

Billboard

The International Music-Record Newsweekly

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

Arbitrate All Copyright Snags: Music Men to MOA

By RAY BRACK

CHICAGO — Seven major music industry organizations have jointly submitted a jukebox music licensing proposal to the Judiciary Committees of the House and Senate to counter a royalty offer made late last year by the Music Operators of America, representative organization of the nation's music machine industry.

The music industry proposal, forwarded to the committees in the form of a memorandum several weeks ago, has as its main point a new suggestion that all issues of licensing rates for copyrighted music played on jukeboxes be submitted to compulsory arbitration. In the case of the American Society of Composers, Authors & Publishers (ASCAP), the arbitration would be handled by Federal District Court, New York. Issues between individual jukebox operators and the other music licensing organizations—Broad-

cast Music, Inc., and SESAC, Inc. included — would, should terms of the new proposal find their way into the new Copyright Law, be submitted to the American Arbitration Association.

"It is recognized, of course," said a spokesman for the music licensing industry, "that in most cases bargaining would precede compulsory arbitration, and in most cases the problem would be resolved at that level."

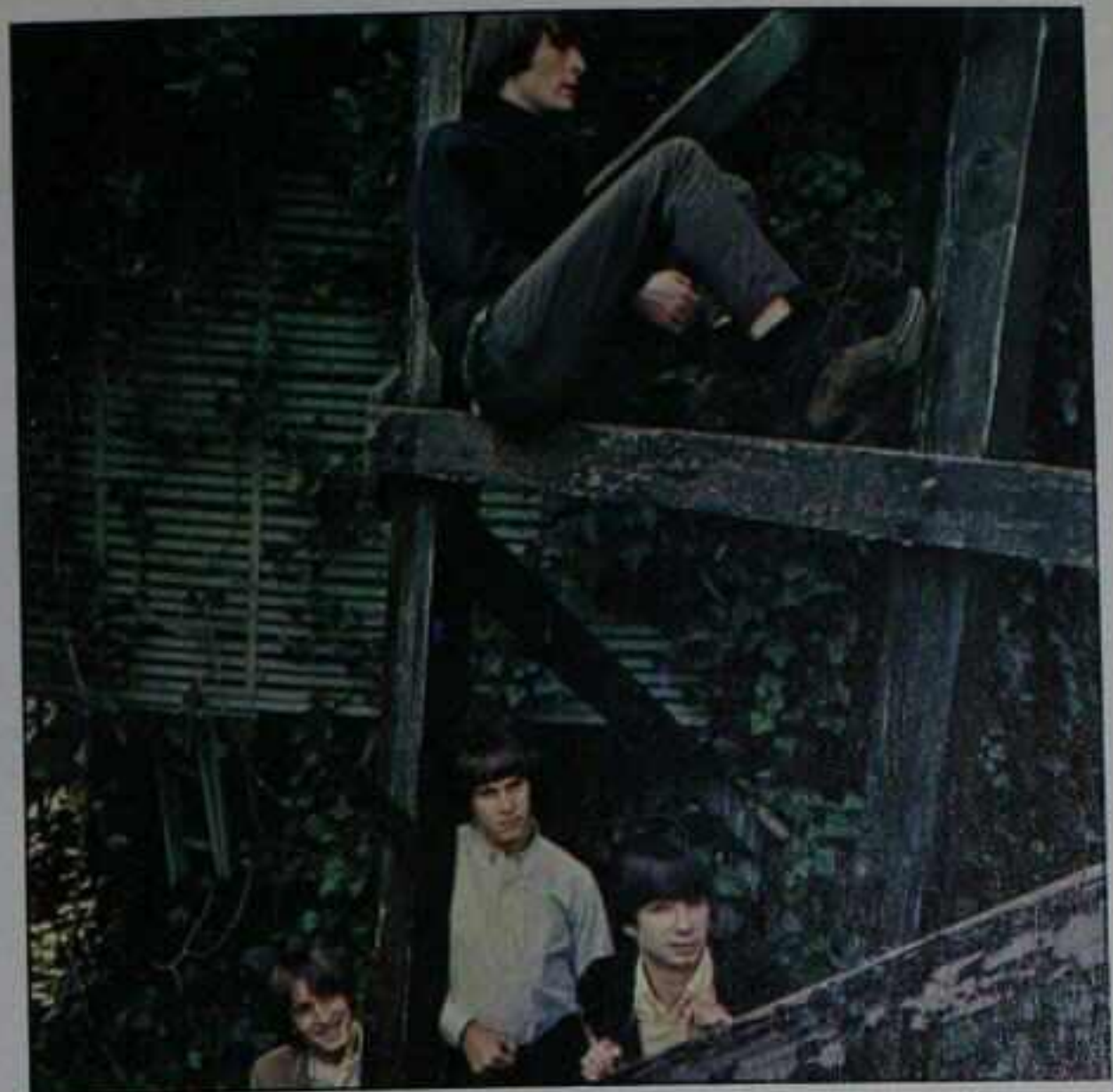
The music industry proposal was drawn up and submitted by the following organizations: American Guild of Authors & Composers, ASCAP, BMI, Music Publishers Association of the United States, National Music Publishers Association; SESAC, Inc., and Composers & Lyricists Guild of America.

MOA Proposal

The MOA proposal, which the music industry memo is calculated to counter, was submitted to the House and Senate Ju-

diary Committees as substitute language for a section of the Revised Copyright Law—the first revision in half a century—that would repeal the exemption from payment of performance fees which jukebox operators have enjoyed since the automatic

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THE LEAVES are happening. This well-known West Coast group has finally happened with a fast-breaking national hit single, "HEY JOE" (Mira #222). Their new album is being released this week and in-person appearances have been set coast-to-coast. Keep your eye on the Leaves. (Advertisement)

U. K. Teen Leanings Bring Lean Class Artist Pickings, Says Newell

By MIKE GROSS

NEW YORK — The British music and record industries are now looking for ways to bring back the "class" performer. For

the past several years, the accent has been on youth and although it's paid off in top disk sales and the emergence of many important new singing groups on their home grounds in England and subsequently into the U. S. market, it's been at the expense of the so-called adult-oriented artist and good music.

According to Norman Newell, who doubles as an a&r producer for EMI in England and a lyric writer, who made a quickie visit to New York and Hollywood last week, the U. S. recording industry offers more opportunities for writers like himself to get their songs recorded because of the large num-

ber of "class" album artists who are recording here.

He cites as an example the song "More," the theme from the movie "Mondo Cane," for which he wrote the English lyrics to the Riz Ortolani-Nino Oliviero original. E. B. Marks Music, the song's publishers in the U. S., has already lined up 207 recordings on more than 50 different labels, and BMI acknowledges it as one of their all-time money-makers. Despite the heavy disk coverage of the song here, Newell points out that "More" doesn't mean much in England because of the paucity of top album artists who could record it.

(Continued on page 14)

LP Clearance Wheels Turn

NEW YORK — Clearances from record manufacturers on sides for the projected premium album being assembled by the National Association of Radio Announcers are being obtained rapidly. Dell Shields, NARA executive vice-president, and Clarence Avant, NARA executive, revealed that co-operation on masters has already been extended by Jerry Wexler, Atlantic Records executive vice-president; Larry Newton, ABC-Paramount president; Mort Nasatir, MGM Records president; Florence Greenberg, head of Scepter-Wand and Hy Weiss of Old Town.

Avant and Shields, working with the attorney Walter Hofer, are also hopeful of clearing a Beatles sides with Brian Epstein, manager of the Beatles.

Already set for the premium album — which is designed to raise operational funds for NARA — are sides by Bobby Darin, Ray Charles, the Impressions, the Righteous Brothers, the Animals, Jimmy Smith, Arthur Prysock, Percy Sledge, Connie Francis, Ray Charles and Sonny and Cher.

Motown Expansion in High With B'way, TV, Movies

By ELIOT TIEGEL

HOLLYWOOD — Broadway, TV and movies are on the expansion horizon for Motown Records, which is spreading its corporate wings and waving money and talent as it enters into these areas. The seven-year-old Detroit-based label intends to develop into all aspects of recording. The move follows shortly after Motown's expansion of its publishing operation, Jobete, and its entry into the Columbia Club.

