (Ashley's Famous Agency)	Nichols Dudley, Mass. (Mark Scolnick)	May 14	Not reported	Didn't play what they were noted for; some songs were done well, others poorly.	Webster Music Mart—no sales of their single. Regent TV—none in stock.
BROTHERS FOUR Columbia (College Entertainment Agency)	State New Paltz, N. Y. (Spencer Wade)	May 15	2,400	"House of the Rising Sun" and "The Sloth" and wide range of material held attention throughout show.	Gerald Kilgallen at College Bookstore—special promotion brought moderate sales on their LP's.
DIONNE WARWICK Scepter ANTHONY & IMPERIALS Veep ISLEY BROTHERS Tamla (College Entertainment Agency)	State New Paltz, N. Y. (Spencer Wade)	May 13	2,800	Isley Brothers' "Shout" finale brought audience on stage to dance. Warwick's "Somewhere" and "Walk on By" went over best. Anthony & Imperials presented well-balanced act.	Gerald Kilgallen at College Bookstore—had special promotion on albums of the artists, but Warwick was only appreciable seller.
LETTERMEN Capitol (Wm. Morris through Unital Assoc. in Syracuse)	Cortland State Cortland, N. Y. (Jackson Oldrin)	April 30	2,300 SRO	Fantastic show, with audience participation. Result: Standing ovation.	WKRT ran promotion to boost concert. McNeil Music—sales remained steady.
DAVE BRUBECK Columbia (Assoc. Booking)	Wm. Penn Oskaloosa, Ia. (Phil McDowell)	May 7	750	"Take Five" and "Anything Goes" were big tunes of night.	Layton's Music Center—no sales.
KINGSTON TRIO Decca	Villanova Villanova, Pa. (Fred Landau)	April 22	4,100 SRO	Good show.	C. H. Davis—no increase. Sam Balaity at Mad's Discount Records—no increase.
DICK CLARK PACKAGE GARY LEWIS & PLAYBOYS Liberty BILLY JOE ROYAL Columbia PAUL REVERE & RAIDERS Columbia KNICKERBOCKERS Challenge STEVE ALAIMO ABC (Dick Clark Prod.)	Eastern Kentucky Richmond, Ky. (Winston Jones)	May 3	6,500	Revere was extremely popular with high school segment of audience.	Anna Frederick at Central Music—no noticeable increase except for Revere & Raiders, which had to be reordered due to heavy sales.
MODERN JAZZ QUARTET LEON BIBB	Illinois State Normal, Ill. (John Farneti)	May 8	3,000	Every song of both performers was applauded. Bibb's "Ticky Tacky" went over great.	Elaine Romesberger at Al Piz-zamiglio Music—none in stock, but received two requests for the quartet's LP's. Libby Lane at Libby Lane's—no reaction.
MITCHELL TRIO Mercury (University Prod.)	Stevens Tech. Hoboken, N. J. (Bob Carstensen)	April 29	512	"Mr. Tambourine Man" and "Lynda Bird" were hits of the night. Act was varied enough to retain complete interest.	Don Milo at Campus Music Shop—no reaction.
FERRANTE & TEICHER United Artists (Art Squires of Southwest Concerts)	Baylor Waco, Tex. (Bob Gilchrist)	May 3	2,350 SRO	"Exodus" big song of night, but they balanced their show with classical music, Broadway tunes and their own arrangements.	Mrs. G. Reed at Baylor Bookstore—sold three of their "50 Fabulous Piano Favorites" LP. David Tanner at the Music Box—the duo has been steady sellers. Almost a complete sellout.
WILLIAM WARFIELD Columbia (Columbia Artists Management)	Kent State Kent, Ohio (Duncaat Bieber)	April 21	800	Diversified selection of classical songs, plus Negro spirituals—sensitive interpretations.	Phyllis Berry at Music Mart of Kent—nothing in stock. Cary Budin of Record World—nothing in stock.
LOUIS ARMSTRONG Mercury (Assoc. Booking)	Virginia Charlottesville, Va. (Clay Rutter)	May 13	2,800	"Hello, Dolly!" had five encores; clarinet player stole show with comedy routines.	Mincer's Pipe Shop—sold out—"a few before concert, more after . . . have more on order. Beirne Trunzo at University Bookstore—sold two LP's right after concert.
CHIEFTONES (Wm. Morris)	Parsons Fairfield, Ia. (Gary Green)	May 21	500	Talented group did extremely well on "A Well Respected Man."	Canadian group with no U. S. records.
ANIMALS MGM (Valex Booking, Ithaca)	Cornell Ithaca, N. Y. (D. A. Sragow)	May 14	5,500	Excellent performance; great show.	Lent's—no sales. Fred Abraham at Fred's—new single moved a little better.



## TOP FIDELITY PROCESSING

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## Billboard TOP 40

# EASY LISTENING

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

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
(1)	1	1	1	STRANGERS IN THE NIGHT	Frank Sinatra, Reprise 0470 (Roussvelt-Champion, BMI)	9
(2)	3	6	10	THE IMPOSSIBLE DREAM	Jack Jones, Kapp 755 (Fox, ASCAP)	8
(3)	2	2	2	THE MORE I SEE YOU	Chris Montez, A&M 796 (Bregman, Vocco & Conn, ASCAP)	11
(4)	6	11	16	WIEDERSEH'N	Al Martino, Capitol 5652 (Roosevelt, BMI)	7
(5)	8	18	23	IT'S OVER	Jimmi Rodgers, Dot 14361 (Honeycomb, ASCAP)	6
(6)	4	4	9	COME RUNNING BACK	Dean Martin, Reprise 0466 (Richards/Kita, BMI)	8
(7)	7	10	12	MAME	Louis Armstrong, Mercury 72574 (Morris, ASCAP)	8
(8)	18	—	—	SOMEWHERE MY LOVE	Ray Conniff & Singers, Columbia 43626 (Robbins, ASCAP)	2
(9)	13	20	36	I ONLY HAVE EYES FOR YOU	Lettermen, Capitol 5649 (Remick, ASCAP)	4
(10)	5	3	6	MAME	Bobby Darin, Atlantic 2329 (Morris, ASCAP)	11
(11)	11	16	20	STRANGERS IN THE NIGHT	Bert Kaempfert & His Orchestra, Decca 31945 (Champion-Roosevelt, BMI)	8
(12)	12	17	24	COO COO ROO COO COO PALOMA	Perry Como, RCA Victor 8823 (Peer Int'l, BMI)	6
(13)	15	31	—	IF HE WALKED INTO MY LIFE	Eydie Gorme, Columbia 43640 (Morris, ASCAP)	3
(14)	9	15	18	THE LAST WORD IN LONELINESS IS ME	Eddy Arnold, RCA Victor 8818 (Tree, BMI)	8
(15)	16	21	21	LARA'S THEME	Roger Williams, Kapp 728 (Robbins, ASCAP)	9
(16)	10	5	3	LOVE ME WITH ALL OF YOUR HEART	Bachelors, London 9028 (Peer Int'l, BMI)	13
(17)	14	9	11	SAM, YOU MADE THE PANTS TOO LONG	Barbra Streisand, Columbia 43612 (Shapiro-Bernstein, ASCAP)	7
(18)	22	30	—	IN THIS DAY AND AGE	Patti Page, Columbia 43647 (Gallico, BMI)	3
(19)	17	14	15	LESS THAN TOMORROW	Jerry Vale, Columbia 43605 (South Mountain, BMI)	10
(20)	23	32	37	ONE—TWO—THREE	Jane Morgan, Epic 10032 (Double-Diamond, BMI)	4
(21)	25	35	—	HOW CAN I TELL HER IT'S OVER	Andy Williams, Columbia 43650 (Columbia, BMI)	3
(22)	20	27	33	I LOVE YOU DROPS	Vic Dana, Dolton 219 (Moss-Rose, BMI)	5
(23)	24	34	35	STAGECOACH TO CHEYENNE	Wayne Newton, Capitol 5643 (Miller, ASCAP)	5
(24)	—	—	—	YOU DON'T HAVE TO SAY YOU LOVE ME	Dusty Springfield, Philips 40371 (Robbins, ASCAP)	1
(25)	38	—	—	HAPPY SUMMER DAYS	Ronnie Dove, Diamond 205 (Picturetone, BMI)	2
(26)	21	25	29	YOU'RE GONNA HEAR FROM ME	Julius La Rosa, MGM 13497 (Remick, ASCAP)	7
(27)	29	29	32	BLACK FLOREST HOLIDAY	Horst Jankowski, Mercury 72667 (MRC, BMI)	7
(28)	19	12	5	I'M COMIN' HOME, CINDY	Trini Lopez, Reprise 0455 (Tridon, BMI)	13
(29)	31	36	38	DON'T TOUCH ME	Jeannie Seely, Monument 933 (Pamper, BMI)	5
(30)	32	38	—	DAYDREAMER	Robert Goulet, Columbia 43668 (Morris, ASCAP)	3
(31)	36	—	—	SUMMER LOVE	John Davidson, Columbia 43635 (Mutual, ASCAP)	2
(32)	33	37	40	IF I FELL	Brothers Four, Columbia 43621 (Maclean, BMI)	4
(33)	—	—	—	THE WORK SONG	Herb Alpert & Tijuana Brass, A&M 805 (Upam, BMI)	1
(34)	34	40	—	MOTHERS AND DAUGHTERS	Doc Severinsen & His Sextet, Command 4084 (Eastlake, ASCAP)	3
(35)	39	—	—	I'LL BE GONE	Pozo-Seco Singers, Columbia 43646 (Edmark, BMI)	2
(36)	40	—	—	YOU'VE GOT POSSIBILITIES	Peggy Lee, Capitol 5653 (Morley, ASCAP)	2
(37)	—	—	—	LA BAMBA	Trini Lopez, Reprise 0480 (South Mountain, BMI)	1
(38)	—	—	—	TRUMPET PICKIN'	Al Hirt, RCA Victor 8854 (Mayhew, BMI)	1
(39)	—	—	—	YOU CAN'T ROLLER SKATE IN A BUFFALO HERD	Roger Miller, Smash 2043 (Tree, BMI)	1
(40)	—	—	—	MISTY	Groove Holmes, Prestige 401 (Vernon, ASCAP)	1



Bob Dylan's  
new smash  
single,  
**'I Want You'**  
4-43683  
from his deluxe  
two-record set...



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C2L 41/C25 B41 Stereo

including the hit,  
'Rainy Day Women  
#12 & 35'

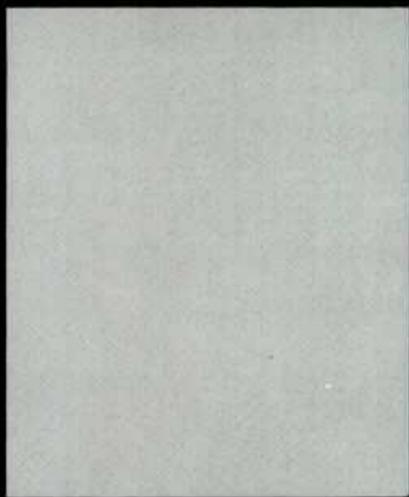
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CAMEO 413

From the motion picture "STEP OUT OF YOUR MIND"

Produced by CHIP TAYLOR and AL GORGONI

Arranged by AL GORGONI



CAMEO PARKWAY THE LABEL TO WATCH IN 66

1650 BROADWAY, New York, N.Y. / 309 SOUTH BROAD STREET, Philadelphia, Pa.

# RADIO-TV programming

## On Boston Tour



COLUMBIA RECORDS ARTISTS Jerry Vale and the duo of Chad and Jeremy on tour of Boston radio stations. Above, Vale guests with WHDH air personality Alan Dary, right. Below, Chad Stuart, left, and Jeremy Clyde, right, talk with WMEX air personality Arnie Ginsburg. Sal Ingeme, field promotion manager for Columbia Records, guided the tour.



## WNEW Looks to Female To Carry the (FM) Mail

NEW YORK—Girls may be the answer for radio stations who're wondering what to do with their FM facilities. Feeling that a different format on stereo FM might affect WNEW's image, general manager Harvey Glascock decided to keep the same Easy Listening programming as featured on his AM setup, but uses female air personalities.

"One of the secrets in successful programming is to do something your competition is not doing. I felt there was a void in female-to-female approach in this market." The station, however, is not appealing just to women listeners, but "to a broad base of audience very much in concert and compatible with our AM sound . . . the 20-59 age group. I don't look upon it as a competition for our AM operation, but as another avenue for the listeners we aim at . . . another programming service offered by WNEW."

Other stations have tried the female personality approach, some with outstanding success. More may go the route. WSDM-FM Stereo in Chicago "will gross as much this year as a lot of AM stations," said station manager Mickey Shorr. Shorr believes so strongly in the all-girl setup that he's started a consultation service for stations interested in the female personality approach.

### A Pathfinder

One of the pathfinders in all-girl station is WHER, Memphis, a station launched about 11 years ago by Sam Phillips, the man who discovered and recorded such artists as Elvis Presley, Johnny Cash, Jerry Lee Lewis and Carl Perkins. Phillips reportedly started WHER with girls for his wife Becky, who'd been a deejay. General manager Charles B. Sullivan said that WHER, a daytimer, is presently so successful they're having to move into brand new studios June 27. The new studios will feature glassed-in booths facing the street so passersby can see the girls working.

Sam Phillips also owns WLIZ, Lake Worth, Fla., another all-girl station with a sign on the door that reads: "Where the Girls Are."

WPRL in Charlotte, N. C., according to station manager Arnold Baynard, is doing excellently as an all-girl station: ". . . It's in the black and one of the most successful radio stations in Charlotte."

All these stations use an Easy Listening format. Another station that had been all-girl for eight or nine years until recently was KNIT in Abilene,

Tex. But KNIT had been a Hot 100 format station; it changed a few months ago to male deejays with a Hot 100 format.

As the FCC deadline approaches for separation of AM-FM programming in markets over 100,000 in population, more and more stations are faced with an FM programming problem. It's fairly well established that FM stations which continue to hang on the shirtheels of their AM counterparts usually don't do as well as the FM stations that are treated as a separate station entirely.

### Separate Staff

WNEW-FM will have a completely separate staff from John Dale, station manager who'll report to Harvey Glascock, to the sales staff.

(Continued on page 28)



HARVEY GLASCOCK, general manager and vice-president of WNEW, New York, discusses the Easy Listening format type of programming with the new air personalities of WNEW-FM, which goes all-girl July 4. Standing, from left, Alison Steele, Glascock, Arlene Keita. Sitting, Ann Clements, left, and Margaret Draper.

## 'McKinnon's Code' Places KSON In the Country Winner's Circle

By CLAUDE HALL

SAN DIEGO—There's only one way to become involved with a country music format in radio—all the way. This is the theory of Dan McKinnon, president and general manager of KSON here, who became a "winner" through "talk of the industry" promotion campaign and a serious devotion to the field.

"Country music is like a fraternity. . . from the listeners to the performers to the record companies. That's what's so great about it. But when I get involved in something, I get into it all the way," McKinnon said.

Besides being on the board of directors of the California Broadcasters Association, McKinnon devotes a large part of his time to the Country Music Association, which aims at promoting the entire field of country music.

"In country music radio, you can't do it just for the money. You have to get involved. . . become a part of the industry," he said. When McKinnon took over the station about four and a half years ago, it was losing money. A survey of the market showed that 61 per cent of the people who'd moved to California had originated in country areas of the nation and 81 per

cent of these had settled in Southern California.

### Went Country

So KSON went country music. "It was an instant success in ratings and in a couple of months we'd turned it into a financial success. But the great thing is you don't have to sell your ratings to an advertiser. . . you have something else work-

ing for you; one of the most loyal group of fans in the world. Most of the listeners who like country music just don't care for other types of music."

Country music stations, too, lend themselves to promotion and sideline ventures, such as live talent shows, amateur hours, remote broadcasts. All these

(Continued on page 28)

## KMBC Takes Title for 3d Year

KANSAS CITY, Mo.—For the third year in a row, KMBC has captured Billboard's Radio Response Rating crown as the major radio station in the market influence on album sales. The Easy Listening format operation received the votes of 45 per cent of the record dealers, distributors, one-stop operators, and local and national record company executives for influencing sales of albums, indicating not only a vast young-adult and adult audience, but the ability to influence them to purchase product.

Mark Foster, KMBC air personality, received 53 per cent of the votes as the major personality influencing album sales; second was Dave Robinson, also a KMBC personality, with 29 per cent.

An "LP of the Week" feature each week on KMBC makes a point of giving exposure to new albums, said program director Jon Holiday. Proof of the station's success at helping the album become a best seller is that 15 of the last 18 are now on the chart; four are million-dollar earners.

KMBC, following the usual Easy Listening format, also plays good music hit singles, often breaking them first in the market. These have included such records as "Day for Decision," by Johnny Sea, "I Love You Drops," by Vic Dana, "I also bet on sure things like 'Strangers in the Night,' by Sinatra and 'What Now My Love,' by Herb Alpert," Holiday said. "My policy is we'll play anything musically in good taste. I

## Payola Examiner Named

WASHINGTON — Hearing Examiner Jay A. Kyle has been named by the Federal Communications Commission to preside at the non-public payola hearings reportedly to be held on the West Coast and in other areas not yet revealed by the Commission.

Last month, the FCC announced it would hold non-public hearings in certain cities where there were payola allegations, and gave subpoena powers to the presiding exam-

iner (Billboard, May 28, 1966). The Commission is trying to hold down undue publicity about this extension of its long but sporadic payola probing that began in the fall of 1964 and attracted immediate headlines at that time.

Speculation also grows, on the West Coast, about the failure of the FCC to officially okay the Westinghouse Broadcasting buy of Crowell-Collier's KFVB in Los Angeles. KFVB was given its first full three-year license renewal under FCC Chairman Henry's administration, at the end of 1965.

Industry and trade reports say that Westinghouse Broadcasting and Crowell-Collier have been quietly notified by the FCC that it will delve a little further into "matters" of concern in the \$10.7 million dollar transfer.

KFVB is one of the primary targets of record promoter Albert Huskey in his suit against West Coast stations, deejays, and record distributors.

### Program Data Filed

NEW YORK—The National Association of FM Broadcasters has established an FM Programming Information Center. More than 600 FM radio stations are already represented in a file at NAFMB's New York office. The programming information will be compiled and a report made available to stations, agencies, and advertising representatives.

# WQXR Is Making AM Format Switch

NEW YORK — WQXR, the pioneer in classical music programming here, is changing its AM format. The FM facility will continue to program classical music in stereo.

The format change, a drastic one considering the classical image the station has built on AM, comes on the heels of the impending separation of 50 per cent programming as ordered by the FCC. But it marks a reversal in that most stations which have been simulcasting like WQXR, are switching formats

on FM. WQXR, however, has almost the same size audience on FM (one of the largest here) as it has on AM.

The AM station will continue simulcasting part of the day. Otherwise, it will program semi-classical and good music. The good music programming will consist of in-depth airings in periods of up to an hour of a band or an arranger or a performer.

Change of the AM format should take place in September or October. Stuart Triff is in charge of AM station. The AM operation was compiling a good music library last week.

# VOX JOX

By CLAUDE HALL

Guy Harris, formerly of Westinghouse Broadcasting, has joined Avco Broadcasting as director of radio program development. Avco stations include WLW, Cincinnati; WWDC, Washington; and WOAI, San Antonio. . . . Record artist James Brown dropped in on the Willie (Moon Doctor) Bacote show on WOOK, Washington, last week and helped out the toothbrush business. The show is broadcast from the window of Waxie Maxie's Quality Music Store. Brown and Bacote, on the spur of the moment, offered to give free records to people who came into the store carrying a toothbrush. Within minutes the street was jammed with people brandishing toothbrushes.

\*\*\*

Bill Atkins, formerly with KTSA in San Antonio, has returned to

KDOK in Tyler, Tex., as music director, a position he'd held previously for four years. . . . "Be Our Guest," a new local live TV variety show on WLWT-TV, Cincinnati, has already received 15,000 ticket requests. The show only premiered June 6. The show, hosted by Bill Nimmo and Marian Spelman, is the third 90-minute color Monday through Friday daytime program originated by WLWT-TV; others are the 20-year-old Ruth Lyons "50-50 Club" and the "Paul Dixon Show."

\*\*\*

KOL in Seattle on Memorial Day weekend (May 27-30) played the top 300 tunes as selected by over 75,000 votes from listeners. "Satisfaction," "Gloria," and "House of the Rising Sun" led the

(Continued on page 28)

# RADIO RESPONSE RATING

KANSAS CITY, MO. . . . 3rd Cycle  
JUNE 25, 1966

## TOP STATIONS

Call Rank Letters % of Total Points

### ★ POP Singles

1. WHB 83%
2. WDAF-FM 17%

### ★ POP LP's

1. KMBC-AM & KMBR-FM 45%
2. WDAF-AM 34%
3. KCMO-AM & FM 21%

### ★ R&B

1. KPRS-AM & FM 100%

### ★ JAZZ

1. KPRS-FM (Bern Stevenson) 100%

### ★ COUNTRY

1. KCKN-AM & FM 60%
2. KCMK-FM (tie) 20%
3. KCMO-AM (tie) 20%

### ★ CONSERVATIVE

1. KBEA-AM & KBEY-FM 85%
2. KCJC-FM 15%

### ★ COMEDY

1. KMBC-AM & KMBR-FM 82%
2. WDAF-AM & FM 18%

### ★ FOLK

Note: No Folk Show in Kansas City area. The following stations program Folk Music occasionally:

- KCKN
- KCMO
- KXTR-FM
- WDAF

### ★ CLASSICAL

1. KXTR-FM 65%
2. KCMO-FM 31%
3. KCUR-FM 4%

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

## TOP DISK JOCKEYS

Rank Disk Jockeys Call Letters % of Total Points

### ★ POP Singles

1. Ron Martin WHB 85%
2. Johnny Dolan WHB 15%

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

(Most co-operative in exposing new records)  
Dee Lindsay . . . . . Music Librarian, WDAF-FM  
Ron Martin . . . . . Program Director, WHB

### BY TIME SLOT

Morning . . . . . J. Walter Beethoven, WHB  
Mid-Morning . . . . . Frosty Harris, WHB  
Early Afternoon . . . . . Bob Chase, WHB  
Traffic Man . . . . . Ron Martin, WHB  
Early Evening . . . . . Johnny Dolan, WHB  
Late Evening . . . . . Note:  
Survey was unable to determine effectiveness in this category. WHB programs talk in this time slot.  
All Night . . . . . Gene Woody, WHB

### ★ TOP TV BANDSTAND SHOW

Note: No TV bandstand show in Kansas City area.

### ★ POP LP's

1. Mark Foster KMBC 53%
2. Dave Robinson KMBC 29%
3. Gene Davis (tie) WDAF 6%
3. Dan Henry (tie) WDAF 6%
3. Torey Southwick (tie) WMBC 6%

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

(Most co-operative in exposing new records)  
Ed Giller . . . . . Program Director, WDAF  
Lynn Higbee . . . . . Program Director, KCMO-AM  
Jon Holiday . . . . . Program Director, KMBC  
Dee Lindsay . . . . . Music Librarian, WDAF-AM  
George Stump . . . . . Program Director, KCMO-FM

### ★ R&B

Note: Survey was unable to determine effectiveness in this category due to recent personnel changes at KPRS.

### ★ COUNTRY

1. "Uncle" Don Rhea KCKN 60%
2. Ted Cramer KCKN 20%
3. Pat Sportsman KCMK-FM 12%
4. Harry Becker KCKN 8%

## STATIONS BY FORMAT

### AM RADIO FREQUENCIES

WDAF	610	KMBC	980	KBEA	1480
WHB	710	KCKN	1340	KCCV	1510
KCMO	810	KDUL	1380	KPRS	1590

### FM RADIO FREQUENCIES

KCUR-FM	89.3	KCMO-FM	94.9	KMBR-FM	99.7
KCMK-FM	93.3	KXTR-FM	96.5	WDAF-FM	102.1
KCKN-FM	94.1	(5)KCJC-FM	98.1	KPRS-FM	103.3

KANSAS CITY, MO. Country's 22d Radio Market. (9 AM; 9 FM).

KBEA: 1,000 watts. Mutual affiliate. Music format: Conservative (100%). Editorializes occasionally. Special Programming: Univ. of Mo. Football. "Encore," with Grayson Enlow, Broadway tunes & soundtracks with interviews and commentary. 12:05-1:00 p.m., M-F. "Gallery," with Keith Painton, news of the arts, 1:00-1:05 p.m., M-F. "Kansas City Hour," with Dr. Norman Abelson, Kansas City Philharmonic, 1-2 p.m., Sun. "Memory Lane of Sports," with Sam Molen, great moments of sports past, 4:30-4:35 M-F. "Children's Hour," with Keith Painton, children's music and stories, 8-9 a.m., Sun. Keith Painton is director of 4-man news dept. Special equipment: Helicopter for traffic news. 5-min. news on the half-hr. New records are selected for air-play by committee of station personnel. Approximately 25 new records programmed weekly. Gen'l mgr., Sam Molen. Prog. dir., Keith Painton. Send 1 copy of LP's to Mr. Painton, 5829 Outlook Drive, Mission, Kan. 66202. Phone: (913) 431-1480.

KBey-FM: ERP 100,000 watts. Simulcast with KBEA.

KCCV: 1,000 watts. Independent. Music format: Christian Religion (100%). Gen'l mgr., Richard Bott. Prog. dir., Eric Thurman, 43 Blue Ridge Ctr., Kansas City, Mo. Phone: (816) FL 3-8600.

KCJC-FM: ERP 75,600 watts. Stereo. On the air 24 hrs. Independent. Music format: Standard (90%)-Conservative (10%). Gen'l mgr., & prog. dir., Reuben Sell, 6230 Eby, Merriam, Kan. 66202. Phone: (913) RA 2-2505.

KCKN: 1,000 watts. On the air 24 hrs. Owned by Seattle, Portland, Spokane Radio, Inc. Music format: Country (100%). Special Programming: "Bargain Basement," with Harry Becker, audience call-in things to buy, sell, trade, 9 a.m.-Noon, M-F. Bill Freeman is director of 2-man news dept. Special equipment: 2-way mobile unit. 5-min. news on the hr., headlines on the half-hr. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published weekly. 5-10 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Glen M. George. Pro. dir., Ted Cramer. Music director, Don Rhea. Send 6 copies of 45's and 2 copies of LP's to Mr. Rhea, Box 1165, Kansas City, Mo./Kan. 66117. Phone: (913) FA 1-3200.

KCKN-FM: ERP 54,000 watts. Simulcast 24 hrs. a day with KCKN.

KCMK-FM: ERP 35,000 watts. Independent. On the air 18 hrs. Music format: Country (90%)-Religious & Gospel (10%). Gen'l mgr., F. A. Mesch. Prog. dir., Pat Sportsman, 922 Linwood Blvd., Kansas City, Mo. 64109.

KCMO: 50,000 watts. CBS affiliate. On the air 24 hrs. Owned by Meredith Broadcasting Co., Meredith Publishing Co. Music format: Pop Standard (90%)-Country (10%). Editorializes daily. Special Programming: Kansas City Athletics, Baseball, Kansas City Chiefs, Football, Missouri Univ. Football, Rockhurst College Basketball. Best of Big Eight

(package) Basketball. "The Party Line," with Jack Elliott, audience call-in. 11:35 a.m., M-F. "Our Changing World," with Earl Nightengale, philosophical, syndicated, 6:10 p.m. M-F. "Bruce Rice with Sports," 7:10 a.m. & 5:15 p.m., M-Sat. "Financial Edition," with Don Johnson, stock market reports & local quotations 5:10 p.m., M-F. "The Sportsman's Friend," with Harold Ensley, hunting & fishing news, 5:30, M-F. TV outlet is KCMO-TV, Channel 5. Harold Mack is director of 15-man news dept. Special equipment: 5 mobile radio equipped cars, beeper service. Extended news at 6:55 a.m., 7:55 a.m., 11:55 a.m., 5:55 p.m., 9:55 p.m. Folk Music programmed occasionally. New records are selected for air-play by Program Director. Approximately 10 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., E. K. Hartenbower. Station mgr., R. W. Evans. Prog. dir., Lynn Higbee. Send 2 copies of 45's and 2 copies of LP's to Mr. Higbee, 125 E. 31st St., Kansas City, Mo. 64108. Phone: (816) JE 1-6789.

KCMO-FM: ERP 100,000 watts. Music format: Standard (70%)-Classical (30%). Special Programming: Night games of Kansas City Athletics. FM Program Director, George Stump. Send 2 copies of Stereo LP's to Mr. Stump. Address and all other information same as KCMO.

KCUR-FM: ERP 40,000 watts. Operated by Univ. of Mo. at Kansas City. Music format: Classical (80%)-Standard (20%). Gen'l mgr., Sam Scott. Prog. dir., Gloria Scott, 5100 Rockhill Rd., Kansas City, Mo. 64110. Phone: (816) DE 3-7400.

KDUL: 5,000 watts day; 500 watts night. On the air 24 hrs. ABC affiliate. Music format: Pop Standard-Standard. Gen'l mgr., Bill Zimmerman, Prog. dir., Jerry Mason, 800 W. 47th St., Kansas City, Mo. 64112. Phone: (816) LO 1-3193.

KMBC: 5,000 watts. On the air 24 hrs. Owned by Metromedia, Inc. Music format: Pop Standard (100%). Special Programming: Univ. of Kan. basketball & football. "Len Dawson Sports," sports commentary, scores, etc. 3:40, 4:40, 5:40, 6:10 p.m., M-F. "Opinion in the Capitol" Metromedia News, Washington, Washington interviews, 10 p.m. Sun. "Dave Andrews' Night People," telephone talk show, 12M-5 a.m., M-F. TV outlet is KMBC-TV, channel 9. Bill Paine is director of 4-man news dept. Special equipment: Helicopter for traffic news, mobile units. 5-min news on the hr. 10-min. news summaries 4 times daily. Comedy LP's featured on Dave Andrews Show, included in other programming. New records are selected for air-play by prog. dir. & research of local retailers. Play list published weekly. 2-10 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Ray M. Stanfield. Prog. dir., Jon A. Holiday. Send 2 copies of 45's and 2 copies of Stereo LP's to Mr. Holiday, 1049 Central St., Kansas City, Mo. Phone: (816) HA 1-2650.

KMBR-FM: ERP 100,000 watts. Simulcast 11 p.m.-Midnight. Send 2 copies of LP's to Mr. Holiday. Address and all other information same as KMBC.

KPRS: 1,000 watts. Daytimer. Independent. Music format: Rhythm & Blues (100%). Gen'l mgr., Andrew R. Carter.

(Continued on page 28)

Play 'Watch What Happens' ... and Watch What Happens!



Here's more of that Randazzo razzle-dazzle, in a lend-an-ear single that's headed up, up, up.

# TEDDY RANDAZZO

WATCH WHAT HAPPENS  
K-13511  
Arranged by Teddy Randazzo



JUNE 25, 1966, BILLBOARD  
Copyrighted material

# A BLOCKBUSTER!

KFWB-Los Angeles..... #1  
KHJ-Los Angeles..... #1  
KRLA-Los Angeles..... #2  
KIMN-Denver..... #11  
WTOB-Winston-Salem..... #1  
WDRC-Hartford..... "Pick Hit"  
BILL GAVIN..... "Sleeper of the Week"

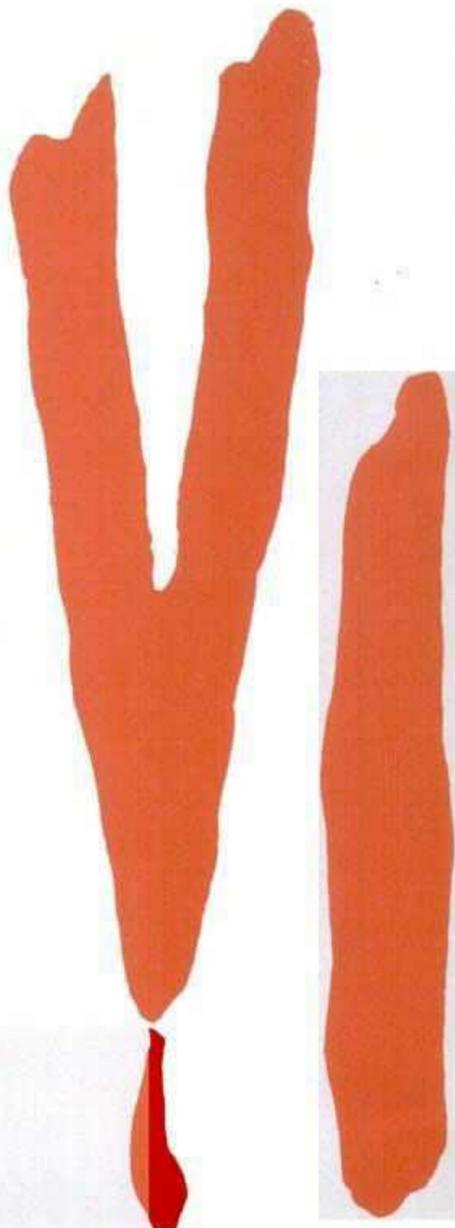


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**"MY WAY OF LIFE"**

A new hit written and performed by:

**"SONNY CURTIS"**

writer of

"I FOUGHT THE LAW AND THE LAW WON"  
"A FOOL NEVER LEARNS" • "WALK RIGHT BACK"



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HOT 100

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

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

Table with columns: THIS WEEK, Wk. Ago, Wks. on Chart, TITLE, Artist (Producer), Label & Number, Wks. on Chart. Includes songs like PAPERBACK WRITER, STRANGERS IN THE NIGHT, PAINT IT, BLACK.

Table with columns: Wk. Ago, Wks. on Chart, TITLE, Artist (Producer), Label & Number, Wks. on Chart. Includes songs like IT'S A MAN'S MAN'S MAN'S WORLD, HEY JOE, THE LAND OF MILK AND HONEY.

Table with columns: Wk. Ago, Wks. on Chart, TITLE, Artist (Producer), Label & Number, Wks. on Chart. Includes songs like HUNGRY, BETTER USE YOUR HEAD, BREAK OUT, WHERE WERE YOU WHEN I NEEDED YOU.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Large table listing songs and artists from A to Z, including entries like Ain't Too Proud to Beg, I Love You 1,000 Times, and Bubbling Under the Hot 100.



# NEW FROM

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RECORDS

THE AMERICAN LONDON GROUP



**3 LP WINNERS FOR HI'S SUMMER PROGRAM !\***

**ACTION SINGLES !**

Big Amos  
**HE WON'T  
 BITE ME TWICE**

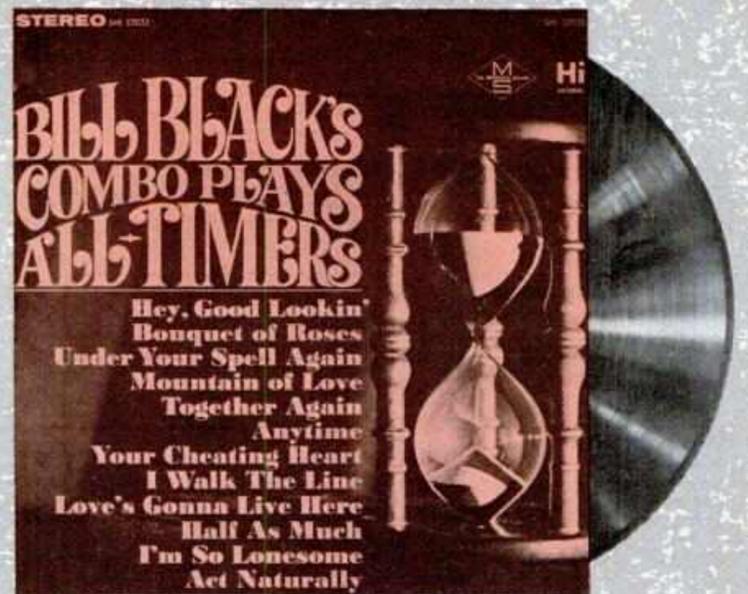
2108

Ace Cannon  
**MOCKING BIRD  
 ROCK**

2107

Bill Black's Combo  
**HEY,  
 GOOD LOOKIN'**

2106



Mono HL 12032

Stereo SHL 32032



Mono HL 12031

Stereo SHL 32031



Mono HL 12030

Stereo SHL 32030

\* Hi LP program through July 15th.  
 See your distributor for special terms.

# KSON in Country Winner's Circle

• Continued from page 21

bring extra revenue. KSON does four country music spectaculars a year; all have been successful. In addition, McKinnon never lets the slightest opportunity go past for promotion. Besides a recent billboard poster drive, McKinnon printed up a brochure proclaiming on the cover: "35 reasons why KSON is America's Greatest Country Music Station" and showed pictures of 35 billboard signs. He mails brochures like this to nearly every advertising agency in the nation, plus many country music stations to give them ideas to promote their own stations.

He's turned out such pamphlets to show why a major airline advertised on KSON, how

the station does its live country music shows, and more than two dozen other examples. Broadcasters are constantly asking to be added to the mailing list. Not only does he mail these to Madison Avenue advertising executives, but they're used almost in the same manner as a calling card when McKinnon makes a pilgrimage to New York agencies.

### List in Demand

Another McKinnon item that is in wide demand is the station's playlist. The KSON way of doing things is so successful that eight other country music stations have asked permission to use the playlist.

KSON was one of the pathfinders of the new "modern

country music" format now in use in nearly every market in the nation. McKinnon didn't believe that country music fans cared to be talked down to, so when KSON went to country it did so with Top 40 type deejays. "The basic job of the deejay is not to entertain—the music does that—but to sell the product of an advertiser and do it in an entertaining and refreshing way." The station doesn't do traffic reports or detailed bulk programming because McKinnon feels listeners tune to KSON for one reason: to get country music.

The foundation of the programming is an integration of the top 50 tunes on the station's playlist with, once an hour,

a faith tune, a pick hit, a couple of country music classics (most 10 years old or less except for an occasional "The Great Speckled Bird"), a memory tune (songs that have been on the top 50, but which the station feels deserves a play or two). Every other or every third tune is from the top 50. By this method, the station plays 15 to 16 records an hour.

More than anything else, it takes teamwork to build a successful radio station. "From the traffic department to the salesmen to the deejays, I've got a group of hard workers. A broadcaster is only as good as his staff."

Through his station and personal work in the CMA, McKinnon has come to love country music. His latest project: playing guitar.

# Vox Jox

• Continued from page 22

list, which was printed and distributed to 80 record stores and departments in the area. . . . "Billy and Sue," a record by B. J. Thomas on Hickory Records, leased on Billboard's Hot 100 Chart this week at No. 86 and the label may owe its success to Bill Heizer, program director of WOTW in Nashua, N. H. He pulled it from the files and played it the past three months. Result: "I've noticed other stations have begun to play it and that it has been released."

★ ★ ★

Howard Clark has shifted from WITX in New Orleans to KFRC, San Francisco. . . . New air personalities at WWTC in Minneapolis/St. Paul are Jim McShane and Al Mitchell; McShane comes from WINQ in Tampa and Mitchell comes from WHO, Des Moines, Ia.

★ ★ ★

New officers of the Southern California Broadcasters Association are chairman Ben Hoberman of KABC, vice-chairman Ed Stevens of KFAC, secretary John Barrett of KRLA, and treasurer Bill Beaton of KIEV. . . . Don Ross, formerly with KNX and KHJ in Los Angeles, has moved to KFMB, San Diego. . . . Bill Watson, former assistant to Ted Randall in his programming service, is now with Bill Drake's free-lance programming company.

★ ★ ★

Jay Marr, Portland, Me., is the new mid-morning personality at WXHR, Boston. . . . Tom Kennington has been appointed program director of WSAI, Cincinnati, and will continue his air show; he was music director. Replacing Kennington as music director will be air personality Dave Reinhart.

★ ★ ★

Arthur Stober has been promoted to program director for WFBG - AM - FM - TV, Altoona-

(Continued on page 33)

## STATIONS BY FORMAT

• Continued from page 26

Prog. dir., M. M. Carter, 2814 E. 23rd St., Kansas City, Mo. 64127. (Phone): (816) HU 3-3100.

**KPRS-FM:** ERP 18,500 watts. On the air 2 p.m.-Midnight. Music format: R & B-Jazz. Address and other information same as KPRS.

**KXTR-FM:** 0,000 watts. Independent. On the air Noon-Midnight M-F. 8 a.m.-Midnight Sat. & Sun. Music format: Classical (100%). Editorializes occasionally. Special Programming: "Kansas City Hour," with Norman Abelson, Kansas City Philharmonic, 1-2 p.m., Sun. 5-min. news at noon, 3, 6, 9 p.m., midnight, M-F. 8 a.m., Noon, 4, 8, p.m., Midnight. Folk Music programmed occasionally. New records are selected for air-play by general manager. Play list published monthly. Approximately 6 new records programmed weekly. Record promotion people are seen by appoint-

## KMBC Takes Title

• Continued from page 21

Pulse shares have increased in all time periods, Holiday said. "In the 18-49 age group, we're up 5 per cent for the whole day. Foster's show is up 101 per cent; Robinson's show is up 54 per cent."

The FM stereo facility of the station will change its call letters July 18 to KMBR-FM in order to create an identity as a separate station. Though semi-automated, all music on the FM stereo station on records is live, Holiday said.

## CKKR to Country

ROSETOWN, Ont.—CKKR, a new 10,000-watt station here, goes on the air July 15 with a country music format. The station, according to production manager Pat O'Connor, will broadcast from separate studios in Kindersley 50 miles away in addition to its Rosetown schedule. Stan Sparling is station manager.

## WPTR OPENS SUMMER CLUB

ALBANY, N.Y. — WPTR, a Hot 100 format station, opened its own nightclub June 17 for the summer at Lake George, resort area 60 miles north of here. Called the Good Guy Room, the club has a capacity of 3,000. Entertainment will be by name acts; the Shondells performed this past weekend. It will be open each Friday, Saturday and Sunday.

ment. Gen'l mgr., John T. McLean. Prog. dir., Faxon G. House. Send 1 copy of 45's and 1 copy of LP's to Mr. McLean, 5938 Metcalf, Shawnee Mission, Kan. 66202. Phone: (913) 432-0505.

**WDAF:** 5,000 watts. NBC affiliate. On the air 24 hrs. Owned by Taft Broadcasting Co. Music format: Pop Standard (75%)—Contemporary (25%). Editorializes daily. Special Programming: "Brunch Downtown," with Gene Davis, live, audience participation from various downtown hotels, celebrity interviews, prizes, music, etc. 10:05-11 a.m., M-F. "Jack of All Trades Show," with Jack Tobin, audience call-in questions on gardening, home care, etc. 7:05-8 p.m., M-F. 10:05-11 a.m. Sat. "Sunday Panorama," with Jean Glenn, public affairs with rotating format, 8-9:30 P.M. TV outlet is WDAF-TV, channel 4. Bill Leeds is director of 14-man news dept. Special equipment: Own exclusive traffic coverage "Traffic Central," mobile units, 2 disaster units, walkie-talkies, plane. Extended news at 7 & 8 a.m., noon, 6 & 10 p.m. Folk Music and Cuts from Comedy LP's programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published weekly. Approximately 10 new records programmed weekly. Record promotion people are seen M-F except Thurs. afternoon. Gen'l mgr., L. D. Bolton. Prog. dir., Ed Giller. Music Director, Dee Lindsay. Send 2 copies of 45's and 2 copies of LP's to Mr. Lindsay, Signal Hill, Kansas City, Mo. 64108. Phone: (816) PL 3-4567.

**WDAF-FM:** ERP 32,000 watts. Music Format: Contemporary (100%). Simulcast 7 a.m.-3 p.m. Send 1 copy of LP's to Mr. Lindsay. Address and other information same as WDAF.

**WHB:** 10,000 watts. Independent. Music format: Contemporary (100%). Gen'l mgr., George A. Armstrong. Prog. dir., Ron Martin, 10th & McGee, Kansas City, Mo. 64106. Phone: (816) BA 1-8300.

## YESTERYEAR'S HITS

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

### POP SINGLES—5 Years Ago June 26, 1961

1. Quarter to Three, U. S. Bonds, Le Grand
2. Raindrops, Dee Clark, Vee Jay
3. Moody River, Pat Boone, Dot
4. Tossin' and Turnin', Bobby Lewis, Beltone
5. Travelin' Man, Ricky Nelson, Imperial
6. The Writing on the Wall, Adam Wade, Coed
7. Boll Weevil Song, Brook Benton, Mercury
8. Every Beat of My Heart, Pips, Vee Jay
9. Those Oldies But Goodies, Little Caesar & The Romans, Del Fi
10. Stand by Me, Ben E. King, Atco

### R&B SINGLES—5 Years Ago June 26, 1961

1. Every Beat of My Heart, Pips, Vee Jay
2. Tossin' and Turnin', Bobby Lewis, Beltone
3. Stand by Me, Ben E. King, Atco
4. I Don't Mind, James Brown, King
5. Raindrops, Dee Clark, Vee Jay
6. Boll Weevil Song, Brook Benton, Mercury
7. Quarter to Three, U. S. Bonds, Le Grand
8. Lonesome Whistle Blues, Freddy King, Federal
9. Peace of Mind, B. B. King, Kent
10. Driving Wheel, Little Junior Parker, Duke

### POP SINGLES—10 Years Ago June 23, 1956

1. The Wayward Wind, Gogi Grant, Era
2. Moonglow & Theme From Picnic, Morris Stoloff, Decca
3. Standing on the Corner, Four Lads, Columbia
4. Heartbreak Hotel, Elvis Presley, RCA Victor
5. Moonglow & Theme From Picnic, George Cates, Coral
6. I'm in Love Again, Fats Domino, Imperial
7. I Almost Lost My Mind, Pat Boone, Dot
8. Hot Diggity, Perry Como, RCA Victor
9. The Happy Whistler, Don Robertson, Capitol
10. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor

### POP LP's—5 Years Ago June 26, 1961

1. Camelot, Original Cast, Columbia
2. Great Motion Picture Themes, Various Artists, United Artists
3. Never on Sunday, Soundtrack, United Artists
4. G. I. Blues, Elvis Presley, RCA Victor
5. Calcutta, Lawrence Welk, Dot
6. Lonesome Plus Soul Equals Jazz, Ray Charles, Impulse
7. All the Way, Frank Sinatra, Capitol
8. Make Way, Kingston Trio, Capitol
9. Ring-a-Ding Ding, Frank Sinatra, Reprise
10. Knockers Up, Rusty Warren, Jubilee

# WNEW Looks to Female To Carry the (FM) Mail

• Continued from page 21

Allan Rosenberg has been named music director. Dale has interviewed 200 women for the position of air personality and, so far, selected four of the five needed. The new format will debut July 4 and operate in stereo 14 hours a day, seven days a week.

The FM station, which formerly featured taped introductions to records taped in advance by its high-powered AM air personalities. But Glascock said, "To be perfectly frank I didn't feel automated tape service was in keeping with the WNEW image. No programming service can do it as well as we can. The old system merely allowed us to get on the air sooner than we would have."

WNEW-FM has been budgeted at more than \$100,000 a year. "Hopefully, we'll be in the red for as short a period as possible," Glascock said. "Stereo is right now a big ticket item, maybe stereo multiplex receivers will sell at a cheaper price later. But our all-girl operation will be the first new venture in New York radio that I can remember, especially all live."

Dale, the FM station manager, said that all of the women had been chosen on the substance of their personality. "The station won't be appealing just to women or just to men." The girls began a training program last week.



BEEP BEEP, the new all-night "Den Pal" at WSDM-FM stereo in Chicago, spins and album. Nearly all gal personalities of the all-girl stations around the country spin their own.

# RADIO-TV MART

## HELP WANTED

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

## SALES UP 307%

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

### KWIZ

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

## SITUATION WANTED

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

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

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

# RHYTHM & BLUES

## TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, label, No. & Pub.	Weeks on Chart
1	5	<b>AIN'T TOO PROUD TO BEG</b> Temptations, Gordy 7054 (Jobete, BMI)	5
2	3	<b>COOL JERK</b> Capitols, Karen 1524 (McLaughlin, BMI)	12
3	6	<b>BAREFOOTIN'</b> Robert Parker, Nola 721 (Bonatemp, BMI)	9
4	4	<b>(I'M A) ROAD RUNNER</b> Jr. Walker & All Stars, Soul 35015 (Jobete, BMI)	8
5	1	<b>HOLD ON! I'M COMIN'</b> Sam & Dave, Stax 189 (East-Pronto, BMI)	12
6	2	<b>IT'S A MAN'S MAN'S MAN'S WORLD</b> James Brown & Famous Flames, King 6035 (Dynatone, BMI)	8
7	10	<b>LET'S GO GET STONED</b> Ray Charles, abc Records 1080B (Baby Monica, BMI)	4
8	7	<b>WHEN A MAN LOVES A WOMAN</b> Percy Sledge, Atlantic 2326 (Pronto-Quinvy, BMI)	11
9	9	<b>I'LL LOVE YOU FOREVER</b> Holidays, Golden World 36 (Myto, BMI)	11
10	13	<b>S.Y.S.L.J.F.M. (The Letter Song)</b> Joe Tex, Dial 9902 (Tree, BMI)	5
11	8	<b>I LOVE YOU 1,000 TIMES</b> Platters, Musicor 1166 (Ludix, BMI)	7
12	12	<b>GOOD TIME CHARLIE</b> Bobby Bland, Duke 402 (Don, BMI)	4
13	15	<b>NINETY-NINE AND A HALF</b> Wilson Pickett, Atlantic 2334 (East-Pronto, BMI)	3
14	26	<b>MY LOVER'S PRAYER</b> Otis Redding, Volt 136 (East-Time-Redwal, BMI)	3
15	18	<b>NEIGHBOR, NEIGHBOR</b> Jimmy Hughes, Fame 1003 (Crazy Cajun, BMI)	5
16	16	<b>YOU WAITED TOO LONG</b> Five Star-Steps, Windy C 601 (Camad, BMI)	8
17	22	<b>TAKE THIS HEART OF MINE</b> Marvin Gaye, Tamla 54132 (Jobete, BMI)	3
18	11	<b>LET ME BE GOOD TO YOU</b> Carla Thomas, Stax 188 (East, BMI)	8
19	24	<b>OH, HOW HAPPY</b> Shades of Blue, Impact 1007 (Myto, BMI)	5
20	14	<b>LOVE IS LIKE AN ITCHING IN MY HEART</b> Supremes, Motown 1094 (Jobete, BMI)	8
21	17	<b>NOTHING'S TOO GOOD FOR MY BABY</b> Stevie Wonder, Tamla 54130 (Jobete, BMI)	10
22	19	<b>WANG DANG DOODLE</b> Ko Ko Taylor, Checker 1135 (Arc, BMI)	11
23	21	<b>GREETINGS (This Is Uncle Sam)</b> Monitors, V.I.P. 25032 (Jobete, BMI)	9
24	36	<b>JUST A LITTLE MISUNDERSTANDING</b> Contours, Gordy 7052 (Jobete, BMI)	2

Billboard SPECIAL SURVEY for Week Ending 6/25/66

## TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	<b>LOU RAWLS LIVE!</b> Capitol T 2459 (M); ST 2459 (S)	9
2	2	<b>CRYING TIME</b> Ray Charles, abc Records ABC 544 (M); ABCS 544 (S)	17
3	3	<b>SOUL ALBUM</b> Otis Redding, Volt 413 (M); S 413 (S)	8
4	6	<b>UP-TIGHT</b> Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	5
5	7	<b>WHEN A MAN LOVES A WOMAN</b> Percy Sledge, Atlantic 8125 (M); SD 8125 (S)	4
6	4	<b>GOT MY MOJO WORKING</b> Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	16
7	5	<b>THE LOVE YOU SAVE</b> Joe Tex, Atlantic 8124 (M); SD 8124 (S)	8
8	17	<b>SOUL MESSAGE</b> Richard (Groove) Holmes, Prestige PR 7435 (M); PRS 7435 (S)	8
9	9	<b>MARTHA AND THE VANDELLAS GREATEST HITS</b> Gordy 917 (M); GS 917 (S)	3
10	13	<b>A TOUCH OF TODAY</b> Nancy Wilson, Capitol T 2495 (M); ST 2495 (S)	5
11	8	<b>DIONNE WARWICK IN PARIS</b> Scepter SRM 534 (M); SPS 534 (S)	10
12	18	<b>GOTTA TRAVEL ON</b> Ray Bryant Trio, Cadet LP 767 (M); LPS 767 (S)	2

### NEW ACTION R & B LP's

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

**MAD LADS IN ACTION** . . .  
Volt 414 (M); S 414 (S)

## Berns Moves Into R & B With Shout, a New Label

NEW YORK—Bert Berns, who heads the independent Bang Records, has started a rhythm and blues label. It will be known as Shout Records.

Berns is debuting the Shout line with a single by Donald Height titled "Talk of the Grapevine." Also signed to Shout, with single releases due soon, are Bobby Harris and Roy C. Latter recently had a hot seller in England with "Shot-

gun wedding" on Black Hawk Records.

Berns is now looking for more artists and production deals to bring out on the Shout line. He is concentrating on artists and material from the South in an attempt to get into the "earthy" r & b groove. However, Berns said, some Shout disks will be cut in New York.

Joan Berg, who handles sales for the Bang label, will double in the same capacity for the new Shout releases. Burke Johnson has been set to handle national promotion for Shout from his Atlanta, Ga., base. The distribution set-up for Shout will be the same as that Berns has set up for Bang.



ON A PROMOTION tour for Stonel Records, Billy Arnold, left, visits with air personality Bob King of WOOK, Washington.

### VOX JOX

• Continued from page 28

Johnstown, Pa. . . . Robert H. Badger, former air personality at WPTR in the Albany-Troy-Schenectady, N. Y., area, has been named general manager of WBAZ, Kingston, N. Y., and says: "We are the only hit-tune station between New York and Albany." Staff personality line-up includes Ritchie Allen, Gil Cabot, Charlie Brown and Badger. . . . Con Hammond and Peter Starr are sitting in at KTSA, San Antonio, for Woody Roberts and Lee Simms. Roberts and Simms are being prevented from work by a temporary injunction brought by KONO—now being appealed—where they formerly worked.

Mort Fega is now hosting a Friday night jazz show on WBAI-FM, New York. . . . Robert T. Howard, general manager of KNBR-AM-FM, San Francisco and KNBC-TV, Los Angeles, has been elected a vice-president of the National Broadcasting Co. . . . KEWB's new staff line-up out in Oakland-San Francisco includes Don French, program director, and air personalities Jack Lacy, Van Amburg, Dean Weber, Lou Waters, Joe Dolan and Ron Reynolds.

### Another Hit From Carnival

"CAN I?"

