

Merv at MGM



Merv Griffin (left), national TV personality, affixes his name to an MGM Records contract as Mort L. Nasatir, President, looks on. Merv's first album for the label, "A Tinkling Piano in the Next Apartment," is being released this week. Griffin was so busy taping his TV shows that the contract signing ceremonies had to take place between shooting sequences at New York's Little Theatre.

UA's 'Giant' LP

United Artists Records will release the original motion picture soundtrack for "Cast A Giant Shadow," starring Kirk Douglas, in late March. Music is by Elmer Bernstein and was recorded in Europe and Israel.



200 W. 57th St., New York, N. Y. 10019
Area Code 212 CI 7-6250

Publisher
BOB AUSTIN

Editor-in-Chief
SID PARNES

Doug McClelland	<i>Editor</i>
Dave Finkle	<i>Associate Editor</i>
Kal Rudman	<i>R&B Editor</i>
Mort Hillman	<i>Advertising Manager, Eastern Division</i>
Ted Williams	<i>Research</i>
Brenda Ballard	<i>Circulation</i>

West Coast
Jack Devaney
West Coast Manager
1610 No. Argyle
Hollywood, Calif.
Phone: (213) 465-6179

Nashville
John Sturdivant
Nashville Report
814 16th Ave. So.
Nashville, Tenn. 37203
Phone: (615) 255-5794

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RECORD WORLD—January 29, 1966

Chess/Checker/Cadet Writes \$1 Million at 1st Convention

SAN JUAN, PUERTO RICO—Chess/Checker/Cadet Records held its first full-scale convention at the Americana Hotel Jan. 13-16, with spectacularly successful results. Label reports \$1,000,000 in business for the meet, where it hosted a turnout of about a hundred.

There was a strongly emotional flavor to the event, because many of the people there were with Chess at its beginning, when the producing corporation was struggling, before the big clicks of Ramsey Lewis, Jean DuShon, Billy Stewart, Fontella Bass, etc.

The meeting officially started Friday, Jan. 14, at 9 a.m. with breakfast, although the group had actually arrived throughout Thursday. Leonard Chess welcomed the distributors at 10 a.m., thanking the body for the banner year (since the origin of the company), 1965. Leonard Chess introduced his brother, Phil Chess, who also welcomed the group and gave his thanks for the biggest year to date. Phil Chess introduced Max Cooperstein, who, in turn,

San Juan Scene On Jan. 13-16

outlined the "Profits in the Sun" Program.

Established Trust Relationship

Label's Dick LaPalm spoke about staying loose in a changing society plus the importance of experimentation, "even if that experimentation involves a modification of the company's image."

LaPalm added, "... one of the most important things the Brothers Chess did was to establish a relationship of complete trust with the distributor and the distributor returned that trust. That same relationship exists today throughout the entire company . . . we will walk down new avenues . . . we will broaden our scope . . . and certainly we will supplement the image of this company and still remain Chess."

LaPalm introduced Marshall Chess and Paul Gayten who made brief remarks followed by individual distributor meet-

ings. At this time, the distributors placed orders for the new releases from the catalogue.

Label surpassed its goal at the meeting which was a million dollars in LPs — headlined by "Hang on Ramsey." Luncheon followed the individual meetings and the distributors then went on to sun, swim and see the sights.

A fashion show was held at poolside for the ladies while the men were in the meeting.

Singles Policy Revision

There was also an announcement made regarding the revision of the singles return privilege policy which gained a round of applause from the group, latter claiming they would be well off if all manufacturers followed suit. That is, a 10% return privilege on single purchases with a 30¢ credit given on all records returned over and above the authorized amount each quarter, which would keep the distributors with no dead
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Glover Returns To Roulette VP

NEW YORK — Morris Levy, President of Roulette Records, announces the return to his staff, after an absence of two years, of Henry Glover, veteran A&R man, songwriter, arranger and music publisher, who will take over duties at Roulette in the capacity of VP in charge of Artists & Repertoire.

In his former association with the record firm, Glover, together with Levy, produced many hit records and purchased such master hits as "You Talk Too Much" by Joe Jones and "Barbara Ann" by the Regents. At Roulette he produced "Peppermint Twist," "Shout" and "What Kind of Love Is This" by Joey Dee and the Starlighters, "Heart and Soul" and "For Sentimental Reasons" by the Cleftones, "Easier Said Than Done" and "Walking Miracle," by the Essex, among others.

Additionally he produced the Dinah Washington album series and combined with Morris Levy for production of the "Golden Goodie" series.

As in the past, the company will welcome submission of catalog items from music publishers as well as new material.

Singles N. Y. to L. A.

Lathouwer Named Capitol Singles Sales Manager

HOLLYWOOD — William B. Tallant, Jr., VP, National Sales Manager, Capitol Records Distributing Corp., has announced the appointment of Maury Lathouwer as CRDC's new Single Record Sales Manager.

Last week Tallant unveiled a C&W expansion program with the appointment of Wade Pepper, CRDC's Single Record Sales Manager to the newly-created post of Country Western Sales Manager, with headquarters in Nashville.

Tallant also revealed that to facilitate the sales and marketing efforts for singles, the new Single Records Sales Manager would headquarter in Los Angeles, CRDC's home city, instead of New York, effective Feb. 1.

Lathouwer, who moves to Los Angeles after an eight-year affiliation with CRDC's Chicago Branch, will be responsible for all single-record sales activities with the exception of C&W singles product, which Pepper will handle along

with C&W LPs.

Lathouwer joined Capitol in 1957 as a salesman in the Chicago office. Four years later he was promoted to District Promotion Man, a post he held until his present promotion.

Responsible for Many Hits

Tallant said that Lathouwer "has not only been an outstanding promotion man for Capitol; he has also been personally responsible from the start — both in airplay and sales — of many of Capitol's hit records these past few years.

"We feel his creative abilities and his knowledge of the pop music field will be a tremendous asset in our sales and marketing efforts. Mr. Lathouwer will also maintain a close working relationship with the Capitol Records, Inc., A&R department and merchandising department in order to plan more completely for upcoming single-record product."