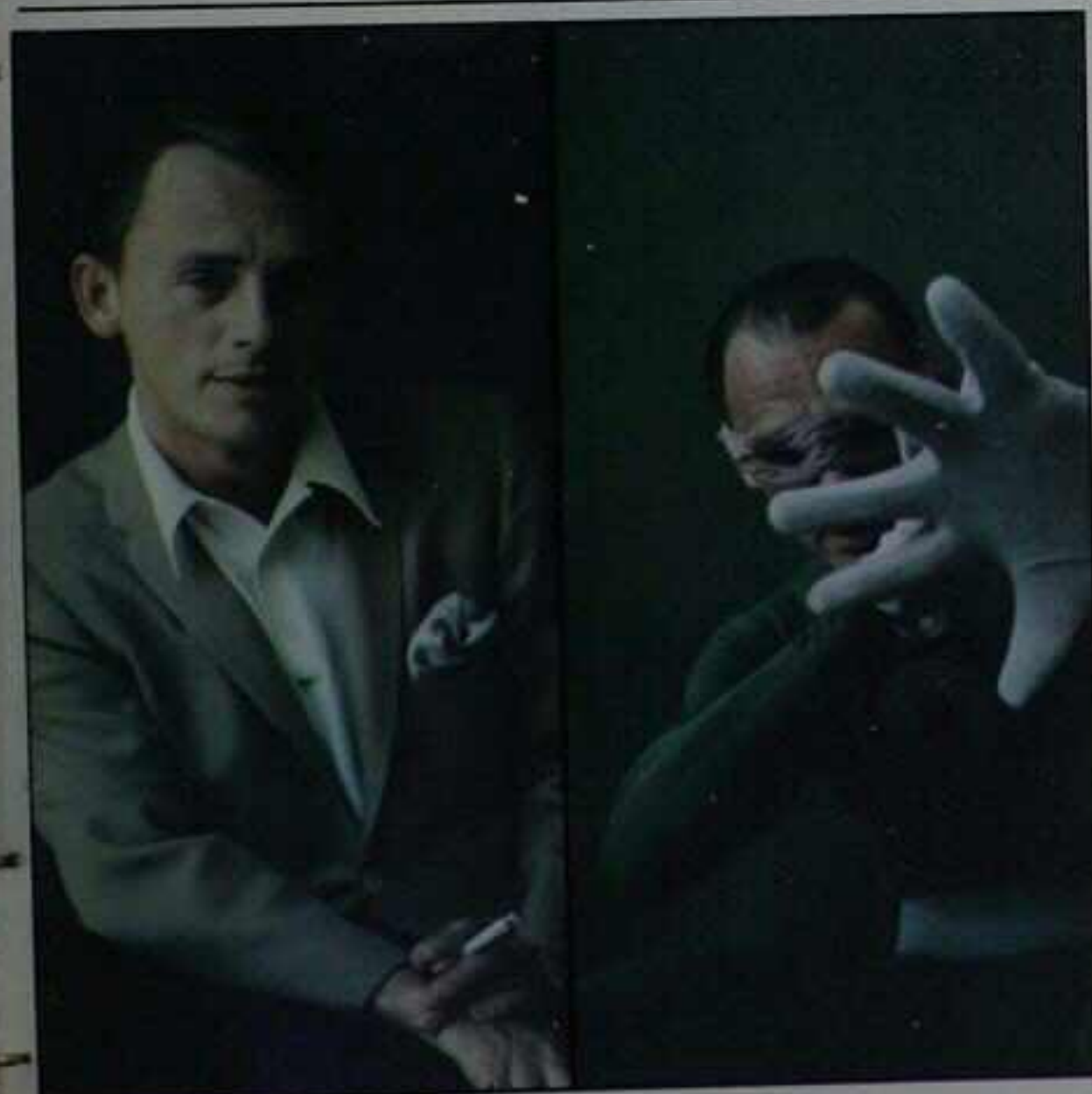
First step in the grand plan is the hiring of Shelly Berger, formerly in personal management, to manage Motown's West Coast office which is being

groomed as an all-encompassing operation. Berger, 27, will be involved in securing motion picture roles for Tamla-Motown artists, securing movie title songs, and planning artist appearances on TV, explained Mickey Stevenson, Motown's vice-president for special projects, who was here with his assistant, Jeffrey Bowen, last week to launch the company's entry into the film and Broadway arenas.

Motown is desirous of becoming a leading Broadway angel, Stevenson said. He and Bowen met with several top composers living in California about backing any of their new works.

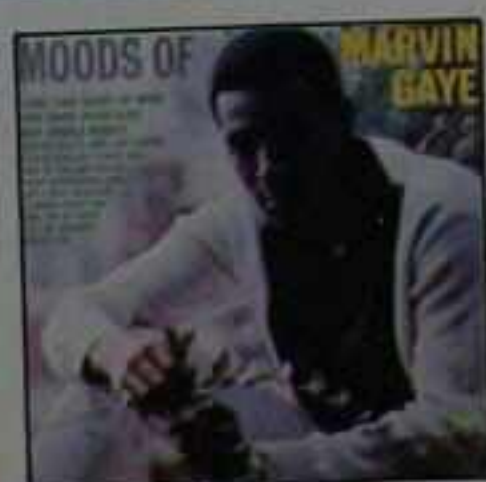
(Continued on page 10)

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The Sound of Young America



T-266 S-266



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R&R, Raids, Rights Scene at Dancehall

SAN FRANCISCO — Rock and roll dances have turned into a hot political football involving one auditorium, Mayor John Shelley, the San Francisco police and youths under 18. The Fillmore Auditorium, on the fringe of a depressed area,

has been running rock 'n' roll dances since last January without any problems. Last month, however, two policemen, Ray Koenig and Frank McCoy arrested several patrons at the location for allegedly being in violation of a city ruling stating that youngsters under 18 may not enter a dance hall unless accompanied by a parent or other adult.

San Francisco Chronicle critic Ralph Gleason happened to be at the Auditorium the night the hall was "raided" and has led a campaign to right the wrongs he feels have occurred to the youngsters and to promoter Bill Graham, arrested for allegedly allowing kids under 18 into the dance.

Graham, Gleason explains, has been sponsoring dances at the Fillmore hiring local and Los Angeles-based rock groups, using the dance permit granted to the hall's owner Charles Sullivan. An appeal by Graham for a permit to conduct dances in his own name was turned down once by the city, but Graham has appealed this decision.

(Continued on page 10)

Mainstream, Movie Men in Track Push

NEW YORK — Mainstream Records is launching a promotion campaign in co-operation with movie companies to support its new soundtrack releases. The drive was kicked off last week with a visit to nearly every Mainstream distributor by President Bob Shad and Chet Woods, national sales director. Another phase of the campaign will push the label's jazz product.

Distributors visited last week included Seaway in Cleveland, Music Merchants in Detroit, Summit in Chicago, Roberts Record in St. Louis, Action Distributors in Denver, Eric-Mainland in San Francisco, and Merit in Los Angeles. Hinged on the theme "Let's go to the movies and all that jazz," the campaign includes a variety of displays including streamers, posters, browser cards and easels dramatizing such soundtracks as "Harper," "Stagecoach," "Gulliver's Travel Beyond the Moon," "The Collector" and

"The Tenth Victim." The promotion campaign will be backed by extensive advertising and a co-operative advertising plan made available to distributors. Distributors are being provided with playdates of the movies in order to arrange private screenings for radio people and the press. The campaign is being implemented by the co-operation of movie promotion men. The label is also releasing two collections of movie themes, one featuring the Bill Brown Singers.

Cultural Exchange, Greif Style

NEW YORK — The record business is about to have its own version of the Peace Corps. In a program designed by George Greif, manager of the New Christy Minstrels, foreign singers will now be added to the Columbia Records groups from time to time.

It's Greif's opinion that this is a way to build a more meaningful cultural exchange. "The past practice of having American singing groups performing for Americans or having all-American groups touring foreign lands is no longer enough," Greif said. "So many foreign elements have been creeping into our music, so many of the barriers between countries have been torn down through the global distribution of records that it only follows that foreign-born performers should now be integrated with American groups." According to Greif, this is cultural exchange in action.

Greif's first step in this direction is the addition of Kiyoko Ito, a native of Japan, to the New Christy Minstrels. Greif discovered Miss Ito during the group's recent tour of Japan, where he auditioned more than 300 Japanese singers. He believes this is the first time a Japanese artist has become a member of an American singing group.

Signed With Firm

In addition to bringing the young Japanese singer to America for indoctrination into the Christy Minstrel cult, Greif has signed her as a solo artist with



GEORGE GREIF, left, New Christy Minstrels' manager, and the group's newest member, Kiyoko Ito, of Tokyo, at Billboard's New York offices with Mike Gross, associate editor.

Nippon-Columbia. Her current efforts now, however, are centered on rehearsals with the group and learning its repertoire. She's expected to make her "live" debut with the group before the end of the month.

After Miss Ito becomes adjusted to the Christy Minstrel life, Greif will direct his attention to Italy where he hopes to find an Italian performer he can add to the group. His long-range plans are to make the New Christy Minstrels a truly international group with foreign-born performers working side by side with Americans.

Looking for Poet

Along these international lines, Greif is now trying to find a way to get to the Russian poet Yentushenko, Greif said, "Yentushenko's writing is made of the stuff our young people would dig and it would make great material to add to the Christy Minstrel repertoire."

So now, in addition to scouting foreign countries for their performers, Greif is also looking for their poets.

WB-Reprise at Peak in Sales

LOS ANGELES — Warner-Reprise Records has achieved all-time high sales for three quarters, with grosses exceeding total sales of any previous year in the company's history.

Sales have surpassed last year's record selling season by 35 per cent, according to the company.

In a report issued by the parent film company on May 11, for income covering the first half-year, records, music and other income skyrocketed 42 per cent to \$15,372,000, up from a previous year's high of \$10,835,000.

Platz to N.Y. for TRO Talks

NEW YORK — David Platz, recently named vice-president and director of international operations for The Richmond Organization, is due in New York Sunday (12) for home office meetings. Platz, who has operated TRO's London affiliate, Essex Music, Ltd., with TRO president, Howie Richmond, since its inception 11 years ago, will discuss plans for catalog exploitation in numerous countries in Europe, Asia and Latin America. In addition, he'll update the home office on progress on new theater projects, including the musical, "Nell Gwyn," with a score now being prepared in London by composer Johnny Worth.

Platz has supervised the recent expansion of Essex Music, which now includes an active master-production wing. Among the producers now operating in the Essex fold are Kit Lambert, who is responsible for the song and hit disks by the Who; and Denny Cordell, who produced the disk clicks of the Moody Blues and Georgie Fame. Expanded American exploitation of the works of these producers as well as other new writer-producers moving into the Essex stable, will also be on the agenda. In addition, there will be discussion of new show properties now being negotiated for by Essex Music.

Hot Labels Get Carte Blanche by Disk Clubs on Outside Dealings

By AARON STERNFIELD

NEW YORK — A hot label can virtually write its own ticket with regard to outside activity when it negotiates with a record club. A&M Records, which is a member of the Capitol Record Club, appears to have done just that with the merchandising of Herb Alpert and the Tijuana Brass, plus the Baja Marimba Band, through the Longines Symphonette Society, a direct mail operation.

The Tijuana Brass Band is about the hottest group on albums, and the theory is that exposure through dealers, the Capitol Club and a direct mail operation, will still not saturate the market.

Edward L. Nash, president of the Capitol Club, said that competing direct mail operations are expressly prohibited in contracts it has with other labels. He added that the A&M agreement was signed three years ago, and that arrangements expressly allowed A&M to be a party to other direct mail deals.

Since then, he added, all Capitol Club contracts with participating labels expressly prohibit such deals.