THE MANHATTANS

C-516

★ ★ ★

Breaking Nationally

"LITTLE MISS SOUL"

b/w

"LONELY GIRL"

THE LOVETTES

C-518

CARNIVAL

RECORD CORP.

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NEWARK, N. J.

(201) 242-6719

## SORRY!

We Should Have Included our Telephone Number in our "TRIVIA" album ad last week . . .

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Ask for Jerry Geller  
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## MUSIC INDUSTRY EXECUTIVE

Available to head aggressive and expanding record and publishing operation. Top level experience for nearly 15 years as negotiator, policy setter and administrator. Best industry reputation and contacts. Present salary over \$35,000.

Box 435, Billboard,  
165 W. 46th St., N. Y. N. Y. 10036  
or for personal reference  
call Hall Cook—Billboard

## Granada TV in Record Field

• Continued from page 1

enter into the manufacturing field in its traditional modest way without investing vast sums.

Before chairman Sidney Bernstein's decision to go ahead, preliminary inquiries had been made of possible key executives and with some foreign manufacturers, with a view to license deals. None has so far been completed.

As a TV program contractor, Granada has a good record for spotting talent. Herman, Freddie and the Dreamers, Dave Berry and the Beatles were all in its programs before achieving even British national fame.

Closely concerned with the record development is John Hamp, Granada-TV's light entertainment chief. For many years he has been responsible for programs featuring top talent.

His weekday "Scene at 6:30" series is a leading promotion vehicle for British and visiting artists. He was also executive producer of the "Music of Lennon and McCartney" TV spectacular which gained worldwide sales on syndication.

## 'Angels' LP Is Moving, Too

DUBLIN — There's a lot of interest here in Pye's first LP, "Angels," by the Medical Missionaries of Mary Choral Group, whose previous release was the single of that title which reached the Easy Listening chart. It just missed the Irish chart.

The records—cut at Eamonn Andrews Studios—were made to help Project Wilson. The brain child of Mother Mary Martin (on whom the Freedom of Drogheda, County Louth, was conferred recently), the project was devised to stem the problem of blindness among Africans in Nigeria. Although orders for the unit's album were reportedly heavy, release date had to be put forward from June 3 because of the British seamen's strike.

## Disney Music Eyes Own Overseas Firm

LONDON—With many existing record licensees and music publishing contracts with European firms expiring at the end of the year, Walt Disney's music division is understood to be considering the appointment of new agents or opening its own operation in key territories.

Jimmy Johnson, head of the Disney music division, is expected here within a month for discussion with Frank Weintrop, European executive. It will be Johnson's third trip of the year.

Johnson and Weintrop have been talking with current European record licensees and distributors and are considering plans which may lead to revised agreements.

# Operational Revamping Splits EMI Into 3 Groups

By DON WEDGE

LONDON — EMI Records' complete reorganization has split the firm into three autonomous product groups—run by general managers—and six supporting service divisions.

The plan, worked out by EMI Records new managing director Geoffrey Bridge, brings all classical product under Leonard Smith, with pop repertoire split between Rex Oldfield and Norrie Paramor.

Oldfield will oversee "non-EMI generated" pop product, whether from Britain or overseas. He will be aided by Brian Jeffery (marketing manager) and Peter Prince (promotion). Mike Regan is assigned artist liaison. John Snell, Bix Palmer and Roy Pitt continue their repertoire-scheduling duties under Oldfield.

Paramor's group includes product of EMI's own a&r executives, Capitol and other subsidiaries, and two British independents, George Martin and Denis Preston, who both work very closely with EMI. Roy

Featherstone (marketing) and Jack Florey (promotion) are Paramor's key executives. Roy Squires continues as manager, Capitol and EMI subsidiaries. Colin Burn moves from EMI's agency to be responsible for artist liaison.

### Full Staffs

Both general managers will have full exploitation staffs which will be competing for broadcasters' attention. Co-ordination of promotional effort in such areas as press advertising and the firm's own Radio Luxembourg program will be a function of Colin Hadley in R. N. White's marketing services division. Hadley is also responsible for all prerecorded tape activity. White's division also includes contracts, repertoire planning and "outward licensing to the U. S." Ian Middleton is specifically responsible for the last-named function.

A new international trading division has been set up under A. Mackenzie Smith, formerly export manager. The depart-

ment now additionally handles export advertising, but otherwise remains virtually as before. Seeking radical organizational changes in the huge EMI Records operation, Bridge is looking for speed, efficiency and profitability.

"We are determined to be quicker moving and harder hitting than any competitor," he explained.

The changed pattern, particularly the two autonomous pop groups, has aroused great interest here. Executive reorientation at EMI, though not unknown, has not reached such proportions before. Though its working will be watched, other firms are unlikely to follow its example. EMI, by virtue of its size, has its special circumstances.

There is, however, some executive reshuffling being planned at Decca. Both this and the EMI change become effective in early July, when the two firms adopt the exclusive distribution pattern (Billboard, June 4).



EUGENE ORMANDY, Philadelphia Orchestra conductor, is greeted at the airport in Jamaica by Clifford Rae, managing director of CBS Records' affiliate, West Indies Records Ltd. Jamaica was the first stop in the five-week, 15,000-mile tour of Latin America being made by Ormandy and the orchestra.

## Special for TV France Filmed In Montreal

MONTREAL—An hour-long TV special for the national TV network in France was filmed this month in and around Montreal, featuring French-Canadian artists known in France through their recordings. Host of the show, to be telecast the end of July or early in August, is Georges Guetary, currently touring the province of Quebec after a successful two-week stand in a leading Montreal club.

Featured guests on the show are the dean of French-Canadian chansonniers, Philips artist Felix Leclerc; Donald Lautrec, on Jupiter in Canada and under contract to Philips for the rest of the world, and Jupiter artist Marc Gelinas, whose chart-topping "Tu Te Souviendras De Moi" has just been released in France and Belgium by Philips.

Other French-Canadian artists in the TV special are the ye-ye group, Les Classels, performing their current No. 1 record, "Et Maintenant" ("What Now My Love") on Trans-Canada; Capitol's young folk group, Les Cailloux; Apex Records' Dominique Michel; and Denise Filiatrault and Claire Lepage. The TV show was produced by Janine Guyon, wife of Georges Guetary.

## Bongusto Captures AFI-RAI's 'Summer' Contest in a Breeze

By SAM'L STEINMAN

ST. VINCENT, Italy—Fred Bongusto and his Ri-Fi recording of "Prima C'eri Tu" (First There Was You), by Mogol, Pallavicini and Locatelli was voted winner of the AFI-RAI "Record for the Summer" contest by an international jury at the Casino here by an imposing 2,201 votes out of a possible 2,376.

Two others topped the 2,000 mark in the voting: Tony Del Monaco, CGD, with "Se La Vita E Così" (If Life Is Like That), written by Del Monaco and Polito, 2,045; and I Giganti, Ri-Fi combo, with "Tema" (Theme), by Amadesi and Albula, 2,020. All three nights were carried by Italian TV. The final night was seen elsewhere in Europe via Eurovision.

Bongusto moved from fifth to first in the final voting but the first five and the last five remained in the same spot except for individual shifts. Other finalists in order of finish and votes were Caterina Caselli, CGD, 1,920; Wilma Goich, Ricordi, 1,894; Iva Zanicchi, Ri-Fi, 1,770; Anna

Marchetti, Meazzi, 1,734; Betty Curtis, CGD, 1,665; Tony Cucchiara, Durium, 1,561, and Lucia Altieri, Italmusica, 1,558.

A footnote on the decline of the Neapolitan song, once the Italian export staple, was that the two finalists from this category received the lowest votes from the foreign jurors in the semi-finals.

CGD and Ri-Fi were the leading companies going into the final, the former making it with all three entries and the latter with two of its three. Durium and Fonit-Cetra, each of whom had three semi-finalists, made it with only one each. The other labels were Ricordi, Meazzi and Italmusica.

Although there were 10 men and 10 women in the semi-finals, the distaff side came out ahead for the last round with six out of the 10 survivors. Among those who lost in the semi-finals were Orietta Berti, surprise winner in 1965. She had shown her victory was no accident by following up with a victory in Rome's Festival of the Roses. Other surprise eliminations were Nini Rosso and Louiselle, who constantly grace best-selling lists.

## CANADA DISK SALES UP 29%

TORONTO—Record sales in Canada in the first three months of 1966 tallied a 21.6 per cent increase in units sold, and an even more dramatic 28.7 per cent rise in dollar sales, over the same period last year, according to the current report from the Dominion Bureau of Statistics.

The breakdown of unit sales shows stereo LP's up 30.3 per cent; mono albums up 27.8 per cent; and singles sales up 13.4 per cent, over 1965. The dollar total for the January-March 1966 quarter, at distributor's net selling price, was \$7,730,847 in retail sales and an additional \$1,079,465 in record club sales.

## Trans-Canada Branching Out

MONTREAL — A leading French-Canadian record company, Trans-Canada Record, will invade the English-language disk field, both at home and the U. S., in the near future. Although the French-Canadian record market is large and lucrative and many of the top artists here have won acclaim in France as well, the bilingual French-Canadian artists, who sing in faultless French, are keenly interested in breaking into the English-language market.

Trans-Canada president, Jean-Paul Rickner, is currently setting up distribution across Canada, likely to involve a Trans-Canada branch in Toronto and

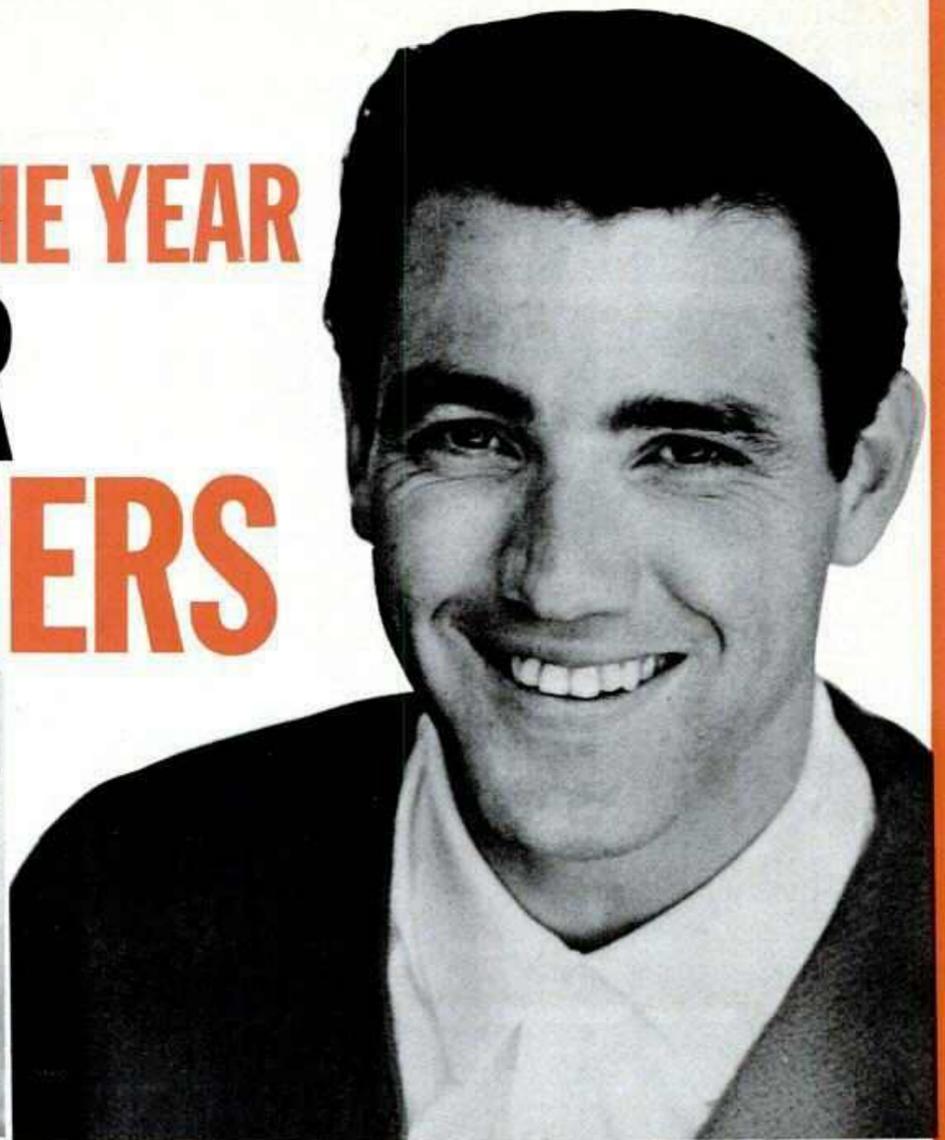
(Continued on page 36)

## JANKOWSKI IN U. S. TO WAX HEIDI BRUEHL

HAMBURG—Horst Jankowski, leading German arranger, pianist and composer ("A Walk in the Black Forest") arrived in New York last week for talks with Mercury. Jankowski will be recording German singer-actress Heidi Bruehl for the U. S. market. Heidi Bruehl had the German version of "The Ballad of the Green Berets" ("100 Mann und ein Befehl"), which has sold more than 100,000 copies.



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**JIMMIE RODGERS**



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**IT'S OVER**

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 16861

**NO ONE WILL EVER KNOW**

Rainbow At Midnight  
 45-129

**HONEYCOMB**

Kisses Sweeter Than Wine  
 45-143

**THE WORLD I USED TO KNOW**

I Forgot More Than You'll Ever Know  
 45-239

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COUNTRY MUSIC 1966  
 M-DLP 3710 S-DLP 25710



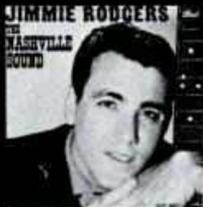
CHRISTMAS WITH JIMMIE RODGERS  
 M-DLP 3657 S-DLP 25657



12 GREAT HITS  
 M-DLP 3579 S-DLP 25579



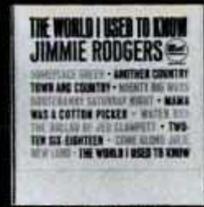
MY FAVORITE HYMNS  
 M-DLP 3502 S-DLP 25502



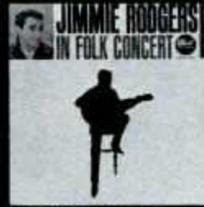
THE NASHVILLE SOUND  
 M-DLP 3687 S-DLP 25687



DEEP PURPLE  
 M-DLP 3614 S-DLP 25614



THE WORLD I USED TO KNOW  
 M-DLP 3556 S-DLP 25556



IN FOLK CONCERT  
 M-DLP 3496 S-DLP 25496



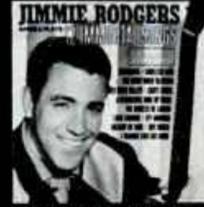
HONEYCOMB & KISSES SWEETER THAN WINE  
 M-DLP 3525 S-DLP 25525



NO ONE WILL EVER KNOW  
 M-DLP 3453 S-DLP 25453



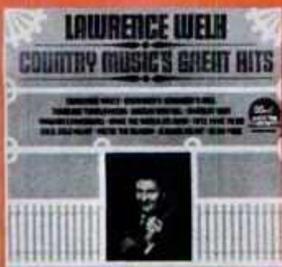
6 FAVORITE HYMNS - 6 FAVORITE FOLK BALLADS  
 M-HLP 114 S-HLP 12114



12 IMMORTAL SONGS  
 M-HLP 148 S-HLP 12148

**MORE BEST-SELLERS ON DOT RECORDS**

**BEST-SELLING SINGLES**



LAWRENCE WELK • Country Music's Great Hits  
 (M)DLP 3725 (S)DLP 25725



These Are The Mills Bros.  
 (M)DLP 3699 (S)DLP 25699



BILLY VAUGHN • Great Country Hits  
 (M)DLP 3698 (S)DLP 25698



BONNIE GUITAR • Two Worlds  
 (M)DLP 3696 (S)DLP 25696



PAT BOONE • Great Hits of 1965  
 (M)DLP 3685 (S)DLP 25685



LAWRENCE WELK & JOHNNY HODGES  
 (M)DLP 3682 (S)DLP 25682



DICK CONTINO • Twilight Time  
 (M)DLP 3680 (S)DLP 25680



JO STAFFORD • Do I Hear A Waltz?  
 (M)DLP 3673 (S)DLP 25673



THE TEN COMMANDMENTS • Original Movie Sound Track  
 (M)DLP 3054-D (S)DLP 25054-D



NEVADA SMITH • Music from the score composed and conducted by Alfred Newman.  
 (M)DLP 3718 (S)DLP 25718

- BONNIE GUITAR**  
 (Get Your Lie The Way You Want It) Come On Home  
 Would You Believe  
 16872
- BONNIE GUITAR**  
 I'm Living In Two Worlds / Goodtime Charlie  
 16811
- BARRY ALLEN**  
 Love Drops  
 16856
- PAT BOONE**  
 Five Miles From Home  
 Don't Put Your Feet In The Lemonade  
 16871
- LAWRENCE WELK**  
 Wabash Cannonball / Tennessee Waltz  
 16885
- BILLY VAUGHN**  
 Buckaroo / Because They're Young  
 16900
- MIKE MINOR**  
 Tomorrow's OK By Me / Somewhere, My Love  
 16880

**THE GREATEST TALENT ON RECORDS**



## EMI Aides Accent Co-Operation

HELSINKI — Efficiency in marketing and pressing facilities among the EMI outlets in Scandinavia was theme of the annual

executive meeting held here.

Ken East, deputy general manager, EMI overseas division, and chairman of the three-day

meeting, explained that although each market was comparatively small in world terms, collectively it was substantial.

A start has been made on co-operative marketing services, particularly simple brochures. More ambitious projects are planned.

Those attending included Laurie Rokkanen, Martti Piha, Martti Auvinen (PSO), Robert Westerlund, Reino Backman, Bjorn Bjorklof (R.E.N. Westerlund)—from EMI's two licensees in Finland. From Norway were Hans Ro and Rolf Syversen of Carl M. Iversen (licensee). Anders Holmstedt, EMI supervisor for Sweden and Finland and head of Skandinaviska Grammofon, Stockholm, was joined by Ivan Nordstrom and Tors Solnanes. Representing Skandinaviska Grammophon, Copenhagen, were the firm's head, Steve Gottlieb—who is EMI supervisor for Denmark and Norway—and Kurt Mikkelsen.

## U.K. Firms Push to Cool Off The Summer Sales Drought

LONDON—British manufacturers are energetically pursuing ideas that they hope will end the annual summer sales slump. This week, Pye launches a big drive on Continental releases to capture the interest of the growing number of Britons seeking holidays in Southern European countries.

Pye's June 17 releases, schedule includes in a "Continental Fair" package no fewer than 22 records — 12 LP's, 7 EP's and 3 singles — from its continental licensors. Among them are the first major releases from a leading Spanish label, Hispavox. (Currently developing its international business, Hispavox represents Pye in Spain and has been recording some of its artists, including Sandie Shaw, in Spanish for local release.)

Other labels providing material for Pye's continental sales push include Durium (Italy) and French Vogue. Involved are such artists as Marino Marini, Francoise Hardy, Marcello Minerbi, Nini Rosso, Aimable and in French, Petula Clark.

Pye's sales push later will include releases on its Golden Guinea and Marble Arch budget lines. Special promotion is being set up with bowling centers, ballrooms, airlines and regional newspapers. It has enlisted the co-operation of the Association of British Travel

Agents, asking members to tie in with local record dealers for co-operative displays.

EMI's Music for Pleasure budget line will direct a sales effort at British resorts in the coming months. "We are out to reach new and lapsed record buyers and convert them into regular year-round customers for albums at all prices," explained label sales chief Arnold Kosky.

Also directing attention at summer sales possibilities is Tony Calder, who with Andrew Oldham operates Immediate, the independent label distributed by Philips. Its main line is singles with most product aimed at the top 40.

"With increasing growth of the transistor player market it means that teen-agers are able to use disks increasingly in summer locations such as beaches and country picnics," Calder said.

"Instead of losing interest in buying summer singles we feel that they will begin to buy more. We may not get as far as reaching the American pattern of a summer peak this year, but it will begin to be noticed."

A recent Immediate release, "Sittin' on a Fence," a Mick Jagger-Keith Richard composition recorded by a duo Oldham dubbed Twice As Much, was conceived and is being promoted as a summer song.

## U.S. Entertainment Poverty Hits GI's, Artist Asserts

NEW YORK—Beulah Bryant, MGM Records artist, called upon the U. S. Government last week to provide more American entertainment to U. S. troops. Miss Bryant, who has been performing for U. S. troops in Germany and France for the last four months, said that soldiers are "starving" for American performers.

"Only about 10 to 15 per cent of the acts appearing over there are American . . . mostly Americans who're living in Europe. The soldiers claim they're awfully tired of British jugglers and magicians," she said. British rock 'n' roll groups are popular at the bases, but GI's still plead for "something from home."

Most of the booking agents abroad claim they can't afford American acts . . . can't afford their transportation overseas. The result is they must look to England for talent. She said, however, that American acts usually aren't allowed to perform in English military camps.

While there's an enormous number of clubs at U. S. military bases in France, Germany and Italy, American artists are also handicapped by a 15 per cent tax at the bases, as well as the usual 10 per cent agency fee, she said.

Miss Bryant has written the President in her drive to get more American entertainment for U. S. soldiers overseas.

## Mann to Merc.-Philips

LONDON — Manfred Mann, hot British group, has left EMI for Philips. The move came in a joint deal with Mercury-Philips combine.

The Mann group has just had a British No. 1 hit with "Pretty Flamingo." Licensed to United Artists for the U. S., it was chosen a Pop Spotlight (Billboard, June 11).

Deal was set up jointly by Philips Records managing director Leslie Gould and Mercury

President Irving Green. Publisher Gerry Bron, the Mann group's agent, was in the U. S. recently to settle details with Green.

The day after the deal was completed, the group began recording in the Philips studios. Independent producer Shel Talmy has been retained for the first sessions. Paul Jones, group's lead singer, did not take part. He has been considering going solo. It is understood the Philips deal makes provision for this.



RCA-TELDEC CONFERENCE included a reception at the Hamburg City Hall, top. Among those shown at the reception were Dario Soria, RCA vice-president and head of the international division; Roger Hall, a&r manager of the RCA classical department; Peter Baumberger, vice-president of RCA Overseas; Kurt Richter, vice-president and a&r manager for Teldec, and Hans Lieber, president and general manager of Teldec. In picture below, Soria, left, and Lieber listen to proceedings. About 35 executives from licensees in West Germany, Scandinavia, Benelux, Switzerland and Austria met with RCA representatives at the 10th anniversary of the contract between RCA Victor and Teldec to discuss new repertoire, preparation of the next sales season, and the country-by-country market, publicity, and promotion picture.



## Trans-Canada

• Continued from page 34

independent distribution in other area, and the next step will be to arrange release in the U. S. Preliminary discussions have already been held and a couple of major U. S. companies have indicated interest. Rickner forecasts release of from 12 to 20 singles in English in the first year, kicking off the Fernand Gignac, one of the best selling French-Canadian singers.

## FROM THE MUSIC CAPITALS OF THE WORLD

### AMSTERDAM

Violinist **Henrik Szeryng** was here for a special concert at the Rotterdam Concert Hall June 8. Szeryng, who is under Philips contract, was introduced to the press by **Bob Bouma**, Philips' Phonographic Industries new publicity manager. Szeryng is the first soloist to play in this hall, the biggest in Europe. . . . A big chart rider is the **Fontana** recording of "Wild Thing" by the **Froggs**. It is the first recording resulting from the merger of **Fontana** and **Page One Records**. The song was written by **Chip Taylor**, who also wrote "I Can't Let You Go" for the **Hollies**. Within a week after release by the **Phonogram** company, the song became a hit. . . . The **Horst Jankowski Singers** from Germany performed June 10 in **Rita Rey's** TV show with **Mark Murphy**. . . . **PPI** at **Baarn** released on **Fontana** a disk of blues songs by **Fred McDowell**. . . . **Chet Baker** joined the **Mariachi Brass** for a lively session of "The Modern Sound of Mexico" on **Fontana**. . . . **Bovema's** recording manager **John Mering** who was among the **Bovema** delegates who recently visited Britain for two days, disclosed that EMI-England will release recordings by **HMV's** folk song trio the **Shepherds** in the near future. **Shepherds** records will be launched both in British and U. S. markets. **Mering** also said that a recording contract for the German market is also in the works. . . . **Parlophone** chief, **Roel Kruyse**, released the new **Beatles'** single, "Paperback writer" b-w "Rain" a few days ago. . . . **Capitol-**

**Holland** followed up its single of **Mrs. Elva Miller's** "Downtown" with the June release of "Mrs. Miller's Greatest Hits." . . . **Atlantic** launched new albums, including **Coltrane-Don Cherry's** historical 1960 "Avant Garde" date, **Herbie Mann's** "Monday Night at the Village Gate" and "Esther Phillips Sings." . . . Two **CBS** classical artists will participate in the **Holland Festival**: Pianist **Andre Watts** and composer-conductor **Pierre Boulez**. **BAS HAGEMAN**

### CHICAGO

Word is out to watch three more local groups make good: **The Same**, **The Amboy Dukes** and **Saturday's Children**. . . . **WNWC-FM**, its **Arlington Heights** tower toppled by one of the tornados that hit Northwest suburbs, comes back three times as strong this week. It will now reach all of Chicago with its hard-rock evening format. Moreover, says station's **George Carl**, new plans call for live remote broadcasts from top teen clubs in the Northwest: **The Hut** in **Des Plaines**, **The Other Place** in **Arlington Heights**, **The New Place** in **Algonquin**, **The Hole** in **the Wall** in **Mt. Prospect**, etc. . . . **Cole** of **California** scandal suits and **Mercury's** **The Exceptions** are *(Continued on page 38)*

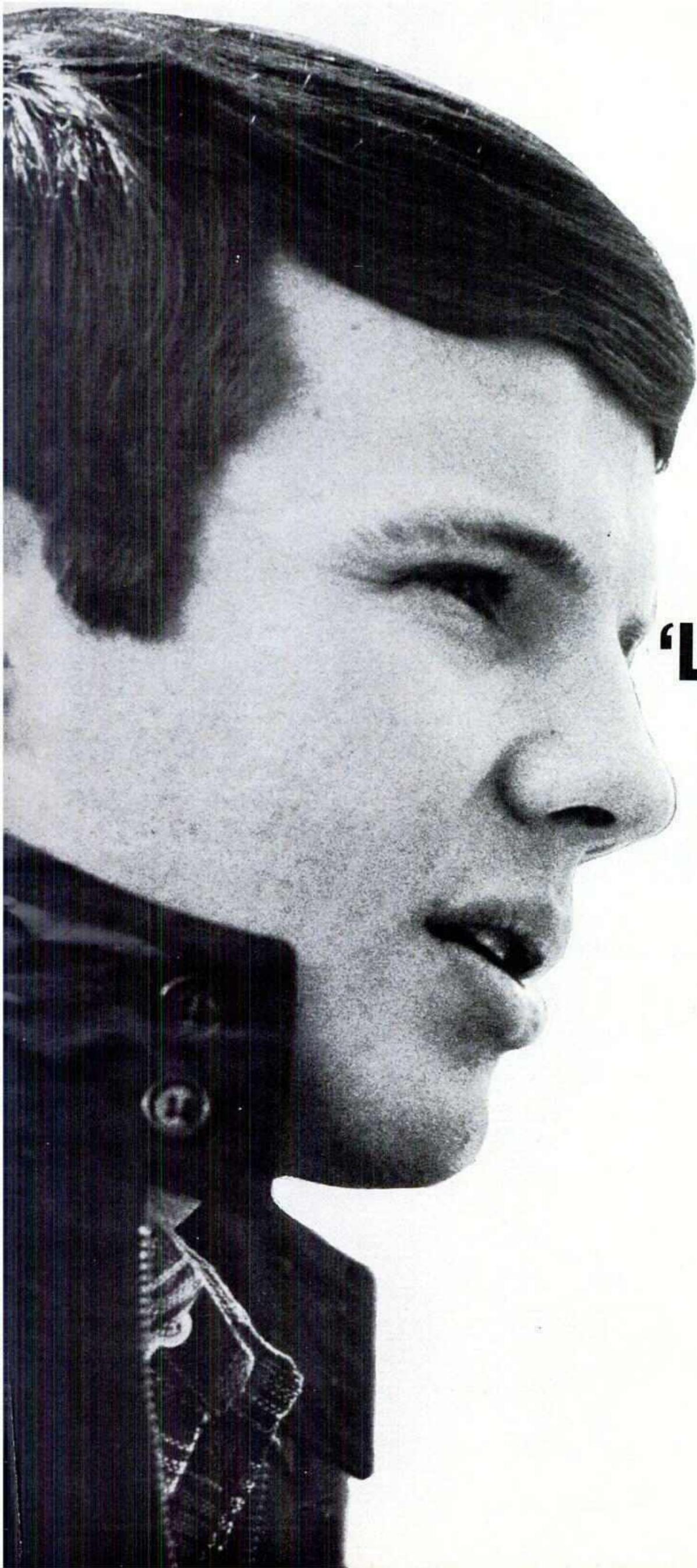
## Austria Jazz Competition Reaches New High Note

VIENNA — Probably precedent in terms of jazz history here, this year's international competition for modern jazz here was supported by high business and government officials. Among the patrons were **Dr. Bruno Kreisky**, Foreign Minister; **Dr. Theodor Piffel-Percevic**, Minister of Education; **Bruno Marek**, Mayor of Vienna, and **Dr. Josef Neubauer**, director-general of the **Zentral Sparkasse** (Saving Bank).

Many diplomats, including the U. S. and Soviet ambassadors, also lent their names. Among the competition judges were **Julian (Cannonball) Adderley**, **J. J. Johnson**, **Art Farmer** and **Ron Carter**. Chairman was **Billboard's** **Warsaw** correspondent, **Roman Waschko**.

The 80 musicians who entered come from Europe, the United States and South America. Prizes were awarded to the seven main jazz instrumentalists. They receive scholarships to the **Berklee School of Music**, and, in addition, received approximately \$1,000. An award of about \$600 went to runners-up.

Added attraction was **Friedrich Gulda's** **Eurojazz Orchestra**, with a line-up including **Ernie Royal**, **Herb Geller** (U. S.), and **Ronnie Ross** and **Tubby Hayes** (U. K.). The **Eurojazz Orchestra** will give concerts in **Warsaw** and **West Berlin**. The main sponsor of the competition, the **Zentral Sparkasse**, announced that the contest will be held on alternate years.



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VEE'S  
'LOOK AT ME GIRL'**

#55877

**IS A HIT.  
ASK ANYONE  
IN MIAMI,  
CLEVELAND,  
DETROIT,  
PITTSBURGH  
AND PHOENIX,  
WHERE IT'S  
BREAKING BIG.**

**LIBERTY...sounds great for '66!**



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## FROM THE MUSIC CAPITALS OF THE WORLD

• Continued from page 36

the attractions at The Pussycat for the next four weeks. . . . "El Pussy Cat" Mongo Santamaria group (Columbia), arrive London House tomorrow (21) for three weeks. **Erroll Garner** follows July 12. . . . **Andy Warhol's** "Exploding Plastic Inevitable" show, embracing a rock group called **The Velvet Underground**, comes with its troupe of 10 to Poor Richard's tomorrow (21). The group plays while underground films roll, stroboscopic lights stream and dancers writhe. . . . **Deejay Ron Britain** on a Suzuki, beat WCFL colleague **Jim Runyon** piloting the Boldmobile in their 500-block Memorial Day race. **RAY BRACK**

### HAMBURG

The German record industry plans a big "Grand Gala du Disque" show in Berlin next year. It will be held Sept. 2 during the German Radio and Television Exhibition. Negotiations are going on for several international stars. A concert will be carried by the German TV network. . . . **SABA** Records released the album **Art van Damme** made in January at the Golden Gate, San Francisco. **SABA** chief **Hans Georg Brunner-Schwer** and his recording director, **Willie Fruth**, supervised. The German title is "Mit Art Van Damme in San Francisco." . . . **Publisher Rolf Budde** has moved his Berlin office to Hohenzollernstrasse 54, Berlin 33. . . . **Hessischer Rundfunk** bought German rights of the **Beatles** 1965 Shea Stadium concert film. . . . **Teldec** released "Strangers in the Night," sung by **Frank Sinatra** on Reprise, and written by the Hamburg composer-arranger **Bert Kaempfert**. . . . France's new **Piaf**, **Mireille Mathieu**, makes her first German TV appearance June 30 in the "Vergissmeinnicht" show from Berlin. She will sing four titles, to be released by **Metronome** here. . . . After three years, **Connie Francis** returned to Germany June 16 to appear in the "Der Goldene Schuss" TV show from Berlin. . . . On June 2, Bavarian comedian **Herbert Hisel** received his fourth gold disk, marking 2 million EP sales on Tempo. . . . **Nancy Sinatra's** "Boots" has topped the 400,000 sales mark in Germany. **CHRISTIAN TOERSLEFF**

### LAS VEGAS

Bandleader **Russ Morgan** is celebrating his first year playing at the top of the Dunes Hotel by sending out a record to friends and fans. . . . **The Smothers Brothers**, now playing at the Sahara Hotel, plan to do a live recording session in the hotel showroom next week. . . . **The Checkmates**, currently playing in the lounge of the Sands Hotel, have just cut an album for Capitol. **Bobby Stevens**, a member of the group, says they still don't have a title for it. . . . **Singer Roberta Linn** rejoined her husband **Freddie Bell** in the lounge at the Sahara Hotel. Roberta recently gave birth to their second child. . . . **The Fourte Four**, recently signed by Decca Records, is now appearing at Pussycat a Go-Go. **DON GIGLIO**

### LONDON

Making arrangements for return of the **Herb Alpert Tijuana Brass** for a fall tour here are **Jerry Moss** and **Gill Friesen**, president and general manager of A & M Records. . . . To promote the single he recorded in English, **Little Tony** (Durium, Italy) was scheduled to return here this week. . . . **Pye's** international manager, **Peter Knight Jr.**, talked with Durium in Milan, studying new projects and supervising English recordings by **Los Marcellos Ferial**. . . . In November, CBS records **Eugene Ormandy** for the first time in Britain. **Leonard Whitcup**, head of Music, Mu-

sic, Music, Inc., publishers of "The Ballad of the Green Berets," here for talks. . . . **The Grade Organization (Dick Katz)** is now the agent for **Marianne Faithfull** (Decca). . . . **Petula Clark** (Pye) opened at the Savoy Hotel Cafe June 6—her first major British personal appearance in four years. For the event, Pye hosted a party from French Vogue, including **Leon Cabat** (director-general), **Paul Claude** (secretary), and **Andre Vidal** (international manager). . . . **Jackie De Shannon** (Liberty) flew here to record "Come and Get Me" with **Burt Bacharach**. The record has been covered by **Susan Maughan** (Philips).

Prime Minister **Harold Wilson** will attend the July reopening of the Cavern, the small Liverpool beat club where the **Beatles** and many of the 1963 beat boom artists started. . . . The musicians' union has forced through its opposition, effective July 31, to miming to commercial records on TV. It will affect domestic and foreign artists' promotion of disks here by TV. Few such program opportunities exist, but those that do will be more severely curtailed. . . . **Pye** is claiming silver disks to mark 250,000 sales by **Frank Sinatra's** "Strangers in the Night" (Reprise) and the **Lovin' Spoonful's** "Daydream" (Pye-International from Kama-Sutra). . . . **Rex Oldfield** is expected to be appointed general manager of a new division at EMI Records to deal with licensed product both domestic and foreign. The changed operation is expected to be officially announced any day and will become effective July 1. **Norrie Paramor** is scheduled to head a similar division to deal with EMI contract-artists' product, including Capitol and foreign subsidiaries and most affiliates. Another executive will take charge of all classical product.

**Gerry Purcell** manager of **Eddie Arnold**, **Al Hirt** and **Monique Van Vooren**, here for promotions. He has been promoting with Arnold "I Want To Go With You," now a chart entry. Purcell plans a British office. Arnold may return for major TV appearances early September. Hirt is scheduled for major BBC-TV dates that month. He will appear in Amsterdam's "Gala du Disque." **Mercury** president **Irving Green** here for the quarterly Philips advisory meeting. . . . **Don Crewe** of **Genius Music** visited **Ardmore** and **Beechwood**. . . . With Chess artist **Billy Stewart** here for promoter **Roy Tempest**, Pye brings out his "Love Me" single. . . . **Honeymooning Charlie Fach**, Mercury a&r vice-president, combined some business at Philips. . . . **RCA** brought in **Mama's and Papa's** for promotion. . . . Visiting here are **George Shearing** and **Ray Conniff**.

Preparing British launching of his pop LP series, **Elektra** president **Jac Holzman** is due here today. Prior to his arrival, manager **Joe Boyd** visited continental licensees (French Vogue and Karusell, Sweden), and distributors. **Danny Halperin** has been added to the London office. Elektra just issued its first single in Britain, **Tom Rush's** "Who Do You Love?" and has licensed its U. S. hit, the **Love's** "My Little Red Book," to British Decca.

Decca's **Marcel Stelman** is again organizing a British team for **Knokke Singing Contest**. . . . **Beatles** were due to finish last two of 14-track LP. Due to be released here in August, height of the British summer slump, it contains one number with jazz musicians added. . . . A film for **Eric Burdon** means **Animals** may have to cut back August U. S. tour. . . . **Paul Mickelson** of **Supreme Records**, Los Angeles, producing five LP's at Pye studios and discussed releasing more from his catalog with the British firm. **Associated Recordings** introduces a sale-or-exchange facilities to dealers on its budget line. . . . **Irving Chazar**, who now represents French Vogue as well as

Pye in New York, visited here and Paris this month on his semi-annual "look, see and learn" trip. . . . First quarter of the year for British manufacturers brought \$16.8 million worth of business—only fractionally less than in the 1964 boom. Unit production of 45's was 14.4 million; 29 per cent down on the first three months of 1964, and 11 per cent less than last year. Album sales, however, are booming. Eight million were sold from January to March, an increase of 21 and 9 per cent, respectively, over 1964 and 1965. **DON WEDGE**

### LOS ANGELES

**Don Grady** and the **Greefs** have turned down an appearance at the Thunderbird's theater-lounge because the show features topless dancers. **Manager Mike Casey** canceled the appearance for the TV actor and his rock 'n' roll group after learning that two of the watusi dancers wore no tops. The group was supposed to replace the **Nooney Rickett Four**, which exited June 21. Grady is a featured performer on the TV series "My Three Sons."

Former jazz and rhythm and blues disk jockey **Bill Sampson** has formed a record-artist promotion firm, **VIP Enterprises**, located at 7801 Sunset Boulevard.

Twenty Vietnam servicemen from the Los Angeles-Long Beach area were hosted by **Brenda Lee** at the Coconut Grove during her final weekend at the club.

Disneyland has scheduled live entertainment every night of the week during the summer. On the first week's schedule on Monday (20), the **Womenfolk**, **David Troy**, the **Dapper Dans**, **Bud and Len** and the **Clara Ward Singers**. On Tuesday it's **Mel Carter**, the **Blossoms**, **H. B. Barnum**, **Tina Mason**, the **Mustangs** and the **Humdinger Dancers**. On Wednesday the accent is on country music, with the **Dillardes**, **Kathy Taylor** and the **Dorsey Burnett** band. On Thursday, the Association performs. On Friday the association plus **Firehouse Five Plus Two** play in addition to such regular Disneyland attractions as **Bill Elliott's orchestra**, the **Royal Tahitian Dancers** and the **Young Men From New Orleans**.

**KMPC's** good music club, the **Teen Age Underground**, has 7,000 members, the station reports. The non-rock club for youngsters was formed in November 1964. DJ's **Johnny Magnus** and **Roger Carroll** are co-leaders of the club.

**Allison Parks**, **Playboy** magazine's "Playmate of the Year," meets with **Monument** president **Fred Foster** here to discuss her recording plans. The label has a tie-in with the magazine, whereby the annual beauty contest winner gets a recording pact.

Monument artists **Boots Randolph**, **Ray Stevens** and **Dale Ward** here this week for appearances on syndicated TV shows. Appearances are being co-ordinated by **Privilege Distributors**. **ELIOT TIEGEL**

### MILAN

**Gunnar Bergstrom** and **Dag Haegqvist** of **Sonet Gramophone** Ab, Stockholm, stopped here to visit **Elisabeth Mintangan** of **Durium** and **Pino De Giola** of **Saar**. **Sonet** distributes the **Durium** and **Saar** (Jolly) catalogs in Sweden. The company issued two albums and five singles by **Ola and the Janglers**, who are due in Italy in October for TV promotion. **Bergstrom** and **Haegqvist** went on to Amsterdam, Paris, Munich, Cologne and Hamburg. . . . **Peter Knight**, **Pye Records** international a&r, here to supervise the **Marcellos Ferial** recording, "World's Cup Fever." . . . **Edward Chalpin** of **PPX Enterprises**, N. Y., here for dealings with the industry, then continued his European tour through Germany, Scandinavia, Great Britain, Holland, Belgium, Spain, and France. . . . **Carlo Ponti**, international film producer, signed singer **Adriano Celentano**. . . . **Jeffrey S. Kruger**, president of **Ember Records**, London, is expected for meetings with **Armando Sciascia**, president of **Vedette Records**, and for the final arrangements of their new company, **International Music of Italy**.



PUBLISHER PETER MEISEL, left, Italian trumpet star Nini Rosso, center right, and composer Christian Bruhn are greeted in style as they arrive in Munich. Rosso will receive a gold record for "Il Silenzio." Rosso will also perform a new composition by Bruhn, "Olympic Trumpet Blues." Munich is slated to be Olympic Town in 1972. The woman is "Munich Honor Girl."

. . . **Vasso Ovale**, **Ariston Records**, will participate in the **Cantagiro** with "Opla." . . . **Bruno Lauzi**, **Ariston Records**, will take part in the **Venice Light Music International Festival**, June 25 to 29, with "La Donna Del Sud" (The Woman From the South). **GERMANO RUSCITTO**

### NEW YORK

**E. B. Marks Music** has picked up the score to the Academy Award-winning Czech film, "The Shop on Main Street." **Mainstream Records** will release the soundtrack album. The score was written by **Zdenek Liska**. . . . **The Zoot Sims Quartet** currently appearing at **Embers West** on the same bill with the **Mike Longo Trio**. . . . **Jerry Goldstein** formed **Sound of Gold Productions**, an independent record firm, and **Jerry Goldstein Music**, a **BMI** affiliate. . . . **Frisky Records** formed by **Henry Rosenberg** with **Jerry Geller** as sales manager, and **Ralph Stein** as a&r head. . . . **IYB Productions** signed deal which gives **The Richmond Organization** world publishing rights to **Live Well Music**. . . . **Sergio Franchi**, **RCA Victor** artist, appears at the **Connecticut Music Festival** in **Fairfield, Conn.**, on July 1.

**Claudette Chester Orbison**, wife of **Roy Orbison**, was killed in a motorcycle accident in **Gallatin, Tenn.**, on June 6. . . . **Jordan Christopher**, **United Artists Records** singer, on a two-week trip to Europe. . . . **Composer Jule Styne** received an honorary degree, **Doctor of Science of Oratory**, from **Curry College** at **Milton, Mass.** . . . **John Madara**, of the record producing team of **Madara & White**, leaves June 21 for a trip to Europe to scout material for the **Double Diamond** publishing firm. . . . **Roger Williams**, **Kapp Records** artists, guests on **John Gary's CBS-TV** show on June 29. . . . **Dan Crewe**, vice-president of **Saturday Music**, is meeting with his company's subpublishers in **England, France, Italy and Sweden** on his European junket which will run through June 26. . . . **The Shangri-Las** has been added to the bill at the **Madison Square Garden Show** in **September** in which **Sid Bernstein** presents the **Young Rascals**. . . . **The Butterflies**, a new teenage girl vocal group, kicked up a storm during recent appearances on **Hal Jackson's** show at **Palisades Park**.

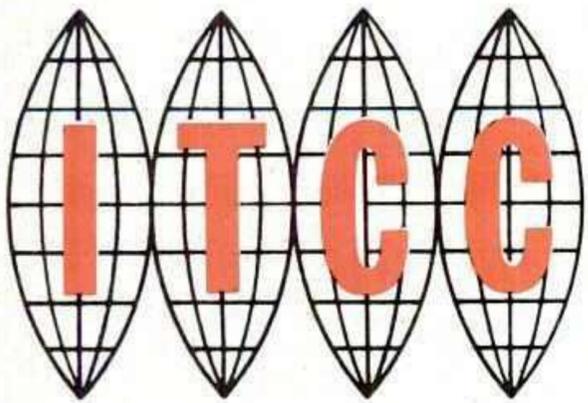
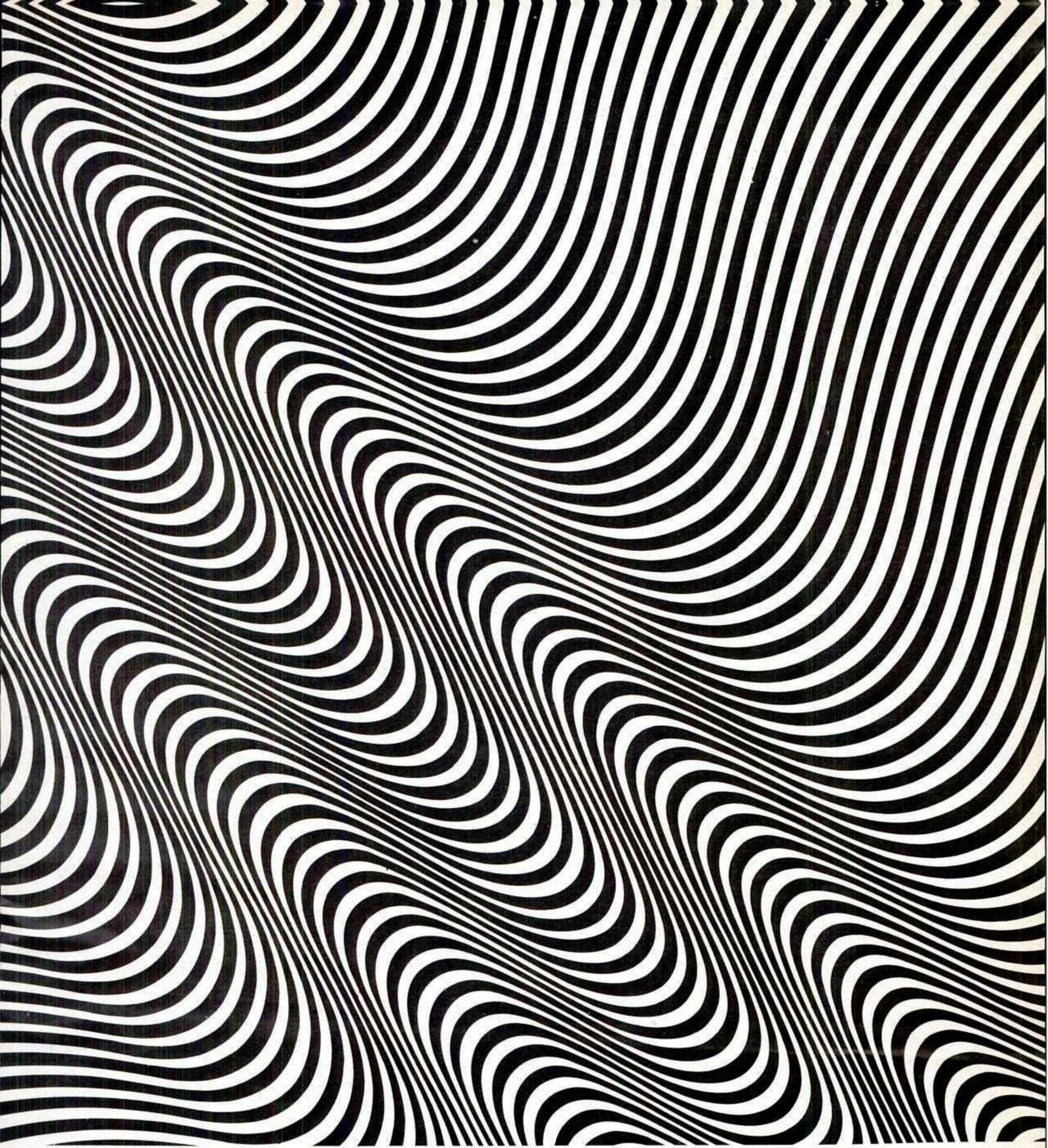
**William J. Steinmetz** has joined the public relations firm of **Solters, O'Rourke & Sabinson**. He'll head the TV department of firm's **Coast** office, and work with **Helen Bilkie** on personality, motion picture and industrial accounts. . . . **Mal Brave-man's** publicity office handling the pop concerts at **Shea Stadium** this summer. . . . **Buddy Kaye** wrote the lyrics to the new theme for the "I Dream of Jeannie" TV show. **Hugo Montenegro** wrote the music. . . . **Harry Warren** will write a special theme for **Universal Television's** new series "The Road West." . . . **Premier Talent Associates** has set the following dates for **Central Park** this sum-

mer: **The Beau Brummels** and the **Vagrants**, July 2; **Freddie and the Dreamers**, July 3; **Anthony and the Imperials**, July 6 and Aug. 3, and **The Humans**, **Mitch Ryder** and the **Detroit Wheels**, Aug. 10. . . . **Erroll Garner** set for a pop concert at the **University of Indiana** on July 7. . . . **Bobby Goldsboro**, **United Artists Records** singer, on a one-nighter tour with his own musical show through the **Midwest** area. . . . **Herb Rosen Promotions** now located at **888 8th Avenue**. . . . **Bronislaw Kaper** to compose the score for **Harold Hecht's** "The Way West," a **United Artists** release. . . . **Songstress Jill Sinclair** forming her own record company, **Upbeat Records**. . . . **Jerry Vale** will headline at the **Versailles Motor Lodge**, **Cleveland**, Aug. 5-13.

**Richard Brun**, formerly with the **Columbia Record Club**, leaving his post as president of **Professional & Technical Programs**, a division of **Crowell-Collier-MacMillan**, to get back into the music business. . . . **Danny Davis Orchestra** will open the outdoor dancing season at the **Rockefeller Plaza Promenade Cafes** on June 27. . . . **Al Carnovale**, secretary-treasurer and director of promotion and exploitation for **Holton Records**, is talent co-ordinator for the **Cavalcade of Stars** charity event at **Asbury Park, N. J.**, on June 22. . . . **Sid Shaw** currently developing a nightclub act for **The Toys**. . . . **Anthony and the Imperials** working with choreographer **Matt Mattox** on their new nightclub act. . . . **Carmen Cavallaro** at the **Rainbow Grill**. . . . **Nick Bartell** into the independent record promotion business based in **Miami**. . . . **The Bobby Fuller Four** at the **Phone Booth** for the next two weeks. . . . **The Kim Sisters** will cut an album for **Monument** during their current engagement at **Chicago's Palmer House**.

**Bobby Vinton** has been set for a date at the **Holy Cross Stadium**, **Worcester, Mass.**, on June 26 and a week's engagement at the **Manor Hotel**, **Wildwood, N. J.**, beginning July 1. . . . **Andrew Oldham**, manager and record producer of the **Rolling Stones**, in town last week to meet with **Allen Klein** and direct promotion for his new **MGM** act **Twice as Much**. . . . **Mel Torme** and **Columbia Records** are talking about a return trip to the **Far East** where the singer will record an album of **Japanese songs**. . . . **Johnny Tillotson**, **MGM** artist, will headline at the **Copacabana** for two weeks starting on July 7. . . . **Vic Dana** will guest on **NBC-TV's** "The Swinging Country" on July 14. . . . **Nino Tempo** and **April Stevens** have been signed for their first engagement in **Australia**. They're set for three weeks at **Sydney's Chevron Hilton** starting on July 25. . . . **Paul Anka** will appear on **CBS-TV's** "Password" for one week starting June 27. . . . **The Elephants**, new rock 'n' roll quintet, begin a summer engagement at **Mitty's discotheque** on June 21. . . . **The Sherry Sisters**, **Epic Records** artists, in **Paris** for 10 days and then go on to **Holland and Germany**. **MIKE GROSS**

(Continued on page 39)



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# FUTURE OF THE TAPE CARTRIDGE INDUSTRY

By Larry Finley  
(President, International Tape Cartridge Corp.)

With ITCC's production planning calling for a minimum of 750,000 cartridges per month starting in September, it's evident that ITCC, with its parent firm Dextra Corporation, has great confidence in the future of the industry.

With the tremendous catalog of music available, indications at this point call for what ITCC considers to be a greater consumer demand than will be available. The company's projections are based on the fact that its catalog does not present just one record label but a combination of 60. These 60 labels could represent as much as 50 per cent of the over-all music available for cartridges.

This vast catalog, plus the fact that the ITCC production facilities are and will continue to be the largest in the business, puts ITCC in a most enviable position.

ITCC feels that just as 1965 was the year of color TV, this is the year of the stereo tape cartridge system.

The success of the concept has been proved by the Ford Motor Car Co., as well as the Chrysler-Mopar Division, Sears and Roebuck, Orrtronics, among other firms who are creating the market for ITCC cartridges.

In addition to Ford and Chrysler, General Motors has announced that their stereo tape system will be available in 1967 models.

The Lear Jet-stereo corporation is delivering thousands of automobile systems, as well as home systems, with a distributor network which daily increases the demand for ITCC cartridges.

In addition to these companies, Automatic Radio of Boston have announced their new 8-track unit with a continuing increase in sale of their 4-track unit.

Taiko Corporation of Los Angeles, as well as Craig, have announced new home models, as well as new automotive models.

It is a matter of public information that Philco

have introduced their new home unit, as well as Capitol Records who are making their home unit available by their distributors.

In the home entertainment field such giants as Motorola, Philco, RCA, and Packard Bell have announced home sets to be available this fall.

Several other giants of the home entertainment industry have not disclosed their plans, but it is widely known that practically every manufacturer of stereo record players will have home units, as well as automotive units available for Christmas delivery.

Borg-Warner and Tenna Corporation are already

on the market with their sets and certainly not to be overlooked is TelePro with an automobile and home unit. These are in addition to the tremendous sales impact of Muntz, Trans-World and dozens of importers.

A significant factor in the field will be Livingston Audio Products which is introducing a compatible 4 and 8-track playback.

If one were to figure that the average amount of tapes per unit would be as low as 20 cartridges for every set sold, the cartridge duplicators and distributors will not be able to satisfy a fraction of the public.



ITCC STAFF GATHERS in ITCC President Larry Finley's office to participate in cake-cutting festivities as firm marks first year in business. (Left to right): Don Diamond, production manager; Larry Mirken, house counsel; Jerry Pillersdorf, director of marketing; Jack Lewis, assistant to president; Finley (cutting cake); Merriam Satterlee, secretary to president; Billie Dobson, director of customer relations.

## THE START OF ITCC

On September 1, 1964, Larry Finley foresaw the great potential of the stereo tape cartridge field. Immediately after resigning from MGM Records, where he was employed as Special Director of Sales, Finley formed a New York corporation called Finley Industries, Inc. The purpose was to secure licenses from various record companies which would permit Finley to duplicate and distribute continuous loop cartridge tapes.

With very limited finances, Finley proceeded to make deposits with various record companies for long-term exclusive leases. At the same time, he endeavored to find financing for the production and establishment of a firm, not only to duplicate but to distribute and sell these cartridge tapes.

Financing was no easy problem as everyone's opinion at that time was that the stereo tape cartridge business was at least 10 years off.

In May of 1965 Finley had many available record contracts but no production or sales facilities. At that time, he met Frank Brennen and Daryl Scholten, who had a firm called Tape Handling in Fairfield, New Jersey. The firm's finances were very limited at that time, to engage in the tape operation which Finley thought would be needed.

Because of Finley's financial status, Tape Handling was unable to go into production; in fact, they were seriously considering dismissing the thought of producing tape cartridges and confining their activities to the successful phase of the business, which was the production of reel-to-reel tapes.

In order to keep Tape Handling alive in the cartridge field, Finley paid advances of several thousands of dollars each month just to keep them interested in engaging in this new activity.

Finley estimates that he spoke to at least 100 bankers, investment houses and record companies, attempting to induce them to back him in what he thought would eventually be a revolutionary, new industry.

On May 15, Finley was introduced to H. Earl

Smalley, Chairman of the Board of Dextra Corporation, a publicly held company in Miami, Florida. Smalley, in addition to being Chairman of Dextra, had various other interests and Smalley immediately saw the possibility of this new concept.

On May 15, 1965, Finley formed International Tape Cartridge Corporation and on June 4, 1965, transferred all of the stock of ITCC to Dextra Corporation for various other considerations. The

financing Finley secured from Dextra enabled him to acquire new contracts and enter into production with Tape Handling, producing the first 4-track cartridges which were sold. During the months of June, July and August, Finley's entire office staff was housed in an office with 400 square feet of space, making preparations for the first releases which were scheduled for September 1.

(Continued on page ITCC-28)

## INTERNATIONAL TAPE CARTRIDGE CORP.

### Executive Staff

**LARRY FINLEY**, President: (See profile, this issue.)

**JACK LEWIS**, Assistant to President: Lewis, who holds a BBA in Business Management from the City College of New York's Baruch School of Business, came to ITCC when it was launched with several years' experience in publishing and recording, and music library management.

**JOSEPH J. KLEIN**, Director of Operations: A CPA, Klein spent six years with a national public accounting firm prior to joining ITCC. Before that, he was affiliated with Lever Bros. A graduate of Columbia University's Institute of Accounting, Klein also handles ITCC duties as assistant secretary and assistant treasurer.

**LAWRENCE MIRKEN**, Secretary-Treasurer: An attorney with 30 years of experience—including legal and business aspects of music, entertainment, and motion picture fields—Mirken serves as chief legal officer of ITCC in addition to his other duties.

**JEROME PILLERSDORF**, Director of Marketing: Pillersdorf is in charge of sales promotion, and marketing research at ITCC. He formerly worked as a consultant for Union Carbide, Celanese, Detector, and the Hat Corp. of America. He has a masters degree in marketing from the University of Pennsylvania and has worked with several major department stores on brand merchandising programs.

**LOUIS CAPONE**, National Sales Manager, Music

Distributor Sales Division: Veteran of 18 years in record business, has background in music publishing, production, a&r, sales. He is in charge of sales to music-record industry accounts.

**DON DIAMOND**, Production Manager: With 21-plus years in the record industry in sales, merchandising and promotion, Diamond's job is to assure ITCC of the most comprehensive catalog in the tape cartridge industry. He was formerly with Columbia Record Distributors, New York, and has been associated with RCA Victor, Coral, Cosnat and retail outlets.

**HARRIETT LEIMAN**, Manager of Copyright & License Department: Previously head of the MGM/Verve Records label and copyright department, Miss Leiman is considered one of the most knowledgeable people in the field. Her department at ITCC is responsible for the payment of royalties to record companies as well as music publishers.

**BILLIE DOBSON**, Director of Customer Relations: Miss Dobson was formerly head of the a&r department of a major record company for seven years before joining ITCC. A native of Texas, she graduated from the McMain Girls School in New Orleans, and worked for an airline company before getting into the record business.

**OTHER ITCC STAFF MEMBERS INCLUDE:** Marvin Talmatch, Controller & Assistant Treasurer; Hal Fogelson, Director of Order Department; Stewart Bogue, Credit Manager.

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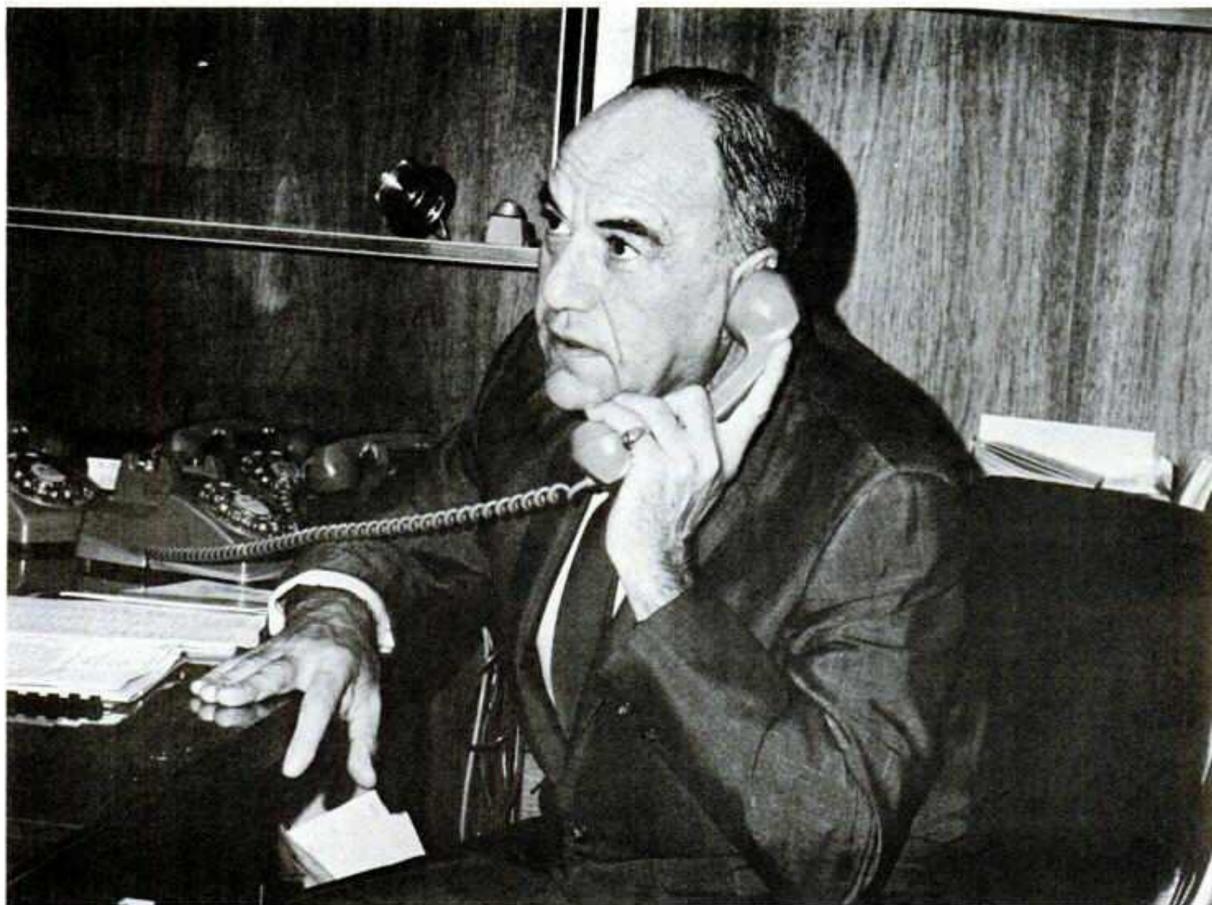
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Steve Allen Plays Bossa Nova Jazz	15-25480		
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<b>THE ANDREWS SISTERS</b>			
The Andrews Sisters Greatest Hits	15-25406		
<b>ELMER BERNSTEIN</b> The Ten Commandments (Original Movie Sound Track)	15-25054-D		
<b>PAT BOONE</b>			
Pat's Great Hits	15-25071		
Star Dust	15-25118		
Tenderly	15-25180		
Pat's Great Hits Vol. 2	15-25261		
Moody River	15-25384		
I'll See You In My Dreams	15-25399		
The Touch Of Your Lips	15-25546		
My 10th Anniversary with Dot Records	15-25650		
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Karl Boxer Comes Out Swinging	15-25640		
<b>JERRY BURKE</b>			
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<b>THE CHANTAYS</b>			
Pipeline	15-25516		
<b>THE COMPETITORS</b>			
Hits Of Street And Strip	15-25542		
<b>DICK CONTINO</b>			
Dick Contino Plays & Sings The Hits	15-25639		
<b>THE FIREBALLS</b>			
Campusology	15-25709		
<b>EDDIE FISHER</b>			
Eddie Fisher Today	15-25631		
<b>MYRON FLOREN</b>			
Polkas	15-25302		
Great Accordion Hits	15-25583		
<b>JIMMY GILMER</b>			
Sugar Shack	15-25545		
<b>JOHNNY GUARNIERI</b>			
Piano Dimensions	15-25647		
<b>BONNIE GUITAR</b>			
Two Worlds	15-25694		
<b>JACK HALLORAN SINGERS</b>			
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<b>PETE KING</b>			
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<b>KRITCHMAR &amp; HIS VIOLIN</b>			
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Ragtime By Request	15-25633		
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The Mills Brothers Sing Vol. 2	15-25646		
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<b>VAUGHN MONROE</b>			
His Greatest Hits	15-25431		
<b>EDDIE PEABODY</b>			
The Man With The Banjo	15-110-S		
<b>LOUIS PRIMA &amp; KEELY SMITH</b>			
Louis & Keely	15-25210		
Wonderland By Night	15-25352		
<b>JIMMIE RODGERS</b>			
Jimmie Rodgers In Folk Concert	15-25496		
Honeycomb & Kisses Sweeter Than Wine	15-25525		
Deep Purple	15-25614		
Nashville Sound	15-25687		
Country Music-1966	15-25710		
<b>THE ROYAL TAHITIANS</b>			
Soft Sounds From The South Seas Vol. 2	15-25411		
<b>ARTHUR SMITH</b>			
Something Old, Something New, Something Borrowed And Something Blue	15-25707		
<b>THE SURFARIS</b>			
Wipe Out	15-25535		
<b>BILLY VAUGHN</b>			
The Golden Instrumentals	15-25016		
Sail Along Silv'ry Moon	15-25100		
La Paloma	15-25140		
Christmas Carols	15-25148		
Blue Hawaii	15-25165		
Golden Saxophone	15-25205		
Theme From A Summer Place	15-25276		
Great Golden Hits	15-25288		
Look For A Star	15-25322		
Theme From The Sundowners	15-25349		
Berlin Melody	15-25396		
Chapel By The Sea	15-25424		
A Swingin' Safari	15-25458		
1962's Greatest Hits	15-25497		
Number 1 Hits	15-25540		
Blue Velvet & 1963's Great Hits	15-25559		
Another Hit Album	15-25593		
Pearly Shells	15-25605		
12 Golden Hits From Latin America	15-25625		
Mexican Pearls	15-25628		
Moon Over Naples	15-25654		
Michelle	15-25679		
Great Country Hits	15-25698		
<b>LAWRENCE WELK</b>			
Mr. Music Maker	15-25164		
Dance With Lawrence Welk	15-25224		
Champagne Music	15-25342		
Calcutta	15-25359		
Yellow Bird	15-25389		
Silent Night	15-25397		
Moon River	15-25412		
Lawrence Welk Sing-A-Long Party	15-25432		
Baby Elephant Walk	15-25457		
Waltz Time	15-25499		
1963's Early Hits	15-25510		
Scarlett O'Hara	15-25528		
Wonderful! Wonderful!	15-25552		
Early Hits of 1964	15-25572		
The Golden Millions	15-25611		
My First Of 1965	15-25616		
Apples & Bananas	15-25629		
The Happy Wanderer	15-25653		
Today's Great Hits	15-25663		
Lawrence Welk & Johnny Hodges	15-25682		
Champagne On Broadway	15-25688		
<b>MARGARET WHITING</b>			
Margaret Whiting's Great Hits	15-25176		
<b>GEORGE WRIGHT</b>			
The Wright Touch	15-25447		
A George Wright Concert	15-25503		
<b>BARRY YOUNG</b>			
One Has My Name	15-25672		

**THE GREATEST TALENT ON RECORDS AND TAPE!**



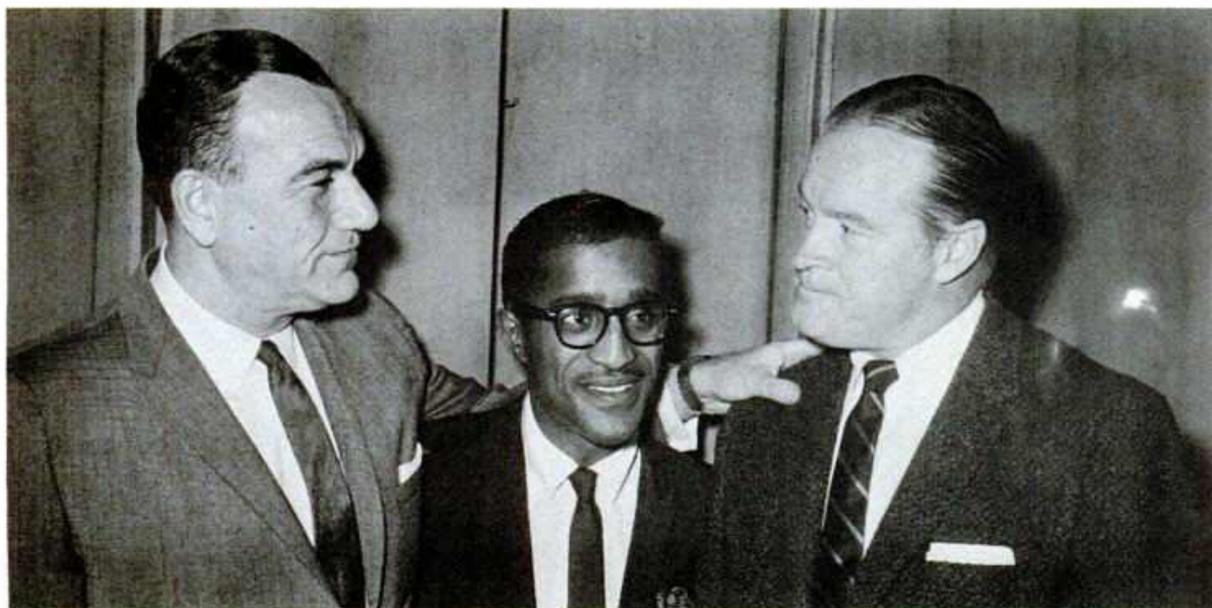
# PROFILE: LARRY FINLEY



LARRY FINLEY



National defense and store traffic were both served during World War II metals drive promotion staged by Finley Credit Jewelers.



From 1953-1960 Larry Finley directed The Los Angeles Examiner's Christmas Benefit Show. He's seen above with two of the 1960 Show's top attractions.

Larry Finley, 53, has crammed into a single lifetime the colorful careers of a dozen men.

The man who today heads the International Tape Cartridge Corp. and in one year has guided it into becoming a major factor in the new CAR-tridge industry, has held the limelight many times before with his exploits in various fields.

As owner of a jewelry store in Burbank, Calif., during World War II his promotional sales techniques drew nationwide attention, including a full-page report in Life magazine.

As owner of San Diego's Mission Beach Ballroom in San Diego, Calif., he filed an antitrust action against Music Corp. of America, claiming he was being bypassed with name bands for the benefit of a competitor—and won the court's nod.

As founder-president of a fifth radio network, Progressive Broadcasting System, he built a chain of more than 500 stations.

As a movie producer of "The Bushwhackers," he brought Dorothy Malone out of her Texas retirement to share billing in the film with John Ireland, Wayne Morris, Lon Chaney Jr. and Lawrence Tierney.

As a disk jockey on Hollywood's Station KFWB, "Larry Finley Time" (10 p.m.-4 a.m.) enjoyed the biggest nighttime rating, and was given an additional daytime schedule (12:45-3:30 p.m.) to give "The Voice With a Smile" (as he was billed) 52½ hours air time per week.

As owner of a late-hour Sunset Strip restaurant, located next door to the then-celebrity-studded Macambo, Larry Finley's M.O.P. (My Own Place) became the favorite hangout for the top names in show business.

As a TV personality, he served as master of ceremonies of "Strictly Informal" on KNXT, the CBS-owned station in Hollywood, and also handled TV celebrity interviews in telecasts of movie premieres.

These are but a few highlights in the varied career of the indefatigable Finley. Of course, he has been involved in less spectacular ventures. Each, however, is tackled with boundless energy, imagination, and with a showman's eye toward gaining maximum exposure for his project. Finley himself is not a flamboyant individual but he is well versed in the showman's art of selling, whether it be a product or a concept.

Lawrence Finkelstein was born May 4, 1913, in Syracuse, N. Y. He attended high school there, and enrolled at Syracuse University. His college career was short-lived.

"I was bounced out after three months," he recalls. "I staged a one-man demonstration to protest the school's ban of cars on campus by driving a car up the steps of Crouse College. Some 50 youngsters were going to join me, but when none of them showed up, I did it myself."

He fronted a band at night, and "changed my name so that it could fit on the marquee." During the day, he worked in a jewelry store as a salesman. It was the same store where he had worked while in high school.

"I started working at the age of 12," he recalls. "I worked at Markson Brothers in Syracuse. I was so small, I could climb into the store window and help dress it. Most of the time, I'd stand on a box behind the counter and take in repairs. After closing time, I sold papers, and would then go over to the Regent Theater to sell popcorn. In a way, I held down three jobs in those days. Later, I turned band leader and jewelry salesman."

In 1939, Finley came to Los Angeles on a vacation, liked it and decided to stay. He opened a credit jewelry store in Burbank with \$5,000 of borrowed money. In January 1943, he sold Finley's Credit Jewelers for \$250,000 when his draft classification was changed from 4F to 1A. The operation had grown, with branches in Hollywood and at the Lockheed factory.

He remembers those days fondly, and credits this period with having spurred him into owning his own ballroom. "We used to have store promotions which featured street dances using Freddy Martin and His Orchestra. Later, I took over the Casino Gardens Ballroom in Santa Monica to stage free dances each month for our customers."

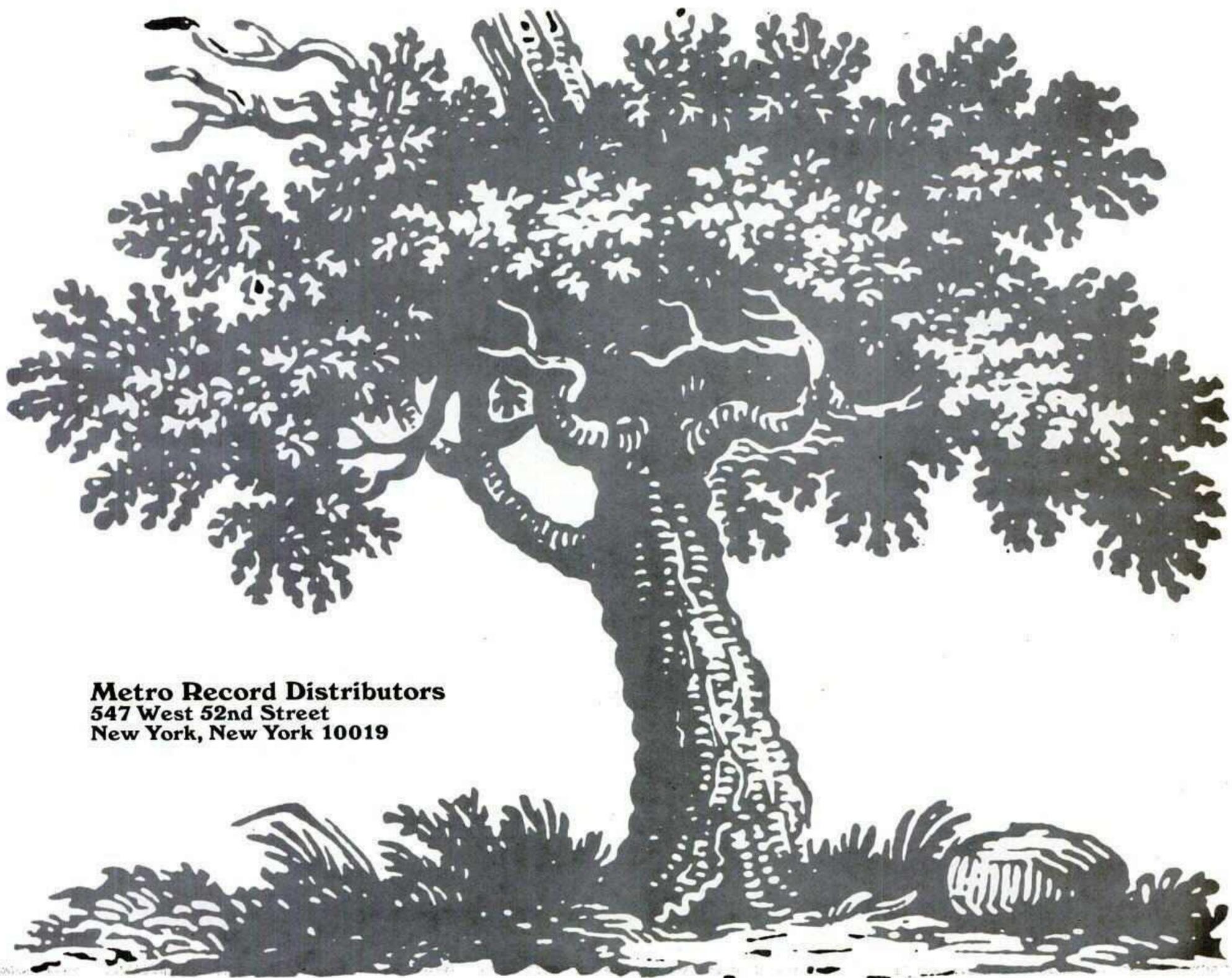
It was during this period that Finley had staged his promotion which got him national publicity. There was a war-time shortage of alarm clocks, particularly in Burbank, home base of Lockheed's

(Continued on page ITCC-25)

# congratulations!



**My, how  
you've grown  
in one short year!**



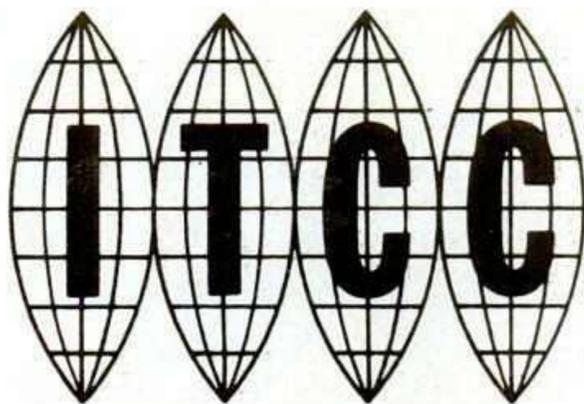
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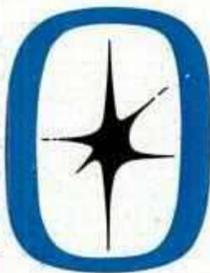
# 8 TRACK STEREO TAPE CARTRIDGES

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ITCC duplicating and distributing our catalog  
on 4 track tape cartridges**

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See ITCC for Audio Fidelity product on both 4 and 8 track stereo tape cartridges:

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# **ORRTRONICS** **STEREO TAPE PLAYER**

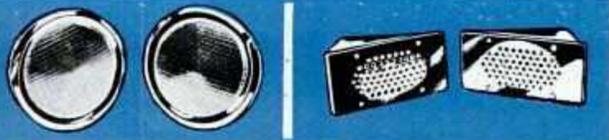
... the finest of the **8** track high-fidelity  
tape cartridge players for cars, planes, boats



Enjoy your favorite 8 track stereo tape selections in music hall realism. You'll appreciate your favorite music, undisturbed by commercials, static or fade out. Orrtronics Stereo players and tapes faithfully present the choicest of entertainment, hour after hour, without interruption. This most compact of all stereo players can be handily and quickly installed in all makes of cars. It's truly a sound choice.

**SPEAKERS** ... There is a choice of two types of high fidelity speaker kits.

**INSTA-MOUNT** speakers are for flush mounting. Upholstery need not be removed for installation and the speakers are waterproof.



**STEREO TWINS** speakers can be quickly surface mounted without marring the installation area and can be located wherever desired.



a sound choice ...

**ORRTRONICS, Inc.**  
P.O. BOX 864, TOLEDO, OHIO 43601

# ITCC—A STUDY IN GROWTH

Within one year ITCC has emerged as a major factor in the tape CARtridge industry. The firm's growth is outlined in the facts and figures contained in the following statement by its president, Larry Finley:

"When ITCC started its shipments in August of 1965, total billings for the month were \$5,679. The following month of September resulted in the billing of \$36,034.

"This billing has increased each month so that seven months later, in April, the ITCC billings for that month were slightly under \$500,000.

"The first two months' billings were low, not because of a lack of business, as over \$1,000,000 in sales were secured during the first 30 days of the operation of the company, but due to the fact that the new company's production facilities could not keep pace with its sales.

"The tremendous growth of ITCC has been, not only because of the increase of its catalog plus the addition of the Lear Stereo 8 and Orrtronics 8 cartridges to the ITCC family, but because of the increased production facilities made possible by Stereo Devices.

"Stereo Devices, the manufacturing facility for ITCC, is projecting a gradual increase in production. According to its plans, in September, when the major automotive firms and larger home entertainment companies introduce their playback units, its production capacity for ITCC will be in excess of 750,000 cartridges per month. This production capacity will enable ITCC to ship in excess of \$2,500,000 per month.

"At this rate, it is projected that the ITCC volume will exceed \$30,000,000 per year."

## CARtridge Marketing: 'It's a Razor and Blade Business'

By **JEROME PILLERSDORF**  
(ITCC Director of Marketing)

Every product has its logical prospects:

With a company like ITCC, by definition, our prospects are limited to owners of tape CARtridge players. The sale of tape cartridges is analogous to the sale of razors and razor blades. While there is initial business to be had in the sales of cartridge players themselves, the big business for the retailer will be in pre-recorded cartridge tapes. We estimate from our surveys and our sales records that each new purchaser of a tape player will buy, within the next year, approximately 20 tape cartridges.

We will endeavor to keep our position of leadership in the industry by continually adding to our catalog to maintain high production output, providing exciting packaging and point-of-sale material, and such other marketing tools as may be appropriate.

We are fortunate that the tape cartridge players are being promoted and sold by some of the best merchandising organizations in the world—the auto companies with the original equipment as a primary factor. Additionally, by the end of the year there will be approximately 20 significant companies who will be marketing units designed for home use and the automobile after-market.

Having, as we do, the most extensive libraries in both 4 and 8-track cartridges, we at ITCC are

## SAMPLER SALES

ITCC at present produces the stereo tape CARtridges which is given with each set sold under the Sears, Roebuck private label, with the Lounge Chair unit manufactured by the Berkline Manufacturing Co., and with the Chrysler-Mopar unit which is available as an after-market feature by the Chrysler Corp.

equipped and prepared to provide high quality cartridges for all of the important units currently available, and for the major new units yet to appear on the market.

The music we record on tape cartridges comes from the record albums of more than 60 major labels. For the most part, the prospective purchaser has only to see that the music he has enjoyed on records is now available in tape cartridge form to be motivated to buy. This contributes to the continued demand of an album on tape cartridge long after that record album has been on the market. People who have enjoyed record albums at home will naturally want their favorites available for mobile use.

While we earlier indicated that we are dependent on the sale of players, we also contribute substantially to the sales of players by making a wide selection of recordings available in cartridge form. Also, owners of in-car stereos, in order to make full use of their tapes, will be motivated to purchase home cartridge units, thus, further broadening the over-all market.

soundtracks: "Stage Coach," "The Blue Max," "The Collector," "A Patch of Blue," "The Moment of Truth," "Juliet of the Spirits," "The Tenth Victim," "Gulliver," "Harper," "The Gospel According to St. Matthew" and "The Man in Istanbul."

All original soundtrack and cast albums are available in ITCC's cartridges in all configurations.

## A Million Miles of Tape in 1966

ITCC figures to use slightly over 1 million miles of tape in its standard 4 and 8-track tape CARtridges this year, which means good business for Audio Devices, sole supplier of this raw tape to the firm. The figure does not include tapes for Orrtronics' 8-track, also handled by ITCC. Audio Devices also figures to profit in two other ways, as the owners of 20 per cent of ITCC stock and through its wholly owned subsidiary, Stereo Devices, which warehouses and supervises duplication for the major cartridge firm.

W. T. Hack, president of Audio Devices, called the association with Stereo also profitable because of "cross-fertilization of technology" for the two firms by enabling Audio to learn what the duplicator wants. Audio, a long-time manufacturer of magnetic tape, also produces its own 4 and 8-track cartridges.

Audio Devices is on the cartridge industry's standardization committee and also has been active in attempts to standardize duplication. Hack feels the industry's future is in both 4 and 8-track, but thinks the introduction of compatible players would soften the conflict between the two systems. For now, Audio Devices can prove how important the cartridge field has been to it through Audio's healthy financial reports with finances greatly enhanced through the association with ITCC.

## ITCC Boasts Industry's Largest Catalog

By **Don Diamond**  
(ITCC Production Manager)

At the time of publication, ITCC's catalog lists 60 different record labels, 30 of which are under exclusive contract to ITCC. All of these labels are available in the three configurations: the Lear Stereo 8, the Standard 4-track and the Orrtronics 8-track.

The labels exclusively tied to ITCC include 20th Fox, Mainstream, Colpix, Roulette, Vee Jay and Jubilee.

A weekly production meeting is held, headed by Don Diamond, who is in charge of production for ITCC. At that time all of the new releases from the 60 record companies are carefully screened.

The meeting is held each Monday morning when the latest issue of Billboard with its Top LP's chart is available. As soon as one of our contracted labels has an LP hitting the Billboard chart, this album is rushed into immediate release in CARtridge form.

In addition, advance releases by record companies are discussed and, based upon the music business knowhow of our staff, new cartridge releases are timed with the simultaneous release of the album by the record company. This assures the ITCC distributors and dealers as well as the record companies under contract to ITCC that the stereo tape cartridge consumer will receive the latest releases.

## ITCC to Issue 'Bible' Soundtrack

ITCC will soon issue the only available tape CARtridge version of the original soundtrack to "The Bible," the Dino De Laurentis production, directed by John Houston, and released by 20th Century-Fox Films. The score is by Toshiro Mayuzumi.

ITCC emerges as the sole owner of cartridge rights to the soundtrack under terms of its exclusive contract with 20th Fox Records, the disk subsidiary of the picture company.

ITCC leans heavily on original soundtrack fare. From its experience in the industry, ITCC sales indicate very strong acceptance of soundtrack cartridges.

At present the ITCC catalog offers original soundtracks and original cast albums of such productions as MGM's "Doctor Zhivago," "The Singing Nun," "Born Free"—20th Century-Fox's "Zorba the Greek," "The Magnificent Men in Their Flying Machines," "Our Man Flint," and TV's "Batman"—Kapp's "Man of LaMancha"—Colpix's "Lawrence of Arabia"—Roulette's "Russian Adventure" from Russian Cinerama, "Study in Terror" and "Sleeping Beauty."

A contract was signed giving ITCC exclusive rights to Bobby Shad's Mainstream label, making available to ITCC customers the following original

## NEW PACKAGE TO BE UNVEILED

ITCC stereo tape CARtridges will be available in its new package in approximately 90 days.

The one package will accommodate all existing 4 and 8-track cartridges. It will be constructed of a high impact, shatter-proof plastic which will afford maximum protection to the tape cartridges, and provide a safe storage container, according to ITCC marketing director, Jerry Pillersdorf. Its one-piece construction simplifies removal and replacement, especially important for automobile use, he said.

The packages will be illustrated by full-color reproductions of the original record album cover with the title visible on all sides.

Before selecting the final design, the packaging in the industry was reviewed, and leading industrial designers were consulted, according to Pillersdorf. The plastic material to be used was selected for its strength, clarity and long shelf life, he said. Adhesion systems were tested to insure compatibility with both the labels and plastic. Tests to determine the durability of the container in shipping were conducted to assure the protective qualities of the new package, he said.

"With the design and dye costs already budgeted, we will offer our new package to other tape cartridge suppliers at an attractive price," Pillersdorf said.



**Dig this:  
Your recordings and  
our tape cartridges.  
(We could make such  
swinging music together.)**

We're doing more with cartridges than anybody in the tape business. But any cartridge we make is only as good as the lubricated tape it loops. After 30 years of producing high-performance recording media for studios, duplicators and music lovers, you'd think we'd know how to make a durable Mylar-based tape that virtually eliminates oxide and lubricant rub-off. You'd be right. Write for details to Audio Devices, Inc., 235 E.42nd St., N.Y.10017.

**audiopak &  
audiotape**  
Your keys to the cartridge kingdom

Congratulations, ITCC, on your First Anniversary...

# WE ARE PROUD TO HAVE BEEN APPOINTED THE 8 TRACK TAPE CARTRIDGE DISTRIBUTOR FOR THE STATE OF ALABAMA

AND TO HAVE TAKEN PART IN THE HISTORIC PRESENTATION OF THE FIRST GOLD TAPE CARTRIDGE AWARDED TO HERB ALPERT AT THE MUNICIPAL AUDITORIUM, BIRMINGHAM, ALABAMA



From left to right:

Larry Finley, president of ITCC, presenting the first Gold Tape Cartridge Award to Herb Alpert, A & M Records, whose "What Now My Love" cartridge passed the \$300,000 sales mark.

Also pictured Larry D. Striplin, Jr., president of Nelson-Brantley Glass Company, and William L. Lewis, Jr., manager of retail operations.

**NEL / BRAN**

**NELSON-BRANTLEY GLASS CO., INC.**

2213 6th Avenue So., Birmingham, Alabama 35203 Phone 328-4310

*Congratulations*

*to*

*Larry Finley  
and all at...*

**ITCC**

*on your  
First Anniversary*

**FRED  
NERENBERG  
V & N  
COMPUTING  
AND  
STATISTICAL  
SERVICES, INC.**

(Complete Accounting, Data Processing & Inventory Service for the Record and Tape Industries)

41 East 42nd Street  
New York, N. Y. 10017  
(212) 867-2326

# We're stuck on I.T.C.C.

(and we think they're sweet on us, too)



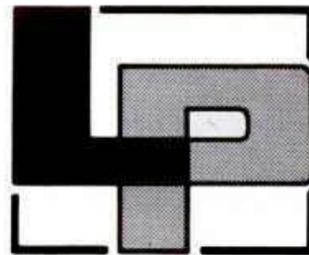
if you need  
repertoire

**LABELS**

for your CARtridges...

**FAST**

- FOR ALL CARTRIDGES — 4 AND 8 TRACK
- PRESSURE-SENSITIVE
- UP TO 4 COLORS ON VARIETY OF MATERIALS
- AUTOMATIC APPLICATORS
- "HIT" FEATURE LABELS FOR RECORD PROMOTION



**LINEAR PRODUCTS INCORPORATED**  
45 WEST 20th STREET, NEW YORK, N. Y. 10011 • ALgonquin 5-2917

**CONGRATULATIONS, ITCC!**

*We're proud that our Stereo 8 cartridges have contributed to your success.*

# Lear Jet Stereo 8\*!

## The original 8-track cartridge player for auto and home.

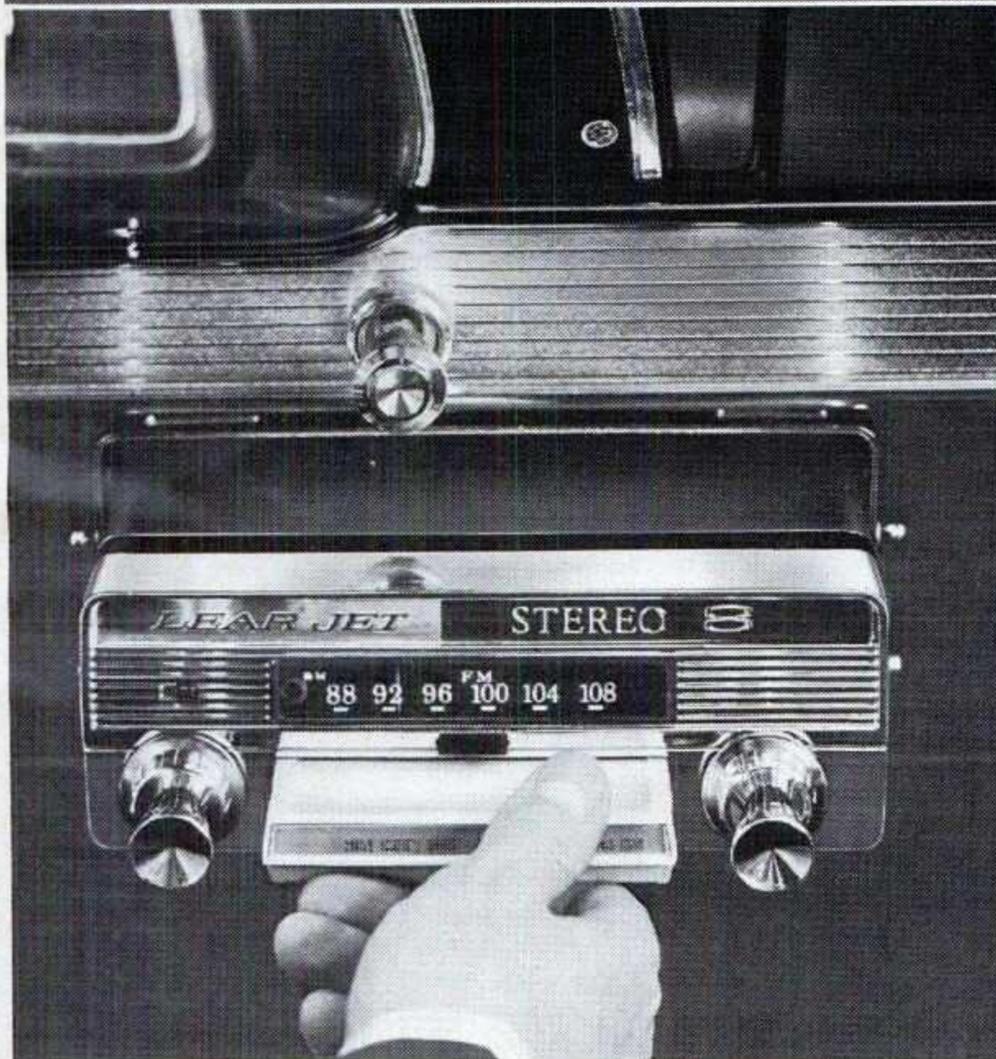
### The finest, most profitable tape cartridge system you can handle.

*Auto*—The most complete line of 8-track automatic tape players on the market. The only line to offer a wide selection of models including integrated AM or FM Radio with FM Multiplex—solid state. Easy installation with 2 or 4 speakers. The line that set the standard for the major auto manufacturers.

Lear Jet Stereo 8 Model ASFM-830-H (Tape Player with FM Radio)

*Home*—Plugs into existing home stereo equipment and plays the same Stereo 8 tape cartridges. It's the most completely automatic, continuous stereo music system ever devised for the home. So simple to operate, even a child can do it. Stereo 8 is the tape cartridge system endorsed by over 40 leading record companies.

Lear Jet Stereo 8 Model HSA-900 (Home Tape Player Attachment)



**BE SURE TO VISIT US AT THE MUSIC SHOW. SEE THE FULL LEAR JET STEREO 8 LINE, INCLUDING EXCITING NEW PRODUCTS, AT BOOTH NOS. 101 AND 102, EAST HALL**

**LEAR JET CORPORATION—STEREO DIVISION**

**LEAR JET**

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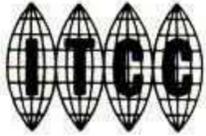
**STEREO 8\***

**ACT NOW! Contact us for the name of your Lear Jet Stereo 8 Distributor. 13131 Lyndon Avenue • Detroit, Michigan 48227 • Telephone (313) 272-0730**

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**ATTN.: ILLINOIS DEALERS**

# EXCELLENT PROFITS AVAILABLE IN EXPLODING TAPE MARKET



the world's largest producer of 4 and 8 track  
stereo tape cartridges . . .

**Three basic cartridge configurations:**

Lear Stereo 8-track

Orrtronic 8-track

& the standard 4-track

**CAR-TAPES, INC.** salutes ITCC, the world's largest producer  
of 8-track stereo tape cartridges, upon their 1st anniversary.

**INTERESTED IN  
A DEALERSHIP  
IN ILLINOIS?**

Use coupon, or call  
(312) 842-6515

CAR-TAPES, INC.,  
2017 S. Michigan Ave., Chicago, Illinois 60616

Please rush details telling me how I can become a dealer  
for the ITCC line of 4 & 8-track stereo tape cartridges.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

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

PHONE \_\_\_\_\_

\_\_\_\_\_  
(Signature)

## Congratulations, I. T. C. C.,

*and best wishes for your continued success.*

# SHENK ELECTRONIC and STEREO TAPE DISTRIBUTORS, Inc.

218 FOURTH ST., TRENTON, N. J. (609) 882-1660

**MIKE WYATT Sales Manager**

DISTRIBUTORS OF I. T. C. C.  
STEREO TAPE CARTRIDGES  
FOR CENTRAL NEW JERSEY  
AND NORTHERN PENNSYLVANIA

**Congratulations, Larry,  
From Your  
First 8-Track Distributor**

CONTINUOUS PLAY 8-TRACK STEREO TAPE CARTRIDGE



INTERNATIONAL TAPE  
CARTRIDGE CORPORATION

Over 200 Artists  
40 Top Labels  
Tomorrow's New Releases

STEREO 8\*

ITCC INTERNATIONAL TAPE CARTRIDGE CORPORATION

The KING OF THE ROAD

CONTINUOUS PLAY 8-TRACK STEREO TAPE CARTRIDGE



LEAR JET  
STEREO 8

8-TRACK  
STEREO FOR ANY CAR

STEREO 8\*

ITCC INTERNATIONAL TAPE CARTRIDGE CORPORATION

Brings THE QUEEN OF THE HOME

CONTINUOUS PLAY 8-TRACK STEREO TAPE CARTRIDGE



Converts any home stereo phonograph to a  
modern Stereo 8 tape player for better sound  
and easier use.

STEREO 8\*

ITCC INTERNATIONAL TAPE CARTRIDGE CORPORATION

Distributed in Michigan exclusively by

**Radio  
Electronic Supply Co.**  
505 Jefferson Ave. S.E., Grand Rapids, Mich.

**Rissi  
Electronic Supply Co.**  
14405 Wyoming Ave., Detroit, Mich.

JUNE 25, 1966, BILLBOARD





Home of Texas Tape Cartridge Corp., Fort Worth, has approximately 15,000 square feet of space devoted to the warehousing of over 125,000 cartridges of the ITCC catalog.



At right, George Slaughter, president of Texas Tape Co., the ITCC warehouse, sales and billing facility for Texas, Louisiana and Oklahoma, supervising the placement of ITCC cartridges in the warehouse.

## 'Finley Helped Market Tremendously': Wally

Harold Wally of Wally's Stereo Tape City, New York City's largest retail outlet of tape CARtridges and players, cites Larry Finley, president of ITCC, as having "helped the cartridge market tremendously by being on the ball." Wally, whose outlet stocks by 10,000-cartridge library, explained that ITCC came out with new, current releases as soon as possible, and carried timely releases of all types from rock 'n' roll to classical. Wally's sells 4 and 8-track cartridges from the major duplicators.

The retailer predicted the industry would go both 4 and 8, although 4-track is in the lead now. This

means, he said, that he will have to continue to stock a double inventory of cartridge titles. He said that compatible players were probably the eventual answer.

Technically, he said, 4-track is the superior system, but added there were marketing advantages to 8. "We have to go with the industry." He called 8-track "more sophisticated."

Wally explained that his father, Harry Wally, had started in the auto radio business 45 years ago and expanded to car heaters and air conditioners. He sold the latter two phases of the business recently

to concentrate on cartridges and cartridge players.

Among celebrated customers of Wally's have been Sammy Davis Jr., Beatrice Lillie, Peter Nero, Sarah Vaughan and Bobby Vinton. Wally also installed players in the campaign trucks of Mayor John Lindsey and in the car of William Buckley, his Conservative Party opponent in last year's New York mayoralty election.

Because of the steady increase in cartridge player installations, Wally's is looking for larger quarters for its family business, which is still operated by the elder Wally and his five sons. Harold Wally felt this confidence in the industry's future was warranted by the rapid strides now being made as sales steadily rise.

## New ITCC Home to Showcase All Available Playbacks

ITCC has completed negotiations to move its general offices to the new ITCC Building located on Fifth Avenue between 52nd and 53rd streets in New York City. The firm expects to be in its new quarters by Aug. 1.

ITCC will initially occupy 8,500 square feet of space, with plans for acquisition of additional space as it's needed. The administrative, sales, production,

bookkeeping and billing will be housed under one roof.

In addition, there will be a large showroom which will display every available automotive and home tape playback unit on the market, according to ITCC president, Larry Finley. The showroom will be open to the public so that it can see and compare all the various systems and sets.

Finley stated that he feels "this will make the ITCC Building the stereo cartridge center of America." Finley also stressed that ITCC is not in the business of selling units and that its sole function is to supply distributors with stereo tape cartridges in all configurations.

All manufacturers will be invited to display their sets as well as to supply literature so that the hostess who will be assigned to the showroom will be able to give a fair and unbiased demonstration of all types of units.

## Glass Firm to Distribute ITCC Line

The Nelson-Brantley Glass Co., a firm distributing automobile glass for Ford and Chrysler in Birmingham, Ala., has signed an exclusive agreement with ITCC to distribute the ITCC 4 and 8-track CARtridge lines in Alabama. Nelson-Brantley, who has been distributing and retailing playback units for some six months, has five branches in the State.

According to Larry Striplin, president, the company entered the cartridge market because of its natural association with the automobile industry. Nelson-Brantley, who will stock the complete line of the ITCC 4 and 8-track cartridges, also will market the cartridges in its own stores.

## California Auto Radio Reports 'Fantastic Success'

A great booster for ITCC-duplicated product is California Auto Radio, operating at the automotive parts department level in chain stores.

"Believe it or not, we've had fantastic success with every piece of music Larry Finley's given us," said the company's president, Bob Maniaci. "The reason? Maybe it's our enthusiasm. Maybe we're ordering correctly."

Whatever the reason, California Auto Radio has struck paydirt as an ITCC distributor. Tape CARtridges have given the seven-year-old company the "greatest product to hit the automotive sound field ever," Maniaci said. "I believed that stereo would never catch on," the distributor said. "We had been selling a car record player by ARC, and now that they're making cartridge players, it's opened our eyes to the potential of this industry."

A conservative guess by Maniaci is that he places between \$20,000 to \$25,000 in orders with ITCC each month. "Larry's got more going for him than anybody—his ability to promote, secure new labels and move quickly."

California Auto Radio covers the State of California.  
(Continued on page ITCC-21)

## Finley's Foresight and Industry Hailed by Malamud

Jules Malamud, executive secretary of the National Association of Record Merchandisers, commended ITCC's Larry Finley for foresight in recognizing the potential of the CARtridge industry, and for his contribution to the growth of the field. Said Malamud:

Larry Finley is without a doubt one of the foremost names in the tape cartridge industry. His foresight in seeing the great possibilities of the tape cartridge, his industriousness and determination in bringing the tape cartridge to the attention of the record industry, and his leadership in effecting widespread distribution of the product, are to be commended by every member of the industry.

While others were reluctant to act, and adopted a wait-and-see attitude, he realized the tremendous potential in the field, and envisioned the opportunities which tape cartridges offer the record manufacturer, wholesaler, and retailer, as well as artists, music publishers, and writers.

"His company was the first representative of the

tape cartridge industry to become a member of NARM, and with his aid, we are now proud to number the most important names in the industry on our membership rolls."

## Lou Capone Named

ITCC has split its sales division into two separate units. The Music Distributor Sales Division will deal specifically with the record industry and its outlets, while the other branch's primary concern will be automotive parts distributors and electronics field.

In conjunction with the separation, ITCC has appointed Louis Capone as national sales manager of the Music Distributor Sales Division. Capone, a veteran of 18 years in the record industry, will report directly to Jerome Pillersdorf, director of marketing. His experience covers the areas of production, sales, development and a&r. Capone is credited with discovering Vic Damone, Tony Bennett and Alan Dale.

# Why 12 Candles on ITCC's First Anniversary?



**... because we've grown 12 years in just 12 months!**

In one short year International Tape Cartridge Corporation has become the world's leading source of four and eight-track stereo tape cartridges. ITCC cartridges account for more than 50% of those now being sold.

This achievement could never have come about without the right labels, the right selections, the right distributors, and the right dealers. ITCC also extends its gratitude to **Billboard** for its outstanding work in pioneering the promotion of the entire tape cartridge industry.

Sincere thanks from ITCC!



points the way



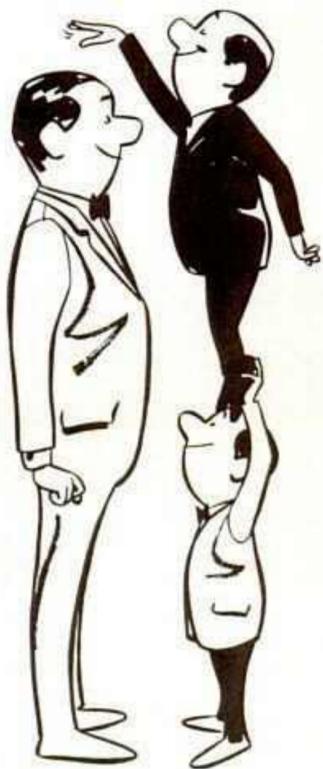
Subsidiary of Dextra Corporation

*Now is the time to  
find out how*



Subsidiary of Dextra Corporation

*can put you in  
the sales picture*



BIGGER THAN BOTH OF US

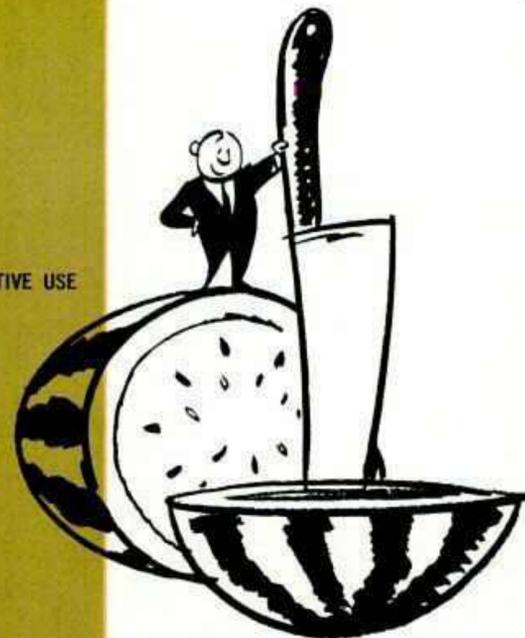
International Tape Cartridge Corporation, the world's largest source of four and eight-track stereo tape cartridges, has the most extensive line of product currently available for the industry. It is in effect, a manufacturing "one-stop" because it is a single source of over 60 famous record labels.

ITCC offers the three basic cartridge configurations: Lear Stereo 8-eight track; Orrtronic—eight track; and the standard four track. On top of that you can choose from more than 1,800 current and standard best sellers . . . featuring over 300 favorite artists.

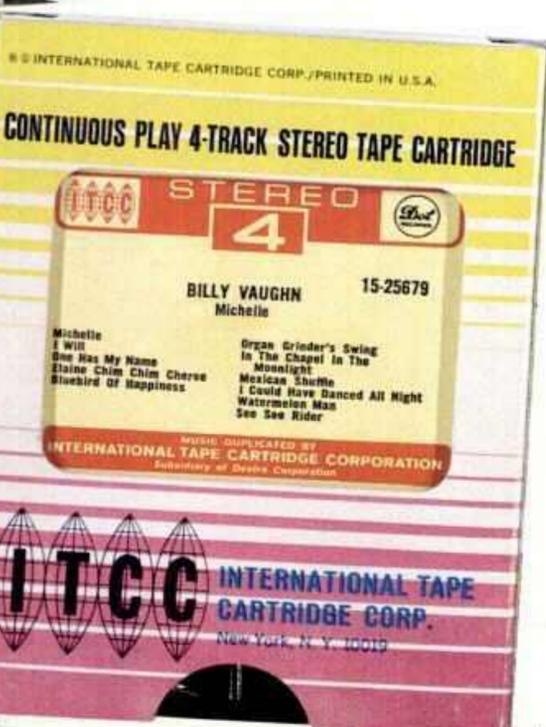
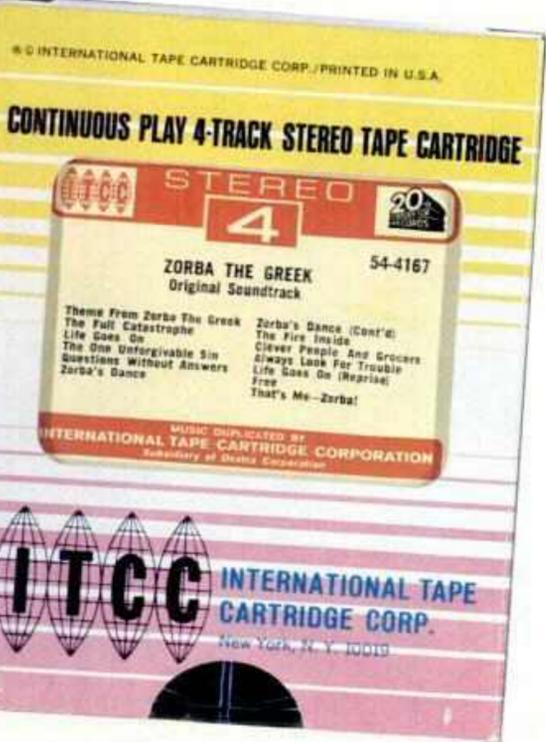
# the labels...