The Longines offer differs from similar mail-order deals. Much of the mail-order material is public domain, European tapes, dormant material.

However, the Longines package features two top-selling record acts—with 50 Herb Alpert and 10 Baja Marimba bands, and such Alpert material as "Whipped Cream."

The five-record boxette goes for \$13.88 in monaural and \$15.68 in stereo. This averages \$2.77 a monaural record and \$3.13 a stereo record.

All the cuts have been re-packaged, and most of the material — "Tangerine," "Limbo Rock," "South of the Border" and "Milord" is early Alpert.

Longines is pushing the boxette hard with full-page, four-color advertisements in consumer magazines. The promotion is tied in with a sweepstakes which awards the winners \$100 a month for life.

The bargaining position of a label with a club is in direct relationship to the strength of the label. Thus A&M can insist on being free for other direct mail operations while other labels must sign an exclusive contract or no contract at all.

While spokesmen for other leading clubs could not be quoted directly, contracts between labels and clubs invariably prohibit other club activity.

However, whether non-club direct mail activity is allowed depends on the strength of the label. But that activity, too, is generally outlawed.

As a matter of practicality, few labels want to get involved with more than one direct mail operation, whether it be on a subscription or non-subscription basis. Market saturation can hurt dealer sales, and, in the long run, hurt the label and the artist. The Tijuana Brass makes the exception rather than the rule.

Capitol itself isn't too concerned about the Longines operation hurting its club, according to Nash. He feels the market for Tijuana Brass product is strong enough to support both merchandising avenues.

3 EXECUTIVES TO BMI BOARD

NEW YORK — Three executives have been elected to the board of Broadcast Music, Inc. They are John H. DeWitt Jr., president of WSM, Nashville; Rex G. Howell, KREX, Grand Junction, Colo., and R. H. Mason, president of WPTF, Raleigh, N. C. They replace retiring directors Leonard Kapner, Robert O. Reynolds and Wald L. Quaal.

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House Group Digging Away At the CATV 'Hot Potato'

By MILDRED HALL

WASHINGTON—As of Billboard's deadline last week, the CATV issue was boiling on all fronts. The House Commerce committee was still trying, in closed hearing, to decide what type of bill is needed as a base for regulation of community antenna systems (CATV). Music copyright owners and licensors ASCAP and BMI have taken a livelier interest in all final decisions on CATV, since recent developments point to inevitable copyright liability for the CATV systems.

Although the House Commerce Committee legislation will concern FCC regulation, and in no way impinge on copyright developments for CATV, the committee will take them into consideration. The committee is aware of the recent New York District Court defeat for CATV, which has up to now had a free ride in use of copyrighted programs. Also, the House Copyrights Subcommittee has revealed its idea for limited liability for CATV in over-all copyright revision. Working base for CATV regulation in the Commerce Committee is a bill to affirm FCC's recent rules to put the lid on any new or expanded CATV service in top 100 markets. CATV's also must carry local stations, and refrain from duplicating programs of locals by an outside station for one day, on CATV channels.

Source of Income

The main copyright problems

with CATV are in the area of feature and syndicated films on TV programs, but music interests see in CATV a legitimate—if not tremendous—source of income for the copyright owner in performance fees. Even if Judge Herland's decision is challenged in higher courts for the customary year or two of litigation, the proposed copyright revision bill will impose some kind of clearance and royalty requirements on the CATV's. Revision bill passage is hoped for within another year or two. Under present law, CATV's have been picking up TV station programs and relaying them to subscribers for monthly payments, without any copyright clearance. Some throw in FM radio on one of their multi-channels as a bonus.

Judge Herland's decision would leave CATV systems wide open to copyright liability as a performance for profit under the present law, but the revision law as proposed by the Copyrights Subcommittee would soften the liability.

The Copyrights' subcommittee's declared aim has been to provide a fair deal for creators—but also to give some consideration to users who distribute widely to the public, and might suffer too much damage under unlimited liability. The result is a leaning to some form of compulsory licensing or an equivalent requirement for "reasonable" fees.

Three Classes

Under its proposals, CATV

will be divided into three classes:

"White" area CATV where the CATV is strictly a local fill-in service would not incur any copyright responsibility at all. This is known to be a sore spot with music licensors. ASCAP counsel Herman Finkelstein has said that even CATV fill-in use in big cities is still a use for profit, entitling the copyright owner to some payment.

CATV's "Black" area, where import of a motion picture, for example, would have a first showing on CATV, the copyright owner's primary market would be endangered. CATV would be fully liable here, and subject to damages for infringement.

Bulk of CATV under the proposed copyright revision would be in a "Gray" area—where the copyrighted material has already been licensed, so no primary market is lost. But the subcommittee believes the copyright owner is entitled to a "reasonable" fee for the retransmission by CATV. Negotiations would be mutual, but if the parties failed to negotiate the reasonable payment, the court could set the fee. As an incentive to negotiation, the court could triple recovery for the copyright owner if the CATV owner refused to pay the reasonable fee—or court could withhold recovery from the copyright owner if he balked. "Gray" area CATV would not

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H-B Steps Up Campaign for Specialized Pop

HOLLYWOOD — Hanna-Barbera Records has intensified its drive for specialized pop merchandise with the purchase of two English rock 'n' roll masters, one r&b disk, a Father's Day special single, and a pop LP covering a hot single on the charts.

The two British singles secured from Pye are "I Take It That We're Through," by the Riot Squad and "Just How Wrong Can You Be," by the Epics. The r&b master, secured from Nashville, is "The Best of Luck to You," by Earl Gaines.

The Father's Day novelty is "Daddy," by Pebbles and Bamm Bamm of the Flintstones' TV series. The LP rush release is "Barefootin'," by TV and the Tribesmen, produced by Huey Meaux. The hit single by the same name is by Robert Parker on Nola Records.

To create a new impression for its cartoon series, the company is releasing two LP's blending live personalities with cartoon characters. One package spotlights Bill Dana as Jose Jimenez with the Flintstones, and the other LP pairs the Three Stooges with Yogi Bear.

Merc. Inks New Act

CHICAGO—In hiring Jerry Ross, Mercury Record Corp. has landed a new single act, the Dreamlovers and Keith.

Active in the record business in Philadelphia for 13 years, Ross, according to Mercury vice-president Charles Fach, was hired because of his handling of the session which produced the commercially successful "Sunny," by Bobby Hebb on the Philips label.

London Accenting Hi, Intl. Items in Pitch

NEW YORK—Following on the heels of its five-and-a-half-month-long album sales plan, London Records is now introducing a special six-week sales program incorporating discounts, dated billing and other merchandising assists on the entire 30-album Hi Records catalog. The plan includes three new albums from the Memphis-based disk firm, whose product is distributed by London.

At the same time, London is launching a similar program on its entire international catalog, which includes 30 LP's from countries in every part of the world.

On the Hi front, such top names as Willie Mitchell, Ace Cannon and the Bill Black Combo are featured in the new release. In addition to the names spotlighted in the new release, the Hi catalog has LP's by Gene Simmons, Bobby Emmons and the Hi Tones.

Although no new London International product has been scheduled at this time, London's national sales and distribution manager, Herb Goldfarb, stressed that a great deal of business awaits only a sustained sales effort. The special six-week summer program is designed to

furnish the impetus for such a drive.

Strong promotional efforts on both the international and the Hi facets of the summer drive have already been set in motion. The three new Hi releases will be distributed to stations, and four-paneled window display pieces showing the three new covers have been set for dealer use.

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16 LP's, Dealer Plan in Decca Country Drive

NEW YORK—Keeping pace with the booming country music market, Decca Records has again designated June as "Country Music Month." The label's country campaign will be sparked by the release of 16 new LP's and an incentive plan that covers its entire album catalog of country music and artists.

The program makes available to qualified dealers, under the terms of the program, new and complete Decca albums of such standard artists as Bill Anderson, Patsy Cline, Jimmy Davis,

Red Foley, Loretta Lynn, Jimmy Martin, Bill Monroe, Jimmy Newman, Webb Pierce, Ernest Tubb, Kitty Wells and the Wilburn Brothers, among others. Details of the program are now available from all Decca branches.

Of the 16 new releases, 10 are by artists who were recently or are currently represented on the best-selling charts, and in every case their new LP release also contains their hit single.

Artists featured in the new LP's are Buddy Starcher, Wilma Burgess, Warner Mack and Bill Phillips, Kitty Wells, the Wilburn Brothers, Jimmy Martin, Johnny Wright, Jimmy Newman and Webb Pierce, Jimmy Davis, Bill Monroe, the Osborne Brothers, Jimmy and Uncle David Macon.

The June program also includes the release of Volume 7 of "All-Time Country and Western — The Original Hit Performances." As in the six previously released sets, all included under the terms of the program, the album contains many of the all-time best-selling country hits performed by those artists responsible for the original hit.

To support the promotion, Decca has prepared a litho book titled "The Great Names in Country and Western Music Are On Decca Records," which lists all the product included under the terms of the program. Also, easel mounted in-store and window displays have been prepared to serve as point-of-sale merchandising aids. These displays are available from all Decca branches.

MATHIS ALBUM IS A WHOPPER

NEW YORK—The Johnny Mathis album, "Johnny's Greatest Hits," which was issued in 1958 by Columbia Records, last week celebrated its 400th consecutive week on the Top LP chart. It's the longest run ever of any individual artist on the chart. While the "My Fair Lady" original cast album had a longer run, the credit could not be attributed to any individual artist. This week the Mathis album was No. 89 on the chart, up eight positions from the previous week. Mathis is also on the chart with "Shadow of Your Smile" on Mercury. The Mercury album jumped from No. 33 last week to No. 27 this week and is still climbing. But it's a relative newcomer to the chart. It's only been on nine weeks.

Introducing a talent that needs no introduction.

Columbia Records welcomes Diahann Carroll to the label and invites you to fall in love with her all over again.