(in alphabetical order)

- |                |                 |                          |
|----------------|-----------------|--------------------------|
| A&M            | HANNA BARBERA   | PHILIPS                  |
| ABC-PARAMOUNT  | HORIZON         | PRIMA                    |
| ATCO           | IMPULSE         | ROULETTE                 |
| ATLANTIC       | INTERNACIONAL   | ROULETTE SILVER          |
| AUDIO FIDELITY | JOSIE           | SEAL                     |
| BRASILERO      | JUBILEE         | SEECO                    |
| COLPIX         | KAPP            | SESAC FOR AUTOMOTIVE USE |
| COMMAND        | KENDALL         | SMASH                    |
| CRESCENDO      | Laurie          | SPOKEN ARTS              |
| DANA           | LIMELIGHT       | STARDAY                  |
| DEXTRA         | MGM             | STAX                     |
| DOT            | MAINSTREAM      | SURREY                   |
| ELEKTRA        | MELODYCA        | TANGO                    |
| EMBER (ENG.)   | MERCURY         | TICO                     |
| FOCUS          | MIRA            | TROPICAL                 |
| FOLKLORICO     | MIRWOOD         | 20TH CENTURY-FOX         |
| FONTANA        | MOONGLOW        | VAULT                    |
| GLAD HAMP      | MOBILE FIDELITY | VEE JAY                  |
| GRAND AWARD    | MUSICOR         | VERVE                    |
|                | NONESUCH        | VOLT                     |
|                | NUEVA OLA       | WESTMINSTER              |



HOW BIG A SLICE DO YOU WANT



# the artists...

(in alphabetical order)

- |                                   |                                |
|-----------------------------------|--------------------------------|
| HERB ALPERT and the TIJUANA BRASS | EYDIE GORME                    |
| STEVE ALLEN                       | LIONEL HAMPTON                 |
| LOUIS ARMSTRONG                   | WOODY HERMAN                   |
| HOYT AXTON                        | AL HIRT                        |
| PEARL BAILEY                      | HARRY JAMES                    |
| COUNT BASIE                       | JACK JONES                     |
| TONY BENNETT                      | STEVE LAWRENCE                 |
| PAT BOONE                         | ENOCH LIGHT                    |
| OSCAR BRAND                       | LITTLE ANTHONY & THE IMPERIALS |
| TERESA BREWER                     | JOHNNY MATHIS                  |
| RAY CHARLES                       | ROGER MILLER                   |
| THE RAY CHARLES SINGERS           | NICHOLS & MAY                  |
| PETULA CLARK                      | ANDRE PREVIN                   |
| CLEBANOFF                         | DELLA REESE                    |
| SAMMY DAVIS                       | NELSON RIDDLE                  |
| DION                              | THE RIGHTEOUS BROTHERS         |
| ALFRED DRAKE                      | DAVID ROSE                     |
| DUKES OF DIXIELAND                | SABICAS                        |
| DUKE ELLINGTON                    | SOUPY SALES                    |
| ELLA FITZGERALD                   | SONNY AND CHER                 |
| CONNIE FRANCIS                    | BILLY VAUGHN                   |
| FREDDY & THE DREAMERS             | LAWRENCE WELK                  |
| GERRY & THE PACEMAKERS            | HANK WILLIAMS                  |
| STAN GETZ                         | ROGER WILLIAMS                 |
| ASTRUD GILBERTO                   | AND OVER 300 OTHERS            |



JOIN THE PARADE

# standard best sellers

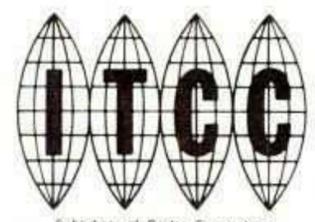
(on 4 & 8 track) . . .

from our list of over 1,800 titles

- |   |  |
|---|--|
| WHIPPED CREAM & OTHER DELIGHTS, HERB ALPERT and the TIJUANA BRASS . . . ITCC A&M 51-110 | DEAR HEART, JACK JONES . . . ITCC KAPP 52-3415                         |
| GOING PLACES, HERB ALPERT and the TIJUANA BRASS . . . ITCC A&M 51-112                   | DION SINGS HIS GREATEST HITS . . . ITCC LAURIE 36-2013                 |
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| PERSUASIVE PERCUSSION, VOL. 3, ENOCH LIGHT . . . ITCC COMMAND 30-817                    | THE SWEETHEART TREE, JOHNNY MATHIS . . . ITCC MERCURY 37-61041         |
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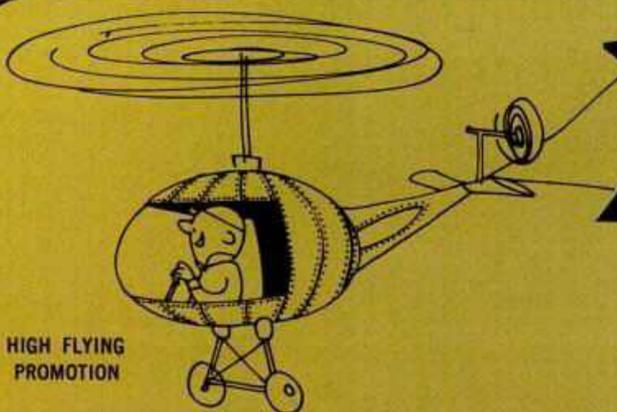
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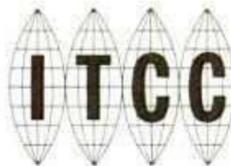
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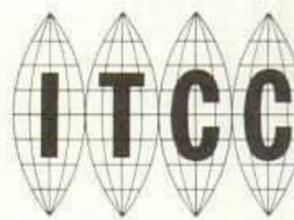
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## 'ITCC's Growth Pacing Industry': Lear's Jim Gall

With Lear Jet working on its second million tape CARtridge order for ITCC, Lear's Director of Marketing for the Stereo Division, Jim Gall, cited ITCC's growth as pacing the entire cartridge industry.

Gall looked back on the days when ITCC president, Larry Finley, was hesitant about placing a large order for the 8-track cartridge. With an uncertain market, Finley did, however, buy a large quantity in order to take advantage of a more favorable price rate. Some nine months later, sales to Finley had exceeded 1,000,000, according to Gall.

ITCC and Lear Jet have worked closely from the start. Gall said that his company, pioneer of the 8-track continuous loop cartridge, needed a wide selection of recorded material, and that ITCC needed a wider distribution setup. The result, of course, was a healthy boost for both.

"We are just as proud of the growth experienced by Larry Finley as we are in our Stereo 8 units. And this growth is indicative of the entire industry," he said. Lear distributors today handle the complete ITCC line.

ITCC was among the first companies to fully endorse the Stereo 8. The system was developed by Bill Lear after seeing the 4-track equipment. Intrigued with car stereo, Lear sought to develop a process which would contain enough trackage for a double album. The Stereo 8 cartridge as developed can play up to 80 minutes of continuous music.

Gall said the company anticipates manufacturing 100,000 cartridges per day for the industry as the car stereo market grows. He predicted some 20 million 8-track cartridges to be produced by the end of the year.

## 'West Coast Is ITCC's Boom Country': Junge

ITCC's voice in the West is Clarence Junge, a former Autostereo executive, who has championed the Larry Finley operated duplicating company since Dec. 1, 1965.

The company's Western sales outlet had formerly been under the umbrella of Universal Associates, which also represents the Taiko line of CARtridge players. But due to the press of exploding business, Junge separated ITCC from Taiko and now operates the duplicating firm's sales office apart from anything else.

The sky appears to be the limit for ITCC product, Junge said proudly. "We're billing an average of \$200,000 a month in West Coast business," Junge said in his Westwood Boulevard office.

When ITCC firmly establishes a West Coast duplicating facility sometime this summer, Junge believes the "volume can easily be \$500,000 a month." Business is predominantly 4-track, although the company is "filling a lot of pipelines with 8-track material."

Sixty per cent of ITCC's Western sales are in the 4-track configuration. It's easy to sell cartridge tapes in this part of the country, Junge explained, because the medium has had so much exposure. Junge estimated there are 500,000 4-track players in the West alone. Four-track is moving right off the shelf, he said.

Junge said his firm sets up distributors who then set up their dealers in a pipeline operation. Ford has produced about 75,000 cars with 8-track players, according to Junge, who says 45 per cent of these autos are in the West.

Los Angeles is ITCC's strongest Western market. The State of Texas is second, and San Francisco



Advance Stereo, Fort Worth, takes ITCC and Lear Jet units to dealers in areas serving in Texas. Its tapemobile is Greyhound Bus converted into traveling showroom. Truck is manned by sales staff calling on record, automotive, and electronic dealers who are given demonstra-

tion of Lear playbacks and ITCC tapes. (l-r.) James Snyder, sales manager of Advanced Stereo, and Roland Brucks, general manager of the company, demonstrate an ITCC cartridge to a potential customer.

## Duplicating for Orrtronic System

For Orrtronic an association with ITCC has meant two things, the availability of the extensive ITCC music catalog and a contract for duplicating this catalog in the Orrtronic 8-track horizontal tape CARtridge. Joseph Meidt, sales manager for Orrtronic, a subsidiary of Champion Sparkplugs, explained that originally ITCC handled duplication, but, when the merchandise could not be duplicated fast enough, ITCC contracted for Orrtronic to duplicate titles in cartridges with the Orrtronic horizontal configuration. Duplication is handled under ITCC's supervision.

While formerly the product was shipped to ITCC for distribution, now the finished pieces are warehoused by Orrtronic with ITCC provided a daily record of production. Shipping to Orrtronic and ITCC dealers is done from the Orrtronic warehouse. Orrtronic has opened sales offices in Atlanta and Toledo and plans offices for New York City and Los Angeles. These offices will handle district sales, warehousing, warranty service and will be training centers for salesmen and dealers.

Meidt complimented ITCC for a marked im-

provement in masters, both in type and quality of music. With a new catalog of about 200 ITCC titles set for distribution; Meidt explained that about eight of these titles are released a week for Orrtronic duplication. The majority of available Orrtronic 8-track tapes are ITCC selections.

Orrtronic, which has manufactured mainly car players, plans a fall release of an AC home unit for the Christmas market. Distributed nationwide, Orrtronic customers include W. T. Grant, White Trucks, Sears, Roebuck and Allied Radio. Two other national chains also are marketing Orrtronic players under their own labels.

Meidt noted that sales of Orrtronic products had increased so much recently that the spring and summer figures should top Christmas and the first five months of this year. Where the company was moving from 50 to 75 units a day, the figure now is about 200 a day. The goal is 750 a day by the end of the summer. Meidt said quality control was the firm's only limiting factor. The business rise also means a rise in the profitability of the two-year-old Orrtronic-ITCC relationship.

rounds out the top three sales areas, Junge said. "In April we sold \$250,000 in Texas alone," Junge said, "when we set up George Slaughter of Texas Tape."

What are ITCC's major Coast accounts? In Los Angeles: Privilege Distributors, United Tape, Record Service and Taiko Corp.; in San Francisco: Western Tape and Calectron; in Oakland, Pic-A-Tune; in Washington, Sea Port Tape Outlet, and in Seattle, Stan Jaffe.

Junge's concept is "to sell, sell distributors." When you get an order, you direct it to the nearest distributor, he explained.

The toughest problem facing the Coast office is "filling orders," Junge admitted with a shrug. This problem theoretically will be eliminated once a duplicating facility in California is acquired. In some cases, Junge is running a month behind in providing product.

The association with Finley has been greatly rewarding for the Western representative, he said. ITCC product is prominently sold throughout the area, and the company has a solid footing in the market place. It is enthusiastic about its early success, and eager to meet the challenge of tomorrow's demands.

## California Auto Radio Reports 'Fantastic Success'

(Continued from page ITCC-16)

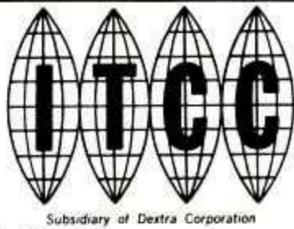
California with five salesmen. They sell ITCC cartridges, plus playback equipment and a line of unique accessories such as speakers which glue onto the car door, and may even be used as cartridge receptacles.

California Auto has been selling cartridge equipment and tapes for three years, working exclusively through chain store auto departments. By using this line of marketing, Maniaci acknowledged that a problem exists in working with nonmusical sales help.

The toughest problem is explaining to an auto parts salesman who personally enjoys classical music that he should buy rock 'n' roll. Maniaci said that the record departments are the logical places for cartridges because their personnel are far more aware of the music they sell.

However, the auto parts salesman enjoys talking about music. In the long run, nonetheless, cartridges on the chain-store level will wind up in the record department, Maniaci believes.

His firm sells to such key chain accounts as White Front, Unimart, Pep Boys, Lucky Auto, Saveco, Serve-Mart and Discofair, among others.



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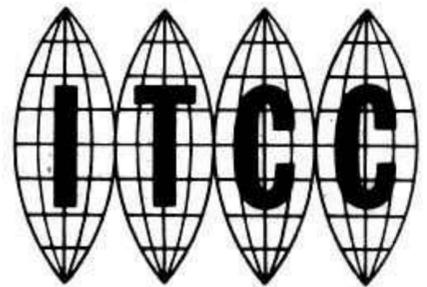
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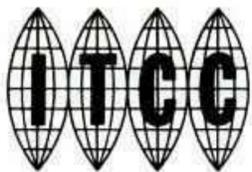
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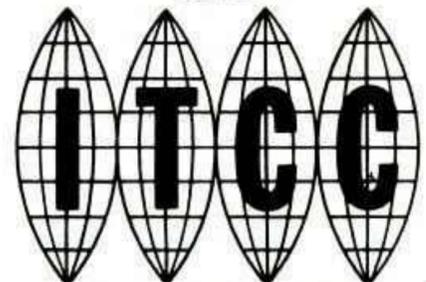
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## Sales Spur Metro Expansion to LA, Chi

Metro Distributing of New York plans to expand its tape CARtridge operations to Chicago and Los Angeles. This is based upon its steadily increasing business in the New York-Newark area. The disk distributing firm, which only carries ITCC 4 and 8-track product, is a wholly owned subsidiary of MGM Records.

Irv Stimler, director of branch operations for Metro, explained it was distributing cartridges to a growing number of locations with about 125 outlets here currently being supplied. Stimler, noting that Metro had been in the cartridge business with ITCC for only six months, said the 125 figure represented about one-third of the Metro record outlets and was on the upswing.

About 15 to 20 outlets are nonrecord stores, such as photography, jewelry and appliance shops. To keep up with demand, Metro plans to test market an 8-track stereo MGM home playback unit, which will be manufactured by Talon Zipper Co. of Pittsburgh, but has not announced its definite plans on that score.

Stimler thinks 8-track is the future of the cartridge field, noting that where sales originally were overwhelmingly 4-track, they now were 4-1 8-track. The business was increasing, he said, not only because of more widespread player sales, but because people with existing units were increasing their tape libraries. He said that his firm's tie with ITCC, however, makes Metro fully prepared to service the expanding market.

## TelePro's Mulcahy Traces ITCC Growth

In February 1965 Bill Mulcahy met Larry Finley at the Beverly Hills Hotel. The resulting relationship has paid off both financially and personally.

Recalling the prearranged meeting, Mulcahy, president of TelePro, noted that he was "very much impressed" with Finley, president of ITCC. Mulcahy said, "I was impressed with his knowledge of the recording industry and his dynamism, but mightily unimpressed with his finances."

However, Mulcahy is now a main supplier of 4-track CARtridges for ITCC and expects to provide it with 8-track cartridges in the future as TelePro expands.

TelePro's first contract with ITCC last June called for 3,000 pieces a month. By November, this figure was 1,000 a day and by January 3,000 a day. TelePro last month signed a contract with Stereo Devices, which supervises ITCC duplication, for 250,000 blank cartridges to be shipped this month. Referring to the growth of ITCC, Mulcahy said, "The only thing that can hold Larry back is my

ability to manufacture." Mulcahy explained that TelePro, which manufactured a total of 650,000 cartridges a month currently had more than 700,000 back ordered.

The industry growth also means expansion for TelePro, which only had 18 girls in its factory in September 1963 when Defiance Industries bought the Cherry Hill operation from Teleprompter Corp. An additional 120,000-square-foot plant about a mile south of TelePro's current location is slated for construction soon to try to meet the demand in both players and cartridges.

TelePro has manufactured a 4-track mono playback, PortaTape, which is sold under private labels by Borg-Warner, B. F. Goodrich and Montgomery-Ward, plus other firms. Mulcahy said TelePro currently was "overwhelmed" by the favorable reaction to a low-priced 4-track mono playback for the younger set, which will retail for from \$20 to \$30.

Not only was a successful business born in the Beverly Hills Hotel meeting, but a strong friendship as well. Mulcahy values both.

## 'CARtridges Made Catalog Valuable': Norman

"I never dreamed tape would be as big as it has become," asserted GNP Crescendo Records' president Gene Norman, who is proof that CARtridges transform a small label's catalog into actively selling product.

"Cartridges have made my catalog valuable," he said, in his office on the Sunset Strip. "We're selling Latin and jazz stuff . . . racks had eliminated catalog merchandise. All they wanted were hits. But here we have tape acting like a cat with nine lives."

Norman admits he has albums which stopped selling completely—they are cold items—but in cartridge form through his affiliation with ITCC (and two other firms) are selling 1,000 copies a year. "When you have 100 of these albums it means something," the gray-haired ex-disk jockey and nightclub owner said.

"It's delightful to see that marvelous old stuff which you can't give to the racks selling. We're lucky that a lot of our product is instrumental which seems to very popular with cartridge buyers." Among the cartridges moving are items by such powerhouse Latin performers as Rene Touzet, Machito, Joe Loco, Tito Puente and Eddie Canno. Norman calls their brand of music "pop Latin."

Norman believes one reason for the movement of his catalog is that tape customers are older, sophisticated and their tastes parallel the kinds of records he's produced during his involvement in the record industry as a manufacturer.

ITCC is right on top of Crescendo's new releases, adding a spark of freshness to the stability of catalog fare, Norman said. Eventually, the cartridge

pipeline will become saturated with adult merchandise, then Norman foresees teen-age product playing a dominant role as it currently does in the record business. ITCC's representation in the teen market from its beginnings has enabled the firm to maintain a respected position in the teen area, Norman said.

Norman has been with ITCC nine months, and the company boosts his 8-track packages. "Frankly, I cannot foresee marketing my own cartridges," Norman said. "I prefer staying with duplicators." Why? Because of their facilities, convenience in having someone else handle the administrative problems and receiving royalty checks without having to pay out money against it, Norman said.

The executive believes that as labels pull away from custom duplicators and go into their own operations, the small companies like Crescendo will gain greater significance with the duplicators.

"To me, duplication is like a foreign deal. I'll give them the product and let them run with it. This way I can devote all my time to producing."

During the next calendar year, Crescendo's cartridge sales at retail should account for 25 per cent of the company's gross business, Norman estimates.

Norman has been friends with Larry Finley, president of ITCC, for 20 years. "Larry followed me on KFWB," Norman recalled, referring to the broadcasting aspect of Finley's rip-roaring career. "I was on from 10 to midnight and Larry was on from midnight to 2 a.m." He did a celebrity interview show from a restaurant. This relationship at the Los Angeles radio station occurred in the 1950's

## Imagination, Drive Pay Off for Chicago's Peter Guchi

Peter Guchi's Stereorama in Chicago has been wholesaling CARtridge lines only since April 4, but in this period has established itself as top Midwest distributor for several player and music lines.

In music, for example, Stereorama is the regional ITCC distributor, and is busy setting up accounts throughout the Midwest for the line.

"In handling players of all types and all the music that is available," Guchi said, "our policy is personalized treatment and perfect installation. We have found that 7 out of 10 people bring back customers."

Guchi is among the most aggressive cartridge player salesman in the country. The other day he sold a player and music to a truck driver who had stopped his rig at a red light in front of Guchi's establishment.

Guchi has just merged the retail branch of Stereorama with two other Chicago cartridge outlets, International Music Systems and Tape City. The combined company is called Stereo City and the firm will soon launch a local consumer advertising drive with full-page announcements in the sports section of the daily Sun-Times followed by a radio campaign.

In addition to ITCC, Guchi distributes and retails the Motown, Jay Electronics, TDC Electronics, Pickwick, Telephone Dynamics and Musictapes catalogs.

Guchi handles the Lear 8-track unit with suggested \$119.50 retail, and the Lear home deck suggested at \$79.50. In 4-track, Guchi moves the Muntz models priced from \$67.50 through \$99.50 (with four speakers installed), the Automatic Radio unit at \$94.50 (with two custom speakers), the Automatic Radio home deck (\$99.50), the Trans-World line (see Billboard, June 11), and has just picked up the A.R.C. Electronics "filtered music" unit with \$119.88 suggested retail. Each player is delivered with two free tapes.

"We're moving some 50 players per day," Guchi said. "And I see another pattern developing. People are walking in with players under their arms they bought elsewhere to ask us to install. And we're glad to, for we'll land them as music customers."

Guchi's schedule of suggested retail prices for his accounts—and the prices he holds to at retail—are \$6.95 for stereo 8-track (ITCC has just gone up a dollar) and \$5.98 on all 4-track lines.

Recently Guchi installed on trial a stereo player in a tour bus and the company used the bus to take nuns from a Catholic high school on an outing. The nuns raved so about the music that the bus company has ordered stereo players for all 92 of its units.

"And there's another field opening up," Guchi said. "That's taxis. I installed a player on trial in one cab, and tips increased remarkably."

And he added: "I've got a friend who runs an ambulance service. I've almost talked him into equipping his units with stereo music."

before the rock 'n' roll era. "You want to hear another funny coincidence?" Norman asked. "Finley hired me to emcee a TV show that was the first record show on Los Angeles television when there was only one station on the air, KTLA. The show was 'Gene Norman's Music Room' and it was on the air in 1947. It was a weekly half-hour and we had record acts as guests. All I remember now is that the lights then were so hot, one would be drenched when the show was over." Finley had hired Norman in Norman's capacity as a representative for the ad agency handling the show.

Now, the two are back in a business venture. Cartridges have become such a plus factor for Crescendo that Norman has nothing but optimism for its arrival.

**Profile: Larry Finley**

(Continued from page ITCC-6)

aircraft factory. Finley was able to import 2,000 alarm clocks, advertised them at \$2.95. The store was mobbed. The Life magazine headline read: "Alarm Clocks—Anxious Customers Stampede to Buy Them in Burbank."

Twelve hours after his service induction, Finley was rejected and reclassified back to 4F. He came to New York, formed Finley Enterprises to enter the watch import business. While there, he met an old friend, Herb Gordon, a former Syracuse drummer, who now was with the William Morris Agency (Gordon later joined the Ziv Co.).

"Gordon sold me on going into the radio transcription business," he says. "Among the shows I built was the transcribed version of the 'Myrt and Marge' soap opera." The show had been a highly successful live series, but was taken off the air when Marge, the daughter, had died suddenly, Myrtle Vail had refused to come back on the air with a substitute for her daughter. Finley convinced the bereaved mother that the transcribed program would serve as a living monument to her daughter's memory.

Another series, "Flight With Music," featured Desi Arnaz as a single (he was then a member of the Cugat band), Victor Borge (Finley paid him \$50 per show), and Marion Hutton, among others.

The Finley Transcription Co. concluded a tie-in with Philco in 1943 whereby Philco approved the use of its co-op ad funds for the transcribed shows. Toward the end of 1943, the firm had 11 programs on more than a 1,000 stations.

In 1944, he moved his company's headquarters to Los Angeles. With his friend Clinton McKinnon, the Finley-McKinnon Broadcasting Co. was formed to build Station KSDJ in San Diego.

While involved in San Diego, he leased Mission Beach Park, including the ballroom, from the city. "We would serve as many as 250,000 servicemen, selling hot dogs and Cokes for a dime, and admission at a dollar," he recalls. "At the same time, I bought the Trianon Ballroom in downtown San Diego."

Exclusive booking arrangements were then the custom, and Finley found it almost impossible to get the top drawing bands into his ballrooms.

He went into partnership with the Dorsey Brothers at the Casino Gardens in Santa Monica, which the Dorseys owned. Although both Tommy and Jimmy were booked by MCA, he was able to get them to work for him. He initiated "swing shift" dances on weekends for defense workers, and all three ballrooms enjoyed a thriving business.

At this stage in Finley's career he was involved in ownership of the amusement park, a radio station, his transcription business, three ballrooms, a jewelry store in Torrance, Calif. (Gary's), and had bought a stuffed fruit business.

By 1946, Finley was convinced that if he were to remain in the ballroom business, he would have to have access to more top name bands. That year, he filed a \$3,000,000 suit in Federal District Court against MCA, charging the booking agency with "unlawful restraint of trade" under the Sherman Antitrust Act. He charged MCA had an exclusive arrangement with his competitor and therefore his San Diego Mission Beach Ballroom could not buy the bands it wanted. The jury awarded Finley approximately \$65,000 in damages.

In 1950, Finley formed the Progressive Broadcasting System, "but my timing was bad. In January 1951 I woke up one morning to find I had lost \$500,000 of my own money. I was wiped out.

He remembers that lean period clearly. "At this time, I was on the Friars Club board, sitting with all the top people of the entertainment business, but I was pumping gas in San Fernando Valley for \$60 a week from midnight to 6 a.m. No one knew of this in Hollywood until one morning Jack Broder, who owned the film production company, Realart Pictures, drove in for gas. He was shocked. He had seen me at a Friars board meeting only a few hours before."

Broder had Finley come to his studios, and assigned him to co-produce the "Bushwhackers" film with Herman Cohen. When the picture opened at the Pantages, Finley asked Harry Maizlish of KFVB to favor him with a few plugs. Out of this grew Finley's long association with the station. It began with a remote from the King's Restaurant on Santa Monica Boulevard where Finley interviewed celebrities and spun records from midnight to 4 a.m.

After three months at King's, Finley opened a small restaurant, M.O.P. After a year and a half, he moved M.O.P. to the location adjoining Mocombo. While at M.O.P., CBS' Jim Aubrey came in to ask Finley to do a TV series on KNXT.



CARtridge industry now has its counterpart to the disk business' Gold Record award for a top seller. ITCC's Larry Finley presented Herb Alpert with a Gold CARtridge Award for A&M's "What Now My Love." ITCC sold \$250,000 in cartridge versions of the album.

The TV series continued simultaneously with an expanded KFVB schedule. Finley existed on short naps in the morning and afternoon during that time.

In 1960, after a serious illness, he was forced to give up his activities. He went to work for Tops Records as vice-president in charge of sales, and from there, moved to Dot Records as director of special sales. In September 1963, he came to New York as director of MGM-Verve's special sales, handling premium business. After a year, he left MGM to become a consultant to Autostereo.

He then formed Finley Industries with offices in New York. "With limited capital, I put every penny I had and could borrow in making advance payments to record companies. I talked to an average of five people a day to get financing so that I could acquire more libraries, but could find no takers.

"In June of last year, I met Earl Smalley, chairman of the board of the Dextra Corp. of Miami, Fla. He had me form ITCC which was acquired by Dextra, and gave me the necessary financing to get into production." The rest is history. One thing is certain: Finley is tackling the cartridge industry with the same drive and determination which marked his career to date.

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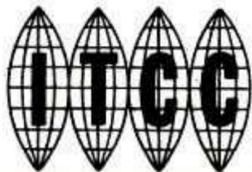
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## Detroit's Radio Electronics Among ITCC's First Distributors

ITCC tape CARtridges form the major portion of the tape stock of Detroit's Radio Electronics Supply, distributors of players and cartridges to about 500 retailers in Michigan. Mel Sisson, Radio Electronics manager, believes his firm was the first ITCC 8-track customer.

Sisson thought ITCC did a "good job in coming

out with the kind of music people ask for . . . a good job of selecting." As an example, he cited the "Dr. Zhivago" filmtrack on MGM, which was released in short order by ITCC.

Radio Electronics, which was formed last October, originally carried some 4-track cartridges in addition to its 8-track tapes. It now only handles 8-track, which Sisson feels is the industry's future. He said the number of retail outlets was "picking up nicely." His firm supplies record shops, auto supply stores, television dealers, cartridge specialists and other retailers.

The distributor carries more than 300 titles with ITCC its largest source of supply. Sisson found the industry was growing rapidly. "We are happy to be in it."

## The Packaging Side of the Business

Approximately a year ago, Craig Braun, sales manager of Linear Products, was asked by Larry Finley, president of ITCC, to design, manufacture and supply album and repertoire labels for its 4 and 8-track stereo tape CARtridges. Since then, Linear has been ITCC's major label supplier and today processes 50 labels representing more than 1,500 titles sold by ITCC.

Among the top artists labeled by Linear are Johnny Mathis, Ella Fitzgerald, Connie Francis, Jack Jones, Ray Charles, Roger Miller, Freddy and the Dreamers, Gerry and the Pacemakers, Louis

Armstrong, Lawrence Welk, Harry James, Woody Herman and the Righteous Brothers.

Recently, Linear designed a special gold foil label for ITCC's first gold cartridge award, presented by Finley last month to Herb Alpert and the Tijuana Brass for their best-selling cartridge, "What Now My Love?" the first ever to reach sales of \$250,000.

Linear, a major manufacturer, designer and converter of multicolor pressure sensitive labels, specializes in labels and tapes used for product identification and promotion of products at point of sale. The firm is concentrating on research of special adhesive materials, and automated applying equipment, machinery and production tooling. Linear currently supplies Columbia, RCA Victor, London, MGM, Verve, ABC-Paramount, Kapp and many others with promotional labels, which serve as merchandising aids for featured album cuts.

## Stereo Devices Reports 500% Increase

Stereo Devices of Fairfield, N. J., which warehouses and supervises duplication of 4 and 8-track tape CARtridges for ITCC, has realized a better than 500 per cent increase in business since its first month of operations last December, according to its president, Joe Jamieson. The firm, a wholly owned subsidiary of Audio Devices, was formed exclusively to handle the ITCC duplication and warehousing.

Jamieson saw healthy business prospects for both 4 and 8-track. Sales are increasing in the 8-track system as well as 4-track. He thought the entry of General Motors into the 8-track car player field in

the fall would shift the balance to 8-track for a while, but, he added, there is enough interest, effort and equipment to keep 4-track active for some time.

Stereo Devices exercises full control over six subcontractors, which actually do the duplicating, he said. The firm checks the finished product to see that standards and specifications are followed. In addition, the duplicating plants are regularly checked, Jamieson said.

The Fairfield firm employs 15 in its engineering, quality control and warehousing staff. Jamieson handles engineering and technical control.

Stereo Devices obtains its blank cartridges from Lear Jet (8-track) and TelePro (4-track). Dealing exclusively with ITCC, Stereo is an example of a young company moving at a fast pace in a burgeoning new industry.

## 'Industry Emerged Full Grown': Harry Fox

The Harry Fox office, agent and trustee for the music publishers, is looking to the tape CARtridge industry as a growing source of royalty moneys. The tape manufacturers, says the Fox office, are aware of the royalty requirements and have set up the necessary accounting apparatus to meet them properly.

The Fox office points out that unlike the record industry, the tape cartridge industry has emerged almost full grown, and major companies like Larry

Finley's International Tape Cartridge Corporation have come into the market with hundreds of tapes at one time. "It's interesting to note," a Fox spokesman said, "that the few companies now involved in the manufacture of tape cartridges combine in their operation the total output of the entire record industry."

On the collection of royalties, which is the Fox office's main concern, it was noted that all of the major tape cartridge manufacturers were computerized from the start as opposed to the record manufacturers whose move into computers took a long period of evolution.

"Computers," the Fox man explained, "make collections easy."

## CARtridges Boon to Playback Maker

Because of the dealers' unfamiliarity with the tape CARtridge market and the lack of standardization that does exist, Automatic Radio engages in what it calls a complete merchandising program. This was the purpose of Automatic Radio's \$1 million deal with ITCC earlier this year.

Dave Nager, sales manager of the Consumer Products Division, says the dealer doesn't have marketing information available to him; he doesn't know which way the market is going (to 4 or 8-track); and he cannot deal with many different companies all with one product each of a many-product device. Nager believes the dealer leans on the equipment manufacturer to guide him and he says it is the responsibility of manufacturer to render a complete

service to the dealer—not to leave him hanging in midair.

Automatic Radio provides its dealers with a merchandising program which leads to maximum efficiency and profits. "What good is selling the razor if you don't carry the blades," Nager asks. By making the cartridges available through the same distribution, Automatic Radio supplies all the material necessary. The customer does not have to shop elsewhere for the cartridges after they've purchased the playback unit. Also it makes the unit a more desirable purchase.

Aside from acting in a one-stop manner, Automatic Radio marketing department has compiled national flow sheet to study any market closely. The company sells through its own distributors to some 5,000 different outlets across the country, many of which are chain operations.

Automatic Radio has been shipping continuous loop cartridge playback units for about 10 months.

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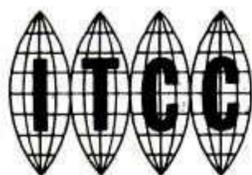
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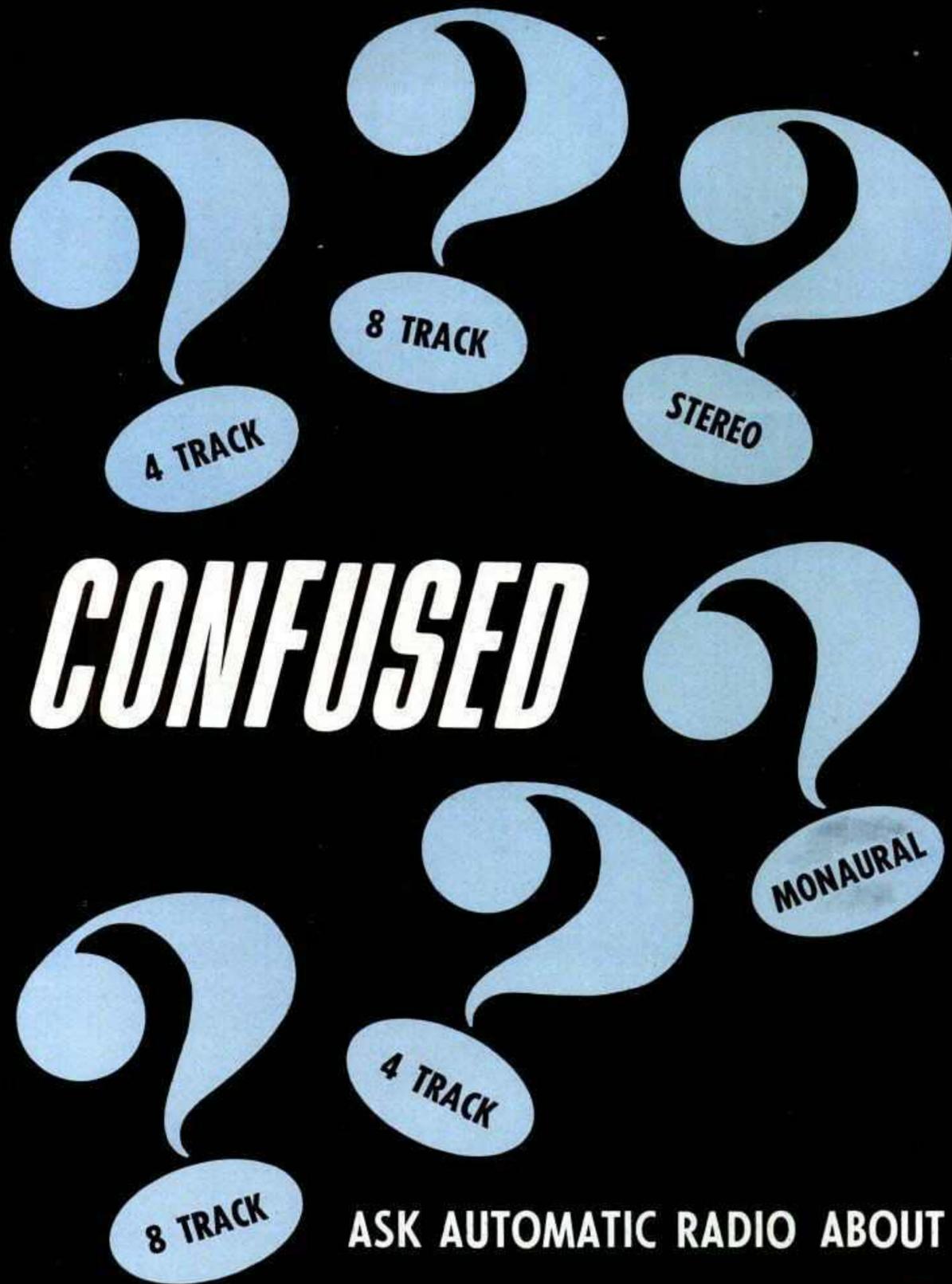
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**The Start of ITCC**

(Continued from page ITCC-3)

The business projection of ITCC at the inception was most conservative.

Finley's goal was to sell and deliver \$35,000 each month for the first six months with an escalation to as high as \$70,000 a month at the end of the second six-month period.

During the first month of selling, Finley booked over \$1,000,000 in orders and with the limited production facilities offered by Tape Handling conditions became chaotic.

A lot of new things had to be done and, recognizing the need for a considerable amount of expansion, not only for production but for the acquisition of new libraries, Smalley and Finley entered into an arrangement with Audio Devices. The latter was sold 20% of stock of ITCC, in consideration for Audio's formation of a subsidiary company called Stereo Devices which would act as the manufacturing arm for ITCC.

Immediately upon entering this new arrangement, production facilities were expanded to handle the daily growing rate of sales enjoyed by ITCC.

At about the same time the arrangements were made with Audio Devices and its subsidiary Stereo Devices, Finley entered into the 8-track field and was the second firm in the country to secure a purchase order with Lear Jet Stereo for 1,000,000 8-track cartridges.

This 1,000,000 8-track cartridges deal together with a contract for 1,250,000 cartridges with Tele-Pro for their 4-track cartridge immediately made ITCC the greatest factor in the tape cartridge field.

In December, ITCC moved its quarters from the 400 square feet where eleven employees were housed, to 25,000 square feet in the Sperry Rand building. Sixty days after this move, the 25,000 feet were inadequate and an additional 2,000 feet were secured in the Henry Hudson Hotel were today the bookkeeping and order departments are housed.

At this time leases are being drawn for a Fifth Avenue location in a building that will be known as the International Tape Cartridge Corporation Building, so that the entire operation can be combined under one roof. (See other story.)

Through the efforts of William Hack, President of Audio Devices, and Joe Jamieson, President of Stereo Devices, ITCC product is now being produced in six facilities.

Production of cartridges is being done at the Tape Handling factory in Fairfield, New Jersey, as well as factories in New York City, Omaha, Toledo, Detroit, and Stamford.

The eleven record labels that Finley originally started with have now grown to 60 labels with additional labels being added each month.

ITCC is the only firm offering its production in the three important configurations, the Lear Stereo 8, the Standard 4-track and the Orrtronics 8-track.

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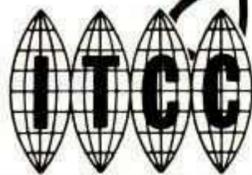
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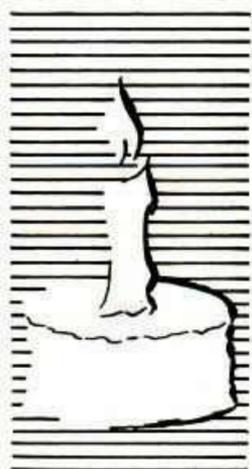
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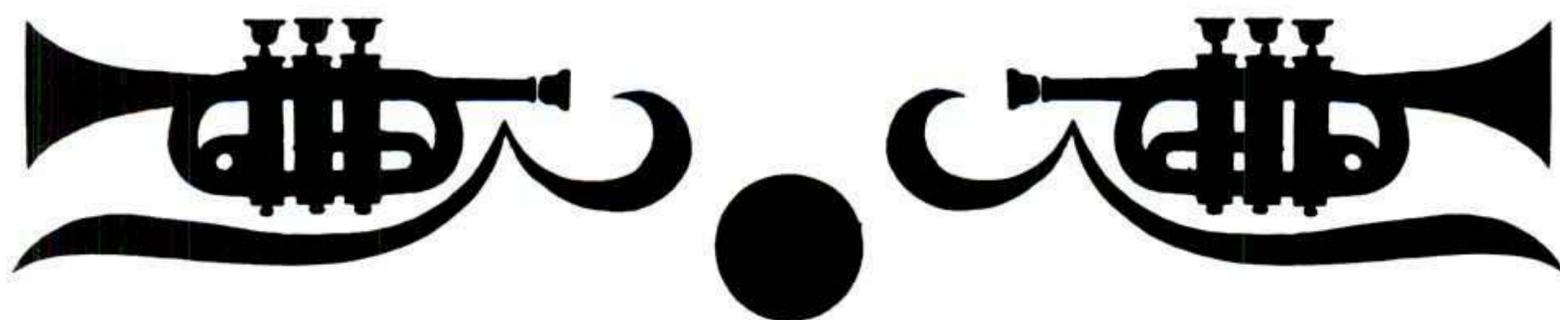
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# TAPE CARTRIDGE TIPS

By LARRY FINLEY

If you are a regular reader of BILLBOARD you are familiar with our "Tape Cartridge Tips" column which appears each week. With our column, we are endeavoring to keep our readers informed of the latest news in all phases of the tape cartridge industry. Because of the "Layout" of this special ITCC 1st Anniversary section, this week's column is somewhat enlarged. Next week our readers will find the column in its regular space in the "Tape Cartridge" section.

Although the ITCC anniversary section is solely devoted to this company, to the record companies who have licensed ITCC, to its suppliers, distributors and friends, we would like to use this means of giving recognition to those who have helped to make the "Stereo Tape CARtridge Story" most exciting and important innovation in the music business since the introduction of the LP.

Our "Thank-yous" are not given in order of their importance as everyone connected has more than contributed his share to the progress of this business. We are extremely grateful to Bill Hack of Audio Devices, whose factory is turning out millions of feet of tape to keep ITCC and other duplicators supplied with, what we consider to be, the very best of tape. To Joe Jamieson of Stereo Devices, who supervises ITCC's production at its many facilities and whose confidence in this industry will have us delivering 750,000 cartridges per month by July 1st. To (Bill) Mulcahy and the whole gang at TelePro for supplying us with enough 4-track cartridges so that we can produce over 1,500 titles and the world's most complete 4-track cartridge line. To Jim Gall of Lear Jet Stereo for his faith in ITCC in supplying us with the Lear Stereo-8 cartridge in sufficient quantities to that we are now well into orders for our second million. To Bill Lear for his tremendous drive in making the Stereo-8 concept a success—so much so that the Lear configuration has been adopted by Ford, Chrysler, General Motors, Borg Warner, Tenna, Delco and many of the major home entertainment manufacturers, such as Philco, Motorola, Packard-Bell and RCA. These major home entertainment manufacturers have already announced the availability of home cartridge stereo units this fall, and we know of six more giants of the home entertainment industry which will soon announce their entry into the field.

To Keith Wilson of Champion Spark Plug, whose guidance of the Orrtronic Corporation has started to make them a real factor in this field. To RCA Victor for recognition of the stereo tape cartridge potential which, together with Motorola and Ford, first brought the Stereo-8 story to the public through mass media advertising. To Dave Nager and the Housemans of Automatic Radio in Boston who became ITCC's first "Million Dollar Baby" by placing the first order for \$1,000,000 in cartridges so that purchasers of their Automatic Radio "Tape-Dec" could enjoy the music from our vast library. To Sol Zamek of Taiko, Bob Craig of Craig Electronics, Dave and Shelly Krechman of SJB, Charlie Fox of Metra Electronics, to Trans-world, Livingston Audio and the dozens of importers and manufacturers whose constant flow of sets continues to create a mass market for ITCC cartridges. To Earl Muntz who pioneered the entire stereo tape concept and whose constant drive, backing up his confidence in the business, made him the first to bring this industry to the eyes of the public.

Another special thank-you to the owners of the 61 record labels who have licensed ITCC to duplicate and distribute their product. To the A & R heads of these companies whose knowledge of the record business makes it possible for ITCC to constantly have from 35 to 40 album cartridges in the "Top 150" in BILLBOARD's listings and whose knowledge of the business does more than help ITCC maintain its leadership in the industry. We also thank Al Bennett of Liberty, Leonard Schneider of Decca, Si Mael of United Artists, Alan Livingston of Capitol, and Bill Gallagher of Columbia for getting on the bandwagon in joining RCA and ourselves and making their libraries available through their own pattern of distribution.

To the almost 100 ITCC distributors who are making our 61 labels available to dealers in their markets. To George Slaughter and his associate at Texas Tape Cartridge Corporation, Fort Worth, for establishing the first warehouse and billing facility to serve ITCC distributors in Texas, Oklahoma and Louisiana. To Jules Malamud of NARM for his help in telling the tape cartridge story to the NARM membership. To BILLBOARD's Hal Cook, Lee Zhito, Bob Riedinger, Denis Hyland, Elliot Tiegel and all of their associates for making their publication first to bring the tape cartridge story to the attention of the entertainment industry. Their efforts have made BILLBOARD the "bible" of the entertainment industry and without this publication the tape cartridge story would not be known to the majority of those in the music field.

Last but certainly not least, our grateful appreciation to H. Earl Smalley, Chairman of the Board, and Joseph S. Sokodich, Executive Vice President of Dextra Corporation—our parent company, for their confidence and financial backing which permitted ITCC to enjoy 12 years of growth in just 12 months.

In reading back this article, it sounds like Georgie Jessel giving thank-yous at a dedication or "Bar Mitzvah." Georgie always apologizes just in case he left someone out.

We don't like to copy Jessel, but we, too, want to apologize should we have omitted anyone. We are most grateful to everyone connected with our company and its growth.

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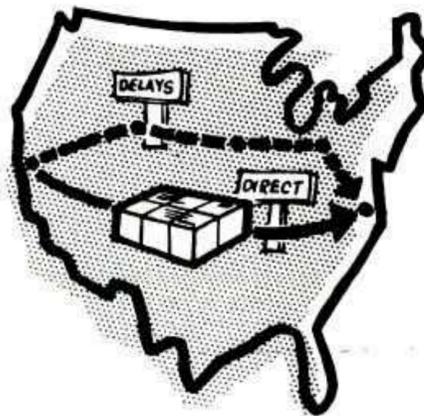


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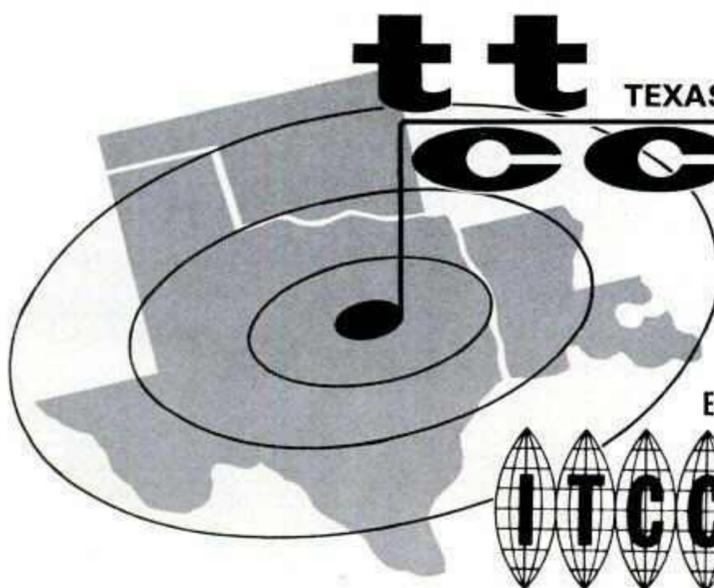
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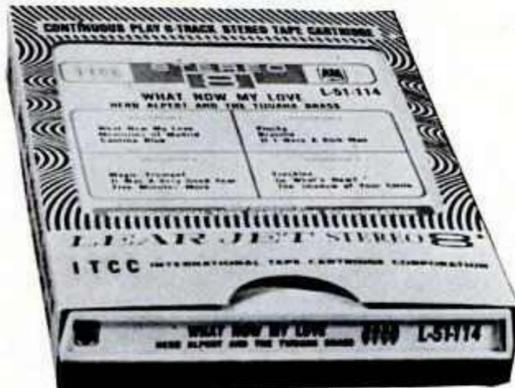
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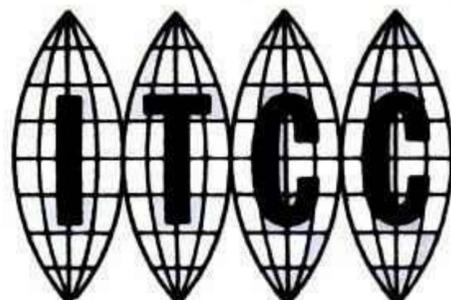
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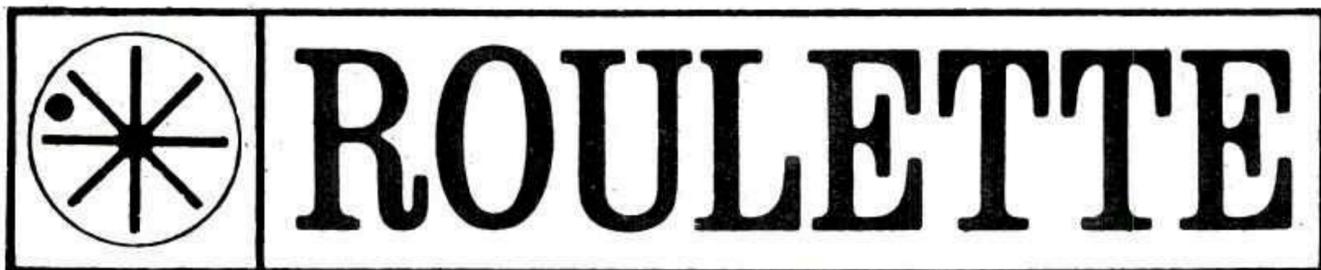
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- The Risque World of Pearl Bailey . . . 22-25259
- The World of Dinah Washington . . . 22-25260
- Italian Songs, The DiMara Sisters . . . 22-25265
- Dinah Washington . . . 22-25269
- Songs by Academy Award Winner—James Van Heusen, Pearl Bailey . . . 22-25271
- My Fair Lady Goes Latin, Tito Puente . . . 22-25276
- By Jupiter and Girl Crazy, Cain & Kral . . . 22-25278
- They Call Us Au Go-Go Singers . . . 22-25280
- Cascading Voices, Hugo and Luigi Chorus . . . 22-25283
- The Best of Dinah Washington . . . 22-25289
- The Greatest Hits of Little Anthony and The Imperials . . . 22-25294
- The Hullaballoos . . . 22-25297
- Organ Shindig, Dave (Baby) Cortez . . . 22-25298
- For Women Only, Pearl Bailey . . . 22-25300
- The Hullaballoos . . . 22-25297
- Basie . . . 22-52003
- A Man Ain't Supposed to Cry, Joe Williams . . . 22-25005

- Memories Ad Lib, Basie and Williams . . . 22-52021
- Count Basie/Sarah Vaughan . . . 22-52061
- The Best of Basie . . . 22-52081
- Back to Basie and the Blues . . . 22-52093
- The Great Reunion of Armstrong and Ellington . . . 22-52103
- Sarah Sings Soulfully . . . 22-52116
- Big Band Scene 65, Basie & Ferguson . . . 22-52117

**8 TRACK**

- Strike Up the Band, Tony Bennett/Count Basie . . . L-22-25231
- They Call Us Au Go-Go Singers . . . L-22-25280
- The Hullaballoos . . . L-22-25297
- The Hullaballoos on Hullabaloo . . . L-22-25310
- Count Basie/Sarah Vaughan . . . L-22-52061
- The Risque World of Pearl Bailey . . . L-22-25259
- Back to Basie and the Blues, Count Basie/Joe Williams . . . L-22-52093
- Big Band Scene '65, Count Basie & Maynard Ferguson . . . L-22-52117
- The Great Reunion of Armstrong and Ellington . . . L-22-52103
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- The Best of Dinah Washington . . . L-22-25289

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## ARGENTINA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MANUEL BENITEZ 'EL CORDOBES'	Dalida (Disc Jockey); Franck Pourcel (Odeon); Pierre Sellin (Philips); *Richard Davis (Microfon); Los Nocturnos (Music Hall)—Korn
2	3	SIEMPRE TE RECORDARE	*Yaco Monty (Odeon)—Korn
3	4	GIRL—The Beatles (LP)	(Odeon); *Los Inn (CBS); Los Vip's (Ala Nicky); Peppino Di Capri (Odeon)—Fermata
4	2	LA BOHEME	*Juan Ramon (RCA); Charles Aznavour (Disc Jockey); Franck Pourcel (Odeon); *Los 5 Latinos (Quinto); *Vicent Morocco (Polydor)—Korn
5	5	MICHELLE—The Beatles (Odeon); Billy Vaughn (Music Hall); Los Vip's (Ala Nicky); *Barbara & Dick (RCA); *Mr. Trombone (CBS); *Vicent Morocco (Polydor); *Gino Bonetti (Microfon)—Fermata	
6	9	JUANITA BANANA—The Peels (Microfon); Juan Montego (Mercury); *Mr. Trombone (CBS); J. R. Corvinton (Odeon); The Hills (Disc Jockey)—Edami	
7	7	DIO COME TI AMO—Gigliola Cinquetti (Music Hall); Domenico Modugno (Disc Jockey); *Nancy Li (CBS); *Violeta Rivas (RCA); *Elio Roca (Polydor)—Korn	
8	8	NESSUNO MI PUO' GIUDICARE—Caterina Caselli (Music Hall); Gene Pitney (CBS); *Elio Roca (Polydor) *Violeta Rivas (RCA)—Korn	
9	6	LOS QUE ESPERAN AMOR—*Vico Verti (Diskorn); *Horacio Molina (CBS); *Victor Alfonso (Odeon)—Korn	
10	15	NO QUIERO PIEDAD—Richard Anthony (Odeon); *Jose Antonio (Microfon); Milva (LP) (Fermata)—Edami	

## AUSTRALIA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	TAR AND CEMENT—	Verdelle Smith (Capitol)—Alberts
2	6	YOU DON'T HAVE TO SAY YOU LOVE ME—Dusty Springfield (Philips)—Alberts	
3	1	COME AND SEE HER—	*Easybeats (Parlophone)—Alberts
4	7	SUBSTITUTE—The Who (Polydor)—Essex	
5	4	SECURITY—Thane Russell Three (CBS)	
6	3	PAINT IT, BLACK—Rolling Stones (Decca)—Mirage	
7	—	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Leeds	
8	8	RAINY DAY WOMEN NOS. 12 and 35—Bob Dylan (CBS)	
9	5	HITCH HIKER—*Bobby and Laurie (Parlophone)—Castle	
10	9	ELUSIVE BUTTERFLY—Bob Lind (Fest. W-Pac)—Chappells	

## BRITAIN

(Courtesy New Musical Express, London)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Leeds Music	
2	2	PAINT IT BLACK—*Rolling Stones (Decca)—Mirage Music	
3	4	MONDAY MONDAY—Mama's and Papa's (RCA)—Dick James Music	
4	3	WILD THINGS—*Troggs (Fontana)—April Music	
5	5	SORROW—*Merseys (Fontana)—Grand Canyon Music	
6	8	WHEN A MAN LOVES A WOMAN—Percy Sledge (Atlantic)—Belinda	
7	9	PROMISES—*Ken Dodd (Columbia)—Springfield Music	
8	17	DON'T BRING ME DOWN—*Animals (Decca)—Screen Gems Columbia	
9	7	SLOOP JOHN B—Beach Boys (Capitol)—Immediate Music	
10	6	PRETTY FLAMINGO—*Manfred Mann (HMV)—Shapiro-Bernstein	
11	11	RAINY DAY WOMEN NOS. 12 & 35—Bob Dylan (CBS)—Feldman	

12	12	HEY GIRL—*Small Faces (Decca)—Robbins
13	10	SHOTGUN WEDDING—Roy C (Island)—MCPS
14	—	DON'T ANSWER ME—*Cilla Black (Parlophone)—Bernstein
15	14	COME ON HOME—*Wayne Fontana (Fontana)—Island Music
16	15	NOTHING COMES EASY—*Sandie Shaw (Pye)—Glissando
17	—	RIVER DEEP MOUNTAIN HIGH—Ike and Tina Turner (London)—Belinda
18	—	NOBODY NEEDS YOUR LOVE—Gene Pitney (State-side)—A. Schroeder
19	30	OVER UNDER SIDEWAYS DOWN—*Yardbirds (Columbia)—Yardbirds Music
20	19	YOU DON'T HAVE TO SAY YOU LOVE ME—*Dusty Springfield (Philips)—Accordo
21	21	NOT RESPONSIBLE—*Tom Jones (Decca)—Leeds Music
21	23	STOP HER ON SIGHT—Edwin Starr (Polydor)—Essex
23	13	DAYDREAM—Lovin' Spoonful (Pye Int.)—Robbins
24	—	SWEET TALKIN' GUY—Chiffons (Stateside)—Robert Mellin
25	30	TWINKLE-LEE—*Gary Walker (CBS)—Campbell-Connelly
26	18	I LOVE HER—*Paul and Barry Ryan (Decca)—Shapiro-Bernstein
27	16	THE PIED PIPER—*Crispian St. Peters (Decca)—Robbins
28	—	HIDEAWAY—*Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynn Music
29	—	I WANT TO GO WITH YOU—Eddy Arnold (RCA)—Acuff-Rose
30	22	CAN'T LIVE WITHOUT YOU—*Mindbenders (Fontana)—Screen Gems

## EIRE

(Courtesy Dublin Evening Press)

This Week	Last Week	Title	Artist
1	1	AMONG THE WICKLOW HILLS—Mighty Avons (King)—Clarence	
2	2	SLOOP JOHN B—Beach Boys (Capitol)—Immediate	
3	3	PRETTY FLAMINGO—Manfred Mann (HMV)—Shapiro Bernstein	
4	10	PAINT IT, BLACK—Rolling Stones (Decca)—Mirage	
5	4	UP WENT NELSON—Go Lucky Four (Emerald)—Pat	
6	8	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Leeds	
7	—	ELUSIVE BUTTERFLY—Val Doonican (Decca)—Metric	
8	—	SAFELY IN LOVE AGAIN—Victors (Emerald)—Campbell Connelly	
9	6	THE PIED PIPER—Crispian St. Peters (Decca)—Robbins	
10	7	BANG BANG—Cher (Liberty)—Kassner	

## FRANCE

This Week	Last Week	Title	Artist
1	1	CHEVEUX LONGS ET IDEES COURTES—Johnny Hallyday (Philips)—Labrador	
2	2	QU'ELLE EST BELLE—Mireille Mathieu (Barclay)—Legrand	
3	10	LA POUPEE QUI FAIT NON—Michel Polnareff (A. Z.)—Semi	
4	—	JE DIS CE QUE JE PENSE ET JE VIS COMME JE VEUX—Antoine (Vogue)—International	
5	4	CHANTER—Enrico Macias (Pathe)—Cirta	
6	5	LES PERROQUETS—Sacha Distel (Voix de son Maitre)—Prosadis	
7	14	UN AIR DU FOLKLORE AUVERGNAT—Stella (RCA)	
8	12	JE TIENS UN TIGRE PAR LA QUEUE—Claude Francois (Philips)—Salvet	
9	9	JUANITA BANANA—Henri Salvador (Rigolo)—Pathe	
10	8	LE CINEMA—Sheila (Philips)—Claude Carrere	

## HOLLAND

This Week	Last Week	Title	Artist
1	2	PAINT IT, BLACK—The Rolling Stones (Decca)—Ed. Essex/Basart	
2	3	MONDAY MONDAY—The Mama's and the Papa's (RCA)	

3	1	SLOOP JOHN B—The Beach Boys (Capitol)—Ed. Melodia
4	—	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Ed. Leeds/Basart
5	9	TAKE IT OR LEAVE IT—The Searchers (Pye)—Ed. Essex/Basart
6	4	THE PIED PIPER—Crispian St. Peters (Decca)—Ed. Francis Day
7	5	SUBSTITUTE—The Who (Polydor)—Ed. Essex/Basart
8	—	I KNOW—*Les Baroques (Whamm)—Ed. Europhone-Basart
9	—	WILD THING—The Frogs (Fontana)
10	—	RAINY DAY WOMEN NOS. 12 & 35—Bob Dylan (CBS)—Ed. Anagon

## HONG KONG

This Week	Last Week	Title	Artist
1	2	FRANKIE AND JOHNNY—Elvis Presley (RCA Victor)	
2	6	TWINKLE TOES—Roy Orbison (London)	
3	1	LISTEN PEOPLE—Herman's Hermits (Columbia)	
4	—	SIPPIN' AND CHIPPIN'—The T-Bones (Liberty)	
5	4	SLOOP JOHN B—The Beach Boys (Capitol)	
6	—	DAYDREAM—The Lovin' Spoonful (Kama Sutra)	
7	3	SURE GONNA MISS HER—Gary Lewis (Liberty)	
8	—	MY BABY TREATED ME COOL—The Astronauts (Diamond)	
9	5	SECRET AGENT MAN—The Ventures (Liberty)	
10	—	DEDICATED FOLLOWER OF FASHION—The Kinks (Pye)	

## ITALY

(Courtesy Musica e Dischi, Milan)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	5	QUI RITORNERA'—*Rita Pavone (RCA)	
2	3	AMO—Adamo (VdP)	
3	2	LA FISARMONICA—*Gianni Morandi (RCA)	
4	1	MICHELLE—Beatles (Parlophone)	
5	4	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)	
6	8	L'UOMO D'ORO—*Caterina Caselli (CGD)	
7	6	RESTA—*Equipe 84 (Ricordi)	
8	15	CHE COLPA ABBIAMO NOI—*Rokes (Arc)	
9	7	RIDERA'—*Little Tony (Durium)	
10	9	19TH NERVOUS BREAKDOWN—Rolling Stones (Decca)	
11	10	CONCERTO PER UN ADDIO—*Nini Rosso (Sprint)	
12	11	VITA MIA—*Tony Del Monaco (CGD)	
13	13	IL RAGAZZO DELLA VIA GLUCK—*Adriano Celentano (Clan)	
14	12	QUANDO LA PRIMA STELLA—*Orietta Berti (Polydor)	
15	—	SLOOP JOHN B—Beach Boys (Capitol)	

## JAPAN

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	KIMI TO ITSUMADEMO—*Kayama Yuuzo (Toshiba)—JASRAC	
2	2	HONEMADE AISHITE—*Jyo Takuya (Toshiba)—JASRAC	
3	3	AITAKUTE AITAKUTE—*Sono Mari (Polydor)—JASRAC	
4	5	ANATA NO INOCHI—*Jyo Takuya (Toshiba)—JASRAC	
5	4	FUTARI NO SEKAI—*Ishihara Yuujiro (Teichiku)—JASRAC	
6	7	YOGIRI NO BOJYO—*Ishihara Yuujiro (Teichiku)—JASRAC	
7	6	TOKYO NAGAREMONO—*Takekoshi Hiroko (King)—JASRAC	
8	—	YUHIWA AKAKU—*Kayama Yuuzo (Toshiba)—JASRAC	
9	9	KOIGOKORO—Kishi Yoko (King)—Toshiba	
10	10	A TASTE OF HONEY—Herb Alpert & Tijuana Brass (London)	

## MEXICO

(Courtesy Audiomusica)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	AMIGO ORGANILLERO—*Javier Solis (CBS)—Mundo Musical	

2	1	UNA LIMOSNA—*Javier Solis (CBS)—Brambila
3	—	QUE VA—*Javier Solis (CBS)—Mundo Musical
4	9	RONDANDO TU ESQUINA—Julio Jaramillo (Peerless)—Emmi
5	5	MIEL AMARGA—*Irma Serrano (CBS)—Emmi
6	3	LA BANDA BORRACHA—*Mike Laure (Musart)—RCA
7	4	ACOMPANAME—Rocio Durcal (Philips)—Pending
8	8	CUANDO VIVAS CONMIGO—*Jose A. Jimenez (RCA)—RCA
9	6	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)—Pending
10	7	AMARRADO (Glad all over)—*Los Belmonts (Orfeon)—Pending

## NEW ZEALAND

This Week	Last Week	Title	Artist
1	1	DEDICATED FOLLOWER OF FASHION—The Kinks	
2	3	SHAPES OF THINGS—The Yardbirds	
3	7	BANG BANG—Cher	
4	6	HOW IS THE AIR UP THERE—The La De Da's	
5	2	HOMEWARD BOUND—Simon and Garfunkel	
6	—	SLOOP JOHN B—The Beach Boys	
7	17	BALLAD OF THE GREEN BERETS—S/Sgt. Barry Sadler	
8	9	SHA LA-LA-LA-LEE—The Small Faces	
9	—	BACKSTAGE—Gene Pitney	
10	—	I FOUGHT THE LAW—Bobby Fuller Four	

## PHILIPPINES

\*Denotes local origin

This Week	Last Week	Title	Artist
1	3	RING DANG DO—Sam the Sham and the Pharaohs (MGM)—Mareco, Inc.	
2	2	WELCOME, YANKEE WELCOME—*Ronnie & Gene (Mabuhay)—Mareco, Inc.	
3	5	BORN FREE—Matt Monro (Capitol)—Mareco, Inc.	
4	1	MR. TAMBOURINE MAN—The Byrds (CBS)—Mareco, Inc.	
5	4	MOMENT TO MOMENT—Henry Mancini, Orchestra and Chorus (RCA)—Filipinas Record Corp.	

6	8	CALIFORNIA DREAMIN'—The Mama's and the Papa's (RCA)—Filipinas Record Corp.
7	6	500 MILES—The Brothers Four (CBS)—Mareco, Inc.
8	7	HANG ON SLOOPY—The Newbeats (Hickory)—Mareco, Inc.
9	9	NOW THAT YOU KNOW—*Merci Molina (Villar)—Mareco, Inc.
10	10	YOU WON'T HAVE TO CRY—The Byrds (CBS)—Mareco, Inc.

## SOUTH AFRICA

This Week	Last Week	Title	Artist
1	1	PIED PIPER—Crispian St. Peters (Decca)	
2	5	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)	
3	2	DIE GEZOEM VAN DIE BYE—Des Lindberg (CBS)	
4	7	PRETTY FLAMINGO—Manfred Mann (HMV)	
5	3	DARLING IT'S WONDERFUL—Virginia Lee (RCA)	
6	4	DISTANT DRUMS—Jim Reeves (RCA)	
7	6	SUBSTITUTE—The Who (Polydor)	
8	12	I'M A ROCK—John E. Sharpe (CBS)	
9	13	HOMEWARD BOUND—Simon & Garfunkel (CBS)	
10	8	BARBARA ANN—The Beach Boys (Capitol)	

## SWEDEN

This Week	Last Week	Title	Artist
1	1	WEDDING—Hep Stars (Olga)	
2	3	PAINT IT, BLACK—Rolling Stones (Decca)	
3	2	DAYDREAM—Lovin' Spoonful (Kama Sutra)	
4	6	SLOOP JOHN B—Beach Boys (Capitol)	
5	4	SUNNY GIRL—Hep Stars (Olga)	
6	5	KRISTINA FRAN WILHELMINA—Sven Ingvars (Svensk American)	
7	8	VERY LAST DAY—Hollies (Parlophone)	
8	10	PRETTY FLAMINGO—Manfred Mann (HMV)	
9	7	SEVEN DAYS—Larry Finnegan (Svensk American)	
10	9	LISTEN PEOPLE—Herman's Hermits (Columbia)	

## FROM THE MUSIC CAPITALS OF THE WORLD

\* Continued from page 38

### PARIS

Jean-Paul Cara sang his own composition, "Notre Moulin de Bonheur," at the International Song Festival in Palma, Majorca June 18. . . . Catalan-born singer-composer Raimon, who recently signed a contract with CBS, appeared in the special Musicorama program at the Olympia Theater. Other CBS artists included Canada's Pauline Julien and French singer Patrick Abrial. . . . Richard Anthony has recorded four songs in Italian for Pathe-Marconi. . . . Folk singer Antoine's "Les Elucubrations" (Vogue) has been the top-selling LP in France for two months. The 22-year-old singer makes his film debut this summer and is set to visit the States in September for appearances on the Ed Sullivan and Perry Como shows. . . . Regine Crespin appearing in a production of Richard Wagner's "Tannhauser" at the Paris Opera. . . . The Metropolitan Opera Co. made its first appearance in Paris in 56 years, to open the Theater des Nations season at the Odeon-Theater de France. Lisa Minelli opens at the Olympia Theater for a season June 15. . . . Polydor is releasing the Verve VSP jazz series retailing at just under \$4. . . . Tenorist Johnny Griffin and his quartet, featuring Art Taylor, opened for a season at the Jazz Land club. . . . Indian musician Ravi Shankar played a concert in Paris under the auspices of the O.R.T.F. . . . Lineup for this year's Antibes-Juan-les-Pins Jazz Festival, from July 23-

28, includes the Duke Ellington Orchestra, Anita O'Day, Ella Fitzgerald, the Charles Lloyd Quartet, Clark Terry and the Bernard Peiffer Trio. . . . The Moody Blues played a Musicorama concert at the Olympia Theater. MIKE HENNESSEY

### RIO DE JANEIRO

Casa Carlos Wehrs, the "Liberty Music Shop" of Rio de Janeiro, closed its doors last week. Store was oldest record shop in town. . . . RCA signed pianist Pedrinho Mattar and his trio. . . . Free jazz trumpet player Henrique Rava was the special guest at the Jazz & Bossa Club last week. Rava plays with the Steve Lacy Quintet. . . . Martin Ackerman, Cultural Attache at the U. S. Embassy, honored the authors of lectures on U. S. music with a lunch at the Ministry of Education auditorium. . . . The bossa nova show, "Primeiro Tempo 5x0" (First Half Time Scores 5x0), moved to Teatro Princesa Isabel. Stars are Claudete Soares, Jongo Trio and young crooner Taiguara. . . . Odeon is releasing "Yesterday" with the Beatles. Hit hasn't appeared as a single yet. . . . Altamar Dutra renewed his contract with Odeon until 1970. . . . Joao Kardek is the new a&r man at Discos Som/Maior. . . . Organist Lauro Paiva signed with Discos Equipe. . . . Veteran singer Nelson Goncalves was arrested in S. Paulo on a narcotics charge. Nelson was bailed out the following day and committed to a hospital for treatment. SYLVIO TULLIO CARDOSO

# ALBUM REVIEWS (continued)



**COMEDY SPOTLIGHT**  
**THE BUNCH**  
 Various Artists. RCA Victor LPM 3629 (M); LSP 3629 (S)

This is a successful spoof of the Mary McCarthy novel. Mary Louise Wilson makes a smashing Sally-Anne Vassar, the narrator, and the other four girls are perfect for their roles. There are some telling comments on the late 30's, 40's and early 50's. And it's all in good taste.



**COUNTRY SPOTLIGHT**  
**UNCLE DAVE MACON**  
 Decca DL 4760 (M); DL 74760 (S)

This package is virtually a must for serious collectors of country music. Uncle Dave Macon was the Opry's first featured star, and his flavorsome performances are sampled here. The package includes detailed recording data and scholarly notes by Ralph Rinzler.



**POP SPOTLIGHT**  
**STAGECOACH**  
 Soundtrack. Mainstream 56077 (M); S56077 (S)

Jerry Goldsmith has written an arresting score for the latest film version of "Stagecoach," which stars Ann Margaret, Bing Crosby and Red Buttons. Bill Brown's vocal arrangements add depth to the score, and the title theme "I Will Follow" is mellow and moving.



**LOW PRICE CLASSICAL SPOTLIGHT**  
**OFFENBACH: GAITE PARISIENNE**  
 Boston Pops Orch. (Fiedler). RCA Victorla VIC 1012 (M); VICS 1012 (S)

This delightful, effervescent recording offers unlimited listening pleasure, especially now that it's become available at a budget price. Sound quality is excellent. Numbers sparkle and dance with gaiety.



**COUNTRY SPOTLIGHT**  
**HISTORY REPEATS ITSELF**  
 Buddy Starcher. Decca DL 4796 (M); DL 74796 (S)

Buddy Starcher is making musical history and this album, featuring his country hit "History Repeats Itself," will push this album to sales history. All tunes in the package follow the same successful pattern—recitations of a semi-political, semi-patriotic nature.



**RHYTHM AND BLUES SPOTLIGHT**  
**BAREFOOTIN'**  
 T.V. & the Tribesmen. HBR, HLP 8507 (M); HST 9507 (S)

Producer Huey P. Meux has selected a dozen soulful rockers with the "Barefootin'" beat and T. V. and the Tribesmen wail their way through each selection. Hard driving beat makes this a hot discotheque item for the pop as well as the r&b market.



**COUNTRY SPOTLIGHT**  
**THE BEST OF THE BROWNS**  
 RCA Victor LPM 3561 (M); LSP 3561 (e) (S)

Without doubt, one of the most popular singing family groups in the world, this "best of" the Browns will bring large sales in both the country music and the pop fields. It includes their million-seller, "The Three Bells," "The Old Lamplighter," "Shenandoah," "Scarlet Ribbons," and "They Call the Wind Maria." A tremendous album.



**SACRED SPOTLIGHT**  
**MY ALTAR**  
 Jimmie Davis. Decca DL 4763 (M); DL 74763 (S)

A fine package of sacred material; dealers in the country and sacred fields should regard this album as must merchandise. The readings are full of spiritual quality. Included are "Will the Circle Be Unbroken," "My Altar" and "One More Valley."

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

### ★ NEW ACTION LP's

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

- MAME . . .**  
Original Cast, Columbia KOL 6600 (M); KOS 3000 (S)
- THE MORE I SEE YOU/CALL ME . . .**  
Chris Montez, A&M LP 1115 (M); SP 4115 (S)

### STOP THE WORLD I WANT TO GET OFF . . .

Soundtrack, Warner Bros. B 1643 (M); BS 1643 (S)

### RHAPSODY . . .

Ahmad Jamal, Cadet LP 764 (M); SLP 764 (S)

### MORE MUSIC FROM THE MAN FROM U.N.C.L.E. . . .

Hugo Montenegro, RCA Victor LPM 3574 (M); LSP 3574 (S)

### PHIL OCHS IN CONCERT . . .

Elektra EKL 310 (M); EKS 7310 (S)

### DAVE BRUBECK'S GREATEST HITS . . .

Columbia CL 2484 (M); CS 9284 (S)

### BACKSTAGE (I'M LONELY) . . .

Gene Pitney, Musicor MM 2095 (M); MS 3095 (S)



## SPECIAL MERIT PICKS

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



### POP SPECIAL MERIT

**ANDRE PREVIN WITH VOICES**  
 RCA Victor LPM 3551 (M); LSP 3551 (S)  
 The piano and voice blending is developed interestingly by Andre Previn on piano and singers under the direction of Bill Cole. The repertoire is standout and the over-all effect is quite appealing.



### POP SPECIAL MERIT

**SINGIN' IN THE SUMMER SUN**  
 Skeeter Davis. RCA Victor LPM 3567 (M); LSP 3567 (S)  
 A seasonal album designed for summer and Skeeter Davis has summer excitement in her voice on such standards as "Theme From A Summer Place" and "Summertime," plus tunes like "Under the Boardwalk" and "Please Don't Talk to the Lifeguard." Could be a very popular album with the teens.



### POP SPECIAL MERIT

**YOU ARE**  
 Steve Rossi. Musicor MM 2086 (M); MS 3086 (S)  
 Steve Rossi, of the Rossi and Allen comedy team, started as a singer. He's still a good one, with a rich, romantic voice. Rossi sings "You Are" from the film, "The Last of the Secret Agents," co-starring Allen, Rossi and Nancy Sinatra. He also gives the romantic treatment to standards like "Melinda" and "Love Is a Many Splendored Thing."



### LOW PRICE POP SPECIAL MERIT

**"MARIE" AND OTHERS MADE FAMOUS BY TOMMY DORSEY**  
 Living Strings Plus Trombone. RCA Camden CAL 962 (M); CAS 962 (S)  
 The Living Strings for years have been a fine seller for Camden. Their appeal is enhanced in this album by the choice of material—big-band numbers associated with Tommy Dorsey.



### COUNTRY SPECIAL MERIT

**THE GIRLS GET PRETTIER**  
 Hank Locklin. RCA Victor LPM 3588 (M); LSP 3588 (S)  
 Hank Locklin's fans will like this package of tunes about boys and girls. The readings are sincere, and the chanter is accompanied by the Jordanaires. In addition to the title song, the material includes some great standards, such as "My Happiness," "My Blue-Eyed Jane."



### CLASSICAL SPECIAL MERIT

**TWENTIETH CENTURY CLASSICS FOR STRINGS**  
 Bath Festival Orch. (Menuhin). Angel 36335 (M); S 36335 (S)  
 Yehudi Menuhin is as deft with a baton as he is with a bow. He conducts the Bath Festival Orchestra on works by Stravinsky, Hindemith and Bartok in a way that makes the featured string section sing in a modern classical manner. There's lots of consumer interest here.



### CLASSICAL SPECIAL MERIT

**MOZART: THE TWO CONCERTOS FOR FLUTE AND ORCHESTRA**  
 Michel Debost/Moscow Chamber Orch. (Barshai). Angel 36339 (M); S 36339 (S)  
 Michel Debost, the young French flutist, and the superb Moscow Chamber Orchestra, combine on Mozart's "Concerto No. 1 in G Major" and "Concerto No. 2 in D Major." The combination is a fortunate one for classical record buyers.



### CLASSICAL SPECIAL MERIT

**SZIGETI PLAYS DEBUSSY/HONEGGER/IVES/WEBER**  
 Joseph Szigeti, Violin; Ray Bogas, Piano. Mercury MG 50442 (M); SR 90442 (S)  
 Szigeti's violin here is full of enthusiasm and high intentions. Roy Bogas, pianist, gives ample accompaniment. Works here are by Honegger, Webern, Debussy and Ives.



### LOW PRICE CLASSICAL

#### SPECIAL MERIT

**ITALIAN OPERA PRELUDES AND INTERMEZZOS**  
 Orch. of the Bologna Municipal Theater (Basile). RCA Victorla VIC 1171 (M); VICS 1171 (S)  
 While this album is not for the serious classical collector, it will have wide appeal to buyers whose appetites in operatic music need whetting. Preludes and intermezzos provide a wealth of melodic music. Among the selections are the Intermezzos from "Cavalleria Rusticana" and "Pagliacci."



### JAZZ SPECIAL MERIT

**JOHN COLTRANE PLAYS FOR LOVERS**  
 Prestige PR 7426 (M)  
 Six swinging sides of "early" Coltrane capture the phenomenal saxist in relaxed sessions. "Trane's" sidemen in the Miles Davis Quintet, Red Garland, Paul Chambers and Jimmy Cobb, join him on several tracks as does Philly Joe Jones on the cut, "On a Misty Night." Fans of Coltrane's early tenor sax sound will surely want this collector's item.



### FOUR-STAR ALBUMS

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

### POPULAR

**THE ELUSIVE BOB LIND**  
 Verve Folkways FT 3005 (M); FTS 3005 (S)  
**WHEN A WOMAN LOVES A MAN**  
 Ketty Lester. Tower T 5029 (M); ST 5029 (S)  
**MY GUITAR**  
 George Van Eps. Capitol T 2533 (M); ST 2533 (S)

### LOW PRICE POPULAR

**"TIJUANA TAXI" AND OTHERS**  
 Living Marimbas. RCA Camden CAL 961 (M); CAS 961 (S)  
**"APRIL IN PORTUGAL" AND OTHER PIANO FAVORITES**  
 Frankie Carle. RCA Camden CAL 963 (M); CAS 963 (e) (S)  
**KNUCKLES O'TOOLE PLAYS HONKY TONK PIANO**  
 Grand Award GA 204 SD (S)  
**THE ROARING 20'S**  
 Charleston City All Stars. Grand Award GA 201 SD (S)

### CLASSICAL

**TCHAIKOVSKY: THE SLEEPING BEAUTY**  
 Soundtrack. Roulette OS 803 (M)  
**MOZART: 6 PRELUDE & FUGUES AFTER J. S. & W. F. BACH**  
 Nonesuch. H1112 (M); H 71112 (S)

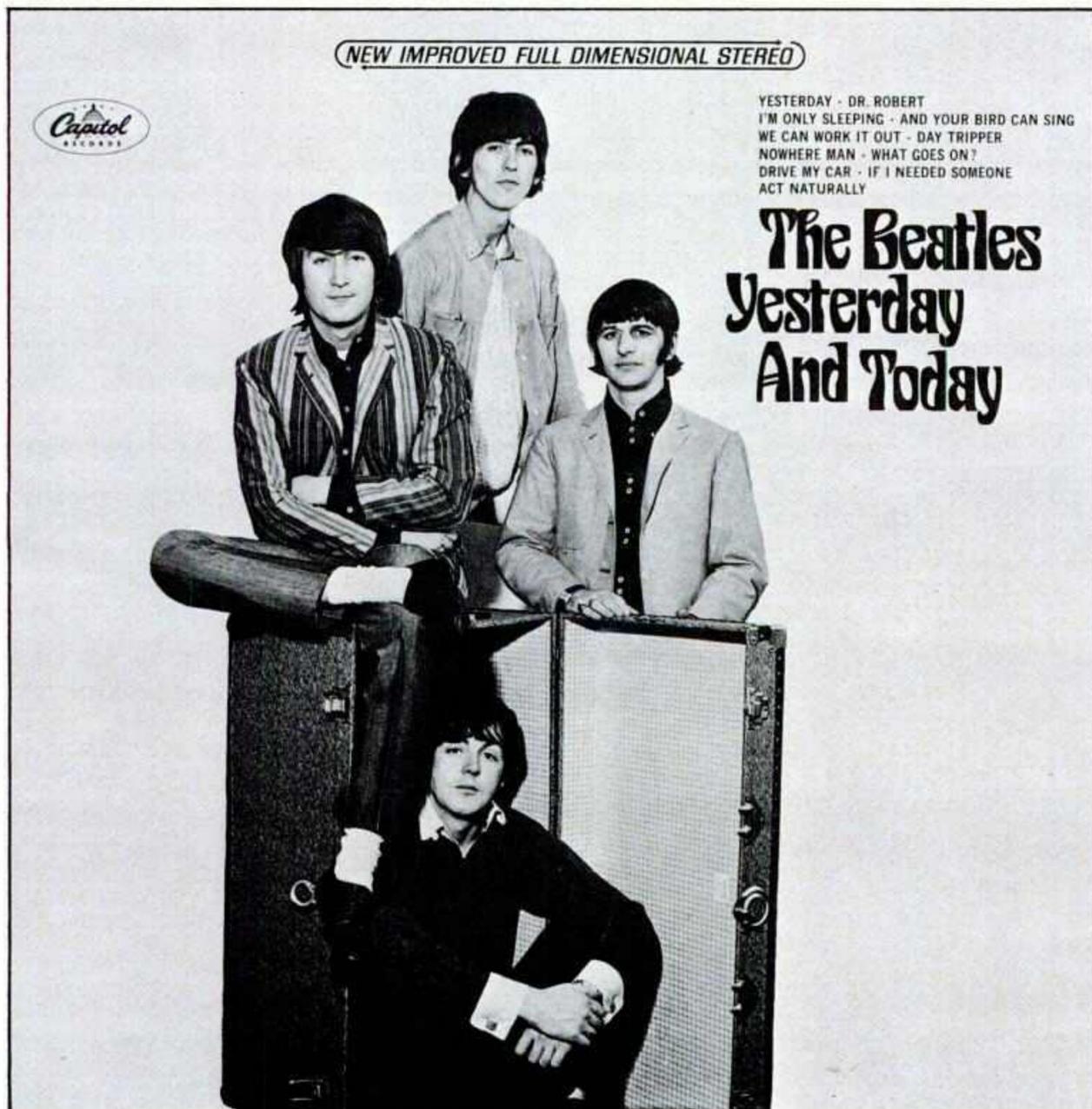
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## ALBUM REVIEW POLICY

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

SEE ALBUM REVIEWS ON BACK COVER

# SCHOOL'S OUT!



# GET READY!

Remember how "**GETTY!**" helped last summer?  
Here's more hot-weather relief - 11 great  
BEATLES hits - 5 of them brand-new!

[S]T 2553



# TOP 100

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

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

This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart
1	1	<b>WHAT NOW MY LOVE</b> Herb Alpert & the Tijuana Brass, AAM LP 114 (M); SP 4114 (S)	7
2	2	<b>IF YOU CAN BELIEVE YOUR EYES AND EARS</b> Mama's and the Papa's, Dunhill D 50006 (M); DS 50006 (S)	16
3	3	<b>WHIPPED CREAM &amp; OTHER DELIGHTS</b> Herb Alpert's Tijuana Brass, AAM LP 110 (M); SP 4110 (S)	59
4	4	<b>DR. ZHIVAGO</b> Soundtrack, MGM 1E-65T (M); 1SE-65T (S)	15
5	4	<b>THE SOUND OF MUSIC</b> Soundtrack, RCA Victor LOC 2005 (M); LSOD 2005 (S)	67
6	9	<b>THE SHADOW OF YOUR SMILE</b> Andy Williams, Columbia CL 2499 (M); CS 9299 (S)	7
7	5	<b>GOING PLACES</b> Herb Alpert & His Tijuana Brass, AAM LP 112 (M); SP 4112 (S)	37
8	6	<b>BIG HITS (High Tide and Green Grass)</b> Rolling Stones, London NP-1 (M); NPS-1 (S)	11
9	10	<b>THE SHADOW OF YOUR SMILE</b> Johnny Mathis, Mercury MG 21073 (M); SR 61073 (S)	13
10	20	<b>LOU RAWLS LIVE!</b> Capitol T 2459 (M); ST 2459 (S)	8
11	14	<b>PET SOUNDS</b> Beach Boys, Capitol T 2458 (M); DT 2458 (S)	5
12	8	<b>COLOR ME BARBRA</b> Barbra Streisand, Columbia CL 2478 (M); CS 9278 (S)	12
13	11	<b>SOUL AND INSPIRATION</b> Righteous Brothers, Verve V 5001 (M); V6-5001 (S)	9
14	26	<b>WONDERFULNESS</b> Bill Cosby, Warner Bros. W 1634 (M); 1634 (S)	5
15	12	<b>THE BEST OF THE ANIMALS</b> MGM E 4324 (M); SE 4324 (S)	20
16	13	<b>DAYDREAM</b> Lovin' Spoonful, Kama Sutra KLP 8051 (M); KLPS 8051 (S)	13
17	16	<b>RUBBER SOUL</b> Beatles, Capitol T 2442 (M); ST 2442 (S)	27
18	18	<b>THE MOVIE SONG ALBUM</b> Tony Bennett, Columbia CL 2472 (M); CS 9272 (S)	16
19	19	<b>MRS. MILLER'S GREATEST HITS</b> Capitol T 2494 (M); ST 2494 (S)	8
20	21	<b>THE YOUNG RASCALS</b> Atlantic B123 (M); SD 8123 (S)	8
21	22	<b>CRYING TIME</b> Ray Charles, abc Records ABC 544 (M); ABCS 544 (S)	16
22	17	<b>BALLADS OF THE GREEN BERETS</b> S/Sgt. Barry Sadler, RCA Victor LPM 3537 (M); LSP 3537 (S)	18
23	25	<b>THE SINGING NUN</b> Soundtrack, MGM 1E-7 ST (M); 1SE-7 ST (S)	9
24	15	<b>BOOTS</b> Nancy Sinatra, Reprise R 6202 (M); RS 6202 (S)	16
25	23	<b>SPANISH EYES</b> Al Martino, Capitol T 2435 (M); ST 2435 (S)	19
26	24	<b>THE DAVE CLARK FIVE'S GREATEST HITS</b> Epic LN 24185 (M); BN 26185 (S)	18
27	27	<b>SOUTH OF THE BORDER</b> Herb Alpert's Tijuana Brass, AAM LP 108 (M); ST 108 (S)	51
28	28	<b>THE LONELY BULL</b> Herb Alpert & His Tijuana Brass, AAM LP 101 (M); ST 101 (S)	55
29	30	<b>SOUNDS OF SILENCE</b> Simon & Garfunkel, Columbia CL 2469 (M); CS 9269 (S)	19
30	33	<b>GOT MY MOJO WORKING</b> Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	16
31	31	<b>JUST LIKE US!</b> Paul Revere & the Raiders, Columbia CL 2451 (M); CS 9251 (S)	21
32	32	<b>FRANKIE AND JOHNNY</b> Elvis Presley, RCA Victor LPM 3553 (M); LSP 3553 (S)	10
33	38	<b>THE SONNY SIDE OF CHER</b> Imperial LP 9301 (M); LP 12301 (S)	10
34	36	<b>MOONLIGHT SINATRA</b> Frank Sinatra, Reprise F 1018 (M); RS 1018 (S)	10
35	29	<b>I HEAR A SYMPHONY</b> Supremes, Motown MLP 643 (M); SLP 643 (S)	15
36	39	<b>THE WONDROUS WORLD OF SONNY &amp; CHER</b> Atco 183 (M); SD 183 (S)	11
37	34	<b>SEPTEMBER OF MY YEARS</b> Frank Sinatra, Reprise F 1014 (M); RS 1014 (S)	45
38	35	<b>THE BEST OF RONNIE DOVE</b> Diamond D 5005 (M); SD 5005 (S)	13
39	57	<b>A TOUCH OF TODAY</b> Nancy Wilson, Capitol T 2495 (M); ST 2495 (S)	5
40	58	<b>TIJUANA BRASS</b> Herb Alpert & the Tijuana Brass, AAM LP 102 (M); ST 102 (S)	24
41	40	<b>I WANT TO GO WITH YOU</b> Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	14
42	45	<b>THE 4 SEASONS GOLD VAULT OF HITS</b> Phillips PHM 200-196 (M); PHS 600-196 (S)	29
43	44	<b>WHY IS THERE AIR?</b> Bill Cosby, Warner Bros. W 1606 (M); (No Stereo)	44
44	42	<b>HOLD ON!</b> Herman's Hermits, MGM E 4342 ST (M); SE 4342 ST (S)	14
45	43	<b>SOMEWHERE THERE'S A SOMEONE</b> Dean Martin, Reprise R 6201 (M); RS 6201 (S)	16
46	41	<b>MY NAME IS BARBRA, TWO</b> Barbra Streisand, Columbia CL 2409 (M); CS 9209 (S)	34
47	47	<b>A MAN AND HIS MUSIC</b> Frank Sinatra, Reprise F 1016 (M); RS 1016 (S)	27
48	50	<b>BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?</b> Warner Bros. W 1518 (M); (No Stereo)	18
49	80	<b>MIDNIGHT RIDE</b> Paul Revere & the Raiders, Columbia CL 2508 (M); CS 9308 (S)	3
50	37	<b>HANG ON RAMSEY!</b> Ramsey Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)	18

This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart
51	51	<b>THE BEST OF CHAD &amp; JEREMY</b> Capitol T 2470 (M); ST 2470 (S)	10
52	46	<b>MY WORLD</b> Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	37
53	53	<b>MANTOVANI MAGIC</b> Mantovani & His Ork., London LL 3448 (M); PS 448 (S)	17
54	56	<b>TRINI</b> Trini Lopez, Reprise R 6196 (M); RS 6196 (S)	8
55	52	<b>AND I KNOW YOU WANNA DANCE</b> Johnny Rivers, Imperial LP 9307 (M); LP 12307 (S)	11
56	62	<b>THE SOUL ALBUM</b> Otis Redding, Volt 413 (M); S 413 (S)	9
57	49	<b>MUSIC—A PART OF ME</b> David McCallum, Capitol T 2432 (M); ST 2432 (S)	18
58	48	<b>ROGER MILLER/GOLDEN HITS</b> Smash MGS 27073 (M); SRS 67073 (S)	33
59	70	<b>DISTANT DRUMS</b> Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S)	4
60	60	<b>THAT WAS THE YEAR THAT WAS</b> Tom Lehrer, Reprise R 6179 (M); RS 6179 (S)	34
61	65	<b>FIDDLER ON THE ROOF</b> Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	87
62	55	<b>SUPREMES LIVE AT THE COPA</b> Motown 636 (M); ST 636 (S)	33
63	54	<b>MARY POPPINS</b> Soundtrack, Vista BV 4026 (M); STER 4026 (S)	91
64	66	<b>I STARTED OUT AS A CHILD</b> Bill Cosby, Warner Bros. W 1547 (M); (No Stereo)	38
65	64	<b>THE MIRACLES GOING TO A GO-GO</b> Tamla T 267 (M); ST 267 (S)	31
66	71	<b>GLORIA</b> Shadows of Knight, Dunwich 664 (M); S 664 (S)	7
67	68	<b>CHOICE</b> John Gary, RCA Victor LPM 3501 (M); LSP 3501 (S)	16
68	59	<b>THE BEST OF HERMAN'S HERMITS</b> MGM E 4315 (M); SE 4315 (S)	32
69	81	<b>ONE STORMY NIGHT</b> Mystic Moods Ork., Philips PHM 200-205 (M); PHS 600-205 (S)	9
70	135	<b>STRANGERS IN THE NIGHT</b> Frank Sinatra, Reprise F 1017 (M); RS 1017 (S)	2
71	82	<b>TIME WON'T LET ME</b> Outsiders, Capitol T 2501 (M); ST 2501 (S)	5
72	63	<b>WOMAN</b> Peter & Gordon, Capitol T 2477 (M); ST 2477 (S)	11
73	75	<b>I REMEMBER YOU</b> Robert Goulet, Columbia CL 2482 (M); CS 9282 (S)	9
74	86	<b>DON'T GO TO STRANGERS</b> Eddie Gorme, Columbia CL 2476 (M); CS 9276 (S)	4
75	72	<b>WHEN YOU'RE IN LOVE THE WHOLE WORLD IS JEWISH</b> Various Artists, Kapp KRL 4506 (M); KRS 5506 (S)	13
76	69	<b>BYE BYE BLUES</b> Bert Kaempfert & His Ork., Decca DL 4493 (M); DL 74493 (S)	16
77	91	<b>LOVE</b> Elektra EKL 4001 (M); EKS 74001 (S)	7
78	98	<b>HITS AGAIN</b> Gary Lewis & the Playboys, Liberty LSP 3452 (M); LST 7452 (S)	5
79	97	<b>HOW DOES THAT GRAB YOU?</b> Nancy Sinatra, Reprise R 6207 (M); RS 6207 (S)	4
80	102	<b>DO YOU BELIEVE IN MAGIC</b> Lovin' Spoonful, Kama Sutra KLP 8050 (M); KLPS 8050 (S)	22
81	85	<b>MAN OF LA MANCHA</b> Original Cast, Kapp KRL 4505 (M); KRS 5505 (S)	23
82	121	<b>MARTHA AND THE VANDELLAS GREATEST HITS</b> Gordy G 917 (M); GS 917 (S)	3
83	77	<b>HERE I AM</b> Dionne Warwick, Scepter S31 (M); S 31 (S)	26
84	78	<b>WHERE THE ACTION IS!</b> Ventures, Dolton BLP 2040 (M); BST 8040 (S)	20
85	90	<b>THE BLUES PROJECT LIVE AT THE CAFE AU GO GO</b> Verve Folkways FV 9024 (M); FVS 9024 (S)	6
86	61	<b>MY FAIR LADY</b> Soundtrack, Columbia KOL 8000 (M); KOS 2400 (S)	90
87	67	<b>THE BATMAN THEME</b> Neal Hefti, RCA Victor LPM 3573 (M); LSP 3573 (S)	16
88	123	<b>I'LL REMEMBER YOU</b> Roger Williams, Kapp KL 1470 (M); ST 2470 (S)	9
89	104	<b>WHEN A MAN LOVES A WOMAN</b> Percy Sledge, Atlantic B125 (M); SD 8125 (S)	4
90	87	<b>TEMPTIN' TEMPTATIONS</b> Gordy G 914 (M); GS 914 (S)	31
91	83	<b>ZORBA THE GREEK</b> Soundtrack, 20th Century-Fox TFM 3147 (M); TFS 4147 (S)	61
92	76	<b>DIONNE WARWICK IN PARIS</b> Scepter SRM 534 (M); SPS 534 (S)	10
93	93	<b>MY CHERIE</b> Al Martino, Capitol T 2362 (M); ST 2362 (S)	42
94	112	<b>MY NAME IS BARBRA</b> Barbra Streisand, Columbia CL 2336 (M); CS 9136 (S)	58
95	100	<b>THE KINK KONTROVERSY</b> Kinks, Reprise R 6197 (M); RS 6197 (S)	9
96	99	<b>OUR HERO</b> Pat Cooper, United Artists UAL 3446 (M); (No Stereo)	5
97	109	<b>WAYNE NEWTON—NOW!</b> Capitol T 2445 (M); ST 2445 (S)	4
98	92	<b>ANDY WILLIAMS' NEWEST HITS</b> Columbia CL 2383 (M); CS 9183 (S)	21
99	89	<b>TURN! TURN! TURN!</b> Byrds, Columbia CL 2454 (M); CS 9254 (S)	26
100	111	<b>LITTLE WHEEL SPIN AND SPIN</b> Buffy Sainte-Marie, Vanguard VRS 9211 (M); VSD 79211 (S)	6
101	124	<b>GO WITH THE VENTURES!</b> Dolton BLP 2045 (M); BST 8045 (S)	3

This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart
102	79	<b>THE VENTURES</b> Dolton BLP 2042 (M); BST 8042 (S)	17
103	101	<b>JAMES BROWN PLAYS THE NEW BREED</b> Smash MGS 27080 (M); SRS 67080 (S)	11
104	88	<b>HOUSTON</b> Dean Martin, Reprise R 6181 (M); RS 6181 (S)	32
105	96	<b>SWEET CHARITY</b> Original Cast, Columbia KOL 4500 (M); KOS 2500 (S)	16
106	73	<b>MY LOVE</b> Pet Clark, Warner Bros. W 1630 (M); WS 1630 (S)	12
107	84	<b>THE MARVELETTES' GREATEST HITS</b> Tamla TLP 253 (M); SLP 253 (S)	15
108	107	<b>SEE WHAT TOMORROW BRINGS</b> Peter, Paul & Mary, Warner Bros. W 1615 (M); WS 1615 (S)	35
109	74	<b>HOW GREAT THOU ART</b> Kate Smith, RCA Victor LOC 1093 (M); LSO 1093 (S)	24
110	116	<b>DEAR HEART</b> Andy Williams, Columbia CL 2338 (M); CS 9138 (S)	64
111	129	<b>GREATEST HITS</b> New Christy Minstrels, Columbia CL 2479 (M); CS 9279 (S)	2
112	103	<b>HIGHWAY 61 REVISITED</b> Bob Dylan, Columbia CL 3389 (M); CS 9189 (S)	39
113	114	<b>RAMBLIN' ROSE</b> Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	160
114	118	<b>JOHNNY'S GREATEST HITS</b> Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	403
115	122	<b>CHET ATKINS PICKS ON THE BEATLES</b> RCA Victor LPM 3531 (M); LSP 3531 (S)	12
116	132	<b>LIGHTLY LATIN</b> Perry Como, RCA Victor LPM 3552 (M); LSP 3552 (S)	3
117	115	<b>DECEMBER'S CHILDREN</b> Rolling Stones, London LL 3451 (M); PS 451 (S)	29
118	126	<b>MUSIC—A BIT MORE OF ME</b> David McCallum, Capitol T 2498 (M); ST 2498 (S)	3
119	106	<b>EVERYBODY GOTTA BE SOMEPLACE</b> Myron Cohen, RCA Victor LPM 3534 (M); LSP 3534 (S)	13
120	125	<b>OTIS BLUE/OTIS REDDING SINGS SOUL</b> Volt LP 412 (M); SD 412 (S)	33
121	139	<b>THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP</b> Al Martino, Capitol T 2528 (M); ST 2528 (S)	2
122	94	<b>MICHELLE</b> Bud Shank, World Pacific WP 1840 (M); WPS 21840 (S)	20
123	113	<b>THE LOVE YOU SAVE</b> Joe Tex, Atlantic B124 (M); SD 8124 (S)	8
124	140	<b>UP TIGHT</b> Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	2
125	127	<b>SOUL MESSAGE</b> Richard (Groove) Holmes, Prestige PR 7435 (M); PRS 7435 (S)	7
126	133	<b>THE "POPS" GOES COUNTRY</b> Chet Atkins/Boston Pops (Fidler), RCA Victor LM 2870 (M); LSC 2870 (S)	2
127	110	<b>SHE'S JUST MY STYLE</b> Gary Lewis & the Playboys, Liberty LSP 3452 (M); LST 7452 (S)	16
128	95	<b>HELP</b> Beatles, Capitol MAS 2386 (M); SMAS 2386 (S)	44
129	130	<b>TAKE A LITTLE WALK WITH ME</b> Tom Rush, Elektra EKL 308 (M); EKS 7308 (S)	3
130	—	<b>A NEW SONG FOR YOUNG LOVE</b> Letterman, Capitol T 2496 (M); ST 2496 (S)	1
131	—	<b>FERRANTE &amp; TEICHER FOR LOVERS OF ALL AGES</b> United Artists UAL 3483 (M); UAS 6483 (S)	1
132	—	<b>THE KATE SMITH ANNIVERSARY ALBUM</b> RCA Victor LPM 3535 (M); LSP 3535 (S)	1
133	—	<b>TRY TOO HARD</b> Dave Clark Five, Epic LN 24198 (M); BN 26198 (S)	1
134	—	<b>LOVE THEM FROM THE FLIGHT OF THE PHOENIX</b> Brass Ring, Dunhill D 50008 (M); DS 50008 (S)	1
135	137	<b>HEY! LET'S PARTY</b> Mongo Santamaría, Columbia CL 3473 (M); CS 9273 (S)	4
136	131	<b>HERE THEY COME</b> Paul Revere & the Raiders, Columbia CL 2507 (M); CS 9307 (S)	43
137	136	<b>ON A CLEAR DAY YOU CAN SEE FOREVER</b> Original Cast, RCA Victor LOC 2006 (M); LSOD 2006 (S)	29
138	138	<b>BYE BYE BLUES</b> Brenda Lee, Decca DL 4735 (M); DL 74735 (S)	12
139	150	<b>YOU WERE ON MY MIND</b> We Five, AAM LP 111 (M); SP 4111 (S)	23
140	—	<b>GOTTA TRAVEL ON</b> Ray Bryant, Cadet LP 767 (M); CLPS 767 (S)	1
141	143	<b>SOLID GOLD SOUL</b> Various Artists, Atlantic B116 (M); SD 8116 (S)	12
142	144	<b>PLAY ONE MORE</b> Jan & Sylvia, Vanguard VRS 9215 (M); VSD 79215 (S)	5
143	149	<b>THIS OLD HEART OF MINE</b> Isley Brothers, Tamla T 269 (M); ST 269 (S)	2
144	145	<b>LOUIE LOUIE</b> Kingston, Wand 457 (M); (No Stereo)	119
145	141	<b>THE FOUR TOPS SECOND ALBUM</b> Motown 634 (M); ST 634 (S)	33
146	148	<b>PERSUASIVE PERCUSSION 1966</b> Various Artists, Command RS 895 (M); RS 895 SD (S)	6
147	134	<b>THE BEST OF THE RIGHTEOUS BROTHERS</b> Moonglow 1004 (M); S 1004 (S)	6
148	—	<b>10 GOLDEN YEARS</b> Brenda Lee, Decca DL 4737 (M); DL 74737 (S)	1
149	—	<b>THE LONELY THINGS</b> Glenn Yarbrough, RCA Victor LPM 3539 (M); LSP 3539 (S)	1
150	—	<b>TIPPY TOEING</b> Nardone Trio, Columbia CL 2504 (M); CS 9304 (S)	1

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# ALBUM REVIEWS

Continued from page 40

**TCHAIKOVSKY: SNOW MAIDEN**  
(2-12" LP's)  
Dolukhanova/Orfenov/ USSR - Radio  
Symphony Orch. (Gauk). Bruno BR  
23052/53L (M)

**HAYDN: "ERDODY" QUARTETS**  
(3-12" LP's)  
Various Artists. Qualiton LPX 1205-7  
(M)

**LAMBERTO GARDELLI CONDUCTS**  
Orch. of the Budapest Philharmonic  
Society. Qualiton LPX 1234 (M)

## LOW PRICE CLASSICAL

**J. S. BACH: BRANDENBURG**  
CONCERTOS (2-12" LP's)  
Chamber Orch. of the Saar (Risten-  
part). Nonesuch HB 3006 (M); HB  
73006 (S)

**RICHARD STRAUSS: SYMPHONIA**  
DOMESTICA  
Chicago Symphony Orch. (Reiner).  
RCA Victorola VIC 1104 (M); VICS  
1104 (S)

## POLKA

**OKTOBERFEST FAVORITES**  
Syl Liebl and the Jolly Swiss Boys.  
Coca K 2036 (M)

**A SESSION WITH SYL LIEBL AND**  
THE JOLLY SWISS BOYS  
Coca & 2035 (M)

**PULASKI IS A POLKA TOWN**  
Alvin Styczynski. Coca K 2040 (M)



## THREE-STAR ALBUMS

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

## POPULAR

**THE HART HOUSE GLEE CLUB**  
Aco S 683 (S)

## COUNTRY

**MOUNTAIN BALLADS & OLD HYMNS**  
Asher Sizemore & Little Jimmie.  
Decca DL 4785 (M); DL 74785 (S)

**A SESSION WITH THE GOOSE ISLAND**  
RAMBLERS  
Coca K 1111 (M)

**DOIN' THE HURLEY HOP**  
Goose Island Ramblers. Coca K 1112  
(M)

## CLASSICAL

**VERDI: RIGOLETTO** (3-12" LP's)  
Various Artists. Qualiton LPX 1231-33  
(M)

**MOZART: HORN CONCERTO IN E**  
FLAT MAJOR/BASSOON CONCERTO  
IN B FLAT MAJOR  
Janoka Gabor/Symphony Orch. of the  
Hungarian Radio and Television  
(Sandor). Qualiton LPX 1219 (M)

## RELIGIOUS

**WINIFRED CECIL**  
Town Hall TH 004 (M)

## HYMN

**SING ALONG WITH MARCY**  
Zondervan ZLP 693 (M)

**14 FAVORITE HYMNS**  
Blackie Minor and the Floyd Sisters.  
CLW LPM 2005 (M)

## GOSPEL

**MY OWN FAULT**  
Brother Joe May. Nashboro LP 7031  
(M)

## INTERNATIONAL

**BAVARIA**  
Roland Zaninetti. Bruno BR 50066L  
(M)

# 26 Concerts of Mozart Music At Philharmonic

NEW YORK — Twenty-six concerts devoted entirely to the music of Mozart are listed for "Midsummer Serenades — A Mozart Festival" at Philharmonic Hall during August. Concerts will be presented at 8:30 p.m. on Mondays through Saturdays except for two special "Mozart at Midnight" concerts. In addition to single ticket sales special 10-coupon booklets costing \$20 are available. Coupons can be exchanged for tickets which normally cost \$3 each.

Artists include pianists Paul Badura-Skoda (Westminster), Claude Frank (RCA Victor), Daniel Barenboim (Westminster), Ruth Laredo (Columbia), and

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS

THIS WEEK

## ★ REGIONAL BREAKOUTS

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

## RACE WITH THE WIND . . .

The Robbs, Mercury 72579 (MRC, BMI)  
(Chicago-Milwaukee)

## ON THE GOOD SHIP LOLLIPOP . . .

Wonder Who, Philips 40380 (Movietown, ASCAP)  
(New York)

## IT'S A MAN'S-WOMAN'S WORLD . . .

Irma Thomas, Imperial 66178 (Najam, BMI) (Pittsburgh)

## TAR AND CEMENT . . .

Verdelle Smith, Capitol 5632 (Feist, ASCAP)  
(Philadelphia)

## I'VE GOT TO GO ON WITHOUT YOU . . .

Van Dykes, Mala 530 (Aim, BMI) (Pittsburgh)

## IT'S YOU ALONE . . .

Wailers, United Artists 50026 (Unart, BMI)  
(San Francisco)

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

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

Malcolm Frager; conductors Werner Torkanowsky (Columbia) and Jorge Mester (Vanguard, Columbia); violinists Szymon Goldberg (Decca) and Jaime Laredo (Columbia, Victor); harpsichordist Ralph Kirkpatrick (Deutsche Grammophon); the Guarneri Quartet (Victor); soprano Maria Stader (Deutsche Grammophon); the Kroll Quartet; and the New York Chamber Ensemble.

## Memphians' Dates

MEMPHIS—The Memphians Quartet announces a heavy schedule for personal appearance this month. They are as follows: June 22, First Assembly of God Church, Pine Bluff, Ark.; June 24, First Assembly of God Church, Killene, Tex.; June 25, all-night sing, Turnpike Stadium, Dallas; June 26, Boulevard Assembly of God Church,

# Pitt, Minny On Campus

NEW YORK—The Pittsburgh Symphony (Command) and the Minneapolis Symphony (Mercury) will perform during next season's Golden Center Concerts at Queens College. William Steinberg will conduct the Pittsburgh in one of the four fall concerts, while Stanislaw Skowaczewski will lead the Minneapolis in a spring concert.