You've probably seen and heard Diahann perform before—on television, on Broadway, in nightclubs. You know that her spectacular beauty is matched only by the tremendous feeling she projects when she sings. But that magnetism has never really been captured on records...until now.

For Diahann's first Columbia single, she has chosen a torch song that tells the heartbreaking story of the end of a love affair. It's called "Don't Answer Me," and Diahann turns you inside out with her throbbing, throaty rendition.

You've heard of love at first sight. Well, this is love at first sound. That's how quickly this gal and her single will get to you. This is only the beginning of Diahann Carroll's career as a

Columbia Records artist.

But already, people who hear her initial effort are asking: "What can she do for an encore?"

DIAHANN CARROLL
'DON'T ANSWER ME' 4-43691

Where the action is.

On COLUMBIA RECORDS®



Las Vegas Stations Pass R'n'R

By DAN DIGILIO

LAS VEGAS — In a city where the lights and laughter make it appear as if every day is Christmas and Fourth of July, the radio stations play a strange role. The tourists find they can't go-go-go enough. The radio stations feel too much go-go and you go wrong.

There are seven radio stations here. None is considered a rock 'n' roll station. Two of the stations, KVEG and KTOO, play western music. KENO, one of the city's leading stations, plays Top 40 records—that's the closest thing to rock 'n' roll you'll find on radio in Las Vegas.

The remainder of the stations, including KORK, considered the top station here, plays middle-of-the-road music. Frank Onstoft, assistant manager at KORK,

says, "We play good music, the kind that doesn't offend anyone. I mean, you might not like one of the songs we play, but it doesn't offend anyone. We instruct our disk jockeys to play this type of music."

Len Hornsby, general manager of KENO, says, "We play the top tunes of the time. If it happens to be several Beatle records we play Beatle records, if it is Frank Sinatra we play Sinatra. We can't be considered a rock 'n' roll station, although our last survey shows we have nearly 97 per cent of the teenage audience."

KLAV, KLUC, and KRAM also play middle-of-the-road records. KRGN leans toward the semi-classical recordings and tunes from the musical stage.

Several jockeys agree that the main reason for the "soft touch"

here is that the town is adult. Meaning, that the majority of tourists in this gambling city are adults. Visitors generally do not bring their children here because most of the entertainment is not geared toward children.

Proof that hard rock 'n' roll songs are not part of the record plans here is the expansion of the FM station at KORK. New FM equipment is presently being installed at KORK, and the station has begun expansion plans in order to handle the new FM equipment.

Sometimes the stations will play a great deal of records of a certain star while the star is appearing at a strip hotel, but none of the stations will admit that they play the records because the star is currently playing here. The stations claim that if the present star here fits into their format they will play his records; if he doesn't, they'll ignore him.

EXECUTIVE TURNTABLE

Don Schmitzerle has joined Warner Bros. Records to work in promotion, merchandising and advertising. He is currently handling promotion for WB through Arc, its Detroit distributor.

George (Bullets) Durgom has joined Ashley Famous Agency as vice-president. He had been in personal management for 26 years and had handled Trini Lopez, Jackie Gleason, Sammy Davis Jr., Merv Griffin and Alan Sugarman.

Cameo-Parkway Records has added three independent promotion men to its staff. They are Beverly Noga on the West Coast, Pete Wright in the Midwest and Otis Pollard in the East.

Bernie Block has been named national sales manager of Blue Note Records, Liberty Records' recently acquired jazz label headquartered in New York. Block will co-ordinate all sales and promotional activities and will work directly with Alfred W. Lion and Francis Wolff, co-managers of this division. Block joined Liberty in 1963 as branch manager in New York.

Theodore Sullivan has been promoted to controller, Columbia Records. In his new capacity, he'll be responsible to Seymour Gartenberg, vice-president, Columbia Records Finance, for developing and implementing policies for all Columbia Records finance activities in accordance with the finance policies of CBS. Sullivan had been

the label's assistant controller since 1965.

Lennie Lewis, former coast manager for E. B. Marks Music, joins the Flamingo Hotel, Las Vegas, as entertainment director. Lewis was previously in personal management.

Alex Hassilev, former Linsliter, has joined Stanyan Music Co. as West Coast professional manager. He will cancel his singing roles to devote full time to the firm owned by Rod McKuen and Glenn Yarborough.

Keith Clark named order service manager for Warner-Reprise at Columbia's Terre Haute, Ind., pressing plant. He replaces Bob Lippert. Clark was previously LP production expeditor for WB at the pressing plant.

Martin Hirsch named Midwestern sales manager for Warner Bros. Records. He was formerly Epic Records Midwest regional sales manager.

Rose Fined 5G

NEW YORK — Band leader Bert Rose was fined \$5,000 and given a suspended sentence last week here by Federal Judge Charles H. Tenny for alleged criminal copyright infringements in printing "fake" books containing 1,000 songs without consent of copyright owners. Rose had been indicted earlier this year on 60 counts.

Nasatir, MGM Mark Hot Yr.

NEW YORK—Mort. L. Nasatir, MGM Records president, celebrated his first year with the company last week in an enviable position. The firm has had, during the past year, five singles certified by the Record

Industry Association of America as million-sellers and four albums certified as \$1 million earners.

In addition, the three-factory owned distributor branches in New York, Chicago and Los Angeles report sales are up 75 per cent during the past 12 months. Nasatir, a marketing expert, has also added to the label's artist roster such names as the Righteous Brothers and Roy Orbison. He has launched three new budget lines during the past year—VSP, Leon the Lion, and Helidor.

Gold disk singles include product by the Righteous Brothers, Lou Christie, Sam the Sham and the Pharaohs, and Herman's Hermits (two). Gold disk albums include three featuring Herman's Hermits and "Getz-Gilberto." The label currently has 15 LP's on the Top LP's Chart, plus five singles on the Hot 100 Chart.

ATV BUYS 50% OF 2 CHAPPELL PUB. DIVISIONS

LONDON — The Associated Television Network the London and Midlands independent television firm has bought a 50 per cent interest in two publishing subsidiaries of Chappell. They are the New World Music, Ltd., a subsidiary of Chappell in England, and Jubilee Music, Inc., a subsidiary of Chappell, Inc., New York. These two acquisitions are a major move in the diversification policy of ATV within the entertainment field. ATV already has a 50 per cent interest in Pye Records and other interests in U. K. theater groups. Board members of the new companies are Louis Dreyfus and M. E. Ricketts from Chappell, and Lew Grade and Robin Gill from ATV.

Four Tops Spin a Hot Act

NEW YORK—The gap between teen-age and adult musical tastes is not as wide as many people imagine, if the opening performance of the Four Tops at Basin Street East Thursday (2) is any yardstick.

Playing before a mature, sophisticated audience here, the Motown group stuck with a Detroit sound format, including such rockers as "Shake Me, Wake Me" and "Baby I Need Your Loving," both hit singles and teen-age favorites.

The old folks lapped it up, joining lead singer Levi Stubbs Jr. in clapalongs and singalongs and attempting to match the enthusiasm of the group.

The Four Tops seems to have

the best of both worlds. They play Playboy clubs and name houses like Harrah's in Lake Tahoe, and they still score with the teen-agers.

Standards were limited to "San Francisco" and "Ipanema," both delivered with an irreverent treatment. "It's Most Unusual" came across in typical driving Motown style, and "If I Had a Hammer" really rocked.

A moody "Michelle" offered a temporary respite from the frenetic activity on stage. And the audience, which appeared as drained as the performers, needed that respite. For the audience wasn't just watching the Four Tops perform; it was performing along with them.

AARON STERNFIELD

Survey Slogan Is Dropped by KLIF

DALLAS—KLIF has dropped the slogan in its Top 40 survey, which Abnak Music Enterprises contends in its \$715,000 lawsuit against the McClendon station is deceptive and misleading. Eliminated from its May 28 listing were the slogans "Big D's Most Popular Songs," "The Most Accurate Popular Music Survey in America."

The pop singles list was headed instead "KLIF's 40-star survey." A reference notation at the bottom of the chart stated:

"KLIF's 40-star survey is based on listener requests, authentic record sales, jukebox spins, national listings, analyses by KLIF professionals and computer forecasts."

Judge D. Brown Walker, of the 162d District County, has delayed hearing testimony on Abnak's motion for a temporary injunction prohibiting from advertising its listing as the nation's most accurate survey until June 15.

(Continued on page 14)

200 IN INITIAL RELEASE

Producer Smith Makes Little Things Go Long Way

FORT WORTH — A record company here—headed by Major Bill Smith—seldom releases more than 200 copies initially of a record. Even a million-seller. The labels owned by Smith include Le Cam and Soft. The giant records that Smith has produced as one of the nation's spectacular indie producers include "Hey, Baby," "Hey, Paula" and "Last Kiss."

"Hey, Baby," which featured Bruce Channel, was recorded in 15 minutes on Sept. 5, 1961, in a small studio here. By February 1962, the tune was No. 1 in the nation.

While stationed in the Air Force at Carswell Air Force Base, Fort Worth, Smith wrote a song that wound up being recorded by Sonny James — "Twenty Feet of Muddy Water." But, instead of the song boosting him into the record business, he ended up selling meat when he got out of the Air Force.

About that time Ray Charles had a hit record titled "Hit the Road, Jack." Smith helped write a reply song. They wanted a girl singer to record it and needed a demo record so she'd know what the song sounded like. Bruce Channel cut the demo; while he was in the studio, he also recorded a song called "Hey, Baby."

"Hey, Baby," broke in Dallas, then in Houston, sometime in November. Smash Records bought the master and made it a million-seller. It happened late because "I was hooked on the other side . . . I've always been hooked on ballads." But after the record became a success across the country, Smith

went "out of business real fast as a meat salesman."

His next giant record came when Amos Milburn Jr., the son of an oldtime blues artist, didn't show up for a recording session. Marvin Montgomery, who worked with Smith, said, "There's a couple of kids outside from Brownwood and they've got a song." Smith told him that he didn't want to hear anybody. . . . "I had four musicians and studio fees to pay for. But Marvin said they'd driven 130 miles to get there. They were a boy and a girl. The boy

(Continued on page 10)

150 TEE OFF IN COL. GOLF FEST

NEW YORK—More than 150 golfers participated in Columbia Records' third annual golf classic last week. It was held at the Knollwood Country Club in Elmsford, N. Y. William P. Gallagher, Columbia's vice-president, was the host.

In addition to Gallagher, those in attendance included a number of Columbia's executives; representatives from music trade publications, radio and TV personnel; Broadway producer George Abbott; golf pro Art Wall; Columbia artists Robert Goulet, Steve Lawrence and Jerry Vale, among others. Each year, one of Columbia's recording artists is selected to serve as tournament chairman. This year the post was filled by Robert Goulet.

Pocket Guitar Books by Cole

CHICAGO — M. M. Cole Publishing Co. has released "Cole's Pocket Guitar Books," a set of eight, priced at 50 cents each, and termed an innovation in the field of music publications. The pocket-size books are available to the dealer in a gold counter display.

Titles are: "Guitar Strum for Fun," "How to Play Guitar," "Solos for Swingers," "Chord Harmony Fun," "Blues With a Beat," "Rockin' Guitar," "Folk Songs" and "Combo Chords."

NEW ALBUMS FOR JUNE ON RCA VICTOR



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IN MY QUIET ROOM HARRY BELAFONTE



Sings ballads, backed by strings. "Try to Remember," "I'm Just a Country Boy," "Quiet Room," "Rain Drops." LPM/LSP-3571*

THE BUNCH



Written and Directed by Julian Berry. Broadway and TV personalities in a hip spoof about five Vassar-type girls. Will create strong sales interest. LPM/LSP-3629*

SINGIN' IN THE SUMMER SUN SKEETER DAVIS



12 summer songs. "Under the Boardwalk," "Please Don't Talk to the Lifeguard," "Sunglasses," "Summertime." LPM/LSP-3567*

Roy Hamilton The Impossible Dream



Roy sings "The Impossible Dream (The Quest)," "Island in the Sun," "And I Love Her," "Blowin' in the Wind." LPM/LSP-3532*

Interplay



Piano and harpsichord combined to play "Danke Schoen," "Interplay," "Dizzy Fingers," "Makin' Whoopee." LPM/LSP-3530*

Sergio Franchi La Dolce Italy



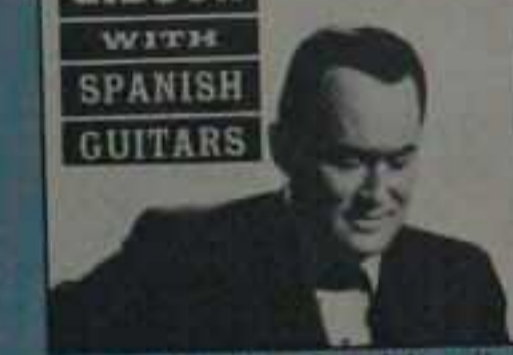
12 Italian songs sung in English and Italian. "Ciao Ciao Bambina," "Volare," "Torna," "Moon Over Naples." LPM/LSP-3500*

JOHN GARY SINGS YOUR ALL-TIME COUNTRY FAVORITES



Great country standards will make this a winner! "Tennessee Waltz," "Oh, Lonesome Me," "Cold, Cold Heart," "9 others." LPM/LSP-3570*

DON GIBSON WITH SPANISH GUITARS



Don is backed by Spanish guitars as he sings "Vaya Con Dios," "Maria Elena," "Blues in My Mind," 9 more. LPM/LSP-3594*

The Girls Get Prettier HANK LOCKLIN



A happy look at love. "It's Another World," "The Girls Get Prettier (Every Day)," "My Happiness," 9 others. LPM/LSP-3588*

Andre PREVIN WITH VOICES



Previn's piano set against choral backgrounds. "Where or When," "Michelle," "Embraceable You," "Again." LPM/LSP-3551*

55qt BARRY SADLER The Green Berets SINGS THE "H" TEAM



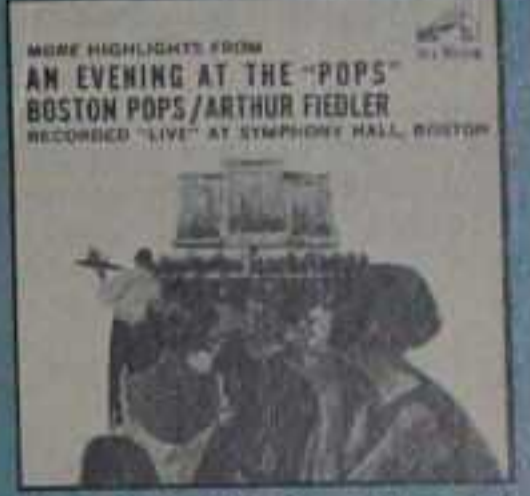
Follows up his fantastic first album with material that includes pop, country and service-type selections. Great! LPM/LSP-3605*

The SONS OF THE PIONEERS sing the songs of BOB NOLAN



Bob Nolan. "Night Falls on the Prairie," "One More Ride," "Cottage in the Clouds," "A Sandman Lullaby." LPM/LSP-3554*

OUTSTANDING NEW RED SEAL RECORDINGS



More highlights from an evening at the "POPS" Boston Pops/Arthur Fiedler. Recorded "live" at Symphony Hall, Boston. LM/LSC-2882



Rubinstein's first recording of the Bolero and Tarentelle. Includes many of Chopin's most melodic works. LM/LSC-2889*



A unique treasury of frontier stories. "A vivid reminiscence of the men who made our footin' frontier." (Cue) VDM/VDS-113



First time in stereo. The third symphony in the BSO Mahler series. Soprano Curtin in Berg's "Le Vin." 2 L.P.s, text. LM/LSC-7044*



Irresistible: the romance of Tchaikovsky, plus the exciting talent of Gould conducting one of the great orchestras. LM/LSC-2890*



Muriel Kerr has an established audience for this kind of program in which she plays works of two great masters. LM-2891



One of the most appealing stars sings songs and ballads, including "Strange Fruit" and "Lamento Esclavo." LM/LSC-2892*

NEW ALBUMS IN THE "BEST OF" SERIES



"Mr. Guitar" plays twelve favorites. "Yakety Axe," "White Silver Sands," "Alley Cat," "Never on Sunday." LPM/LSP-3558



The "Bearded Bard of Trumpet" plays "Bye Bye Blues," "Star Dust," "The Girl from Ipanema," "Let's Do It." LPM/LSP-3556



Their easy style. "The Three Bells," "You Can't Grow Peaches on a Cherry Tree," "The Old Lamp-lighter." LPM/LSP-3561 (e)

*Recorded in Dynagroove sound

Local Sued on Spending

LAS VEGAS—Eleven officers of the Las Vegas local of the Musicians Protective Union were sued in U. S. District Court here to account for union funds spent on a jazz festival and on a State District Court civil action.

The suit was brought by band leader Benny Short and three other members of Local No. 369 to replace in the union treasury any funds illegally expended on two actions.

Short's suit contends that the union treasury lost \$53,253 on the jazz festival on July 7, 1962, then illegally assessed on the members a 1 per cent increase in dues and work tax to compensate for the loss. Three years ago, Short won a \$30,000 judgment against the union and band leader Louis Elias, who he charged "pirated" his Riviera Hotel band.

The new civil action contends that the union officers illegally expended funds from the treasury to defend Elias and themselves in District Court for an alleged illegal act.

Attorney Morton Galane prepared the action on behalf of Short and three other musicians, Victor Hamann, George W.

Smith and Lyall W. Bowen, all members of Short's band.

Defendants in the action are Elias; Jack Foy, president of the musicians' union; Roy Jarvis, president's assistant; Brad Bennett, president's assistant; Jimmy Blount, trustee; Mark Tully, trustee; Bill Jones, vice-president; Charles Teagarten, trustee; Moe Winter, trustee; George Beebe, president's assistant and Dave Becker, trustee.

The action was brought under terms of the Labor Management Reporting and Disclosure Act of 1959, more commonly known as the Landrum-Griffin Act. The Act requires that union officers are responsible for reporting and accounting for moneys expended from the union treasury. Short is asking the court to order the defendants to replace the money spent.

MGM Meeting Set

NEW YORK — MGM Records will hold its national sales meeting of distributors July 6-8 at the Waldorf-Astoria Hotel here. Besides unveiling new product, President Mort L. Nasatir is promising the distributors some new marketing ideas to raise profits.

Taos Haven for Indian Songs

TAOS, N. M.—A small recording company located in this remote section of New Mexico is preserving the folklore of the American Indian and has become a supplier of product for folk collectors around the world.

The record company is Taos Recordings, owned by Jenny Vincent and Joan Reno and formed in 1961. Their first product was a compilation of songs done by two Pueblo Indians. The company tapes folk songs which are sold to collectors in such countries as Africa, Switzerland, Mexico and Sweden, and many wind up in museums around the U. S. A favorite item in the small label's catalog is "More Taos Indian Songs." Co-owner Vincent calls the disks "compact ethnics" because they are designed to preserve the musical heritage of northern New Mexico.

Baez in Switch, Cuts R&R Disk

LOS ANGELES—Joan Baez has followed Bob Dylan's example and has recorded a rock 'n' roll album. Miss Baez's brother-in-law, Richie Farina, produced the LP of arranged and ad lib (head) sessions.

Four drummers were utilized over the four weeks the project was under way for Vanguard. Strings were used on four tracks, woodwinds on three and a score of guitarists.

On one supporting vocal effort, the Chambers Brothers were used and on other tunes, Miss Baez over dubbed her parts. She had announced her intentions of cutting a pure rock album last summer at the Big Sur Folk Festival.

Dot to Handle Garrett's Viva

HOLLYWOOD — Dot Records will distribute Snuffy Garrett's new label, Viva Records. First release includes, "My Way of Life," by Sonny Curtis, and "Who Do You Think You Are," by the Shindogs, the latter making their disk debut after having been the back-up band on the "Shindig" TV series.