Other artists for the fall series will be violinist Christain Ferras, soprano Eileen Farrell, and the Martha Graham Dance Com-

Fort Worth; June 28, First Assembly of God Church, El Paso, Tex.; June 29, First Assembly of God Church, Phoenix, Ariz., and June 30-July 3, Los Angeles area.

pany. Also appearing in the spring series will be the Robert Shaw Chorale and Orchestra (RCA Victor), bass-baritone Cesare Siepe (London), and pianist Susan Starr. Tickets are being sold on a subscription basis for all eight concerts as well as for each four-concert series.

A low-price four-concert chamber music series also is listed. The performer ensembles will be the Copenhagen Quartet, Hungarian Quartet (Vox, Turnabout), Beaux Arts Trio, and Fine Arts Quartet (Concert-Disc). Soprano Adele Addison and tenor Charles Bressler will appear with the New York Chamber soloists (Decca) in a special non-subscription concert on Feb. 25.

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# **“WALK AWAY” IS A RUNAWAY!**

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# CLASSICAL MUSIC

## Teens' Snub of Classical Disks Causes Dip at City's Fringe Shops

By FRED KIRBY

NEW YORK — Lack of interest by teen-agers is a main reason given by dealers in outlying parts of the city for a general decline in classical record sales, according to a Billboard survey. Many stores have cut their classical inventory because of a sharp drop in business in recent years.

Standards comprise the bulk of what classical action there is. All stores reporting classical business special order for customers. Greenline of Jamaica, Frank Hobbie of the Bronx, Ambrose Radio and Service of Brooklyn, and Dudale of Staten Island all reported continued, but reduced classical sales. Other outlets checked said such business had fallen off to where it no longer was a factor.

Irving Ambrose of Ambrose Radio explained he had cut his inventory because of business drop, which he attributed to teen-agers going more for pop disks and to a move to the suburbs by wealthier, better-educated families. Ambrose opened a second store last September in Cedarhurst, in Nassau County, last September to take advantage of the suburban movement. The second store has proved a good classical outlet, topping the older location.

Ambrose said he didn't re-

order unusual works, such as chamber pieces, because of the interest drop. The standards, especially symphonies, are the main movers. He also called big discount stores a factor, explaining that classical customers were "sharp buyers," especially when it came to opera sets. Noting the larger discounts the larger stores sold merchandise for because of increased discounts from manufacturers for advertising and other things, Ambrose said the manufacturers apparently weren't interested in the smaller dealers.

A. J. Wild of A. J. Wild Inc. of St. Albans also lists the change in the neighborhood, which has "fallen down," as a reason for his now selling very little classical product. Another Queens dealer reporting a sharp drop from his former large classical inventory was George Monsour of Forest Hills Music. In both shops, standards provided what little sales there were.

At Greenline of Jamaica, however, Joe Mantle said business was still good with recent emphasis on the more usual works. Greenline does well with the rarer disks, including cut-outs and even old 45's. Orders are taken not only for catalog items, but many not listed. Monsour said, "If you can spell it, we'll order it." Leonard Bernstein's "Symphony No. 3 (Kad-

dish)" on Columbia with the composer leading soloists and the New York Philharmonic has done well among more recent releases.

### Buy Pop

John Zupky of Junction Music Center of Corona reported classical pressings didn't move because teen-agers were just buying pop. Sales to older people were primarily repertoire war horses. An almost identical picture was painted by Teddy Silverman of Hillcrest Musical Instrument of Flushing.

Another Queens dealer, Joe Lojaco of Steinway Words and Music of Long Island City, called business fair, with well-known artists, such as Columbia's Eugene Ormandy and the Philadelphia Orchestra, still selling. Steinway sells at similar discounts to the larger stores and special orders, but Lojaco said few requests are for "oddballs" of the catalog.

Hobbie's large inventory draws customers from nearby Westchester County. Saying most classical buyers knew what they wanted, Frank Capozzi referred to works of Beethoven, Tchaikovsky and Grieg as examples of the standards that led sales. Angel soprano Mirella Freni has sold well among newer performers, with Capozzi ascribing some of this interest to

(Continued on page 47)



LEONARD BERNSTEIN, second from left, attends reception held in his honor by CBS Records after he had recorded the Mahler 8th Symphony in London. Shown with Bernstein are, left to right, Ken Glancy, managing director of CBS Records; Quita Chaxe, classical repertoire and promotion manager; and Maurice Oberstein, director of operations.

## Genius of Walter Back on Columbia's June Releases

NEW YORK—A series of releases from the catalog of conductor Bruno Walter, who died in 1962, is being released by Columbia this month. Included are three specially priced sets: the four-record "Bruno Walter's Bruckner," a three-disk "Bruno Walter's Mahler" and a two-record "Bruno Walter's Wagner."

The Bruckner package will be offered at the same price as the three LP's. The Mahler set includes "Das Lied von der Erde" with mezzo-soprano Mildred Miller and tenor Ernst Hafliger and the "Symphony No. 9." Walter conducts the New York Philharmonic and Columbia Symphony in the set. Also included is Walter's rehearsal of the Rondo from the 9th. The Wagner release features the overtures to "Der Fliegende Hollander (Flying Dutchman)" and "Lohengrin," and the Prelude and Good Friday Spell from "Parsifal." A special LP featuring Walter conducting the "Siegfried Idyll" is included in the set. The Mahler and Wagner

packages are being sold for the two-LP price.

Other Walter June releases are the coupling of Mozart's "Symphony No. 40 in G Minor" and Haydn's "Symphony No. 88 in G"; "Bruno Walter's Brahms," a single LP with the "Academic Festival Overture," the "Tragic Overture" and "Variations on a Theme by Haydn."

A display poster featuring the newly released LP's will be part of an intensive Columbia merchandising and advertising campaign to promote the sales of the new sets as well as the Columbia Masterworks catalog of almost 50 titles conducted by Walter.

Other features of the promotion are a 400-line ad mat for use by Columbia dealers; two special radio station LP's, one with Walter recalling his life in music in 13 short excerpts and the other presenting Walter rehearsing movements from Beethoven's 4, 7th and 9th symphonies, and a specially illustrated Bruno Walter Order Pad, which many dealers are planning to reprint for consumer mailings.

## L. A. Growing as Major Market

By ELIOT TIEGEL

LOS ANGELES — The cultural growth of this city as a major classical music community has begun.

This is the observation of Columbia Records West Coast operations vice-president Irv Townsend, who has watched the city's cultural atmosphere grow for the past six and one-half years.

"Los Angeles is going to become a major classical market,"

said Townsend. "The city feels its pride now that the Music Center is operating. We were always called a cultural wasteland, but now with the building of the Music Center, attention is focusing on Los Angeles as a cultural area."

The L.A. Philharmonic is improving and Zubin Mehta is a young conductor who is universally acknowledged. He will become one of the really important conductors in the world,

Townsend believes. The orchestra is signed to RCA Victor and has only been heard on one custom recording produced after the opening of the Music Center for mail order sale.

### A Success

The Philharmonic's season has been a Music Center success and the orchestra's improving quality is destined to attract classically oriented professional people to move here, Townsend believes. It's not too remote to imagine labels such as Columbia having classical departments in Hollywood in the future and actively recording new talents.

As a result of the Music Center's widely acclaimed sonic qualities, the facility has become the chief concert hall for classical music. Previously the

(Continued on page 47)

## GOULD BATONS CHICAGO UNIT IN NIELSEN LP

CHICAGO — The Chicago Symphony recorded an album of two major works of Carl August Nielsen in Orchestra Hall on Saturday (18) for RCA Victor. Morton Gould conducted the late Danish composer's "Symphony No. 2" and "Clarinet Concerto."

Clarinetist Benny Goodman, making his first Red Seal recording since 1957, is featured in the latter piece. Howard Scott, Red Seal a&r director, produced the LP. The Second Symphony, written in 1902, also is known as "The Four Temperament." The clarinet work was composed in 1928, three years before Nielsen's death.

## Bayreuth Fest to Stress Disk Angle

By OMER ANDERSON

BAYREUTH — The music festival at Bayreuth will be given a pronounced record-sales orientation this year.

The idea is that Bayreuth and other such music festivals are matchless vehicles for selling phonograph records, and

## MADERNA WILL BATON OPERA

BERLIN — Lorin Maazel, American symphony conductor and Philips recording artist who heads the Deutsche Opera here, has named Bruno Maderna to conduct the world premiere Oct. 8 of the new opera by Raman Haubenstock-Rameti of Austria, "America," based on the Franz Kafka play. Singers will include Catherine Gayer, Helga Wisniewsky, Alice Oelke, Donald Grobe, Ernst Grukovski, Ivan Sordi and Barry McDaniel.

that they should be so regarded in their planning and promotion. Wieland and Wolfgang Wagner, Richard Wagner's grandsons who produce the festival are seeking—for the first time—to gild Bayreuth with mass as well as class appeal. It is the masses, of course, who form the great potential market for classical LP's, and everything is being done to interest the ordinary German and his family in the festival music.

To symbolize that the festival this year belongs to the masses and not only to the classes (Ruhr tycoons have been footing the deficit every year since Bayreuth was revived after the war), festival performances on Aug. 7 and 14 have been designated as special trade union performances at which German labor leaders will elbow aside the Ruhr rich. It will be difficult and probably impossible, according to Bayreuth officials, for even Alfried Krupp to get tickets for the performances of

(Continued on page 50)

## Col. of Canada Will Groove Ozawa and the Toronto

TORONTO—Columbia Records of Canada is co-operating with the Toronto Symphony Association to produce a two-record album, the first recordings by the Toronto Symphony, under its conductor Seiji Ozawa. The recordings will be produced by John McClure, director of the Masterworks division of Columbia in the U. S., with engineers and equipment brought to Canada specially for the recording sessions at Massey Hall, the home of the TS, Dec. 1, 2 and 3.

The album will be released in February 1967, Canada's centennial year. One of the two LP's will feature works by Canadian composers. Ozawa, who became conductor of the Toronto Symphony last season after four years as assistant conductor of the New York Philharmonic, conducts the Columbia Chamber Orchestra on the recent "Baroque Oboe" album, and the London Symphony Orchestra on two RCA Victor LP's. He is in London this month for further record-

ings with the London Symphony.

Columbia feels that the growing reputation of both Ozawa and the Toronto Symphony bode well for international release of the album set.

## ISME Convention Set for Michigan

INTERLOCHEN, Mich. — Conductors, composers, performers and educators will participate in the August convention of the International Society for Music Education at the National Music Camp here. Composers will include Zoltan Kodaly, Dimitri Kabalevsky and Norman Dello Joio. Scheduled to perform are pianist Van Cliburn (RCA Victor), the Detroit Symphony (Mercury) conducted by Sixten Ehrling, and an international line-up of vocal and instrumental ensembles. Leading educators will be among the speakers, including Dr. Egon Kraus of Cologne, Germany, conductor and teacher, and secretary-general of the society.

# Hunter Slates Chamber Set

NEW YORK—A five-concert chamber music series is set for next season at Hunter College. Also slated are two quartet series featuring Mozart works and two early music series. All will be sold by subscription. Another subscription series will consist of three programs of Haydn-Bethoven trios by the Beaux Arts trio.

Artists in the chamber music series will be mezzo soprano Janet Baker (Angel, Oiseau-Lyre), baritone Dietrich Fischer-Dieskau, Melos Ensemble (Oiseau-Lyre), Virtuosi di Roma (Decca), Moscow Chamber Ensemble, I Musici, and the Juilliard String Quartet. The Juilliard Quartet also will present one of the three-concert quartet series. The other quartet program will consist of performances by the Hungarian Quartet, Fine Arts Quartet and Quartetto Italiano (Angel).

The early music series will feature the Early Music Quartet and, like the quartet programs, will be sold for either three-concert set or all six concerts. Other artists will be New York Chamber soloists Charles Bressler, tenor (Decca, Columbia); Hugues Cuenod, tenor; Albert Fuller, harpsichord (Decca); Isidore Cohen, violin (Columbia); Gerald Tarack, violin (Vanguard, Epic), and the Ambrosian Singers, Denis Stevens, conductor.

# Teens' Snub of Classical Disks Causes a Dip

• Continued from page 46

the recent "La Boheme" film starring the young singer.

A limited stock is the main reason given by Bernard Wechsler of Wex Records for his low classical sales, along with teenage interest only in pop and shows. Wechsler explained that a good classical stock required a large investment. He said he couldn't afford such an investment in merchandise that did not turn over rapidly.

### Little Business

Nat Israel at Harmony Musical Instrument of Parkchester, a third Bronx store, also reported very little classical business because the shop was mainly patronized by teen-agers. Standard works, "the cream," accounted for the little business left.

Rudy D'Alessandro of Dudale's pointed out that teen-agers spend more money than classical buyers. Among classical customers, lighter classical and semi-classical titles led the way. Chain store competition also has hurt. D'Alessandro recalled that Port Richmond, where he's located, used to be the shopping center for Staten Island. Large stores in other parts of the borough have sharply altered this pattern.

Another Staten Island dealer, Felix Buolotta of F. Buolotta Music, reported few classical sales. He said neighborhood outlets just couldn't compete with large discount chains. Mrs. Kaplan of Harry Kaplan and Son of Staten Island also cited the lower prices that disks could be purchased for in discount stores as the reason for a sharp drop in over-all record sales with classical down very low. Here, too, standards accounted for the few remaining sales.

## BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
5	5	<b>BERNSTEIN CONDUCTS IVES</b> N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	5	23	23	<b>LISZT: SONATA IN B MINOR/SCHUBERT: WANDERER FANTASY</b> Rubinstein, RCA LM 2871 (M); LSC 2871 (S)	7
2	1	<b>VERDI: DON CARLO (4-12" LP)</b> Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)	12	24	25	<b>THE BAROQUE OBOE</b> Gomberg/Col. Chamber Orch. (Ozawa), Col. ML 6232 (M); MS 6832 (S)	12
3	2	<b>PRESENTING MONTSERRAT CABALLE</b> RCA LM 2862 (M); LSC 2862 (S)	12	25	22	<b>BIZET: CARMEN (3-12" LP)</b> Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)	8
4	3	<b>MAHLER: SYMPHONY NO. 4 IN G</b> Cleve. Orch. (Szell), Col. PL 6233 (M); MS 6833 (S)	12	26	30	<b>GERSHWIN: RHAPSODY IN BLUE</b> N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	12
5	8	<b>BRAHMS: LIEBESLIEDER WALTZES</b> Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	11	27	29	<b>BRUCKNER: SYMPHONY NO. 9 IN D MINOR</b> Vienna Philm. (Mehta), Lon. CM 9462 (M); CS 6462 (S)	6
6	6	<b>MAHLER: SYMPHONY NO. 10 (2-12" LP)</b> Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)	12	28	27	<b>TCHAIKOVSKY: CONCERTO NO. 1</b> Cliburn, RCA LM 2252 (M); LSC 2252 (S)	12
7	4	<b>IVES: SYMPHONY NO. 4</b> Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)	12	29	32	<b>ROSSINI: WILLIAM TELL OVERTURE</b> N. Y. Phil. (Bernstein), Col. ML 6143 (M); MS 6743 (S)	10
8	7	<b>CHOPIN WALTZES</b> Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	12	30	31	<b>MOZART: SYMPHONIES NOS. 29 &amp; 33</b> New Philm. Orch. (Klemperer), Angel 36329 (M); S 36329 (S)	2
9	14	<b>IVES: SYMPHONY NO. 1</b> Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)	4	31	33	<b>GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS</b> Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)	7
10	13	<b>NIELSEN: SYMPHONY NO. 3</b> Royal Danish Orch. (Bernstein), Col. ML 6169 (M); MS 6769 (S)	12	32	24	<b>PUCCINI: LA BOHEME (2-12" LP)</b> Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)	7
11	10	<b>BLESS THIS HOUSE</b> Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)	12	33	—	<b>PURCELL: MUSIC FOR THE THEATER</b> Bath Fest. Orch. (Menuhin), Angel 36332 (M); S 36332 (S)	1
12	20	<b>ZARZUELA ARIAS</b> Caballe, RCA LM 2894 (M); LSC 2894 (S)	3	34	—	<b>MAHLER: SYMPHONY NO. 6 (2-12" LP)</b> Boston Symph. (Leinsdorf), RCA LM 7044 (M); LSC 7044 (S)	1
13	15	<b>BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP)</b> Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)	7	35	40	<b>RITUAL FIRE DANCE</b> Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)	2
14	16	<b>SOUVENIR OF A GOLDEN ERA (2-12" LP)</b> Horne, Lon. A 4263 (M); OSA 1263 (S)	5	36	39	<b>MOZART: SYMPHONIES NOS. 28 &amp; 33</b> Cleve. Orch. (Szell), Col. ML 6258 (M); MS 6858 (S)	3
15	9	<b>RODRIGO: CONCIERTO DE ARANJUEZ/TEDESCO: CONCIERTO IN D</b> Williams, Col. ML 6234 (M); MS 6834 (S)	12	37	—	<b>E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN</b> Col. ML 6256 (M); MS 6856 (S)	1
16	21	<b>BAROQUE GUITAR</b> Bream, RCA LM 2878 (M); LSC 2878 (S)	9	38	—	<b>BEETHOVEN: CONCIERTO NO. 5 ("Emperor")</b> G. Gould/Amer. Symph. Orch. (Stokowski), Col. ML 6288 (M); MS 6888 (S)	1
17	17	<b>HOLIDAY FOR STRINGS</b> Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	12	39	—	<b>BARTOK: CONCIERTO FOR ORCHESTRA</b> Cleve. Orch. (Szell), Col. ML 6215 (M); MS 6815 (S)	5
18	12	<b>BACH ON THE PEDAL HARPSICHORD</b> Biggs, Col. ML 6204 (M); MS 6804 (S)	9	40	37	<b>SONGS OF THE AUVERGNE</b> Moffo, Amer. Symph. Orch. (Stokowski), RCA LM 2795 (M); LSC 2795 (S)	3
19	19	<b>REVERIE</b> Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)	11				
20	11	<b>MY FAVORITE CHOPIN</b> Cliburn, RCA LM 2576 (M); LSC 2576 (S)	12				
21	18	<b>HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP)</b> Col. M2L 328 (M); M2S 728 (S)	12				
22	28	<b>MUSSORGSKY-STOKOWSKI: PICTURES AT AN EXHIBITION</b> New Philm. Orch. (Stokowski), Lon. PM 55004 (M); SPC 21006 (S)	12				

### NEW ACTION LP's

**RACHMANINOFF: PIANO CONCIERTO NO. 2/TCHAIKOVSKY: PIANO CONCIERTO NO. 1**  
Janis, Minn. Symph. Orch. (Dorati)/Lon. Symph. Orch. (Menges), Merc. MG 50448 (M); SR 90448 (S)

### BEST SELLING BUDGET-LINE LP's

This Week	Title, Artist, Label & No.	This Week	Title, Artist, Label & No.
1.	<b>STRAVINSKY: SACRE DU PRINTEMPS (Rite of Spring)—R.T.F. Orch. Intl. (Boulez), Nonesuch H 1093 (M); H 71093 (S)</b>	6.	<b>BEETHOVEN: FIDELIO (2-12" LP)—Kuchta, Patzak &amp; Various Artists, (Nonesuch H 3005 (M); H 73005 (S)</b>
2.	<b>NIELSEN: CONCIERTO FOR VIOLIN—Varga, Royal Danish Orch. (Semkow), Turnabout TV 4043 (M); TV 34043 (S)</b>	7.	<b>MUSSORGSKY: PICTURES AT AN EXHIBITION—Vienna St. Op. Orch. (Golschmann), Everyman SRV 117 (M); SRV 117 SD (S)</b>
3.	<b>LISZT: MAZEPPA—Hungarian St. Con. Orch. (Nemeth), Mace 9009 (M); S 9009 (S)</b>	8.	<b>MASCAGNI: CAVALLERIA RUSTICANA (2-12" LP)—Del Monaco, Ghione, Richmond R 62008 (M); (No Stereo)</b>
4.	<b>BRAHMS: GERMAN REQUIEM (2-12" LP)—Stich-Randall, Pease &amp; Various Artists, Nonesuch H 3003 (M); H 73003 (S)</b>	9.	<b>RIMSKY-KORSAKOV: SCHEHERAZADE—Lon. Symph. Orch. (Monteux), RCA Victrola VIC 1013 (M); VICS 1013 (S)</b>
5.	<b>BERWALD: 2 QUINTETS FOR PIANO—Riefling, Benthien Jr., Nonesuch H 1113 (M); H 71113 (S)</b>	10.	<b>ELECTRONIC MUSIC—Various Artists, Turnabout TV 4046 (M); TV 34046 (S)</b>

## L.A. Grows as Major Market

• Continued from page 46

Hollywood Bowl had a rich and engrossing classical program. But with the Music Center having struck such gold with artists, the public and critics, the Bowl is aiming its presentations at the pop, light promenade sounds, explains Townsend who heads the Bowl's program committee. "There is less classical music at the Bowl this season than last and it will go that way."

Helping to develop home-grown talent are the higher institutions of learning, like the USC School of Music, whose faculty includes such great talents as Jascha Heifetz and Gregor Piatigorsky. UCLA also has a sophisticated music program.

One other aspect endemic to the city augurs well for classical music, in Townsend's opinion. That is the film, TV and recording activity which makes

the city "the most lucrative for musicians to work in." These industries will draw upon the talents of classically oriented composers, Townsend foresees. While learning to write symphonies, the neophyte classical author can write film scores, is the way Townsend sees Hollywood helping the classical composer. The fact that the movies and TV are using such new people as Johnny Mandell, Lalo Schifrin and Neal Hefti opens the door for other talented writers who with the right breaks, can make names

### Concerts at Yale

NORFOLK, Conn. — Eight Friday evening concerts are listed beginning July 1 at the Music Shed at Yale Summer School of Music. Among artists for the chamber and orchestra concerts will be cellist Aldo Parisot; Robert Bloom (Decca), oboe; Gustav Meier (Westminster), conductor, and pianist Paul Ulanowsky. Meier also will conduct a choral concert Aug. 7.

for themselves in these other fields of show business.

# COUNTRY MUSIC

## CFGM, Toronto, Offers A 'Clean-Show' Discount

By KIT MORGAN

TORONTO—Country music station CFGM, Toronto, which roundly criticized the average live country music shows for their lack of polish and professionalism in an article in *Billboard* last year (Aug. 7 issue) and received many comments in support of its stand, has taken an unusual step to combat one aspect of its criticism, the use of blue comedy material. To put it colloquially, the station has "put its money where its mouth is" by offering a "clean show" discount to country music show promoters advertising on the station.

"It normally takes about \$600 worth of commercials on CFGM to fill Massey Hall for a country music show. Under our new policy we tell the promoter that

if the show is clean, family-type entertainment, we will only charge him half price, \$300. But if the show contains off-color humor that's offensive to a family audience, it costs him \$750," explains John Graham, manager and co-owner of the station. "To make it completely fair, the station names one judge, the promoter names one judge, and we jointly agree on a third judge, and this impartial panel rules on whether the show is a credit to country music."

The first show presented in Toronto after CFGM formulated its new policy this spring starred George Jones, Ray Price, Stonewall Jackson and Melba Montgomery at Massey Hall, presented by Performance Packers of Canada, Ltd. PPC president Syd Banks was happy to go along with CFGM's proposal. "It's an excellent idea," he says. "The trend is toward more polished productions, more sophisticated humor instead of the old barnyard stuff, and we found that the artists and their management are happy to go along with CFGM's encouragement of this evolution."

Graham would like to see other country music stations adopt the policy. "Country music radio is attracting new people to the live country music shows, and we don't want them to be disappointed or offended by what they see and hear there, because anything that hurts the image of country music hurts CFGM and country music radio," he says.

## Dickens Tops Sheriff's Rodeo

GEORGETOWN, Tex. — Little Jimmy Dickens is set to headline the 26th Annual Williamson County Sheriff's Posse Rodeo here June 30-July 2.

Dickens will ride in the annual rodeo kick-off parade Thursday (30) and will entertain at 9 each night of the rodeo, plus perform at an extra show following the final rodeo session Saturday night at the Georgetown Community Building in the city's San Gabriel Park.

## WSHO, N. O., Sells Country Via Showboat

NEW ORLEANS — Country music station WSHO here is launching a country "showboat" promotion. The station was purchased recently by the same interests that own WENO in Nashville, which last year originated a very successful "Country Music A Go-Go" promotion on a truck chassis. Like the WENO promotion, WSHO's vehicle will feature dancing A Go-Go girls and lots of country music. The decor, however, will be that of a showboat to give it a New Orleans flavor, and the music will be recorded rather than live except for a drummer. Emcee on the "WSHO Radio Showboat" will be Mo Crane of the station's staff. The boat will be unveiled to the public in the French Quarter on July 4.

Don Kern, vice-president and general manager of WSHO, last week cut down religious programming on the station to half an hour daily. Previously, the station had been carrying four hours a day. "The religious programming represented an awful lot of billings, but we feel we can do better with a stronger country music image," Kern said.

## Jones & Wagoner Top Camper Rally

NASHVILLE — "Grand Ole Opry" regulars Grandpa Jones and Porter Wagoner will be featured at this year's third national Dreamer Rally, sponsored by Travel Industries, Inc., at Beech Bend Park, Bowling Green, Ky., July 20-23, according to Jack Andrews, of Moeller Talent, Inc.

Jones has been named the rally's official Coachmaster and will preside over activities expected to attract nearly 4,000 Dreamer Pick-Up Camper fans from across the nation. Porter and the Wagonmasters will provide entertainment Friday night, July 22.



COUNTRY MUSIC DEEJAY Joe Poovey of KPCN, Dallas, lets go with a song during a recent Ray-O-Vac live country music show in the Dallas-Fort Worth area. The show, which featured a line-up of headliners like the Wilburn Brothers and Porter Wagoner, may have been the first triple back-to-back show ever held. Performers alternated between Dallas' Memorial Auditorium, the Will Rogers Auditorium in Fort Worth and overflow audience in a nearby football field in Fort Worth.

## YESTERYEAR'S COUNTRY HITS

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

### COUNTRY SINGLES 5 Years Ago June 26, 1961

1. Hello, Walls, Faron Young, Capitol
2. Three Hearts in a Tangle, Roy Drusky, Decca
3. I Fall to Pieces, Patsy Cline, Decca
4. Loose Talk, Buck Owens & Rose Maddox, Capitol
5. Foolin' Around, Buck Owens, Capitol
6. Sweet Lips, Webb Pierce, Decca
7. Heartbreak, U. S. A., Kitty Wells, Decca
8. Wreck of the Highway, Wilma Lee & Stony Cooper, Hickory
9. Oklahoma Hills, Hank Thompson, Capitol
10. Flat Top, Cowboy Copas, Starday

### COUNTRY SINGLES 10 Years Ago June 23, 1956

1. Heartbreak Hotel, Elvis Presley, RCA Victor
2. Blue Suede Shoes, Carl Perkins, Sun
3. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
4. I Walk the Line, Johnny Cash, Sun
5. You and Me, Red Foley & Kitty Wells, Decca
6. Crazy Arms, Ray Price, Columbia
7. I Take the Chance, Maxine & Jim Edward Brown, RCA Victor
8. Hoping That You're Hoping, Louvin Brothers, Capitol
9. Blackboard of My Heart, Hank Thompson, Capitol
10. Yes, I Know Why, Webb Pierce, Decca

## Where They're Showing

RAY PILLOW—Indianapolis, June 22; Anderson, S. C., 24; Jefferson, Ga., 25; Lawrenceburg, Ky., July 1; Nicholasville, Ky., 5; Danville, Ky., 6; Somerset, Ky., 7; McKee, Ky., 8; Barbourville, Ky., 9; Hammond, Ind., 10; Winchester, Ky., 11; West Liberty, Ky., 12; Manchester, Md., 13; Grayson, Ky., 14; Flemingsburg, Ky., 15; Cullum, Ala., 17; Cynthia, Ky., 18; Williamstown, Ky., 19; New Castle, Ky., 20; Hardinsburg, Ky., 21; Edmonton, Ky., 22; Owensboro, Ky., 23; Bowling Green, Ky., 25; Hodgenville, Ky., 26; Sturgis, Ky., 27; Hickman, Ky., 28, and Paducah, Ky., 29.

ROY ACUFF—Pontiac, Mich., June 25; Onsted, Mich., 26.

BILL ANDERSON—Varnville, S. C., June 24; Anderson, Ind., 26.

MARGIE BOWES—Milwaukee June 25; Hartford, Mich., 26.

JIM EDWARD BROWN—Adams-town, Md., June 24; Shreveport, La., 25.

BILL CARLISLE—Portland, Ore., June 24; Seattle, Wash., 25; Marysville, Tenn., 30.

CARTER FAMILY—Portland, Ore., 24; Seattle, Wash., 25.

WILMA LEE AND STONEY COOPER—Shreveport, La., June 25.

SKEETER DAVIS—Portland, Ore., June 24; Seattle, Wash., 25; Vancouver, B. C., 26; Victoria, B. C., 27.

ROY DRUSKY—Reinholds, Pa., June 25; Mechanicsburg, Pa., 26.

GLASER BROTHERS—Anderson, Ind., June 26.

BILLY GRAMMER—East Moline, Ill., June 24-25; Columbus, Ohio, 26.

BOBBY BARE—Milwaukee, June 25; Columbus, Ohio, 26.

JIM AND JESSE—Lake of the Ozarks, Mo., June 20-25.

LONZO AND OSCAR—Everett, Wash., June 22; Olympia, Wash., 23; Portland, Ore., 24; Seattle, Wash., 25.

CHARLIE LOUVIN—Houston, June 22; Uvalde, Tex., 23; Riviera, Tex., 25.

BOB LUMAN—Knoxville, June 25; Richmond, Va., 26.

LORETTA LYNN—Little Rock, Ark., June 24; Newport, Tenn., 30.

JIMMY NEWMAN—Jackson, Mich., June 24; Milwaukee, 25; Anchorage, Alaska, 30-July 9.

OSBORNE BROTHERS—Bessemer, Ala., June 24; Birmingham, Ala., 25; Blount Springs, Ala., 26; Reisterstown, Pa., 28-30.

TEX RITTER—Macon, Mo., June 24; Pontiac, Mich., 25; Montivello, Ill., 26; Lake of the Ozarks, Mo., 27.

NASHVILLE—Ed Hamilton, formerly a top c&w deejay with WENO Radio, Madison, Tenn., has joined Monument Records and will work in area of promotion of label's c&w product. Announcement was made by Fred Foster, Monument president.

JEAN SHEPARD—Chicago, June 24-25; Columbus, Ohio, 26; Marysville, Tenn., 30.

LEROY VAN DYKE—Portland, Ore., June 24; Seattle, Wash., 25; Vancouver, B. C., 26.

PORT WAGONER—McMinnville, Tenn., June 24; Franklin, Ohio, 26.

WILBURN BROTHERS—Little Rock, Ark., June 24; Angola, Ind., 28.

## Broadman Issues Worship Music

NASHVILLE — "Worship Service Music for the Organ," a collection of 10 original organ numbers by 10 music educators and choir directors, is now available from Broadman Press. The music, written specially for this collection, has been compiled and edited by Samuel W. Shanko, instrumental consultant in the Baptist Sunday Board's church music department, Nashville.

Composers of the numbers are: Bill Trantham, member of the music faculty, Ouachita Baptist University, Arkadelphia, Ark.; Mrs. Lewis H. (Virginia P.) Figh Jr., organist and music assistant, First Baptist Church, Montgomery, Ala.; Raymond H. Herbek, minister of music, First Baptist Church, Richmond, Va.; Dr. Talmadge W. Dean, professor of theory and composition, Southwestern Baptist Theological Seminary, Fort Worth.

Others are: Johann Y. Yang, minister of music, Beavertown, Ky.; Dr. William L. Hooper, dean of the School of Music and assistant professor of voice and choral arranging, New Orleans Baptist Theological Seminary; May Lyall, assistant music editor, church music department, BSSB; Dr. Paul T. Langston, dean of the School of Music, Stetson University, De Land, Fla.; Kenneth Pool, organist, First Baptist Church, Hickory, N. C., and Shanko.

"Worship Service Music for the Organ" will be available at general and religious book and music stores.

## GOODMANS IN ALBUM BOOM

WACO, Tex. — The Happy Goodman Family is reported experiencing a land-office business with album sales on personal appearances and at the retail level. Their latest album, "Bigger 'n' Better," on Canaan Records, may be their best seller ever. Marvin Norcross, of Canaan, said he had orders for 10,000 albums before release.

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# COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 6/25/64

## HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1		<b>TAKE GOOD CARE OF HER</b> .....12 Sonny James, Capitol 5612 (Paxton-Recherche, ASCAP)	12	26	30	<b>STANDING IN THE SHADOWS</b> .....5 Hank Williams Jr., MGM 13504 (Ly-Rann, BMI)	5
2	3	<b>DON'T TOUCH ME</b> .....11 Jeannie Seely, Monument 933 (Pamper, BMI)	11	27	29	<b>I COULD SING ALL NIGHT</b> .....4 Ferlin Husky, Capitol 5615 (Husky, BMI)	4
3	5	<b>THINK OF ME</b> .....6 Buck Owens, Capitol 5647 (Bluebook, BMI)	6	28	20	<b>STOP THE START (Of Tears in My Heart)</b> .....15 Johnny Dollar, Columbia 43537 (Zanetis, BMI)	15
4	2	<b>DISTANT DRUMS</b> .....13 Jim Reeves, RCA Victor 8789 (Combine, BMI)	13	29	43	<b>DAY FOR DECISION</b> .....3 Johnny Sea, Warner Bros. 5820 (Moss Rose, BMI)	3
5	6	<b>THE LAST WORD IN LONESOME IS ME</b> .....7 Eddy Arnold, RCA Victor 8818 (Tree, BMI)	7	30	35	<b>THE LOVIN' MACHINE</b> .....4 Johnny Paycheck, Little Darlin' 008 (Mayhew, BMI)	4
6	7	<b>EVIL ON YOUR MIND</b> .....10 Jan Howard, Decca 31933 (Wilderness, BMI)	10	31	36	<b>NICKELS, QUARTERS AND DIMES</b> .....4 Johnny Wright, Decca 31927 (Champion, BMI)	4
7	8	<b>A WAY TO SURVIVE</b> .....10 Ray Price, Columbia 43560 (Pamper, BMI)	10	32	37	<b>BORN TO BE IN LOVE WITH YOU</b> .....10 Van Trevor, Band Box 367 (Stonethrow, BMI)	10
8	4	<b>TALKIN' TO THE WALL</b> .....14 Warner Mack, Decca 31911 (Pageboy, SESAC)	14	33	33	<b>TONIGHT I'M COMIN' HOME</b> .....10 Buddy Cagle, Imperial 66161 (Central, BMI)	10
9	12	<b>SWINGING DOORS</b> .....12 Merle Haggard, Capitol 5600 (Bluebook, BMI)	12	34	19	<b>CATCH A LITTLE RAINDROP</b> .....11 Claude King, Columbia 43510 (Gallico, BMI)	11
10	16	<b>I'LL TAKE THE DOG</b> .....7 Jean Shepard & Ray Pillow, Capitol 5633 (Mimosa, BMI)	7	35	41	<b>I'M NOT CRAZY YET</b> .....3 Ray Price, Columbia 43560 (Pamper, BMI)	3
11	10	<b>WOULD YOU HOLD IT AGAINST ME</b> .....16 Dottie West, RCA Victor 8770 (Tree, BMI)	16	36	—	<b>THE STREETS OF BALTIMORE</b> .....1 Bobby Bare, RCA Victor 8851 (Glaser, BMI)	1
12	15	<b>(YES) I'M HURTING</b> .....8 Don Gibson, RCA Victor 8812 (Acuff-Rose, BMI)	8	37	—	<b>A MILLION AND ONE</b> .....1 Billy Walker, Monument 943 (Silver Star, BMI)	1
13	11	<b>PUT IT OFF UNTIL TOMORROW</b> .....13 Bill Phillips, Decca 31901 (Combine, BMI)	13	38	34	<b>I'LL LEAVE THE SINGIN' TO THE BLUEBIRDS</b> .....6 Sheb Wooley, MGM 13477 (Blue Echo, BMI)	6
14	9	<b>HISTORY REPEATS ITSELF</b> .....12 Buddy Starcher, Boone 1038 (Glaser, BMI)	12	39	42	<b>POOR BOY BLUES</b> .....4 Bob Luman, Hickory 1382 (Cedarwood, BMI)	4
15	13	<b>I LOVE YOU DROPS</b> .....20 Bill Anderson, Decca 31890 (Moss-Rose, BMI)	20	40	—	<b>ALMOST PERSUADED</b> .....1 David Houston, Epic 10025 (Gallico, BMI)	1
16	17	<b>DON'T TOUCH ME</b> .....8 Wilma Burgess, Decca 31941 (Pamper, BMI)	8	41	—	<b>BECAUSE IT'S YOU</b> .....1 Wanda Jackson, Capitol 5645 (Freeway, BMI)	1
17	18	<b>BACK POCKET MONEY</b> .....14 Jimmy Newman, Decca 31916 (New Keys, BMI)	14	42	—	<b>I'M A NUT</b> .....1 Leroy Pullins, Kapp 758 (Sleepy Hollow, ASCAP)	1
18	26	<b>AIN'T HAD NO LOVIN'</b> .....3 Connie Smith, RCA Victor 8842 (Blue Crest, BMI)	3	43	49	<b>I'M SO LONESOME I COULD CRY</b> .....3 Hank Williams Sr., MGM 13489 (Fred Rose, BMI)	3
19	14	<b>TIPPY TOEING</b> .....20 Harden Trio, Columbia 43463 (Window, BMI)	20	44	45	<b>THE RIGHT ONE</b> .....2 Stattler Brothers, Columbia 43624 (Jack, BMI)	2
20	23	<b>STEEL RAIL BLUES</b> .....10 George Hamilton IV, RCA Victor 8797 (Witmark, ASCAP)	10	45	—	<b>I'M LOSING YOU (I Can Tell)</b> .....1 Hugh X. Lewis, Kapp 757 (Moss Rose, BMI)	1
21	21	<b>I JUST CAME TO SMELL THE FLOWERS</b> .....8 Porter Wagoner, RCA Victor 8800 (Acclaim, BMI)	8	46	—	<b>OLD BRUSH ARBORS</b> .....1 George Jones, Musicor 1174 (Glad, BMI)	1
22	24	<b>THE COUNT DOWN</b> .....8 Hank Snow, RCA Victor 8808 (Hank's, BMI)	8	47	47	<b>SUMMER ROSES</b> .....2 Ned Miller, Capitol 5661 (Central Songs, BMI)	2
23	22	<b>I'M A PEOPLE</b> .....16 George Jones, Musicor 1143 (Blue Crest-Husky, BMI)	16	48	—	<b>THE WORLD IS ROUND</b> .....1 Roy Drusky, Mercury 72586 (4 Star, BMI)	1
24	27	<b>YOU AIN'T WOMAN ENOUGH</b> .....4 Loretta Lynn, Decca 31966 (Sure-Fire, BMI)	4	49	50	<b>GIDDYUP DO-NUT</b> .....2 Don Bowman, RCA Victor 8811 (Starday, BMI)	2
25	32	<b>TIME TO BUM AGAIN</b> .....4 Waylon Jennings, RCA Victor 8822 (Bramble, BMI)	4	50	—	<b>CHICKEN FEED</b> .....1 Bobbi Staff, RCA Victor 8833 (Harbot, SESAC)	1

Billboard SPECIAL SURVEY for Week Ending 6/25/64

## HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1		<b>DISTANT DRUMS</b> .....5 Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S)	5
2	2	<b>ROLL OUT THE RED CARPET FOR BUCK OWENS AND HIS BUCKAROOS</b> .....18 Capitol T 2443 (M); ST 2443 (S)	18
3	3	<b>MISS SMITH GOES TO NASHVILLE</b> .....13 Connie Smith, RCA Victor LPM 3520 (M); LSP 3520 (S)	13
4	6	<b>TRUE LOVE'S A BLESSING</b> .....6 Sonny James, Capitol T 2500 (M); ST 2500 (S)	6
5	8	<b>DUST ON MOTHER'S BIBLE</b> .....5 Buck Owens & His Buckaroos, Capitol T 2497 (M); ST 2497 (S)	5
6	4	<b>I LIKE 'EM COUNTRY</b> .....10 Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)	10
7	11	<b>EVERYBODY LOVES A NUT</b> .....4 Johnny Cash, Columbia CL 2492 (M); CS 9292 (S)	4
8	5	<b>I WANT TO GO WITH YOU</b> .....16 Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	16
9	10	<b>FOLK-COUNTRY</b> .....12 Waylon Jennings, RCA Victor LPM 3523 (M); LSP 3523 (S)	12
10	12	<b>COUNTRY FAVORITES—WILLIE NELSON STYLE</b> .....9 RCA Victor LPM 3528 (M); LSP 3528 (S)	9
11	9	<b>JUST BETWEEN THE TWO OF US</b> .....10 Bonnie Owens & Merle Haggard, Capitol T 2453 (M); ST 2453 (S)	10
12	13	<b>DOTTIE WEST SINGS</b> .....18 RCA Victor LPM 3490 (M); LSP 3490 (S)	18
13	7	<b>CHET ATKINS PICKS ON THE BEATLES</b> .....12 RCA Victor LPM 3531 (M); LSP 3531 (S)	12
14	22	<b>PLEASE DON'T HURT ME</b> .....4 Norma Jean, RCA Victor LPM 3541 (M); LSP 3541 (S)	4
15	15	<b>TWO WORLDS</b> .....5 Bonnie Guitar, Dot DLP 3696 (M); DLP 25696 (S)	5
16	17	<b>THE BEST OF JIM REEVES, VOL. II</b> .....14 RCA Victor LPM 3482 (M); LSP 3482 (e) (S)	14
17	16	<b>MEAN AS HELL!</b> .....13 Johnny Cash, Columbia CL 2446 (M); CS 9246 (S)	13
18	14	<b>TALK ME SOME SENSE</b> .....12 Bobby Bare, RCA Victor LPM 3515 (M); LSP 3515 (S)	12
19	20	<b>MY WORLD</b> .....38 Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	38
20	18	<b>BEHIND THE TEAR</b> .....31 Sonny James, Capitol T 2415 (M); ST 2415 (S)	31
21	21	<b>ROY CLARK SINGS LONESOME LOVE BALLADS</b> .....10 Capitol T 2452 (M); ST 2452 (S)	10
22	—	<b>LONELYVILLE</b> .....1 Dave Dudley, Mercury MG 21074 (M); SR 61074 (S)	1
23	23	<b>A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU</b> .....7 Dick Curless & Kay Adams, Tower T 5025 (M); ST 5025 (S)	7
24	24	<b>ROGER MILLER/GOLDEN HITS</b> .....32 Smash MGS 27073 (M); SRS 67073 (S)	32
25	26	<b>ANY NEWS FROM NASHVILLE?</b> .....4 Homer & Jethro, RCA Victor LPM 3538 (M); LSP 3538 (S)	4
26	27	<b>GUITAR STYLINGS OF HANK SNOW</b> .....4 RCA Victor LPM 3548 (M); LSP 3548 (S)	4
27	29	<b>JIMMY DEAN'S GREATEST HITS</b> .....2 Columbia CL 2485 (M); CS 9285 (S)	2
28	—	<b>I'M A PEOPLE</b> .....1 George Jones, Musicor MM 2099 (M); MS 3099 (S)	1
29	—	<b>TOGETHER AGAIN</b> .....1 Roy Drusky & Priscilla Mitchell, Mercury MG 21078 (M); SR 61078 (S)	1
30	—	<b>THE WHO'S WHO OF COUNTRY &amp; WESTERN MUSIC</b> .....1 Various Artists, Capitol TT 2538 (M); STT 2538 (S)	1

### Bayreuth Plays Disk Angle

• Continued from page 46

"Tannhaeuser" and "Rheingold," respectively, on these dates.

#### Broaden Base

The Wagners hope that labor's participation in the festival should broaden the base of its financial support. Although the festival is always automatically sold out by early April (50,000 persons from all over the world will attend this season's program from July 24 to Aug. 28), the festival always incurs a deficit, part of which is covered by government subsidy and the rest by the Ruhr. Bayreuth will open with "Tannhaeuser" and close with "Goetterdaemmerung." "Tannhaeuser" will be presented nine times, "Parsifal" five times, and "The Ring" and "Tristan und Isolde" three times each.

Over-all production will again be in the hands of Wieland and Wolfgang Wanger. Conductors appearing at Bayreuth for the first time will be Carl Melles of Hungary in "Tannhaeuser," and

Perre Boulez of France in "Parsifal."

As the case last year, Karl Boehm, the Deutsche Grammophon artist, will conduct "Tristan und Isolde" and the first "Ring" cycle. The second and third "Ring" cycles will be conducted by Ottmar Suiter.

### Heart Warming Has Speer Album

NASHVILLE—Heart Warming Records has released an album by the Speer Family, produced in co-operation with Lillenas Publishing Co., music publishing arm of the Nazarene Church.

The album features 12 denominational songs and is titled "The Happy Jubilee."

Bob Benson of Heart Warming said the album would be used by the church in promotional efforts. The Speers and Benson are prominent leaders in the Nazarene Church.

### 7 Programs by The Cincy Opera

CINCINNATI — Seven programs, including four operas in English, are listed for the 46th season of the Cincinnati Opera, which will run from June 22 to July 23. The season will open with a new production of Gounod's "Faust." The other new productions, to be given in English, will be Donizetti's "Don Pasquale" and Rossini's "Cinderella (Cenerentola)."

Rounding out the repertoire will be Offenbach's "Tales of Hoffmann" and Mozart's "Così fan tutte," both in English; Mascagni's "Cavalleria Rusticana" and Leoncavallo's "I Pagliacci," and Verdi's "La Traviata."

Artists include Mary Costa, Beverly Sills, Felicia Weathers, Phyllis Curtin, Martina Arroyo, Jeannie Crader, Helen Vanni, Mildred Miller, Placido Domingo, John Alexander, Charles Anthony, John Reardon, Theodore Uppman, Sherrill Milnes, Norman Treigle, John McCollum and Nicola Moscona.

### Casals to Begin 6th at Marlboro

MARLBORO, Vt. — Pablo Casals, 98-year-old cellist and conductor, will conduct the Festival Orchestra from June 27 to July 10, his sixth consecutive summer at the Marlboro Music Festival. The festival will run from June 20 to Aug. 14. Marlboro performances appear on Columbia. Current releases are the Mendelssohn "Octet" and violinists Jaime Laredo and Michael Tree in the Mozart "Concertone"; and the two Bach concertos for three pianos coupled with the Mozart "Concerto for Two Pianos." Rudolph Serkin and Peter Serkin are Mozart soloists with Mieczyslaw Horzowski and Ruth Laredo in the Bach.

Festival artists will include Rudolph Firkusny, Lillian Kallir, Rudolph Serkin, Horzowski and Miss Laredo; violinists Isidore Cohen, Felix Galimir, Alexander Schneider, Michael Rabin and Laredo; cellists Herman Busch, Madeline Foley, Leslie Parnas and Mischa Schneider;

### New Gospel LP By Zondervan

GRAND RAPIDS, Mich.—Zondervan Recordings has just released a new gospel album, "Doyle Blackwood and the Memphians," featuring the lead voice of Doyle Blackwood, one of the original members of the Blackwood Brothers Quartet.

Other quartet members are Doyle's son, Terry; Verle Pilant, Chalmers Walker and pianist Jack Marshall.

Doyle is manager of the Blackwood Brothers Record Shop in Memphis, distributor of religious records, sheet music and song books. Some of the songs on this new album by the Memphians are "It Won't Be Long" by Charles Vaughn, "Thy Will Be Done" by Leland McCann and "It's Not an Easy Road" by John W. Peterson.

and bass Julius Levine. Visiting composers will be Leon Kirchner, David Del Tredici and Tiscon Street.