Dot has also released the soundtrack from the Paramount film, "Nevada Smith."

Main Line Adds

CLEVELAND — The indie record division of Main Line Cleveland, Inc., has added a flock of new labels to the lines it distributes. Added in the last several weeks are Ascot, Hanna-Barbera, Mira and Mirwood, Musicor, R.S.V.P., Prestige, Surrey, United Artists, Vanguard and Uptown.

Richmond Moves On Two Fronts

NEW YORK—The Richmond Organization obtained American rights for two new British properties. The associated Cheshire music firm got a new single by David Bowie and the Lower Third on Warner Bros., "Can't Help Thinking About Me" and "And I Said to Myself." Melody Trails obtained the songs of Bert Jansch, a Scottish folk singer. Jansch is the writer of 10 of the 12 songs in his new Vanguard album. London's Julie Felix and Elektra's Judy Collins have both recorded Jansch's "Needle of Death." The Jansch LP was produced in London by TransAtlantic Records; Heathside Music, an affiliated publishing firm, holds the copyrights.



KEY MEN IN KR RECORDS are, left to right: Max Cooperstein, national sales manager, Chess Records; Gary Klein, general professional manager, Chardon Music and Faithful Virtue Music; Charles Koppelman; Marshall Chess, vice-president, Chess Records, and Don Rubin.

KR, Pop Label Formed by Chess, Koppelman-Rubin

NEW YORK—Chess Records and Koppelman-Rubin Associates have formed KR Records, a pop label which they will own jointly.

The move was seen by traders as an attempt by Chess to develop a full-line image. Over the years its Chess-Checker and Cadet labels have been noted for their r&b and jazz product.

While Chess has issued some successful pop product, it is still regarded as r&b oriented, and the new label is an attempt to get the best of both worlds—keeping the Chess logo for r&b product, and issuing pop product under KR.

Under terms of the contract, which was negotiated by Marshall Chess and Max Cooperstein for Chess, and by Charles Koppelman and Don Rubin for Koppelman-Rubin, the latter provides artists, material and finished masters for the new label. Chess will handle the pressing, distribution, sales, advertising and promotion.

In selecting Koppelman-Rubin to work on the new label, Chess is affiliating itself with a firm that owns two successful music publishing companies, a personal management organization and one of the most active independent production organizations in the industry.

The formation of KR Records will have no effect on existing Koppelman-Rubin produc-

tion deals. The agreement with Koppelman-Rubin marks the first time in Chess' 20-year history it has gone into such a production deal.

D'Amato in N.Y.

NEW YORK—Tony D'Amato, a&r director for London's Phase 4 sound series based in London, was in New York last week for a round of meetings and planning sessions with London executives here. D'Amato has been living in England for the past four years and visits here three times a year to keep in touch with the American market.

Upcoming on D'Amato's release schedule is the Phase 4 debut by maestro-arranger Robert Farnon, who conducts his orchestra in a "Symphonic Suite" version of the score of Gershwin's "Porgy and Bess."

Impala Re-Formed

PHILADELPHIA — Impala Records, inactive for several years, has been reactivated by Fran Williams. A&R men are John Bowie, Martin Kushark and Robert Kiszarek. The label will be a division of Mr. Genius, Inc., headed by Williams. Mr. Genius owns three publishing firms, Center Music, Louwin Music and Ethel Mae Music. National distribution for Impala will be handled by a larger label, to be named.



MORT L. NASATIR, president of MGM/Verve Records, presents the Righteous Brothers—Bobby Hatfield, left, and Bill Medley, right—with an RIAA gold disk representing a million sales of their "Soul and Inspiration" record. The award is given during their engagement at New York's Basin Street East nightclub.

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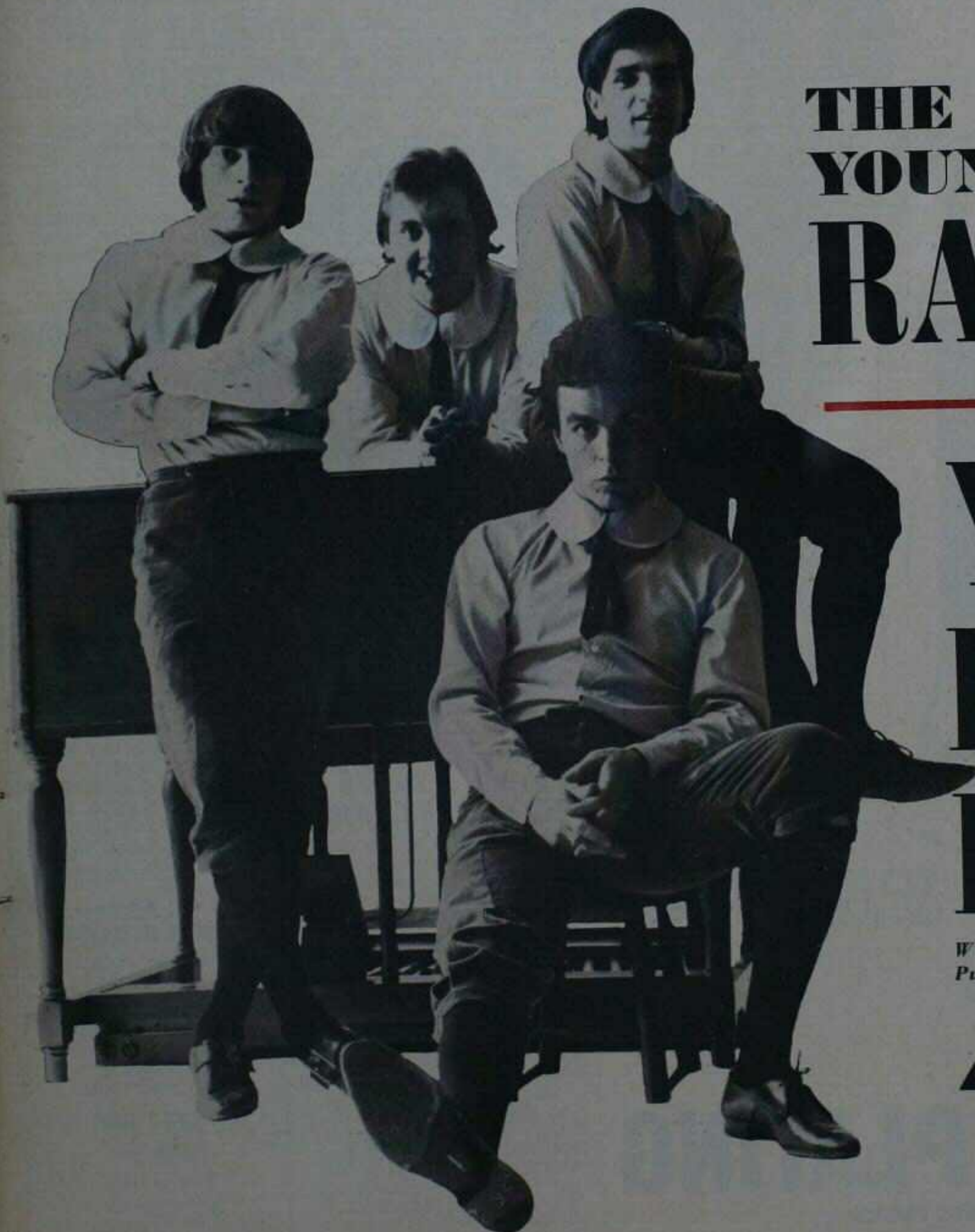
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*Written by: Felix Cavaliere and Eddie Brigati
Published by: Slacсар, BMI*



* Management: Sid Bernstein
Booking: Associated Booking Corporation

Motown Expansion Move in High With Broadway, TV and Movies

• Continued from page 1

Stevenson indicated his impressions about chatting with Paul Francis Webster, Arthur Hamilton, Jay Livingston and Ray Evans. "Motown will definitely get into Broadway play production," he said. "We are looking for good musicals and we have some scripts given to us.

The executive explained that no definite deals have been set, but rather that this trip was an exploratory junket to introduce Motown to California composers and reveal to them the company's desire for expansion into Broadway production.

Motown is willing to invest up to \$600,000 in a Broadway property, depending on its involvement. "We have been very successful in the record business," Stevenson said, "so we might as well stretch out into new areas."

Motown believes its phenomenal success in the record industry, its method of operation in controlling artists, and its financial strength are all pluses for Broadway producers. Stevenson explained that if Motown has the score for a play, its artists will record the songs. If the tunes have got it, we can make them a drawing card for the play.

The company has become TV conscious. "We're definitely going in this direction also," Stevenson said. "We're in motion now and we have our minds on specials for the Supremes and other acts. The key is find-

ing the right people to put the shows together."

In the film area, Motown is eyeing jobs for its Detroit writers. "We're interested in writing scores for films," Stevenson said he'd found interest for this proposal on the part of several studios. An integral aspect of the label's film activities would be bidding for soundtracks, with Shelly Berger handling negotiations. One of Motown's publishing firms, Stein and Vanstock, was being groomed as the music house for new, talented young writers who could compose for films, explained Steven-

son. "We're recruiting writers for this ASCAP firm," said the executive. "Young people who have the talent, but haven't had the opportunity to show it."

Working with Berger will be Hal Davis and Frank Wilson, already located here, who will continue recording Motown acts. Stevenson himself plans recording here and named Kim Weston, Billy Eckstine and Barbara McNair as three he had in mind. Eckstine, McNair and the Supremes have already been cut on the Coast but Stevenson sees greater Hollywood recording activity as Motown expands.

House Group Digs Away At CATV Hot Potato

• Continued from page 4

incur the heavy statutory damages in the law—only recovery.

Licensors Unhappy

Music licensors ASCAP and BMI are unhappy about the subcommittee's proposal requiring the copyright owner to give advance notice to CATV that clearance is required. Without this notice, CATV would not have to pay. Music interests say this might be a fairly simple business in the matter of pre-clearance notice for movies or network TV—but it would be "next to impossible" to notify CATV users of all the copyrighted music on a station being picked up.

Copyright office spokesmen do not agree. They think the natural answer would be for ASCAP, BMI and SESAC to negotiate blanket licenses with the CATV systems as they do with broadcast stations, eliminating the need for detailed notices and clearances. During last year's copyright revision hearings, a spokesman for the Association of Maximum Telecasters said CATV could get prior-clearance music licenses just as simply as the smallest radio station in the country gets it.

The final question to be answered, when all the legalities are settled is: How much money would come from CATV music licensing? What would a "reasonable" fee constitute, for example, for a third-hand transmission—network, to station, to CATV, all three holding copyright licenses? Some feel that fees might be based on a percentage of the CATV subscriber take (less costs), as in the case of broadcast stations—but the proposed law stipulates "reasonable" at this point. Copyright experts feel that a few "shake-down" cases in court will have to establish the proper level for the market place, if negotiations are reluctant.

Another aspect retarding copyright fees out of CATV is the clamp put on new growth or expansion of existing systems in the top 100 metropolitan market areas in the country. Only existing CATV systems are "grandfathered" under the FCC rule (which it hopes the House Commerce Committee will uphold). New CATV's in these top markets could not import distant signals.

This rule, if upheld, would

R&R, Raids, Rights Scene at Dancehall

• Continued from page 3

Gleason says the police have claimed that a "bad element" frequents the dances, but businessmen in the neighborhood say otherwise and support Graham.

In the same area as the Fillmore and patrolled by the same police precinct are the Avalon Ballroom and Longshore Hall, two other places running teenage dances. Neither has been routed by the police.

The dances at the Fillmore have become quite popular with teen-agers, bohemians and the 18 to 25 crowd. There are no dancing clubs in the North Beach area, only night spots offering topless dancing girls gyrating to rock sounds and some pure jazz clubs.

As a result of the imbroglio at the Fillmore and the space it drew in local papers, a delegation of high school students attempted to meet with Mayor Shelley, according to Gleason, but were unable to contact the official. However, Shelley met later with the teen-agers to discuss the ordinance.

Shelley has now asked a committee of attorneys to revise the law, Gleason said, and the "cops are no longer raiding the halls." Gleason suggested that the city sponsor rock 'n' roll dances similar to the way New York's Consolidated Edison sponsors youth programs during the summer. Gleason also suggested that Musician's Union Local 6 offer free entertainment for youngsters, but comments that nothing has been heard from this quarter.

The dances at the Fillmore run from 9 to 1 a.m. and are non-alcoholic. Contemporary pop music is broadcast on three AM stations, KYA, KFRC and KDIA, the latter a rhythm and blues outlet. The dances are a

end a fear expressed during the copyright hearing by the House Subcommittee last year: that CATV might center in New York and Los Angeles and blanket the country with programs from these two cities. Testimony indicated that there are more than 1600 CATV systems, carrying programs of more than 400 stations to over a million and a half subscribers. CATV was said to be a \$200 million dollar industry.

A&M TEACHERS TRADE'S ABC'S TO SECRETARIES

LOS ANGELES — A music school for secretaries—in which such subjects as masters, order numbers, copyrights, royalties, disk jockey copies and hit lists preclude typing and steno, is under way at A&M Records.

Office manager Jolene Maddin, with several years' experience in the record business, is the resident lecturer on Wednesday evenings for A&M's own staff of 12 girls, plus secretaries from other companies.

The Wednesday sessions are from 5:30 to 6:30 p.m. in the firm's Sunset Boulevard offices. Guest speakers from other companies have dropped by. The school is a project of co-owners Herp Alpert and Jerry Moss. "I dropped in one night to bum a cigaret," said ex-promotion man Moss, "and I wound up doing 20 minutes on DJ copies."

business enterprise catering to the musical tastes of these station's listeners.

Last week the scene was placid, but Graham is scheduled to have his dance hall permit appeal heard this week, which could plop the subject back in the public's minds.

Producer Smith

• Continued from page 8

went over and put his foot on the piano stool and said the words, 'Hey, Paula.' I said, 'Hold it, we'll do it.' He asked if I wanted to hear it first. I did, but just to get the timing. That year, only two records sold a million and that was one of them. The artists were Paul and Paula and it was released nationwide by Philips Records."

Next giant record that Smith produced was "Last Kiss," by J. Frank Wilson, which was released by Josie Records.

Record executives listen when Smith has a record. A Mercury Records spokesman pointed out that, at any time, Smith could come up with another giant record.

Smith claims that Wayne Cochran will have his next million seller.

As an indie producer, Smith often has as many as 30 records out at a time. Once a record begins to break in a market, he offers the master to a major record company. Although the rewards of a hit record are great, he spends a lot of money developing artists.

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TAPE CARTRIDGE TIPS

by Larry Finley

Last week we took a trip to Birmingham, Ala., for two purposes—one being for the opening of the new Sheraton Motor Inn, a beautiful, luxurious 14 story hotel with 196 rooms which has just been purchased by Dextra Corporation (as many of our readers know, International Tape Cartridge Corporation is a wholly-owned subsidiary of Dextra) and, secondly, for the presentation of the "FIRST" Gold Cartridge Award in the history of the industry. This award was presented to Herb Alpert and The Tijuana Brass and A & M Records for "What Now My Love," the "FIRST" continuous loop stereo tape cartridge to achieve \$250,000 in retail sales.

This \$250,000 in sales is remarkable when one takes into consideration the fact that to earn a Gold Record Album an artist must reach \$1,000,000 in sales. With less than one million cartridge players on the market, and probably more than forty-one million record players, A & M Records and Herb Alpert are to be sincerely congratulated for this great sales achievement in the stereo cartridge industry.

The presentation was made at the Birmingham Auditorium where Herb Alpert and The Tijuana Brass played for two capacity crowds—one show at 7:00 p.m. and the other at 9:45 p.m. with not one empty chair in an auditorium which seats 5,100 people. The presentation of the Gold Cartridge was a "FIRST" in the industry and an innovation which, we believe, will become an accepted practice in this field.

This is not the only "FIRST" for ITCC as ITCC was the "FIRST" company to produce and deliver the three important configurations in cartridges—the Lear Stereo-8, the Orrtronics 8 and the standard 4 track, and ITCC is still the ONLY COMPANY producing all three configurations.

Another ITCC "FIRST" is that we are the only company to offer 60 different important record labels in 4 and 8 track stereo cartridge tapes; 30 of the 60 labels under exclusive contract to ITCC and more exclusive labels being added each month.

ITCC is "FIRST" to use five manufacturing facilities with production in New York City, Fairfield, N. J.; Detroit, Mich.; Omaha, Neb., and Toledo, O., plus additional facilities which will be added within the next three months to meet the tremendous demand for ITCC 4 and 8 track cartridges.

ITCC enjoys these many "FIRSTS" as we are dedicated to this new industry, and our goal is to keep our distributors and their dealers "FIRST" in their markets.

If you are a distributor and would like to know more about ITCC, or if you are a dealer who would like the name of your nearest distributor please contact us.



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Subsidiary of Dextra Corporation

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TWX 710: 581-3498

★ Watch for ITCC at the Music Show in Chicago, July 10 thru 14 . . .
Space 106.

TAPE CARtridge

Merc. to Market 5 New Players

CHICAGO—The home entertainment products division of Mercury Records will begin marketing five new entries in the stereo CARtridge field this summer. The 4-track "reel-to-reel inside the cartridge" units will be issued in four home (AC) versions as well as one auto (DC) model.

The players will be of the same genre as the previously introduced Mercury, Wollensak, Norelco, and General Electric monaural reel-to-reel cartridge units. Designer and world supplier of the machines is Mercury's parent company, Philips of Holland, which has been marketing similar players in Europe and the Orient for more than two years.

The new Mercury stereo machines, according to Perry Wimokur, head of Mercury's home entertainment products division,

"will be immediately provided with a catalog of 50 prerecorded stereo tape cartridges gleaned from the recorded material owned by the six U. S. labels of the Mercury family."

Special Feature

A special feature of the Philips system, said Wimokur, is that "any Philips-type cartridge playback unit will be able to utilize the Philips cartridges. In other words, we will be recording only stereo music, but the Philips mono machine will be fully capable of playing these stereo cartridges without any modification."

Wimokur said that Mercury will hold a meeting here July 9, just prior to the National Association of Music Merchants convention and the music show, to demonstrate the new products to all Mercury sales representa-

tives. Attending the meetings will be Herman Koning, director of phonographs and high fidelity equipment, from Philips of Holland, and E. Vananderooye, chief designer of equipment for the Dutch firm.

The sole Mercury-Philips entry into the U. S. cartridge market to date is the Mercury TR-8000, a monaural portable machine retailing for about \$89.

The prices of the new home unit, although not disclosed by Mercury, were expected to vary from high to low price ranges. Mercury officials also declined to disclose the prices of their reel-to-reel cartridges (called "cassettes" in Europe). Industry spokesmen, however, believe that Mercury will adapt the price line currently in existence for the continuous loop type cartridges.

RCA Titles Approaching The 300 Mark

NEW YORK—With its June release of 15 Stereo-8 CARtridge Tapes, RCA Victor's Stereo-8 catalog is nearing the 300 mark in available titles. The 15 new cartridges cover a range of musical tastes from the Broadway musical stage to Latin America; from country and western to urbane comedy, and from the music of Kurt Weill to arias by Caballe.

Among the artists represented in the new releases are John Gary, Chet Atkins, Myron Cohen, Los Indios Tabajaras, Melachrino Strings with Trio Musette de Paris, the New Glenn Miller Orchestra, Arthur Fiedler and the Boston Pops, Morton Gould Orchestra, Fritz Reiner with the Chicago Symphony and Artur Schnabel as soloist, and the San Francisco Symphony Orchestra.

On the Kapp label, Victor is offering the original Broadway cast album of "Man of La Mancha."