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# NEW ALBUM RELEASES

**AM CHI**  
**AMERICA'S CHILDREN**—Land of Plenty; LP 20476

**ART**  
 "Rotsa Ruck" From **ARNIE AND CHISE**; ALP 45  
**ANDY BARTHA'S** Deep South Dixieland Jazz Band; ALP 41  
**MONTE BLEU QUARTET**—Something Old, Something New, Something Borrowed—By Monte Bleu; ALP 48  
**MADELEINE**; ALP 44  
**RONNIE PROPHET**; ALP 43

**AUDIO FIDELITY**  
**BEETHOVEN: SYMPHONY NO. 3 IN E FLAT MAJOR**—Vienna State Opera Orch. (Gielen); FCS 50019  
**BEETHOVEN: SYMPHONY NO. 7 IN A MAJOR**—Vienna State Opera (Gielen); FCS 50020

**BACH GUILD**  
**VARIOUS ARTISTS**—The Virtuoso Trumpet, Vol. 3; BG 685, BGS 70685  
**VIVALDI**—Various Artists, Vienna State Opera Orch. (Ephrikan); BG 678, BGS 70678

**BRUNO**  
**BULGARIAN NATIONAL FOLK ENSEMBLE OF SOFIA**—This Is Bulgaria; BR 50163L  
**SZYMANOWSKI: SYMPHONY NO. 2 IN B FLAT MAJOR**—Polish Radio Grand Symphony Orch. (Fitelberg); BR 14075L

**CAPITOL IMPORTS (SPAIN)**  
**ANDRES BATISTA**—Ole! Flamenco; LSX 125  
**ANDRES BATISTA**—Guitarra Espanola; LSX 126  
**LUIS MARAVILLA**—Flamenco Puro; LCLP 158  
**VARIOUS ARTISTS**—Pepe Marchena (Nino De Marchena); Sus Estilos Flamencos; LCLP 168

**CAPITOL IMPORTS (ITALY)**  
**NARCISO PARIGI**—Sempre Nel Mio Cuore; MTX 122

**COLUMBIA**  
**CHARLIE BYRD**—The Touch of Gold; CL 2504, CS 9304

**ROBERTO CARLOS**—Brazil's Top Teen Star; EX 5166  
**LES AND LARRY ELGART**—Sounds of the Times (More Au-Go-Go); CL 2511, CS 9311  
**JOSE GRECO & HIS DANCE COMPANY**—Spanish Dance Spectacular; ML 6296, MS 6896  
**THE HARDEN TRIO**—Tippy Toeing; CL 2506, CS 9306  
**ORIGINAL CAST**—Mame; KOL 6600, KOS 3000  
**PATTI PAGE** Sings America's Favorite Hymns; CL 2505, CS 9305  
**CARL SMITH**—Man With a Plan; CL 2501, CS 9301  
**FERNANDO SOTO**—Canta...; EX 5167  
**SOUNDTRACK**—The Daydreamer; OL 6540, OS 2940  
**VARIOUS ARTISTS/COLUMBIA SYMPHONY ORCH.**—Stravinsky Conducts Pulcinella; ML 6281, MS 6881  
**VARIOUS COMPOSERS**—Peter Serkin; Richard Goode; Mischa Schneider; ML 6291, MS 6891  
**BRUNO WALTER** Conducts Mozart and Haydn—Columbia Symphony Orch.; ML 6269, MS 6829

**DECCA**  
**BACH: THE WELL TEMPERED CLAVIER, VOL. 6**—Rosalyn Tureck; DL 10125, DL 710125  
**BACH: THE WELL TEMPERED CLAVIER, VOL. 3**—Rosalyn Tureck; DL 10124, DL 710124  
**BACH: THE WELL TEMPERED CLAVIER, VOL. 4**—Rosalyn Tureck; DL 10123, DL 710123  
**IVES: TRIO/COPLAND: VITEBSK/BLOCH: THREE NOCTURNES**—Nieuw Amsterdam Trio; DL 10126, DL 710126  
**NEW YORK CHAMBER SOLOISTS**—Pages From the Notebook of Anna Magdalena Bach; DL 9426, DL 79426

**DOT**  
**JIMMIE RODGERS**—It's Over; DLP 3717, DLP 25717

**EMERALD**  
**BARNEY KESSEL**—On Fire; ELP 1201

**EPIC**  
**BARRY GOLDBERG BLUES BAND**—Blowing My Mind; LN 24199, BN 26199  
**DAMITA JO**—Midnight Session; LN 24202, BN 26202  
**The Humor of ROWAN AND MARTIN**; FLM 13109, FLS 15109  
**ORIGINAL SOUNDTRACK**—Shakespeare Wallah; FLM 13110, FLS 15110

**GORDY**  
**TEMPTATIONS**—Gettin' Ready; GLP 918, SLP 918

**HARMONY**  
**ROY ACUFF**—Waiting for My Call to Glory; HL 7376

**HBR**  
**T.V. & THE TRIBESMEN**—Barefootin'; HLP 8507, HST 9507

**MAINSTREAM**  
**VARIOUS ARTISTS**—Award Winning Original Motion Picture Sound Tracks and Themes; 56076, S/6076  
**VARIOUS ARTISTS**—The Detectives and Agents & Great Suspense Motion Picture Themes; 56079, S/6079

**MERCURY**  
**LOUIS ARMSTRONG**—Louis; MG 21081, SR 61081

**MERCURY WING**  
**Country Gardens and Other Favorites by PERCY GRAINGER**—Eastman Rochester Pops (Fennell); MGW 14060, SRW 18060  
**WALTER HAYNES**—Steel Guitar Sounds; MGW 12320, SRW 16320

**GEORGE JONES** Sings From the Heart; MGW 12323, SRW 16323  
**EDDIE LAYTON**—All Time 3/4 Time Hits; MGW 12321, SRW 16321

**LISZT PIANO CONCERTOS NOS. 1 & 2**—Yuri Doukoff/Vienna Symphony Orch. (Somogyi); MGW 14066, SRW 18066

**Favorite Overtures by OFFENBACH AND AUDEUR**—Detroit Symphony Orch. (Paray); MGW 14058, SRW 18058

**SCHUMANN SYMPHONY NO. 3 IN E FLAT "RHENISH"**—Detroit Symphony Orch. (Paray); MGW 14059, SRW 18059

**LEROY VAN DYKE**—Movin' Van Dyke; MGW 12322, SRW 16322

**MGM**  
**SOUNDTRACK**—Maya; E 4376, SE 4376

**MIRA**  
**LEAVES**—Hey Joe; LP 3005

**NONESUCH**  
**BACH: BRANDENBURG CONCERTOS**—Chamber Orch. of the Saar (Ristenpart); HB 3006, HB 73006  
**STANLEY DUETENS LUTE ENSEMBLE**—In a Medieval Garden; H 1120, H 71120  
**The Pleasures of Cervantes**—Polyphonic Ensemble of Barcelona (Gavalda); H 1116, H 71116

**THE COLLEGIUM MUSICUM SAARENIS**—Masters of the High Baroque; H 1119, H 71119

**THE LONDON GABRIEL BRASS ENSEMBLE**—Royal Brass Music; H 1118, H 71118

**PHILIPS**  
**LUIZ BENFA**—The Brazilian Scene; PHM 200-208, PHS 600-208

**BRUCKNER: SYMPHONY NO. 5 IN B FLAT**—Concertgebouw Orch. of Amsterdam (Jochum); PHM 2591, PHS 2991

**GIUSEPPE DI STEFANO** Sings the Great Popular Italian Songs; PHM 200-209, PHS 600-209

**LONDON SYMPHONY ORCH. (Mackerras)**—Concert Sparklers; PHM 500-105, PHS 900-105

**TELEMANN: TWO MAGNIFICATS**—Kurt Redel; PHM 500-104, PHS 900-104

**NINA SIMONE**—Wild Is the Wind; PHM 200-207, PHS 600-207

**DUSTY SPRINGFIELD**—You Don't Have to Say You Love Me; PHM 200-210, PHS 600-210

**SUPREME**  
**THEL BRINGAS**—Seeking the Lost; S 209  
**Gospel Styles With PAUL SKILES**—SS 2033  
**SONGWEAVERS**—On the Move; S 212

**TAMLA**  
**Moods of MARVIN GAYE**; TLP 266, SLP 266  
**ISLEY BROTHERS**—This Old Heart of Mine; TLP 269, SLP 269

**TOWER**  
**MAE WEST**—Way Out West; T 5028, ST 5028

**TRIBE**  
**THE SIR DOUGLAS QUINTET**—The Best of Sir Douglas Quintet; TR 37001, TRS 47001

**VERVE**  
**CLARA WARD**—Hang Your Tears Out to Dry; V 5002, V6-5002

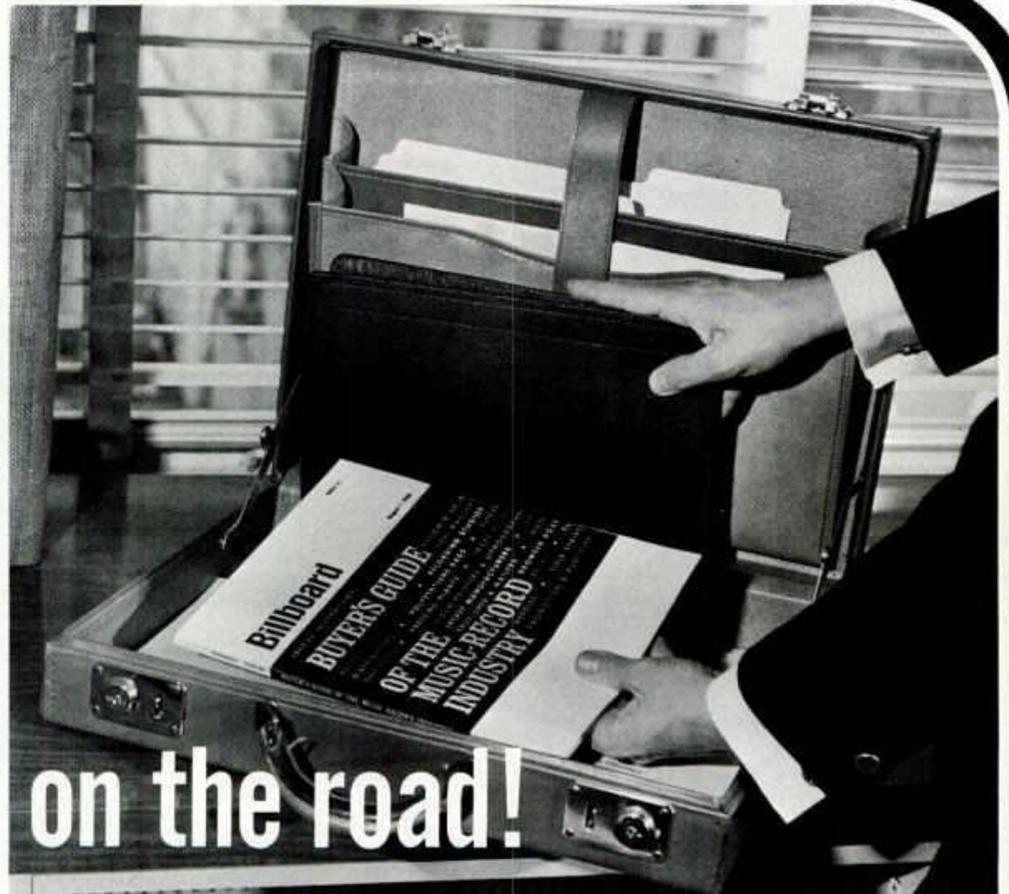
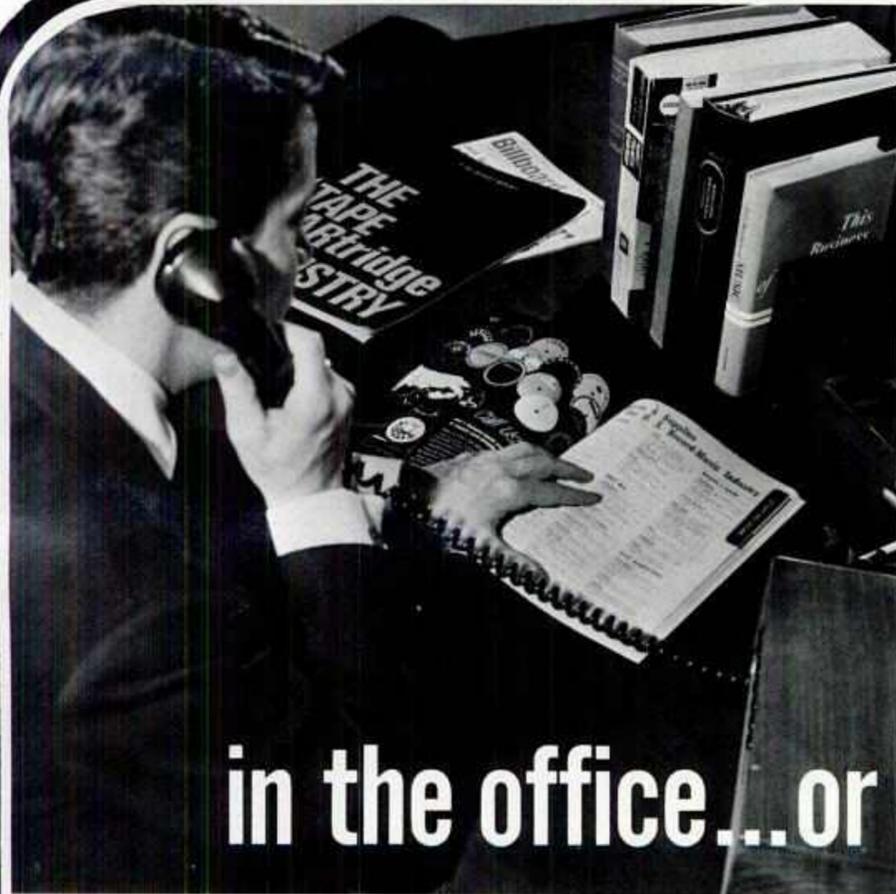
**WORD**  
**ROBERT E. GOODRICH JR.**—The Day the President Was Killed; W 6128 LP  
**GLORIA ROE**—I Never Walk Alone; W 3348, WST 8348

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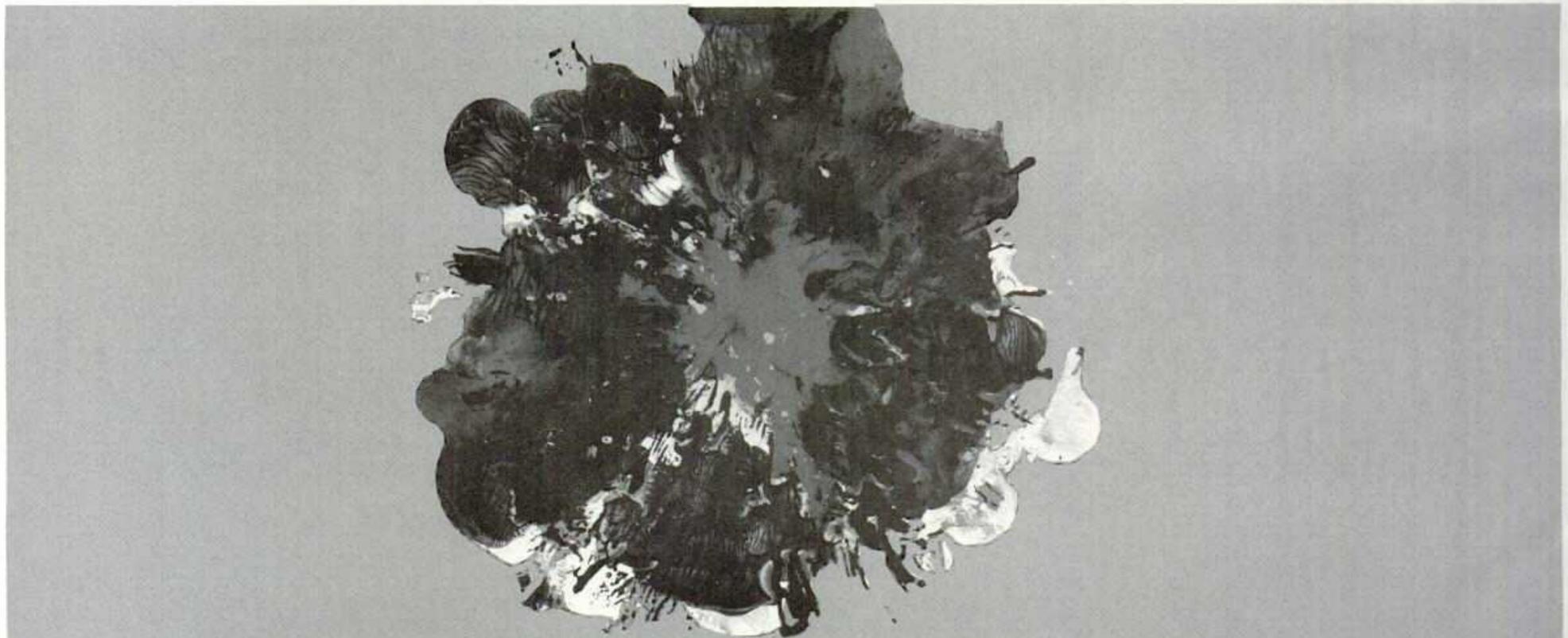
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# TALENT

## Col.'s Townsend to Be 'Roving' A&R'er

HOLLYWOOD—Irv Townsend, Columbia Records' West Coast operations vice-president, is returning to the recording studio. Two years ago when Townsend was upped to vice-president, he gave up his artists and repertoire duties to concentrate on administrative chores. Now Townsend has begun handling recording sessions on a "request" basis. He doesn't have any specific assignments, he explained, but he'll handle projects suited to his background.

"The basis on which I record," Townsend said, "is when something which needs to be done that I can do, I'm asked to do it. No one out here in the Hollywood office has done any jazz recording." Among Townsend's recording "requests" are John Handy, the Northern California saxophonist signed by Columbia's talent scout John

Hammond; Mahalia Jackson, and the recent LP by the Modernaires which saluted the Tijuana Brass.

Townsend also is scouting for new talent to tie up either with Columbia or the Epic label. He will also refer talent to the East Coast a&r department if the artist best fits that department's concept and personnel. The Hollywood a&r staff, Townsend noted, is geared to the teen-age movement. Al Stanton, Terry Melcher and Larry Marks are all involved in cutting contemporary product.

The West Coast office also has become more active in the purchase of independently made masters, a step which Townsend calls "logical." Along this line, Stanton has picked up the Black Sheep, Lois Fletcher and Mathew & Brewer.

## Rheingold Brews Up 47 Concerts for Music Fest

NEW YORK—A top line-up of jazz, pop and folk artists is listed for the 47-concert Rheingold Central Park Music Festival from July 1 to Sept. 5. Dionne Warwick will appear in the opening concert. Admission to a specially constructed 4,400-seat auditorium in the Wollman Skating Rink will be \$1 a person.

Other artists will include Gary Lewis and the Playboys, Jimmy Smith, Stan Getz (two concerts), Miriam Makeba, Erroll Garner, Duke Ellington and his orchestra, Count Basie and his orchestra, Sabicas, Oscar Brown Jr., Anthony and the Imperials, the Mitchell Trio, Arthur Prysock, Horace Silver, Jackie Wilson, Nina Simone, Theodore Bikel, Otis Redding, Bill Evans, the Herbie Mann Octet, Frank Fontaine and Lionel Hampton and his orchestra.

Ron Delsener of Kristal-Delsener, Inc., is the executive producer of the festival, a main attraction of New York's Summer Festival. Rheingold Breweries, Inc., is underwriting the cost. The series is being run in cooperation with the City of New

York and the Department of Parks.

The program calls for jazz combinations on Monday nights, rock 'n' roll on Wednesdays, folk music on Fridays, pop music on Saturday nights, and international programs and special events on Sundays.

Also on weekdays from July 5 to Aug. 26 amateur rock 'n' roll groups will be invited to noon to 2 p.m. matinees at a 15-cent admission fee. The most popular of the week's participants will appear preceding the next Wednesday night's regularly scheduled show.

## SIGNINGS

Tony Tanner, star of the current Broadway musical "Half a Sixpence" and the movie "Stop the World, I Want to Get Off," signed to Audio Fidelity Records.

Burt Ward, who plays "Robin" on TV's "Batman" series, to MGM Records. . . . Stephan & Janis, twin-sister duo, to Columbia Records. Their debut single is "Don't Let Me Down" and "Forgetting How to Smile." . . . Freddie Rocke, jazz organist, formerly on the Blue Note label, signed to Prestige Records. . . . The Ad-Lobs to Karen Records. . . . Dynamite Productions signed Lamont Washington and Five Cards Stud to exclusive recording contracts. . . . Seth London to MGM Records.



JOAN REGAN, singer from England, prepares for her first session on the Columbia label which is a&r producer Charlie Calello's initial project under his new deal with the label.

## Righteous Bros. Do It Up Right In Grove Bow

LOS ANGELES—The power and urgency of their blues singing catapulted the Righteous Brothers to a successful Coconut Grove debut Tuesday (7).

Their act is comprised of their hit recordings, with the addition of a short medley of more vintage tunes. The wringing, note splitting style developed by Bill Medley and Bobby Hatfield came across on powerhouse numbers like "Soul and Inspiration," "You've Lost That Lovin' Feelin'" and "You'll Never Walk Alone." Each singer is given one shot at soloing; Medley on "Georgia," in which his deep baritone bursts forth and Hatfield on "Unchained Melody" in which he shoots for high C's.

Arranger-conductor Bill Baker kept the 20-piece Dick Stabile orchestra in a contemporary groove, albeit the trumpets had a tendency to drown out Hatfield.

The act is split between such teen-oriented songs as "Little Latin Lupe Lu" and "Justine," a quick run through several evergreens and the powerful tunes which offer gateways to the duo's invigorating harmonies. ELIOT TEIGEL

## 2 Mancini's Singles Are 'Simulreleased' by RCA

NEW YORK—In conjunction with Henry Mancini's current summer concert tour, RCA Victor has given the composer-conductor the unusual distinction of the simultaneous release of two singles. Both are from films for which Mancini has written the score.

The singles are "Arabesque," backed with "We've Loved Before (Yasmin's Theme)" from Stanley Donen's film "Arabesque" which Universal will put into general national release soon, and "The Swing March" backed with "In the Arms of Love" from the Blake Edwards production "What Did You Do in the War, Dad," which is due in July via United Artists. The albums featuring the original music from these film scores will be on the market in July and August.

On Mancini's concert itinerary are: Sahara Tahoe Hotel, Lake Tahoe, Nevada, June 20; Coliseum, Portland, Ore., July 15; Coliseum, Seattle, Wash., July 16; County Stadium, Minneapolis, July 20; Arie Crown Theater, Chicago, July 22-23; Cobo Hall, Detroit, July 24; Civic Center, Baltimore, July 27; and dates in

Philadelphia on July 29 and at the Forst Hills Tennis Stadium, N. Y., on July 30.



Trini Lopez's new LP release on Reprise Records is called, simply, "Trini" (R6196) and is destined to be one of his biggest album hits so far. At the same time, a new single "La Bamba—Part I" (0480) is sure to get top turntable and sales action. One of Trini's most requested show numbers, "La Bamba" is an exciting, live performance. Trini Lopez plays and records with a Gibson "Trini Lopez" guitar, of which there are two models available—the Gibson "Trini Lopez" Full Body Deluxe and the Thin Body Standard. Gibson—choice of professional artists and acknowledged world leader in fine guitars. (Advertisement)

## Barbra for Newport Jazz

BOSTON—Barbra Streisand will sing at the Newport Jazz Festival on July 30 at Festival Field, director George Wein has announced. It will be Miss Streisand's only New England appearance.

Wein also said that Ella Fitzgerald will make her first appearance since 1957 at the jazz festival Sunday evening July 3. She will be on the same program with Duke Ellington and his band. The Folk Festival, to be held for three days starting July 21, will bring Judy Collins, the Chicago Freedom Group with Jimmy Collier, Bob Gibson, Jim and Jesse McReynolds, Phil Ochs, Tom Paxton, the Pennywhistlers and Buffy Sainte-Marie.

Saturday evening (23) will have a "Patchwork of American Music," representing the Eastern part of the nation. Sunday night

will feature Bob Dylan, Kilby Snow, Tom and Liam Clancy, Fannie Lou Hammer, Joe Heaney and Norman Kennedy.

## 2 of Lewis 3 Moving On

CHICAGO—"It is now definite that Eldee Young and Isaac (Red) Holt, the bassist and drummer, respectively, of the Ramsey Lewis Trio, will move on . . . to pursue and expand their own individual musical careers."

This announcement came last week from Robert L. Tucker, executive director and general counsel of Rams'l Productions, Inc., an independent production, recording and publishing company recently founded by Lewis.

Lewis began an engagement here Tuesday (7) at the London House, with Chicagoans Cleveland Eaton on bass and cello and Maurie White on drums. Eaton and White are expected to accompany Lewis on coming recording dates and on a scheduled college concert tour this fall.

## Scandore & Shayne Expand Operation

NEW YORK—The personal management firm of Scandore & Shayne, Inc., has expanded on both coasts. The firm, headed by Joe Scandore and Mel Shayne, has just opened new offices in Los Angeles and has relocated at larger quarters in New York.

In addition to personal management, the duo are now operating in record production with Tamridge Productions and PMT Productions; production of package shows for the one-nighter field, nightclubs and TV with Emjay Productions, and music publishing with Ridge Music (BMI), Tannen Music (BMI), Sharow Music (BMI) and Natson Music (BMI).

Paul Tannen is the executive producer of all record production and also heads the publishing end of the operation. The Coast office is predominantly covered by Joe Scandore.

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## Dealers Looking Forward To NAMM's Music Show

CHICAGO—Midwest record dealers told Billboard they are looking forward with enthusiasm to the National Association of Music Merchants 1966 Music Show—and a number of them indicated interest in the special phonograph record committee meeting scheduled for July 10.

Fred Apple, manager of the record department, Custom Electronics, Dayton, Ohio, told Billboard that the 1966 show "will be a first experience for us. Besides records we handle musical instruments and we think the Music Show will most likely give us the opportunity to see everything that is new in this field. We also sell audio products and we heard that audio equipment manufacturers are well represented at the show. We will be looking at all types of new products—especially tape recorders—and we'll be comparing prices and probably delivery capabilities of the various companies.

"We are not NAMM mem-

bers," Apple said: "I suppose we haven't joined because I don't know enough about the association." Asked whether he was planning to attend the record meeting which is open to all non-members, Apple said: "I probably will. It should give me a better idea of what the association is like."

Jerry Dunham, manager of the Music Center in Bloomington, Ind., said he, and the store's owner, Bernie Vance, were going to attend the show. "I believe that Mr. Vance is a member of NAMM," said Dunham, "at any rate, he is an annual visitor of the show."

This year, said Dunham, "I will be looking primarily at guitar products and accessories. We carry about 18 brands of guitar in this store and I'd like to cut that down to about two or three. Many of these guitar lines, especially in the lower priced field where the quantity sales can be found, are almost too much trouble to bother with.

I have come across one low-priced line that is of superior quality and I hope to find several others at the Music Show."

Dunham said that he and Vance have a "great deal of interest in record retailing problems," and added that one of them will be attending the phonograph record committee meeting.

Jerry Hollander, partner of Hollanders Music Shoppe of Chicago, told Billboard that "the new products I'll be especially interested in will be amplifiers and acoustic-electric guitars. This type of guitar seems to be increasingly popular recently. I think the guitar boom is just as big now as it ever was, and

(Continued on page 57)

## Scanning The News

The 1966 Music Show in Chicago is stirring up great waves of advance interest. It will be running concurrently with the National Housewares Show and conservatives estimates indicate that at least 60,000 buyers will be in town that week. Also, VIP's of several European and Japanese electronics products firms, who have never before attended the show, are expected to make a visit this year.

The Ampex Corp. recently announced that its sales for 1966 totaled \$169 million. Besides various electronics products, Ampex manufactures and markets more than 1,600 stereo tape selections of 44 different recording labels—and is probably the No. 1 reel-to-reel prerecorded tape firm in the country.

Healthy state of electronics business was backed up by further evidence from the Electronics Industries Association. For the first time in recent years, EIA reports, the number of business failures in the electronics industry has decreased by 35 per cent during the 12 months ended in March 1966 as compared with the previous 12 months.

Acoustic Research, Inc., is giving away building plans for a hi-fi shelf free for the asking. The promotion, originally intended for a relatively small hobbyist group, has attracted over 8,000 replies—causing the firm to reprint several times. **PAUL ZAKARAS**

## Streep Stresses Value Of NAMM to Trade

CHICAGO—F. D. Streep, president of the National Association of Music Merchants, last week issued the president's annual pre-convention message to visitors of the Music Show. Streep stressed the growth of the music industry and pointed out NAMM's relationship to this growth.

This year's convention and Music Show "will be the largest in history," said Streep. And it comes "when the music industry is at an all-time high in production and sales." He pointed out that the electronic segment of the industry has grown rapidly since World War II and that "music stores have been and continue to be prime outlets

in major and secondary marketing areas for radio, television and hi-fi merchandise."

NAMM's membership, said Streep, has been keeping pace with the growth of the industry.

Streep cited NAMM's leadership in various industry action as the reason for its success. He pointed out NAMM's work in helping to obtain millions of dollars worth of refunds after last year's elimination of the excise tax on musical instruments.

He also mentioned NAMM's Sales-Management Seminars, NAMM's Accounting Manual for music stores, and NAMM's leadership in co-ordinating music education as further examples of the associations work in the industry.

In addition, Streep said, members attending the Music Show will be shown "the greatest sales aid ever seen in the music industry. This will be a 300-page-plus "Total Selling Service-Music," a music-selling encyclopedia of selling words, phrases and sentences to be used in advertising, selling signs and sales presentations.

"TSS-Music," he said, "will be an encyclopedia departmentalized by product and will have a section on every major item sold in music stores. Selling words, phrases, and sentences have been prepared for the various instruments, and every conceivable type of benefit, in homes, in schools, and recreation, as well as in woods, styling, finishes, and every other salable product point is expertly treated. The volume will fairly ooze with reasons why people should buy our industry's products. Heavily subsidized by the association, it will be priced within the reach of every member."

Streep concluded by inviting non-members to "investigate NAMM by mail or in person at the coming convention. They have everything to gain and nothing to lose," he added.



SHELTON MEYER (left), Phonola representative, is show shaking hands with Pat Blunda, owner of Pat's One Stop in St. Louis. Handshake concludes deal giving Pat's exclusive distributing franchise of complete Phonola line in an area covering Missouri and parts of Illinois.

## Tape Merchandise Sales Setting Brisk 1966 Pace

LOS ANGELES — Reel-to-reel tape merchandise is moving healthfully along, despite the enthusiasm for CARtridges which continues to grow.

There's a fear psychology imbedded in some dealers that reel product will be overshadowed by cartridges, Oris Beucler, Capitol's special products general manager, told Billboard. It's wrong for dealers to have a negative attitude about the reel business, Beucler contends, because figures speak otherwise.

Capitol's first quarter reel tape sales are up 54 per cent over last year's similar period. "We have had a month by month growth in reel business since 1954," Beucler added. The growth covers the 7½ i.p.s speed which was first offered in 1958 and 3¾ i.p.s. boxes which were debuted in August 1964.

Capitol has been regularly opening new reel accounts, including mass merchandisers, who once shied away from the thread-it-yourself product. Prices of reel tapes are stable because the buyers are selective. "Anyone getting into tape correctly (carrying a broad selection of repertoire) finds excellent turnover," according to Beucler. Capitol's national turnover in reel merchandise is every 22 days, a survey has revealed. To an extent, new accounts drain

off existing inventory. Capitol's reel catalog of unduplicated 7½ and 3¾ boxes number some 300 titles. "We've yet to delete our first tape," Beucler said.

Industry-wide, there are 152 labels offering consumers 6,000 reel titles, an indication of the size and potential of this segment of the tape business.

Cartridges are becoming a "demand" item, Beucler points out, and this action is the door opener for dealers who have avoided setting up reel departments. Once a store is known as a tape outlet, selling the product doesn't take a lot of time. Fixtures from the manufacturers provide the vital exposure means.

Assisting the movement of reel tapes has been the influence of cheap, imported players from Japan, which have broadened the market of customers.

Sony Superscope, a high-ticket reel player manufacturer, reports "astronomical" sales. The

(Continued on page 57)

## Dealer Sues Motown Trio

SAN FRANCISCO—A local record dealer last week won his first step in a legal action against the popular singing trio, the Supremes.

Ray Dobard, owner of the Music City Record Shops in the San Francisco Bay area, has filed a \$5 million damage suit against the group for failure to make a personal appearance in one of his retail establishments. Last week Federal Judge Albert C. Wollenberg denied a request by the Supremes' attorney for a preliminary injunction which would have barred any further advertising by Dobard about the trio's appearance in one of his stores.

Named in the suit besides the three Supremes, were their managers, Motown Record Corp. and several Motown executives, including Berry Gordy Jr., the firm's president.

Dobard contends that Motown had made a verbal agreement with him to have the Supremes appear at the grand opening of one of his stores. The Supremes and Motown deny any such commitment.



BEATLEPHONES, a new product from Koss Electronics, Inc., Milwaukee, offer "personal" record listening or silent instrument practice capability with electronic equipment. The headphones, either stereo or monaural, feature pictures of the Beatles on each ear piece.

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# NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.

## Motorola 1967 Line



Solid-state monaural phonograph by Motorola for the kiddie set. Manual four-speed, polystyrene cabinet available in blue and white. List \$24.95.



Motorola monaural phonograph. Solid-state amplifier, swing-down record changer, separate tone and volume controls. Polystyrene cabinet available in red/white, blue/white and brown/white at \$49.95.



Solid-state stereo portable phonograph by Motorola. Separate tone and volume controls, two detachable speaker wings with one five-inch speaker in each wing. Available in charcoal brown, honey beige or blue for \$69.95.



Portable Motorola stereo phonograph. Solid-state amplifier, separate tone and volume controls, one six-inch speaker in each detachable wing. List \$79.95.

## Tape Sales

Continued from page 56

expression belongs to Sony's Fred Tushinsky, who claims booked orders are 109 per cent higher than they were in 1965. "The cartridge has actually interested more people in reel-to-reel tape."

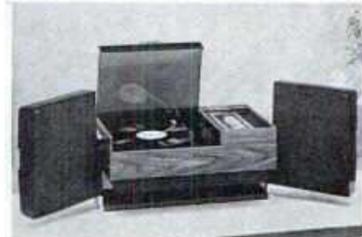
Howard Ladd, president of Concord, another player manufacturer, states that "business is the best it's ever been in our history. This year we will have five new reel models for a total of 18."

The Electronic Industries Assn. (EIA) predicts that five million reel recorders will be sold this year, an increase of 10 per cent over 1965.

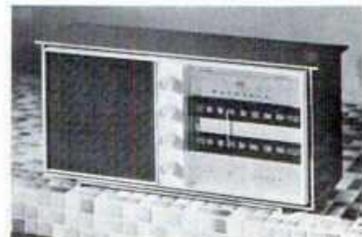
All this enthusiasm and activity, Capitol's Beucler emphasizes, should not be undercut by retailers. There's profits to be developed with reel tapes, the executive contends.



Stereo phonograph by Motorola. Solid-state portable, with 10-watt peak power output or five-watt EIA music power output. Two detachable speaker wings, four separate controls. List \$99.95. Model PP209C has same features as one pictured above plus walnut-grained vinyl inlay and roll-about cart at \$119.95.



Motorola solid-state stereo phonograph. Ten-watt power output and five-watt EIA output, two speakers in each detachable wing, four separate controls, audio-lens see-through cartridge with diamond/sapphire styli. Walnut grained vinyl-covered metal cabinet at \$139.95. Model PP500C features same as one above plus headphone jack and changer compartment light at \$179.95.



Solid-state AM/FM table radio by Motorola. Ten transistors, tuned RF stages in both AM and FM section, automatic frequency controls, dial scale panel light. Available in charcoal or beige at \$59.95.

## Dealers Look Forward to NAMM Show

Continued from page 56

it's being accompanied recently by good sales in drums, tambourines and harmonicas. I'll be concentrating mostly on the products—but my partner told me he is going to go to the phonograph record meeting."

Danny Lebakken, owner of Danny's House of Music in La Crosse, Wis., told Billboard that he is definitely planning to attend the Music Show. "I haven't missed one in years," he said. "I am not a member of NAMM, but I do carry a full line of products in my store, so I am interested in just about everything that is exhibited at the Music Show."

"The idea of the record meeting sounds very interesting," he said. "I don't know for sure whether I'll be able to make it, but I do believe that something should be done in the record retailing field. Only to me it seems unlikely that such a meeting will lead to anything. I think the first step must be taken by the manufacturers—they should eliminate the record clubs. And there are a lot of other things that could be done."

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# BULK VENDING news

## Penny Mix Practices Secured With Additive Bill Passage

By RAY BRACK

WASHINGTON—A bill posing a potential threat to the penny-mix machine has passed the House and Senate in harmless form, and minor differences are being worked out for final okays by both bodies.

The measure, H.R. 7042, will allow safe, non-nutritive additives in candy. Last week the Senate accepted a revised version of the House bill and returned it to the House for approval of minor changes. Final congressional approval is expected shortly.

The bill was introduced in 1964 by confection industry interests, and bulk vending became involved when the Federal Food and Drug Administration sought to amend the measure to prohibit commingling of charm items and confections in vending machines.

### Codifies

According to legal experts of the National Vendors Association, the language of the measure as passed by Congress will "codify" the famous "Cavalier" decision of some 15 years ago. In "U. S. vs. Cavalier Vending," the court ruled that mixing of trinkets and gumballs in a vending globe was not "adulteration" as defined by FDA regulations. The court declared that the giving of trinkets along with the sale of candy or gum does

not add anything to the articles of food for consumption, "nor does it affect such articles in any way."

The industry became alarmed last July when it was learned that the FDA was expected to suggest to the Senate Health Subcommittee, then considering the measure, that an amendment requiring the wrapping of all trinkets mixed with confections be added to the confection bill. At that point NVA officials asked all members to write Congress. The mail drive was followed by industry testimony in September at which vending witnesses declared, in part: "Our entire industry would be irreparably damaged financially and possibly be put out of business if such an amendment were passed, and we strongly concur with the report of the House of Representatives Subcommittee which reported there is no threat to the public health sufficient to warrant the adoption of any amendment which would have disastrous consequences for a segment of our domestic industry."

### Teeth

The National Confectioners Association, supporters of the basic candy additive legislation which gave rise to the anti-commingling threat, offered testimony at the same hearing in response to FDA suggestions that commingling causes tooth

damage. Declared John W. Vasos, director of research and development of the Pet Milk Co.:

"The Food and Drug Administration seeks an amendment to the bill which would prohibit the commingling of trinkets in confectionery. Regarding this issue, they contend possible tooth damage or the swallowing of trinkets. We believe history shows that this is a theoretical fear rather than a practical argument."

On this point bulk vending witnesses declared: "It is true that children are prone to swallow inedible objects such as stones, marbles, pins, rattles, nipples and other similar objects. We can only presume that a child old enough to master the operation of a vending machine is old enough to distinguish between a trinket and a piece of candy or gum."

The letter-writing campaign and industry testimony followed a committee report which in effect, made the "Cavalier" decision part of the law, permitting commingling but prohibiting embedding of objects in confections unless the objects are functional (such as lollipop sticks). This, in essence, became the language of the amended bill as it emerged from both Houses.

The confection bill was intro-



COMMINGLING: Congress says "OK" to side-by-side trinket, candy vending.

duced originally through what NCA officials called a "quirk" in the law. "Additives which the FDA has cleared as safe for use in other foods (canned foods, baby foods, etc.)—either without restriction or with prescribed controls—may not be used by the confection industry," a spokesman said.

NVA counsel Donald Mitchell said last week that association officials were pleased to note that the confection bill, amended to codify the Cavalier decision, has progressed in a favorable manner through Congress.

## NCA Holds Big Meet In Washington D.C.

WASHINGTON — "The Wonderful World of Candy" was explored anew by delegates to the National Confectioners Association annual convention here last week (11-15).

Keynoter was Dr. James L. Goddard, commissioner, Federal Food and Drug Administration, Department of Health, Education and Welfare. Goddard addressed the subject "The Confectionery Industry and the Food and Drug Administration."

Goddard's speech was followed by a brief candy break, after which Sen. Harrison Williams (D., N. J.) delivered "A Message From the Senate."

Other featured speakers were Charles S. Holsteen, director of budgets, United Air Lines, who talked about "A Practical Approach to Capital Spending"; Sen. Roman Hruska (R., Neb.) speaking on "Business Responsibility and Government"; R. T. Compton, vice-president, Government Relations, National Association of Manufacturers, on "The Business Community and Federal Legislation—Current and Prospective" and—again following a brief candy break—Walter Petravage, manager, Public Affairs Department, Chamber of Commerce of the United States, talked on "Apathy or Action—the 1966 Election."

Conducting the meetings was Douglas S. Steinberg, president of the NCA.

The gathering was enlivened socially by ladies' activities, a Sunday get-together, a golf tournament, various cocktail parties and a dinner dance.

Some 90 firms exhibited at the exhibition in connection with the convention.

## 139 DAYS 'TIL HALLOWEEN

CHICAGO—Now's the time to start your merchandise planning for Halloween. To assist you with your promotion plans, we'll present next week a full report on special merchandise plus a list of tried-and-true ideas that have spurred sales for operators at Halloween. Word from the confection and charm centers indicates more firms than ever before will be doing special packaging and promoting for Halloween. (Much of this activity is in non-vending areas, of course.) Turn here next week for some new Halloween ideas.

## Batman Goes South Of the Border

MEXICO CITY — That Mexican bulk vending staple, peanuts, may be challenged by Batman merchandise soon.

A Mexico City station began June 1 telecasting the adventures of "Cruzado Ecapuchado"—the Caped Crusader.

The show will be on every Tuesday and Wednesday, with dubbed in Spanish dialog.

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N.W. Model 49, 1c or 5c ..... \$14.50  
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### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red ..... \$ .92  
Pistachio Nuts, Jumbo Queen, White ..... .87  
Afgan Crown Red Lip Pistachio Nuts ..... .60  
Afgan Prince Red Lip Pistachio Nuts ..... .53  
Indian Nuts, 5 lb. bag, per lb. .... 1.10  
Cashew, Whole ..... .79  
Cashew, Butts ..... .45  
Spanish ..... .32  
Mixed Nuts ..... .57  
Baby Chicks ..... .35  
Rainbow Peanuts ..... .32  
Bridg Mix ..... .32  
Boston Baked Beans ..... .32  
Jelly Beans ..... .32  
Licorice Gems ..... .48  
M & M, 500 ct. .... .39  
Munchies, 16-lb. carton, per lb. .... .47  
Hershey-ets ..... .47

Wrapped Gum—Fleets, Topps  
Bazooka & Pal, 4M pcs. .... \$14.00  
Rain-Bio Ball Gum, 1800 per ctn. 6.25  
Rain-Bio Ball Gum, 1800 printed per carton ..... 6.40  
Rain-Bio Ball Gum, 5250 per ctn. 8.35  
Rain-Bio Ball Gum, 4250 per ctn. 8.35  
Rain-Bio Ball Gum, 3500 per ctn. 8.35  
Malfettes, 2400 per carton. .... 8.40  
15 Cartons minimum prepaid on all Leaf Brand Rain-Bio Ball Gum.  
Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. .... 1.30  
Hershey's Chocolate, 200 ct. .... 1.30  
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN

# GUM

GET YOUR SHARE WITH

*Northwestern*

GUM VENDER PACKAGE

This amazing vender is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs.

"Visidome" display top attracts sales.

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**NORTHWESTERN SALES AND SERVICE CO.**

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LOngacre 4-6467

# Penny King Gets Response To Surfers Medal Mailing

**EDITOR'S NOTE:** Last week we commenced a dialog on the Surfers Medal type charm item. Opinions for and against the item were printed, among them the strong anti-item statements of the Penny King Co. Penny King sent a letter out voicing the same view and here is some of the reaction.

**PITTSBURGH**—Penny King manager Mrs. M. H. Kelly said last week following a company mailing expressing opposition to vending of the Iron Cross item, "It would seem, from replies received, that feeling in the industry is running high and firm against the Iron Cross for use in vending machines. . . ."

Here are quotes from some "of the many letters" which Mrs. Kelly said were received in response to the mailing:

"You have our admiration for taking a stand on something you believe in, although such may be to your financial detriment. In today's attitude to let 'anything go' when a dollar is involved, belief in a principle is not often found."

**Class**  
"It is certainly reassuring to know that there are still a few people in this industry who place ethics above profits. Some people sure have short memories. We all appreciate your class."

"Good for you! I have refused to buy this item from many suppliers for exactly the same reasons you quote."

"We would like to be among the first to congratulate you on your opinion regarding the Iron Cross. We concur in every word expressed in your letter dated June 2, 1966. To date, we have not offered for sale to operators



Now is the time to upgrade every top-notched location with **NEW VICTOR MULTIPLE**

**STANDS AND EQUIPMENT**  
You'll immediately get **BIGGER COLLECTIONS.**

Write for free color circular.

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Always First  
Always Best

**Billboard**

The only **FULL COLOR** business newsweekly published in the United States.

JUNE 25, 1966, **BILLBOARD**

# Penny Candy Does \$61 Million

**WASHINGTON** — Penny candy sales at wholesale during 1965 totaled \$61 million, or 4.7 per cent of the total dollar value of all confectionery products at wholesale during the year.

The total, \$1.43 billion at wholesale, is the highest in the industry's recorded history and represents a 2.5 over-all increase over 1964.

The statistics were released by the U. S. Department of Commerce in a report sponsored by the National Confectioners Association called "Confectionery Sales and Distribution."

In registering gains for the 10th consecutive year, the industry also set an all-time record

for production, a 2.1 per cent increase to 3.47 billion pounds.

## Per Capita

Per capita candy consumption, according to the report, remained the same as 1964, about 18.2 pounds. This includes domestic and imported confectionery products.

The big candy seller during the year was "packaged goods," including everything from boxed chocolates to bagged candies. This category of items accounted for 39.7 per cent of the industry's total dollar sales.

Thirty-three per cent of the sales value was realized from candy bars. Nickel and dime specialty items such as rolled and packed mints, fruit drops and holiday treats accounted for 11.5 per cent of total dollar sales. Bulk items (hard candies, panned items, unpackaged chocolates, etc.) represented 11.1 per cent of sales.

NCA president Dougals S. Steinberg announced at the association's convention here last week that the outlook for the candy industry for 1966 is "sweet." He said sales for the first two months of 1966 ran 6 per cent of the same 1965 period.

## Promotion

Positive factors going for the industry, he said, are "the strong, sustained growth of the nation's economy, the continued expansion of the U. S. population and the corresponding increase in food expenditures."

Within the industry, it has been pointed out that increased emphasis is being placed on product research and development, packaging, promotion, marketing and advertising.

The apparent adequacy of supplies and the relative price stability of the raw material supply has also been pointed to as a positive element in the industry's health economic outlook.

Negative factors listed by Steinberg: rising costs of labor; rising shipping and packaging materials costs; increasing competition from snack foods, soft drinks, diet foods and beverages.



**MARGARET KELLY:** "Feeling is running high and firm."

or placed in any machine in which we control the merchandise to be offered, a single Iron Cross, and have no intention of doing so. Our reasons are the same as yours."

"Our personal thanks to your organization for expressing to our industry an opinion which places the dollar in second place when compared to the freedoms we are privileged to enjoy in our U. S. A."

## Controversial

"... I heartily commend you for your position on the Iron Cross. I have already told one supplier that I would not use them if he gave them to me. The saddest thing is that the people who are selling them are the very ones that should be revolted by the idea."

"I received your notice on the Surfers Iron Cross and I am in full agreement. We have made it a policy not to use this item ourselves in our machines, and we feel it certainly is too controversial an item to place in the machines. I see that some of the manufacturers have decided to make this item and I congratulate you on your stand."

"I wish to commend you on your position. I heartily agree."  
"Hurrah for you. We are with you one-hundred per cent. I lost a brother in World War II."

According to Mrs. Kelly, the company received "dozens of telephone calls" in addition to the letters of commendation.

*If you have an opinion on the Surfers Cross and would like to be heard, drop a note to Bulk Vending Editor, Billboard Magazine, 188 W. Randolph Street, Chicago, Illinois, 60611.*

## NEW PRODUCTS xz xz x

### EPY CHARMS

**SOLID GOLD CADILLAC MIX.** This, say Eppy officials, is a mix that took years to accumulate. It ties in with the firm's 30th anniversary being celebrated this year. Includes over 100 jewelry-engraved charms packed 5,000 to the bag with—and here's an Eppy innovation—20 free and different display fronts in eight Da-Glow colors. These different display fronts with different illustrations and copy are intended to bring newness to the machines with each refill. Here are just a few of these penny items: four-leaf clovers, boxing gloves, loving cups, telephones, footballs, big guns, slippers, sharks, bullets, horseheads, windmills, badges boats and birds. There are many more.

**AU-GO-GO DISCOTHEQUE RINGS.** A specially priced item in eight styles and assorted polished pearl colors. Packed in capsules with four free display cards.

### MacMAN

**SURFER'S ITEMS.** MacMan Enterprises Corp. enters the surf with a two-piece ring for 5-cent vending; ring, necklace and bracelet for dime vending. All come in assorted colors. Bracelet has a gold or silver nailhead in the center; necklace has the imprint of crossed flags or the picture of a surferboarder. Free display cards.

### PENNY KING

**MEDALS.** A full series of medals for dime capsule vending: medals for "distinguished service," "medals of honor," "good luck," and even goofy medals for "champions." Twenty-six different medals in all. Bags of 250 with free display front.

**WESTERN DO-DADS.** Improved variety of Western motif items debuted at the NYA show. Vend in all machines except the old cone-type Acorn Capsule machines and other old machines with narrow chutes. Come 250 per bag with free display.



**DISTRIBUTOR MEETING** called in Chicago this spring by Northwestern Corp. brought this jovial group together at one table in the Conrad Hilton. (Several other tables were filled, too.) From left: Allan Cohen, Northwestern Sales & Service, New York; Moe Mandell, same firm; Pat Bolen, president, Northwestern Corp., Morris, Ill.; Edward Flanagan, Northwestern Sales and Service, Boston; Earl Veatch, Central Distributing Co., St. Louis; Samuel Kopf, Veedco Sales, Philadelphia, and Irvn Kovens, Parkway Machine, Baltimore.

## SCHOENBACH CO.

Manufacturers Representative  
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### MACHINES

#### GREAT MONEY MAKER

**ACME ELECTRIC MACHINE**

Sample ... \$28.50

4 and up... 23.50

Batteries \$1.00 addl. per mach.

### HOT - HOT

#### 10¢ VEND ITEMS

(all 250 per bag)

Go-Go Rings ..... \$8.00

Marvel Mini-Books (3 Books per Capsule) ..... 9.50

Batman ..... 9.50

Key Chain Assmt. .... 9.00

Necklaces, Brooches, Bracelets (Penny King) ... 8.00

Mr. Say So ..... 7.50

#### HOT 5¢ VEND ITEMS

(From \$4 to \$5 per bag)

Batman Items ..... \$5.00

#### 1¢ VEND ITEMS

(all price per M)

Mini-Books ..... \$10.00

Batman Buttons ..... 11.50

Batman Emblems ..... 5.95

1¢ mixes from ..... 3.50

Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

## SCHOENBACH CO.

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## YOU COUNT MORE WITH OAK



### HOT NUT VENDOR

Oak's hot nut cabinet machine is red hot for profit. It makes nut vending easier and more efficient. You can carry a supply of clean glass panels and simply switch while on route. Wash the others later. All gaskets are made of Oak's exclusive Zetafin which is impervious to oil. This machine is a sure-fire location getter. It stands 17" high, is 8" deep and 8" wide.

Time payments available on OAK Machines through all distributors.



**oak MANUFACTURING CO., INC.**  
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031



## Pat and Lyn

SAY:

HAVE YOU TRIED "WOWIES"?  
(Candy-Coated Chocolate Peanuts)

**WOWIES** are called **WOWIES**—'cause when you taste one you'll say "WOWIE, that's good." ... and when you see how fast your machines empty you'll say—"WOWIE—THAT'S BUSINESS!!"

## Pat and Lyn

CANDIES

DELIVERED TO YOU BY THE WORLD'S LARGEST BULK VENDING CANDY MANUFACTURER!

**STANDARD SPECIALTY COMPANY**  
1028 44th AVE. OAKLAND, CALIF. 94601  
DISTRIBUTOR INQUIRIES INVITED

## Jukebox Programming: The Newest Profession

By RAY BRACK

CHICAGO — There's disagreement over whether its resurgence or the first big emergence of interest but the fact is there's a lot of talk about programming.

"Jukebox programming isn't a lost art," one of the seers in the business told us, "it's a profession we've never learned."

On the other hand, we're told, "Hogwash!" Operators were once music experts, recipients of all the new releases. They selected music intelligently on the basis of what they knew about their locations.

### Errand Boys

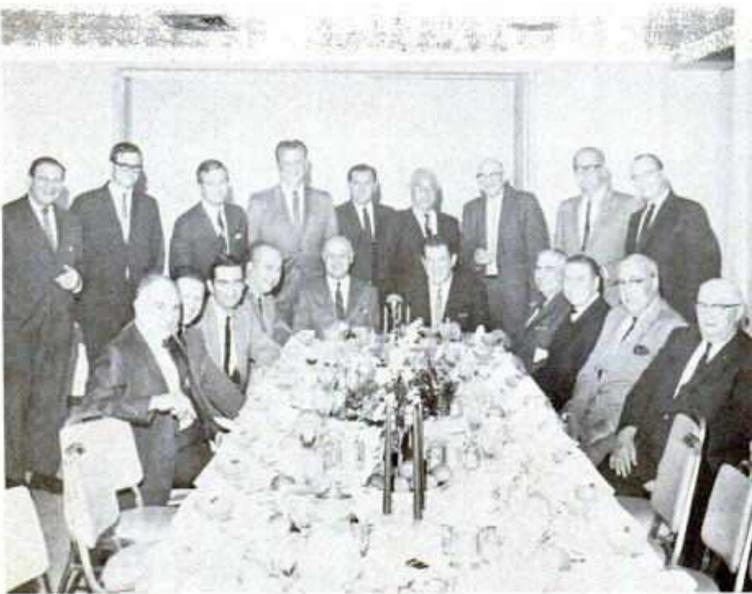
"Whether we used to program boxes better or not doesn't matter," say others. "We're errand boys carrying records from the one-stop to the location today. Either we start programming or we perish."

And so goes the renewed discussion about jukebox programming. The dialog has even reached the national association level. A special Music Operators of America Committee on Record Company Communication and Programming was established last year. Chairman Bill Cannon has stated the challenge inherent in formation of his committee this way:

"The most effective way for the jukebox operator to demon-

### BIG U.K. GROUP EXPECTED AT THE MOA SHOW

CHICAGO — Music Operators of America officials have been notified that a delegation of British tradesters, numbering near 100 persons, will attend the MOA convention and trade show here Oct. 28-30. The group is expected to seize full advantage of its trip to the world's coin machine manufacturing capital by touring the major production facilities here as well.



CHICAGO MEETING between Music Operators of America officials and prospective trade show exhibiting firm representatives recently brought together, first row (from left) Gene Daddis, American Shuffleboard Co.; Clarence Hank, Patterson International; William Cannon, MOA treasurer; James Tolisano, MOA secretary; Fred Granger, MOA executive vice-president; John Wallace, MOA president; Frank Fabiano, MOA vice-president and convention co-chairman; Lou Casola, MOA board chairman; Les Montooth, MOA vice-president and convention co-chairman, and Clint Pierce, MOA vice-president. Back row (from left), Lee Brooks, Cashbox; Ray Brack, Billboard; Bud Lurie, Williams Electronic Mfg. Corp.; Dave St. Pierre, Empire Distributing, Inc. (representing Automatic Products, St. Paul); Hank Ross, Midway Mfg. Co.; Mort Secore, Chicago Coin; Herb Jones, Bally Mfg. Co.; Dick Cole, the Ditchburn Co., and Dick Boylan, Logan Distributing Co.

## License Bill Passes N. Y. Legislature

By AARON STERNFIELD

NEW YORK—A bill which would license amusement machine operators and clarify free play in New York State has passed both houses of the legislature and awaits Governor Rockefeller's signature. The bill applies to cities of less than 1 million, which means that it applies to every community in New York State except New York City.

Such a measure was passed in the previous legislature, but was vetoed by Governor Rockefeller. However, the current bill was sponsored by the New York State Chiefs of Police, and Millie, McCarthy, head of the New York State Coin Machine Association, says it will probably be enacted into law.

Under the terms of the law, an amusement game is defined as "that coin-operated game which is solely designed for amusement and which may confer an immediate and unrecorded right of replay mechanically on players of such an amusement game, and that the replay is continued amusement for the original consideration, and not a thing of value, provided that there shall be no method by which any of the accumulated games can be recorded or released except by a normal, continuing play of the machine."

### Moral Character

While no current State law prohibits free play, the interpretation of the gambling laws has

(Continued on page 73)

### GP/IMPERIAL

## New Rock-Ola Has Middle-of-Road Style; Orders Up 30%

CHICAGO—Rock-Ola is taking a middle-style road between the "juke jukebox" and "conservative console" looks with its new GP/Imperial unveiled this week.

"We embody a lot of color with this phonograph," declared company executive vice-president Ed Doris, "without garish. We've stayed middle-of-the-road on styling." (See photo under "new equipment," this issue.)

Beyond styling to engineering, the new 160-selection unit, designated Model 433, features a new crossover network in the sound system to permit all the highs and lows without dilution of the bass.

"This permits adjustment of sound to any location requirement," Doris declared.

A squelch system assures uniform volume during record lead-in until this "automatic volume

compensator" assumes loudness control.

The new phonograph was unveiled to Rock-Ola's 44 North American distributors in recent showings in New York and New Orleans, and initial orders, according to Doris, "exceeded last year by 25 to 30 per cent."

Doris told distributors that the company has experienced roughly 20 per cent sales increases over the past several years and he predicted par or better performance for the 1966-1967 model year.

Invitations have gone out from Rock-Ola distributors to virtually every operator in the country for showings featuring the G/P Imperial. The showings began the week of June 13 and will continue for several weeks.

The engineering features of the new machine also include the

(Continued on page 71)



ROCK-OLA'S ED DORIS: More color without garishness.

strate his value to his customers is in the area of supplying individual music programming for his individual locations. But all over the country operators have abdicated this most important function."

Has the programming awakening—manifested by the MOA emphasis and increasing formal discussion in trade association meetings—begun a difference in the way we buy records and distribute them to machines? The answer must be "yes."

### Progress

Progress is most notable in two areas: 1. Exploded Myths, 2. Product Availability.

It was significant that the

keystone of the new discussion on programming was the Little LP. In the now-famous programming panel at last year's MOA show, it was Little LP availability that fired the forum. From this meeting manufacturers emerged with the feeling that there was an operator market. Capitol decided on the spot to release jukebox LP's and followed through. They've released two sets. Operators took appreciative notice and bought. Market perked up. Monument, Epic, Soma stepped up LP release schedules. Liberty entered the field. Operators began to see that labels really

(Continued on page 68)

## Do Record Companies Care About You?: Here's Answer

NEW ORLEANS—A few weeks ago, Lawrence L. Lagarde, manager of Tac Amusement Co. here, sent a letter to record companies listed in the Billboard Buyer's Guide, seeking samples, and was deluged with mail from all over the world.

"We received replies from over 300 companies here and overseas," Lagarde said, "and we received many telephone calls to boot."

Conclusion: Record companies apparently care about operators.

Here's the text of the letter record men responded to in droves:

"Dear Sirs:

"This is a request for your cooperation in regard to supplying our company with sample recordings of your releases of 45 r.p.m. and Little LP records.

"At present we do have such an arrangement with several of

the recording companies, and we would desire to also have you participate in this endeavor for our mutual benefit.

"Since the buying of records on the level of the jukebox operator has evolved into doing business only through one-stops, there are more and more recordings that are never brought to the attention of the operators such as ourselves. The one-stop owner feels that he has become an authority on the programming of jukeboxes and neglects to stock those records that do not appeal to his judgment.

"Our firm, the Tac Amusement Co., Inc., owns and operates over a thousand jukeboxes in the New Orleans area and has been in the business 35 years. Our reputation and growth has been the result of the excellent service and attention which we give our customers, and most

(Continued on page 68)

## 'I Know Why I Buy'

NEW ORLEANS — Ken Kerr, record buyer and programmer with Bob Nims, Lucky Coin Machine Co. here, is a record business veteran who says: "I have a reason for buying every record."

Stop by for a chat with Kerr, who was formerly with A-1 Distributors here, and you'll notice that he'll have to turn down the radio before conversation can commence.

"I have that radio going constantly," Kerr says, "for you have to subject yourself to pop music unmercifully in order to program it on jukeboxes."

Coupled with full knowledge of pop music is Kerr's familiarization with Lucky Coin's locations.

"I carry on an unending dialog with locations," he says. "They call me at any time and I frequently call them or drop in for a visit. I even know when a location gets a new barmaid. Surprising what effect that has on jukebox play."

Kerr presides over Lucky's "location book" type system of programming record keeping. The system, similar to that made famous by Henry Leyser of California (available as a Billboard reprint), involves keeping a separate book for each location. Duplicate copies of all title strips are inserted in each

book, grouped under these headings: "new records," "your requests," and "old favorites." Kerr has added his own refinements to the system, of course.

To handle requests rapidly, thousands of current titles are kept in color-coded library. Little LP's make up a very small part. "But they're important," Kerr says. He reports that he is having trouble getting the new Capitol LP's from the company's Dallas branch. Capitol no longer has a branch in New Orleans.

## 'The Answer Is Programming': Marshall Caras

By CAMERON DEWAR

BOSTON—"The operator is faced with a new type of customer today," declared Trimount Automatic Sales general manager Marshall Caras recently to—of all people—a group of sports car buffs. "This customer wants to hear what he wants when he wants it. The answer is programming, and the modern operator is just beginning to understand this."

Explained Caras, during the course of a detailed sketch of

(Continued on page 72)

# Programming Panel



KEN KERR



MARSHALL CARAS



LYN DAHL

**LYN DAHL, Librarian-programmer, Associated Coin Amusement Co., Oakland, Calif.**—"Clientele and the very nature of a location vary widely. Factors such as interior, operating policy, type of food or other refreshment served, and principal activity in the particular location all are influential on programming."

**LAWRENCE L. LAGARDE, Tac Amusement Co., Inc., New Orleans**—"We fill 300 location requests per week."

**MARSHALL CARAS, Trimount Automatic Sales, Boston**—"Today's operator has to be more alert. Ten years ago it was only necessary to put in a Frank Sinatra record, forget it and go collect. Today he has to stay with it. He must pick up his Billboard and be alert to the right records. The star system has broken down. What's hot today is cold tomorrow, and the operator has to second guess his locations. There isn't a location in the nation where intelligent programming won't bring in more returns."

**BILL CANNON, Cannon Coin Machine Co., Haddonfield, N. J.**—"Out of the hundreds of releases every week, someone who knows nothing about our individual locations chooses two or three records for you to put on your machines. Not knowing your locations, the one-stop has to do it this way. Now, to use all of these records effectively, the operator has to re-educate himself or his employees. More services are now available for this purpose than at any other time. We have much more comprehensive charts and reviews in the trade papers. The one-stop makes the job of record buying a 10th of the effort it used to be, and the new Record Source International sampling service can make listening and testing samples available at a very nominal cost."

**AL BISHOP, Programmer, Hutchinson Vending Co., Hutchinson, Kan.**—"I found out years ago that what I like in the way of music doesn't make one whit of difference in this business. You have to have help. Some songs I've felt wouldn't get off the ground were played to pieces. So I have persuaded my location people to quiz their customers on musical wants."

**HENRY LEYSER, president, Associated Coin Amusement Co., Oakland, Calif.**—"When it comes to programming selective music systems (phonographs), every location is completely individualistic."

**WAYNE HESCH, A&H Entertainers, Arlington Heights, Ill.**—"We program according to the location's characteristics."

**KEN KERR, Programmer, Lucky Coin Machine Co., New Orleans**—"Every record I buy I have a reason for buying."

**EARL KIES, Apex Amusement Corp., Chicago**—"Today our men rely to a great extent on the advice of the one-stop. But a location request always takes precedence over their recommendations."

**STAN LARSEN, Struve Distributing Co., Los Angeles**—"Jukebox listeners are more aware of their own likes and dislikes in music. As a result, operators have to be more aware of trends and know how to cope with them."

**H. O. CHAPMAN, Kings Distributing Co., Los Angeles**—"Teen-agers do not stuff jukeboxes, so operators must program adult and young adult music in addition to rock 'n' roll."



BILL CANNON



HENRY LEYSER



EARL KIES

# L. A. Facing Tax Fight Defeat

By BRUCE WEBER

LOS ANGELES — Amusement and vending machine operators here are now resigned to paying higher taxes to the city after a six-month fight to ease an amusement tax hike apparently has failed.

The Los Angeles city council's Revenue and Taxation Committee recommended the city hike the gross receipts business tax. It also urged an additional 5-cent tax on each package of cigars, 3 cents per pack over an earlier proposal.

Often, a recommendation by the Revenue and Taxation Committee means ultimate approval by the city council. Both coin machine and vending operators already are gearing their operations to fit the tax hike proposal.

The price hike on cigars and a proposed 4-cent tax on other tobacco products, such as cigars and pipe tobacco, may force vending operators in the city to boost the price of cigars in machines from 35 to 40 cents.

### Gross Receipts

The tax proposal would impose a levy on total gross receipts from each machine at each location. Prior to this the city was taxing coin machine operators only on gross receipts shown on the operators' books, not the entire amount.

A spokesman for the California Music Merchants Association said the fairest solution would be to tax the operator on his share of the gross business receipts and to tax the location owner on his share.

Operators, however, are resigned to losing their fight to curb the taxes, but they do plan

to make a final appeal to the city council. The CMMA spokesman said, "It's hopeless, but we have to make a last-ditch attempt to head off the gross receipts tax."

Mayor Samuel W. Yorty indicated support for the hike and made it clear he would back the measure when it comes before the full city council. Yorty's endorsement of the cigar and business tax puts pressure on the coin and vend industry.

Tobacco industry executives joined coin and vending operators in warning the city council of an "economic pinch" faced by the coin machine industry. John D. Kelly, executive director of the California Association of Candy and Tobacco Vending

Distributors, said a cigaret and tobacco products tax would result in "bootlegging and smuggling" of cigars from other cities.

Meanwhile, coin and vend operators will have to re-evaluate their profits margin and re-examine their business structure. Gross receipts do not necessarily reflect profits in today's marginal business operations, an operator said.



**WANTED: Wms. 4 Baggers, 1957 Baseballs, Wurlitzer 2150, United Bowl-A-Rama, late model Add-A-Balls, Band Wagon & Fun Cruisers.**

SPECIALS OF THE WEEK		MUSIC BOXES	
<b>VENDING</b>			
6 Apco Dual Compressor Ice Makers	..... \$450.00	Melody Lane	..... \$195
2 Vendo Milk Merchants	..... 495.00	Miss Annabelle	..... 125
3 Vendo Ice Cream Merchants	..... 495.00	North Star	..... 310
National 111, slant front Cigt.	..... 150.00	Oklahoma	..... 250
<b>ARCADE</b>			
Midway Mystery Score	..... \$295.00	Queen of Diamonds	..... 125
Seeburg DS-160	..... \$625.00	Seven Seas	..... 195
<b>PIN GAMES</b>			
<b>GOTTIEB</b>			
Big Top AB	..... \$325	Shipmates	..... 325
Bonanza	..... 325	Sky Line	..... 345
Egg Head	..... 195	Square Head AB	..... 225
Fashion Show	..... 275	Swing Along	..... 345
Flipper AB	..... 125	Texas	..... 175
Flipper Clown AB	..... 225	<b>WILLIAMS</b>	
Flipper Cowboy AB	..... 250	Big Deal	..... \$325
Flipper Fair AB	..... 195	Friendship 7, AB	..... 150
Flipper Parade AB	..... 175	Jolly Joker, AB	..... 135
Flipper Circus	..... 225	Kismet	..... 195
Gauche	..... 295	Music Man	..... 210
Hi Diver	..... 125	Ski Club AB	..... 325
Ice Revue	..... 395	Soccer	..... 225
Kewpie Doll	..... 135	Space Ship	..... 175
Lancer	..... 245	<b>ARCAD E EQUIPMENT</b>	
Lightning Ball	..... 125	Auto Photo #9	..... \$695
Majorette AB	..... 295	Capital Auto Test	..... 475
Masquerade	..... 595	C. C. Pro Basketball	..... 295
		Dale Desert Hunter	..... 295
		Keensy 2 Gun Fun	..... 195
		Mid. Raceway	..... 275
		Auto. Sit Down Drivemobile	..... 250
		Waiting Question & Answer Scale	..... 125
		Wms. Mini-Golf	..... 295
		Muto. Lord's Prayer	..... 150
		Rifle Gallery	..... 345
		Genco Pony Express	..... 295
		<b>KIDDIE RIDES—</b>	
		<b>SUMMER SPECIALS</b>	
		Rock-Ola 1493	..... \$445
		Rock-Ola 1495	..... 425
		Seeburg LPC-1	..... 825
		Seeburg AY-160	..... 575
		Seeburg AY-100	..... 525
		Seeburg 222	..... 445
		Seeburg 222 Hideaway	..... 345
		Seeburg 201	..... 350
		Wurlitzer 2100	..... 195
		Wurlitzer 2400	..... 395
		Southland X-17	..... \$695
		Bally Champion Horse	..... 375
		metal base	..... 495
		Tusko Elephant	..... 495
		All Tech Hiway	..... 450
		Patrol	..... 450
		Bally Western Express	..... 350
		All Tech Satellite	..... 395
		All Tech Whirlybird	..... 395
		Sandy Horse	..... 325
		Jr. Jet Rocket	..... 125

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**Rock-Ola Manufacturing Corporation • 800 North Kedzie Avenue, Chicago, Illinois 60651**



GP/IMPERIAL MODEL 433  
160 Selections  
Stereo-Monaural Phonograph

# ROCK-OLA

*GP/Imperial*





MODEL 433

## WMMA Meet At the Dells

LAKE DELTON, Wis.—A meeting of the Wisconsin Music Merchants Association augmented by members of the Milwaukee Music Operators Association and the Illinois Coin Machine Operators Association was held here over the past weekend (19).

Held at the Dell View Motel over by C. S. Pierce, president of the WMMA. Special guests were Music Operators of America board chairman Lou Casola of Rockford, Ill., and MOA executive vice-president Fred Granger.

The Milwaukee delegation was headed by Sam Hastings, long-time president of the MMOA.

## Epic Releases More LP's As Operator Demand Grows

NEW YORK—Revival of the Little LP market has led to the release of eight more jukebox albums by Epic.

"Little LP sales to operators are of growing importance to us," reported general manager Leonard Levy.

This latest in a series of Little LP releases by the company includes:

Bobby Vinton, "Country Boy" (5-26188).

Bobby Vinton, "Bobby Vinton's Greatest Hits" (5-26098).

Bobby Hackett/Ronnie David, "The Swingin'est Gals in Town—Sweet Charity—Mame" (5-15107).

Buddy Greco, "Buddy Greco's Greatest Hits" (5-26043).

The Village Stompers, "A Taste of Honey" (5-26180).

The Dave Clark Five, "The Dave Clark Five's Greatest Hits" (5-26185).

Nancy Ames, "As Time Goes By" (5-26197).

Jane Morgan, "Jane Morgan in Gold" (5-26190).

Epic product for jukeboxes is specially selected on the basis of proved patterns of play preference.

Little LP product is now being released regularly by, in addition to Epic, Capitol, Liberty, Monument, Soma and Seeburg.

Demand for and supply of Little LP's increased considerably since the topic of programming jukebox albums was hotly debated at last year's Music Operators of America convention in Chicago.

According to Epic director of merchandising, Saul Rabinowitz, "In our meetings with operators we have been told that Little LP's are making more money than ever before."

## Empire Holds Showings Over Vast Region

CHICAGO — Empire Distributing, Inc., which bowed the new Rock-Ola GP/Imperial phonograph at a home-base invitational showing here June 3, followed up with showings during recent days at branch offices in Detroit, Menominee and Grand Rapids, Mich., and Milwaukee.

On June 5, Menominee branch manager Bob Rondeau with Chicago executives Joe Robbins, Jack Burns and Dave St. Pierre played host to operators in the Michigan city. Also on hand was Rock-Ola field service representative William Findlay.

The GP/Imperial was featured in Grand Rapids on June 7, branch manager Dick Flaherty hosting, with co-hosts Gilbert Kitt and Jack Burns from Chicago. Also present was Michigan sales representative for Empire, Harold LaRoux.

Kitt, LaRoux, Burns and Findlay joined Detroit branch manager Jim Frye in the Motor City on June 10 for still another showing of the new machine, held at Mencotti's Restaurant.

And the top Chicago executives, Robbins and Kitt, with Rock-Ola's Findlay, joined Sam and Jack Hastings of Hastings Distributing Co., Milwaukee, to host Wisconsin operators at the Milwaukee Inn on June 15.

According to Robbins, more than 100 persons were present at each of the showings.



ANN MINCHEW, employee in the programming department of Tac Amusement Co., New Orleans, poses in the firm's record library of thousands of titles. Records are color-coded as to type of music.

# MUCH!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



GIL KITT  
Empire Distributing, Inc.  
Chicago, Illinois

# ZOW!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



JOE ASH  
Active Amusement  
Machines Co.  
Philadelphia, Pennsylvania

# STARTLING!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



MICHAEL J. STANLEY  
M. J. Stanley Company  
Bellvue, Washington

# ZOUNDS!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



AMOS HEILICHER  
Heilicher Bros., Inc.  
Minneapolis, Minn.

# Bully!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



DAVID STERN  
Seacoast Distributors  
1200 North Ave.  
Elizabeth, New Jersey 07201

# LAVISH!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



ABE SUSMAN  
State Music Distributors, Inc.  
Dallas, Texas

# SPIFFY!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



A. LU PTACEK, JR.  
Bird Music Distributors, Inc.  
Manhattan, Kansas

# WOW!

We're the Greatest

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



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AND JOE GRECO**  
Greco Bros. Amusement Co., Inc.  
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Branch Office:  
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Jules Olshein, Mgr.

# SPARKLING!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



# POW!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**PETER J. GERITZ**  
Mountain Distributors  
Denver, Colorado

# COLOSSAL!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**ROBERT 'BOB' NIMS**  
A.M.A. Distributors, Inc.  
New Orleans, Louisiana

## Do Record Firms Care

• Continued from page 60

certainly the proper programming of our machines rates as a prime service.

"Having a diversified roster of accounts, we are naturally interested in every record released, not just those presented to us by the one-stop. In very many instances the taste of our customers bears an international flavor. By receiving releases from your fine company, we would no doubt use more of your labels and, in turn, give you exposure on a level that would result in more sales for home consumption." (Signed.)

Of course, Lagarde recognizes a flood of new releases—and he's even getting Beatle-like material from Scandinavia (can be a liability if it's not screened by experts). He has the staff to cope with the challenge. Two full-time record programmers, Hap Giarrusso and Henry Holenthal, are backed by eight roulemen teams each consisting of two men.

Programming is in flower in New Orleans.

## Programming New Profession

• Continued from page 60

do care. Myth exploded. More product available.

### Fallacy

And another myth may be on the way out. The "our insignificance" belief. This problem has been articulated by Cannon this way: "There has long been a fallacy in the operator's mind that record company officials considered him a very small factor. This is an ugly rumor that is not true. The Music Operators of America Committee has discovered the opposite in its dealings with record companies.

"Record men recognize that jukeboxes are a big part of the singles market and the singles market is foundational to the album market. The pop music business, after all, is based on singles, and if a record company can get a single on each of the nation's 500,000 jukeboxes—that's half of a million seller!"

Operators have put record companies to the test of late and have received unprecedented co-operation. An interesting example of this co-operation, the experience of Lawrence Lagarde, of New Orleans, is related in an adjoining story. Would you believe 300 replies from record companies?

## G/P Imperial at S. Dakota Meet

WATERTOWN, S. D.—The new Rock-Ola G/P Imperial, 160-selection phonograph was unveiled to area operators by H. & Z. Vending Sales at the quarterly meeting of the South Dakota Music and Vending Association here last week.

Some 50 operators and families from throughout the State were on hand for the meeting.

Representing H. & Z. Vending at the association meeting here was Ed Zorinsky.

H. & Z. Vending Sales, of Omaha, Neb., is an associate member of the South Dakota association and with other suppliers regular exhibits at the group's meeting.

## NEW EQUIPMENT



Rock-Ola Mfg.—GP/Imperial

Rock-Ola Manufacturing Corp., Chicago, has introduced this new 160-selection phonograph designated model 433, the GP/Imperial. Dominant cabinet change achieved by rakish aluminum trim; new grill treatment. Has the "revolving record magazine"; "mech-o-matic" intermix (for 7" LP's, 33 1/3, 45 rpm, stereo, monaural records); all-mechanical selector mechanism; all-transistorized amplifier; model 1765 "common" receiver system; automatic volume compensator with squelch system that assures uniform volume during record lead-in until AVC assumes loudness control and two 12-inch Woofers and two 5" x 8" oval Tweeters with a "crossover" network to provide all "high" and "low" without diluting at any level. Also has new inclined selector panel. (See additional details in story, this issue.)

# ZOWIE!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**WALTER WALDMAN**  
S. L. Stiebel Company  
Louisville, Kentucky

# FANTASTIC!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**H. B. BRINCK**  
H. B. Brinck  
Butte, Montana

when answering ads . . .

Say You Saw It in the Billboard

JUNE 25, 1966, BILLBOARD

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## THE LAW SAYS . . .

# D. C. Doesn't Dislike Jukebox Operators

By S. JOHN INSALATA

The District of Columbia collects a pretty good-sized amusement machines license on kiddie rides but exempts jukeboxes, and the courts approve. Here's the story.



INSALATA

In the case of "Abdew V. the District of Columbia" decided in 1954 by the Municipal Court of Appeals for the District of Columbia, a coin-operated ride for small children was held to be a "mechanical amusement machine" within the meaning of a District law imposing an annual license on such devices.

The kiddie ride machine in question was a coin-operated mechanical horse placed in the waiting room of the defendant's photographic studio. The District of Columbia imposed an annual license fee of \$12 for the first three "mechanical amusement machines" owned or operated and \$12 for each additional three machines or fraction thereof. This meant that if you owned one amusement machine you paid \$12 per year and if you owned four you paid \$24 per year.

The law defined a "mechanical amusement machine" as "any machine, device or appliance, except a music machine, offered for use by the public as a game . . . which may be operated or caused to operate by the insertion of a coin."

### Favored Treatment

The defendant was found guilty of operating the coin-operated horse ride without a license and she appealed. The Municipal Court of Appeals per associate judge Hood affirmed the conviction, finding that the license was an authorized tax rather than a regulatory license, that the ride was a "mechanical amusement device," that basing the tax on the number of machines was valid, and that the fact that music machines were exempt from the tax did not render the law unreasonable or arbitrary. Favored treatment for music machines was found not to be invalid.

In upholding the conclusion that the ride was a kind of amusement machine, the court strongly stressed the fact that small children used the device.

In finding it "reasonable" to exempt music machines from the tax, the court said, "Appellant also claims that the regulation is discriminatory because it exempts music machines and sets a standard license fee for all mechanical amusement machines regardless of type or size. The commissioners have the right to make reasonable classifications and we see nothing arbitrary or capricious either in the exemption of music machines or the grouping of all other mechanical amusement machines in one class."

The court also rejected the argument that the tax couldn't apply to the kiddie ride because the law enacting the license tax was passed in 1948, but the kiddie ride in question didn't come into existence until 1951. They answered this by saying, "Whether or not the commissioners had this type of machine in mind, the language of the regulation is broad enough to include it."

This short opinion touches upon several key points which could effect the future of taxes on both amusement and music devices.

*S. John Insalata, a regular contributor to the Coin Machine Department of Billboard, is a former member of the staff of the National Automatic Merchandising Association. He holds a degree in law and a master's degree in industrial relations from Loyola University, Chicago, and is a member of the Illinois, Federal and United States Supreme Court bars.*

*Should you or your company's attorney desire full particulars and legal citations on the case dealt with here, write S. John Insalata, Billboard Magazine, 188 West Randolph Street, Chicago, Ill. 60601.*

## South Dakotans Strike Resort Operation Lode

WATERTOWN, S. D. — Members of the Music and Vending Association of South Dakota meeting here over the past weekend (12-13) reported great profitability in operating old amusement machines at resort sites this season.

One operator reported "fabulous collections" from games at such places as trailer camps, camp grounds, motels, etc. He said that South Dakota operators have begun emptying their warehouses of old machines now that the \$10 excise tax per location has been repealed.

Less optimistic notes were struck at the meeting here, however, on the topics of background music and jukebox operation.

Most of the members reported that they have lost one or two locations to direct sales by representatives of the 3M Co., moving their own unit.

Operators also reported that jukebox collections have sagged of late.

"To hold our background  
JUNE 25, 1966, BILLBOARD

music locations we'll have to sell our service—and keep selling," declared John Trucano, Black Hills Novelty Co., Deadwood.

Attendance at the meeting was approximately 50 persons. The event was climaxed by a banquet. Presiding was Darlow Maxwell, Pierre, serving his second term as president.

The organization accepted the Vendo Co. of Minneapolis as an associated member during the convention. Vendo representative on hand was George Watson.

Other supplier firms represented were H. Vending Sales, Omaha; Dart Record One-Stop, Minneapolis; Acme One-Stop, Minneapolis; Brown Bros., Minneapolis; Lieberman Music Co., Minneapolis, with its Viking Vending Division, and Patter-son International, Cincinnati.

The association's next meeting will be held in September in Sioux Falls. At that meeting it will be decided if the organization will eliminate one of its four meetings during the year.

## NEW EQUIPMENT



United Blazer, Six-Player Shuffle

Introduced under the United brand name by Williams Electronic Manufacturing Corp., Chicago, a six-player shuffle alley called Blazer. The new unit offers five ways to score: 1—dual flash, 2—flash, 3—regulation, 4—bonus lane and 5—diamonds. The diamonds scoring feature works like this: A strike scores 800, a spare scores 500, left and right diamonds score 100 each and the front diamond scores 300 (plus the count) on a blow or miss. The game is in the new style, with heavy-duty pin hangers. Backbox adjustment for easy or normal strike. Double-nickel or dime play is standard. 8½ feet long, 2½ feet wide; shipping weight, 470 pounds.



D. Gottlieb & Co.—Mayfair Two-Player

D. Gottlieb & Co., Chicago, introduces a new two-player flipper game called Mayfair, with motif that flashes back to the era of G. B. Shaw. Play features include a swinging-target "double bonus," which scores up to 200 points; nine rollovers that advance red and yellow bonuses; two "auto-shooters" which propel the ball at swinging target; four rollovers that turn "pop" bumpers on and off. Unit's backglass, say company officials, is "brilliantly illuminated." Game is adjustable for three or five-ball play.

**Schmelke**

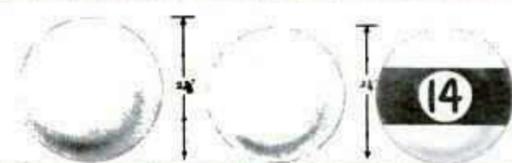
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Shakopee, Minnesota

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**Billboard**



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**Valley** manufacturing & sales company

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## Globe N. E. Rep. For Rock-Ola



ANTHONY GRAZIO, president, Globe Automatic Vending Machine Co., Inc., new Rock-Ola distributor.

QUINCY, Mass. — Effective June 1, Globe Automatic Vending Machine Co., Inc., became distributor of Rock-Ola Manufacturing Corp. products for the State, replacing Music & Vending Corp. of Boston.

The firm will handle the Rock-Ola music and vending lines.

President of Globe Automatic is Anthony Grazio and general manager is David Shuman.

The firm is located at 378 Granite Street here.

## Westchester Ops Name Pavesi

PORT CHESTER, N. Y.— Carl Pavesi, White Plains operator, has been elected president of the Westchester Operators Guild for the 17th consecutive year. He is the only president the organization has ever had.

Other officers elected were Lou Tartaglia, vice-president and treasurer, and Seymour Pollak, secretary. Named to the board were Herbert Chacon, Ed Goldberg, Al Kress and Fred Yolen.

### ALL MACHINES READY FOR LOCATION

Bally Deluxe Jumbo Shuffle	\$ 65.00
CC Champion Rifle Range	295.00
CC 4 Game Shuffle	95.00
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CC 6 Game Shuffle	125.00
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AMI I 120	195.00
AMI M	595.00
Rock-Ola 1458	185.00
Seeburg 222	355.00
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**STUPENDOUS!**

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**JOHN WALLACE**  
Wallace & Wallace Music, Inc.  
Oak Hill, West Virginia

**ALLEY OOP!**

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**ELI ROSS**  
Eli Ross Distributors, Inc.  
Miami, Florida

**SENSATIONAL!**

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**PHIL WEINBERG**  
A's Vending, Inc.  
San Antonio, Texas

**WHAT ZING!**

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**J. D. LAZAR**  
B. D. Lazar Company  
Pittsburgh, Pennsylvania

## 2 Big Pushes Ahead in MOA Drive: Bess

CHICAGO—Jack Bess of Richmond, Va., chairman of the Music Operators of America's national membership drive, said here last week that he believed two big surges lie ahead in the organization's drive for 250 members by the time of this year's convention, Oct. 28-30.

"We'll have a post-vacation surge in August and September and another during the convention," said Bess who was in town for the international convention of the Loyal Order of Moose. Bess is Past Grand North Moose, Legion of the Moose, and now heads the board of governors of Moose Haven, a home for the aged in Orange Park, Fla.

"The MOA membership drive has netted 135 new affiliates to date," Bess said, "and we will get a minimum of 250. We'd like to make it 500 new members, and I believe that we should."

Bess announced that Harry Snodgrass is the new co-chairman for the membership drive in District Eight.

A membership enlistment booth will be set up at the convention here, Bess said, and each person who joins MOA during the show will be photographed with one of the celebrities on hand and the photo will be sent to the new member's hometown newspapers.

Winning district co-chairman in the membership drive will receive an award at the annual MOA membership meeting during the convention, Bess announced.



**JACK BESS:** 135 new members to date.

### Ohio Association Issues Warning

AKRON, Ohio—The Summit County Music Operators Association has issued a warning against what it termed "hit and run" operations in the region.

The association said that out-of-State promoters have been working restaurants, cafes and service stations, selling vending equipment directly, with payments by note. The notes are sold to a finance company and then the promoters pull out without any plan for servicing the machines.

Cleveland and Canton have also been hit by the same type of promotions, association spokesmen said. The Akron Better Business Bureau has been investigating.



INDIANA PUBLIC HEALTH officials hear Dr. Samuel Hopper, chairman of the Department of Public Health, Indiana University and vending machine evaluation program consultant to the National Automatic Merchandising Association, explain how the Indiana University Foundation tests and approves vending machines. The officials gathered recently at a seminar on vending sanitation held at Indianapolis.

### ARA Acquires Diamond State Vending

PHILADELPHIA—Donald E. Hackman, former manager of the Diamond State Vending Corp., has announced the acquisition of his company by Automatic Retailers of America, Inc. Hackman's firm, and the former Automatic Food Services, Inc., of Wilmington, Del., will be combined as ARA Service of Delaware. Hackman will be manager of the new division and Gerald Lawler, former president of Automatic Food Services, Inc., will handle sales and client relations.

ARA Service of Delaware will serve clients in the Wilmington area and in all of Delaware from the former Diamond State headquarters at 2911 Oglethorpe Road, Newark, Del. The building houses the division's offices, commissary, warehouse and shop.

### Colorful New Wico Vending Catalog

CHICAGO—The new 1966 Wico Corp. catalog of vending machine parts and supplies has just been issued. It is the second in a series of catalogs for the vending field and, according to V. G. Squeo

*(Continued on page 73)*

**FABULOUS!**

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**RUBIN A. FRANCO**  
Franco Distributing Co., Inc.  
Montgomery, Alabama

**DAZZLERS!**

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**JOSEPH H. SHAW**  
Ace-Hi Distributors  
Lackawanna, New York

# United, Inc.'s New V.-P. Townsend

**EDITOR'S NOTE:** Young men are no longer turning their back on the coin machine business. They're entering at every level and taking hold. Here is the first in a series of articles on *The Comers*.

**MILWAUKEE** — The new vice-president at United, Inc., exemplifies what many believe is the industry's boon: Bright, young management.

Russ Townsend is clearly one of the comers you hear much about in the coin machine industry today. Description typical: Well under 30, well-educated, polished, aggressive,

teachable. And he has a beautiful wife.

United, Inc., president, Harry Jacobs Jr., issued only a brief, prosaic announcement of the promotion: "Mr. Russell Townsend, who joined United, Inc. 1907 North 3 Street, Milwaukee, eight months ago, has been advanced to general manager and appointed vice-president of the firm." There's little there to indicate how really high Harry Jacobs is on this young man. Nice understatement.

Townsend was asked recently what eight months have shown to be the big problem in the business today.

"Operators are too generous with locations, and the time has come to cease talking about breaking old commission habits and start trying for front money and a more equitable split. Thousands of discussions at trade association meetings and no action."

**Pride**

Townsend was also asked what in his view is the most encouraging trend in the business today.

"Growing pride. Increasing professionalism. Influx of young men. These are tied together. Operators once content to get by in shabby quarters are moving into new buildings. And this new blood thing is really happening. I was at a service school in Chicago recently and saw young fellows in the majority."

What can the industry offer the June grad, Townsend was asked.

"Opportunity to exercise specialized skills in many fields. Some examples. Sales offer a challenging and a good, interesting living. The acute shortage of mechanics means the right man can write his own ticket in the business. We're attracting graduate engineers. As companies grow, we see the hiring of programming specialists, promotion and publicity men, location specialists. Not to mention office managers, accountants, etc."

And Townsend was asked about the role of the trade magazine in the changing business.

"I'd like to see the trade papers take us on visits to the truly successful operations around the country. Most of us can't get around to see what is happening, but if operators will volunteer more information to the publications, many success stories would come to light."

## Rock-Ola's Orders Up 30%

• *Continued from page 60*

exclusive Rock-Ola "revolving record magazine," and what the company calls its "Mech-O-Matic" record intermix. This device automatically intermixes Little LP's, and singles of all speeds, plays stereo or monaural. There are no micro-switches or electronic aids. The unit features the new "AccuTrac" tone arm and magnetic cartridge with diamond stylus.

**Inclined**

The unit's selector mechanism is all-mechanical. A new inclined selector panel is described by company officials as "easy to read."

The walnut-finished cabinet measures 52½ inches high, 24½ inches deep and 40 inches wide. Weight is 325 pounds.

The unit is equipped with a single-entry and a four-coin (nickel-dime-quarter-half) acceptor. The half-dollar feature is standard, as is a credit accumulator.

Amplification is transistorized, with dual barretters for transistor protection. The machine has the model 1765 "common" receiver system, which operates with all Rock-Ola phonographs and some other current model jukeboxes.

The model 1989 automatic money counter is included. It is sealed and tamper-proof.

Also available from Rock-Ola for use with the new GP/Imperial is the Phonette Wallbox, model 500. It features two built-in speakers, a compact stereo speaker-selector unit, simple selector panel and personal volume controls. Also available as model 501 with 100 selections.

**MARVELOUS!**

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**HARRY HOFFMAN**  
General Vending Sales  
Corp.  
Baltimore, Maryland

**MOMENTOUS!**

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**E. M. HUDSON**  
Vending Machine Exchange  
Bristol, Virginia

**GREAT SCOTT!**

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**HARRY SANDERS**  
Sanders Distributing Company  
Nashville, Tennessee

**GADZOOKS!**

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



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# Fling Steps Down in Mo.; Masters Elected President

By EARL PAIGE

MACON, Mo. — John Fling has stepped down as president of the Missouri Coin Machine Council, which he almost single-handedly founded 19 years ago.

Its president all these years, Fling requested that he not be nominated when the association met here last week to hold its annual election.

Elected as the new president was John Masters, widely known owner of Missouri Valley Amusement, Lee's Summit.

Citing failing eyesight and health as his reasons for wishing to retire from the chairmanship of the group, Fling highly endorsed Masters. "I have known John Masters for over 30 years," Fling said, "and I know he will carry on in the way I would if I were able."

Fling was made president emeritus by acclamation and will continue to attend meetings and function as the organization's spiritual influence.

Other officers elected at the meeting were vice-president, Gerald Vinson, Vinson Amusement and Vending, Chillicothe;



JOHN MASTERS, president-elect of the Missouri Coin Machine Council, with his wife Kitty.

secretary, Art Hunoldt, Automatic Music, Trenton; treasurer, Bill Welch, Automatic Music, Trenton.

Fling, in the wholesale tobacco business prior to entering operating in the early 40's in To-

peka, Kan., moved to Brookfield, Mo., in 1947 where he first conceived a State-wide organization of operators.

For the past several years Fling has been in retirement, living with his wife in Kansas City but remaining constantly alert and active as the association president.

The Missouri organization has remained strong in the northern section of the State and now enjoys nearly 100 per cent membership in the section of Missouri above Inter-State 70 which divides the State in half.

But like its sister organization in neighboring Illinois it has had little success in attracting operators from southern Missouri. "We're considering some meetings in the southern half of the State," Masters said, as an indication of the projected growth the organization envisions.

"What we would like," Masters said, "is to co-ordinate our out-State organization with the associations in Kansas City and St. Louis and maybe have one general meeting a year. But," he continued, "representatives from the Kansas City and St. Louis organizations could meet regularly with the out-State association."

The next meeting of the association will be Aug. 2 at the Ramada Inn in Moberly, Mo.



JACK BARABASH, Rock-Ola factory engineer, talks technical subjects with servicemen from Rock-Ola distributors during showing of the company's new GP/Imperial phonograph at the Royal Orleans Hotel, New Orleans.

## Programming The Answer, Says Marshall

• Continued from page 60

the industry to the outsider group, "Today's operator has to be more alert. Ten years ago

it was only necessary to put in a Frank Sinatra record, forget it, and collect. Today he has to stay with it. He must pick up his Billboard and be alert to the right records. There isn't a star system any more. What's hot today is cold tomorrow, and the operator has to second guess his locations."

And he added, "The operator no longer puts in 50 records and says I'll be back in three weeks. The smart operator finds that good programming brings in more money and there isn't a location in the nation where intelligent programming won't bring in more returns."

Distributors, Caras said, have been emphasizing this and "are tired of telling operators about it."

He drew a parallel between the operation of jukeboxes and amusement parks. Parks geared for utter dependence on the teenage market met disaster, he said, for it was found that though the kids have the money to spend they are most difficult to satisfy. "Many jukebox locations catering to the same market," he observed, "are characterized by confusion. There are exorbitant demands and fluctuating level of income."

Today, the distributor executive suggested, the jukebox operator has the greatest opportunity ever. "Confident operators are taking advantage of the new leisure and increased affluence. There are more people putting money in phonographs today and the advent of folk music has brought greater audiences. The taste of the American public is to desire more types of music, and music listeners are multiplying at a great rate."

## ROSEN TO TOSS VARIETY DAY

PHILADELPHIA — A gala premiere "Variety Day at Willow Grove Park" will be staged by David Rosen here Monday, June 27.

Local television and radio personalities will join with stage and recording stars for personal appearances at the amusement park throughout the entire day and evening. The \$1 admission charge for children and adults alike, including a strip of tickets for use on the park's amusement and thrill rides, will be turned over entirely by the Hankin Bros., owners and managers of the park, to the Variety Club for its Heart Fund serving crippled and handicapped children in need. Full industry participation has been assured Rosen by Joseph Silverman, executive secretary of the Amusement Machines Association of Philadelphia, who is also a member of Variety Club.

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## VENDING NEWS DIGEST

• Continued from page 70

of the Wico sales department "it is the most comprehensive listing of parts, supplies and components in the vast automatic merchandising industry."

The catalog number is V-77 and it is available from The Wico Corp., 2913 N. Pulaski Road, Chicago, Ill. 60641.

### Kuekes Named State Council Director



KUEKES

CHICAGO—National Automatic Merchandising Association executive director Tom Hungerford has announced that Elmer Kuekes has been appointed director of State councils for the organization.

The NAMA has not yet announced officially to the industry the resignation of Kuekes' predecessor, S. John Insalata, however. (See Billboard, March 26.)

Kuekes, who will co-ordinate activities of 18 State groups, has served as a member of NAMA's safety standards and education committee and was a board member in 1962. He has been general manager of Payne Products Co., Ann Arbor, Mich, since 1955.

## Sarkisian Talks About Soccer Game

NEW YORK—Mondial Commercial Corp. official Richard Sarkisian recently outlined for this magazine his company's experience since the early 1950's in importing coin-operated European Football (or soccer) games.

Mondial, as most readers know, is large importer-exporter of coin-operated equipment.

Said Sarkisian, "The recent interest in the sale of European Football games was foreshadowed in 1953 by the pioneering efforts of Suren D. Fesjian of Mondial. In that year, Fesjian introduced to the American market Soccer and Basketball games of a purely mechanical design. At that time, the machine was not adaptable to conditions of operation in the United States and the market was not ready for it. As a result, sales were slow."

### Picked Up

According to Sarkisian, sales during the past two years, "have picked up considerably with the advent of a brand-new Italian Football game." He said the new game, produced for and sold exclusively in the U. S. by Mondial, "is of purely mechanical construction, which means that service calls are extremely rare."

An important new feature of the Mondial-imported Football Game, Sarkisian said, "is the way in which the playfield soccer 'men' and soccer balls are completely enclosed by an unbreakable glass cover. The major complaint about previous soccer games was the one concerning the theft of balls, and the cover puts an end to all such complaints. There is no longer a need for external score-keeping devices, for the balls that have been put through either goal are separated and are visible through a small, clear segment of the glass playfield."

He said laminated plastic on all sides makes the game easy to clean. The units weigh about 180 pounds.

## New York Bill

• Continued from page 60

varied, and free play machines have been picked up.

None of this applies to New York City, where pinball machines are illegal.

The licensing requirement provides that no operator or stockholder with more than 10 per cent interest in an operation, with a felony conviction in the last five years, be granted a license.

The applicant must furnish to the Secretary of State evidence of good moral character.

All applications must be accompanied with \$600 to cover two years of operation. This provision would have the effect of discouraging location ownership of games.

Also names of officers and full financial details of the operation must be made known to the Secretary of State. Penalties for failure to observe the requirements of the bill may be punished by revocation of license and fines of not more than \$500.

If signed into law, the bill becomes effective April 1, 1967.

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MUSIC MAKER



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Los Angeles, California

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ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**JOE GRILLO**  
Flower City Distributors, Inc.  
Rochester, New York

# SUPER!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**VIC CONTE**  
Victor Conte Music Company  
Utica, New York

# CRACKAJACKS!

ROCK-OLA GP/IMPERIAL MODEL 433  
MUSIC MAKER



**JOE McCORMICK**  
Musical Sales, Inc.  
St. Louis, Missouri

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## COINMEN IN THE NEWS

### DETROIT

Leo Angott, veteran jukebox operator, who was away with family for the weekend, returned to find burglars had entered his home and robbed him of about \$32,000 in receipts which was concealed around the house. . . . **Abraham Bellow**, who developed the Vendo Cigarette Co., and his family escaped serious injury when a gas explosion in an adjoining home caused serious damage in their Oak Park area.

**HAL REVES**

### KANSAS CITY, MO.

Jack Sulley, at Sutherland Distributing Co. here, explains that the branch has embarked on a very comprehensive phonograph service program with Seeburg field engineer **Leo Halper** conducting sessions on location at the various operators' shops.

Halper operates out of a station wagon equipped as a mobile service school instruction shop, has held sessions at Boulevard Music, Kansas City, Kan., for **Charles Eagan** and all the fellows there, another at Red Howe's Howe Amusement Co. on Truman Road here, one at Charles Bengimino's B & G Amusement here on Gil-

liam Road and at **John Masters'** Missouri Valley Amusement Co. out in Lee's Summit, Mo.

"We're actually working with only five to 10 fellows a night," Sulley explained in outlining the concentrated service seminars. "We'll have them in St. Joseph, Joplin and in Kansas at Fort Scott and Topeka in the next week or so."

Word from Topeka, by the way, wasn't cheerful in the wake of the disastrous tornado of recent date. **Chuck Merilit** at Jayhawk Vending reported his whole shop being swept away. **Dave Garrettson** of Dave's Vending had eight locations affected by the twister, and **Norbert Reddig** of Ideal Music reported one location blown away.

Seeburg's **Ed Claffey** and **Ed Blankenbeckler** were in recently for a session on phonographs and speakers. Special program on promoting sound in locations was held at the Old World Restaurant here.

Sutherland had a booth at the Missouri Tobacco Association convention in Springfield early in the month, with **Bill Litzinger** from the Joplin branch helping organize the display. Affair was at the Lamplighter Motel.

Other branch incidentals in-



NEW YORK CITY MEETING of Rock-Ola distributors was highlighted by unveiling of new GP/Imperial, 160-selection phonograph. Among well-known trade figures pictured here at Rock-Ola luncheon are Music Operators of America president and Oak Hill, W. Va., distributor **John Wallace**; **Walt Waldman**, S. L. Stiebel Co., Louisville; **Albert Simon**, Albert Simon, Inc., New York; **Jerry Harris**, General Vending Sales Corp., Baltimore; **Larry F. LeSturgeon**, LeSturgeon Distributing Co., Charlotte, N. C.; **Tom Greco**, Greco Bros. Amusement Co., Inc., Glasco, N. Y.; **Art Janicek**, Rock-Ola Export manager; **Ed Zorinsky**, H & Z Vending Sales, Omaha; **Jack Barabash**, Rock-Ola Engineering chief; **William Findley**, Rock-Ola field service representative; **Joe Ash**, Active Amusement Machines Co., Philadelphia; **Les Rieck**, director of phonograph sales for Rock-Ola; **David Stern**, Seacoast Distributors, Elizabeth N. J.; **Aaron Sternfield**, Denis Hyland and **Herb Wood** of Billboard. (You'll probably pick out others.)

clude the happy note that **Jerry King** and his wife have a new boy. Jerry works in the vending department at Sutherland. Also, **Clare Price** infoing that he is going on vacation very soon.

Quite a list of operators stopping by for parts and supplies lately. Just a few include **Ed Wolet**, Sweet Springs, Mo.; **Merle Nevies**, Bonner Springs, Kan.; **Bob Reed**, St. Joseph, Mo.; **Tony Bruell**, Atchinson, Kan.; **John Emmick**, Lawrence, Kan.; **Bill Welch**, Trenton, Mo., and **Fred Layher**, Nevada, Mo.

**Dave Elliot** is a busy man lately with a trip down through Cape Girardeau, Poplar Bluff, West Plains and into Springfield for a grand tour of the Missouri Ozarks and then out Wichita, Kan., way.

**Jerry Becker** took off from the busy routine over at W. B. Music for a vacation earlier this month. Jerry relating another successful service school in the series the Rowe-AC branch has been hosting. This one with **Billy Keel** in to conduct the session.

**Paul Heusch** of Rowe-AC also was in at the branch recently.

**John Balk** at Midwest Distributing Co. says his long-time friend and well-known area operator **Brent Tradue** passed away recently. Tradue was one of the oldest operators in the Kansas City area, the boss at the Wurlitzer branch explained. He was 65 and is survived by his widow.

**John's sons, Dennis, 13, and Murray, 14,** were at Camp Nash, Bonner Springs, Kan., earlier in the month and Murray is scheduled to take a canoe trip up Canada way later on in the summer.

**Mr. and Mrs. Lou Ptacek, Floyd Evers and Floyd Tawney** made the recent trip to New Orleans for the Rock-Ola distributors convention. Bird Distributing was also represented at the Kan-

sas Tobacco Association convention in Wichita, according to **Floyd**, who said Lou was down there along with **Harlan Wingrave** of Emporia and **Gus Prell** of Murrayville.

A goodly number of operators in at Bird Distributing lately, including **Mr. and Mrs. Al Phinney**, Salina, Kan.; **Richard Bishop**, Scott City, Kan.; **Harold Brownfield**, Versailles, Mo.; **Billy Ingram**, Hayes, Kan.; **Charlie Sharp**, Newton, Kan.; **Roy Valentine**, Eureka, Kan., and **Ed Novak**, Kansas City, Kan. **EARL PRICE**

### PHILADELPHIA

A surprise visitor to the offices of Macke Variety Vending Co. here was **Wayne Hardin**, new coach of the Philadelphia Bulldogs, Continental League football team. And he surprised **Angelo Musi**, executive vice-president of the vending machine company, who was a former athletic star at Temple University and with the Philadelphia Warriors. In showing him around the plant, Musi was surprised at Hardin's vast knowledge of vending machine operations—until he admitted that his family was engaged in the vending machine business on the West Coast.

G & S Amusement, Inc., was organized here for the operation of vending, music and amusement machines, as well as all coin-operated games and recordings. Application for the firm's charter of incorporation was handled by the local law firm of Greitzer & Locks. . . . Ever mindful of its public image in its public service activities, Automatic Retailers of America (ARA) provided a Purchase Prize of \$50 for a print at the 35th Annual Clothesline Art Exhibit in center-city's Rittenhouse Square this week.

**MAURIE H. ORODENKER**



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GREEN BAY, WIS., OPERATOR **MEL MELCORE** (center) recently moved into this new Willow Street headquarters. The new building offers 3,500 square feet of display floor, shop and office space. He poses in front of the new structure with **Jack Burns** (left) and **Joe Robbins** (right) of Empire Distributing, Inc., Chicago.



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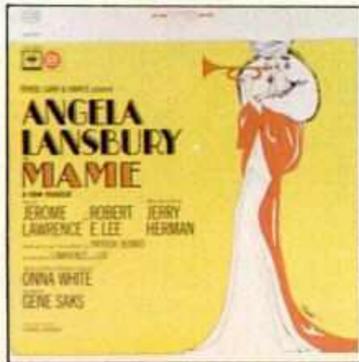
# ALBUM REVIEWS



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a top LP's chart. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

Angela Lansbury. Columbia KOL 6600 (M); KOS 3000 (S)

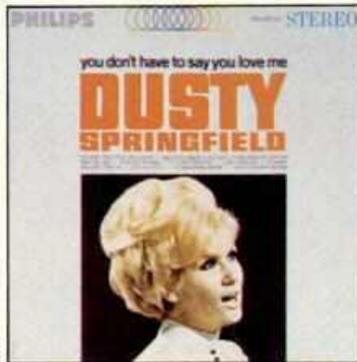
Jerry Herman has come up with a winning score for this current Broadway hit and all of the show's cast get behind him to make it an exciting cast album. Angela Lansbury is superb singing the title role, and she gets top assists from Beatrice Arthur, Frankie Michaels and Jane Connell.



## POP SPOTLIGHT

**YOU DON'T HAVE TO SAY YOU LOVE ME**  
Dusty Springfield. Philips PHM 200-210 (M); PHS 600-210 (S)

Chalk up another album winner for the dramatic and emotional performer, insured by the enclosure of her current singles giant, "You Don't Have to Say You Love Me." The material runs the gamut from the beautiful and moody "Who Can I Turn To?" to a pulsating rendition of "La Bamba." A standout is "If It Don't Work Out."

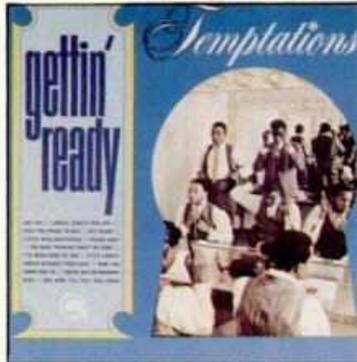


## POP SPOTLIGHT

**GETTIN' READY**

Temptations. Gordy GLP 918 (M); SLP 918 (S)

The perennial favorites include their hit, "Get Ready," in this rokin' soul album produced by "Smokey" Robinson. Exciting dance beat performances and easy-go blues ballads combined for a top LP chart item.

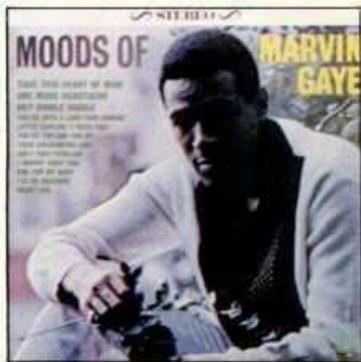


## POP SPOTLIGHT

**BACKSTAGE**

Gene Pitney. Musicor MM 2095 (M); MS 3095 (S)

Gene Pitney is one of those rare (in these days) "good music" performers who appeal to teens as well as adults. In this album, he has exciting presentations of "Angelique," "Pretty Flamingo" and "Conquistador," as well as his hit, "Backstage," to create a strong sales drive.



## POP SPOTLIGHT

**MOODS OF MARVIN GAYE**

Tamla TLP 266 (M); SLP 266 (S)

With the spotlight on a few of the recent Gaye singles hits, this blockbuster package should strike with sales impact. The material is varied from beat to ballads and the Gaye performances are exceptional throughout.



## POP SPOTLIGHT

**HEY JOE**

Leaves. Mira LP 3005 (M)

Impressive album debut for the swinging West Coast group. The five boys have a well-blended sound (in contrast to the current fad of singing unintelligible lyrics), and display solid instrumental ability. Their chart single, "Hey Joe," is featured. Watch for this rapidly rising group to establish itself on the pop music field.



## POP SPOTLIGHT

**THIS OLD HEART OF MINE**

Isley Brothers. Tamla TLP 269 (M); SLP 269 (S)

The talented trio features its singles hits, "This Old Heart of Mine" and "Take Some Time Out for Love" in this well-performed package sure to appeal to the teen and r&b markets. Exciting "Detroit" sound throughout.



## POP SPOTLIGHT

**WAY OUT WEST**

Mae West. Tower T 5028 (M); ST 5028 (S)

The unique style of Miss West fits the rhythm and soul of today's pop hits like hand in glove. Cleverly organized package could easily prove a giant collector's item. Backed by a young rock group, she gives a powerful performance on Roy Head's "Treat Him Right," Percy Sledge's bluesy "When a Man Loves a Woman" and the Isleys' rocker, "Twist and Shout."



## POP SPOTLIGHT

**SIGN OF THE TIMES**

King Richard's Fluegel Knights. MTA MTA 1001 (M)

This debut album features a fresh, jazz-flavored approach to current pop hits and should rapidly find a high place on the LP chart. Creative arrangements are built around "Milord" and "La Mer" as an added plus in the well-planned program, ideal for programming and dancing.

## COUNTRY SPOTLIGHT

**I'M A PEOPLE**

George Jones. Musicor MM 2099 (M); MS 3099 (S)

"I'm a People" is the current hit in a long series of hits by George Jones. It was written by Dallas Frazier. The LP also contains three other Frazier tunes which, as interpreted by Jones, is a sure formula for success. Other great performances here include "Once a Day" and "I Don't Love You Anymore." Fine production effort by "Pappy" Daily.



## COUNTRY SPOTLIGHT

**THE COUNTRY TOUCH**

Warner Mack. Decca DL 4766 (M); DL 74766 (S)

With his current hit, "Talkin' to the Wall," to lead the way, this album will be Warner Mack's biggest sales package to date. Other great tunes presented in an infectiously winning style include another Mack hit, "Sittin' on a Rock" and "Thanks a Lot."



## COUNTRY SPOTLIGHT

**LET'S GO COUNTRY**

Wilburn Brothers. Decca DL 4764 (M); DL 74764 (S)

Certainly one of the finest duets in any field—as well as country music—the Wilburn Brothers create beautiful harmony on their hit, "Someone Before Me." "Won't Stand in Your Way" and "I'm Not Gonna Dress Up." This LP will receive heavy exposure on country music radio stations, pushing it to a giant sales item.

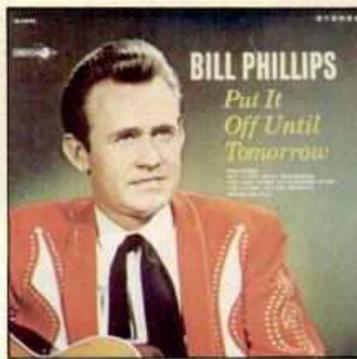


## COUNTRY SPOTLIGHT

**PUT IT OFF UNTIL TOMORROW**

Bill Phillips. Decca DL 4792 (M); DL 74792 (S)

Bill Phillips handles a country tune like it was a personal concern rather than just a song; he's got country soul. His hit, "Put It Off Until Tomorrow," will stimulate a sales drive for this LP. Phillips also gives outstanding performances on "Stop Me," "The Last Word in Lonesome Is Me" and "Count Me Out."



## COUNTRY SPOTLIGHT

**DON'T TOUCH ME**

Wilma Burgess. Decca DL 4788 (M); DL 74788 (S)

Wilma Burgess has two very important factors working in her favor on this LP—two hit records. "Don't Touch Me" and "Baby." Other winning tunes include "Someone Before Me" and "I Love You Drops." Well-performed LP should be a country chart topper.



## CLASSICAL SPOTLIGHT

**MAHLER: SYMPHONY NO. 6 / BERG: LE VIN**

Boston Symphony Orch. (Leinsdorf) Victor LM 7044 (M); LSC 7044 (S)

Mahler No. 6 receives a forceful and interpretation which makes it a prize. Berg's tragic concept is prevalent throughout. "Le Vin" is an expressive



## CLASSICAL SPOTLIGHT

**MARCH SLAV**

Philadelphia Orch. (Ormandy). Columbia ML 6275 (M); MS 6875 (S)

Featuring a rousing and buoyant "March Slav," this disk represents works by five of Russia's most talented composers: Balakirev, Borodin, Glinka, Tchaikovsky and Rimsky-Korsakov. The last-named's "Russian Easter Overture" is Ormandy and the orchestra at their best. A delightful record, full of vitality and richly decorated colors.

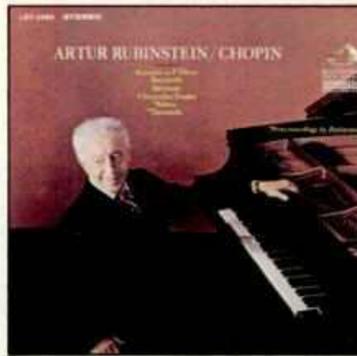


## CLASSICAL SPOTLIGHT

**SCHUBERT: THE TROUT AND OTHER SONGS**

Dietrich Fischer-Dieskau/Gerald Moore. Angel 36341 (M); S 36341 (S)

Dietrich Fischer-Dieskau is uniquely qualified to record the gentle and moving lieder of Franz Schubert. Fischer-Dieskau's talent as a lieder singer has seldom been put to better use. And Gerald Moore's piano accompaniment is imaginative and effective.



## CLASSICAL SPOTLIGHT

**CHOPIN**

Artur Rubinstein. RCA Victor LM 2889 (M); LSC 2889 (S)

Rubinstein's distinctive touch makes these six Chopin pieces a joy to listen to. Two of the selections, "Bolero" and "Tarentella," are first recordings, and they are additional triumphs for the pianist. All in all, a record of high quality.



## SACRED SPOTLIGHT

**HALLELUJAH ROAD**

Melba Montgomery. Musicor MM 2097 (M); MS 3097 (S)

Like all great country artists, Melba knows how to deliver a sacred song. Here the thrush does a round dozen, including "A Better Life is Waiting," "King of Kings," "Hallelujah Road" etc. Strong merchandise for the country market.