60 Outlets Now Handling Lear

DETROIT—The recent addition of 22 new Lear Jet Stereo 8 distributors brings to 60 the number of outlets handling the units and now provides the company with 90 per cent national coverage, according to Joe Rowley, manager of distribution for Lear Jet's Stereo Division. Rowley added that negotiations are under way to complete the national coverage.

MGM Explores New System Deal

By CLAUDE HALL

NEW YORK — MGM Records will hold a meeting of executives Wednesday (8) to examine various tape CARtridge systems. The firm expects to make a decision by Aug. 31—the end of the fiscal year—which system to use. At present, the three basic deals under serious consideration are: RCA Victor's Stereo-8, Ampex and International Tape Cartridge Corp. MGM Records is now involved in 4-track lease deals with Muntz, Jay Electronics and ITCC and 8-track exclusively

with ITCC. These expire the end of this calendar year.

The showing Wednesday is being set by Ampex, but will feature a cross section of all types of systems, including reel-to-reel. Video tape will also be examined.

The highlight of the show will be a demonstration of the Ampex 8-track cartridge, which is designed to fit Lear Jet playback units. Ampex, which already has London Record product, is on an expansion drive for music for its cartridges. It is unknown at this time whether the equipment firm will

enter into the manufacturing field for playback units.

An MGM spokesman said last week that if the decision out of the meeting is to go with a lease deal, it will be a short-term lease. "We don't want to be locked up if the tape cartridge business continues to boom." On the other hand, if the RCA Victor deal is taken, RCA will manufacture the product for distribution through regular MGM channels.

"We have been examining the business," the spokesman said, "and talking to everybody who has been willing to talk to us. I, personally, view the tape cartridge industry as a plus busi-

(Continued on page 14)

Muntz to Bow 98¢ Single With Sinatra's 'Strangers'

VAN NUYS, Calif.—Frank Sinatra's "Strangers in the Night" smash single will become Muntz Stereo-Pak's debut 98-cent single tape CARtridge. The cartridge, aimed at the teen market, is being duplicated for rush release and will be shipped to all Muntz dealers. Subsequent single tapes will be selected from Billboard's Hot 100 chart, although President Earl Muntz indicated that "Strangers" would take every bit of production equipment now in operation.

The single cartridges will be duplicated on 160 4-track machines at the firm's factory here. These duplicators can run off a single every 45 seconds, the company claims.

Muntz' miniature 4-track player, designed to handle this single, as well as one-LP cartridge, will sell for \$34.95, not \$29.95 as Muntz had earlier indicated. "We couldn't quite make it at that price," the executive explained.

Muntz is preparing 2,000 compatible 4 and 8-track players, which will be merchandised as a 12-track machine next month. The compatible player will be a small aspect of Muntz' business, he said. The emphasis remains on 4-track machines.

LeVitus Joins Muntz Co.

VAN NUYS, Calif.—James LeVitus, a Chicago sales consultant, has joined Muntz Stereo-Pak as national sales director. His first assignment is to function with the company's private brand division. Audio-Stereo, explained president Earl Muntz, and then move into the regular Stereo-Pak operation. "Jim will appoint representatives around the country, especially in the East, where we want to heavily concentrate," Muntz said. Working with LeVitus are Jerry Davis, manager of the A-S division and his assistant, Frank Andres.

The private brand operation is handled by 10 representative

organizations. "We will analyze each state and fill in any gaps," LeVitus said.

Audio-Stereo provides Muntz players and cartridges to such national sales outlets as Montgomery Ward, Firestone Tire and Rubber, Western Auto Supply, Goodyear Tire and Rubber, Ameron of St. Louis, F & G Merchandising of Houston, the Spiegels mail-order firm, and Aldens mail-order firm, Gamble-Skogmo of Minneapolis, and the coast-to-coast stores.

Before joining Muntz, LeVitus was with Lee Goldstein and Co. for 10 years in Chicago before forming his own sales firm, Millman-LeVitus.

Trans-World Will Ship Mini-8 Units

METAIRIE, La. — Trans-World Inc., importer of home electronic equipment, will ship by late summer a miniature 8-track unit using the Stereo-8 CARtridge. Retail price will be about \$99 installed. Also scheduled for shipment in late summer through the firm's national list of indie distributors (most in the automotive field) is a 4 and 8-track compatible unit in the \$119 price range, installed. The unit will be made in Japan under exclusive contracts. A promotionally priced 4-track player retailing for about \$79.95 is also now available.

Trans-World entered the cartridge market with a Japanese-made 4-track unit three years ago. Its first order of 100 machines was sold chiefly in Mexico. Today, it is in national distribution with its 4-track unit and is mounting an aggressive drive in the 8-track, compatible and home cartridge player categories. It is currently shipping a 4-track unit with surface-mounted speakers that sells at retail (installed) for \$99-\$119.

"We are one of the few equipment firms actually delivering players," said sales executive Ray Hauch. "You get past Muntz, Lear, and the Ford units, what have you got?"

Hauch said that he feels the mass market for cartridge players may well be in the promo-

tional-priced range. "And I think the big market today is in the Midwest. Muntz is saturating the West Coast and the East Coast is just awakening to the concept. But the Midwest is ready to buy."

Trans-World is headed by Ed Conrad, who had been in on cartridge development over the past 12 years, and who, it is reported, has been working on a compatible 4 and 8-track cartridge.

Trans-World is currently delivering a 4-track home player and will soon make available through its distributors a 4-8-track combination home machine (or deck) for about \$149.

"This machine will be of high commercial quality," Hauch said.

Looking a little farther ahead, Trans-World is planning the introduction of a 4-track battery-AC portable player accommodating the new singles cartridge.

Callectron Adds Borg-Warner

SAN FRANCISCO — Callectron has been named distributor for the Borg-Warner 8-track tape player line and for Ampex pre-recorded tapes. Other Callectron lines include RCA Victor, Camden, Mercury, Smash, Fontana, Philips, ITCC, Musictapes and Aura-Sonic Tapes.

New Stereo 8 Cartridge Tapes for June from RCA VICTOR

More than 280 cartridge tapes now available, including product by other labels manufactured and distributed by RCA VICTOR. Summer travel and vacation time is the peak selling season for 8-track stereo cartridge tape—developed and introduced by RCA VICTOR. For the name of your nearest RCA Stereo 8 distributor, write RCA Stereo 8, Dept. EW, 155 E. 24th St., New York, N.Y. 10010.



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P8S-1099



P8S-1102



P8S-1103



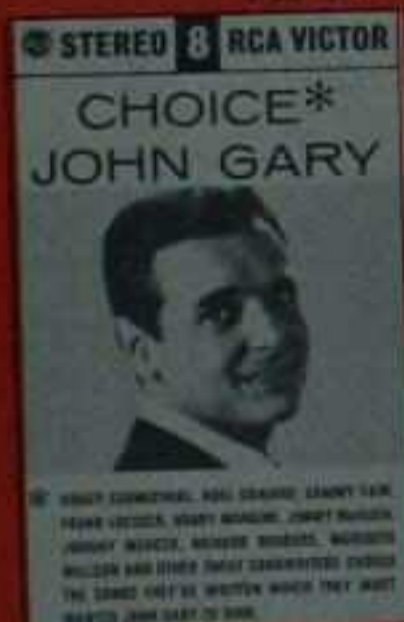
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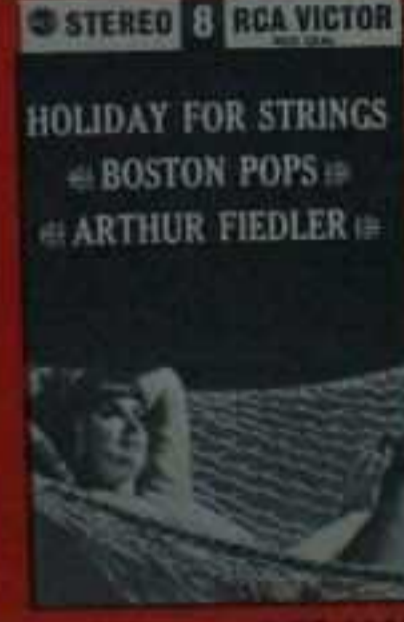
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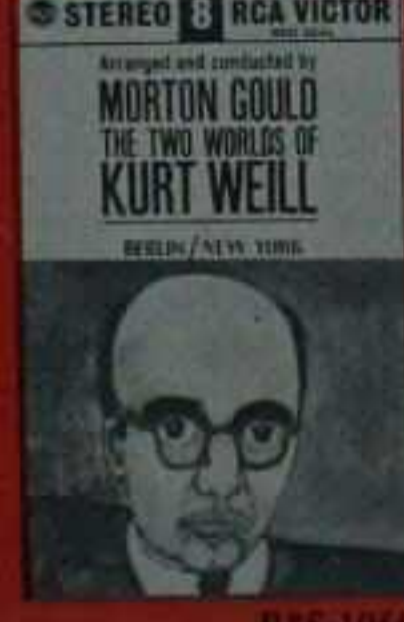
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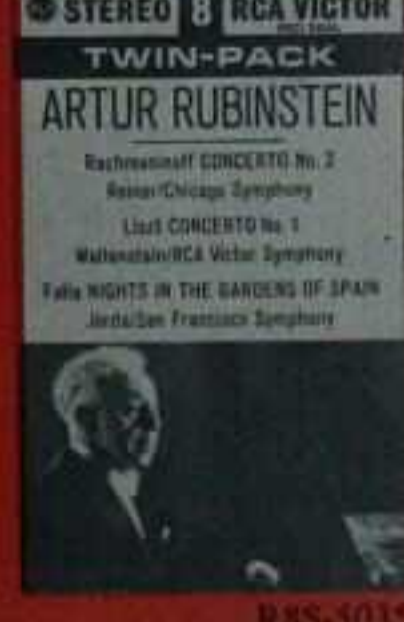
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Billboard

TOP LP's

BILLBOARD CHART POSITION—6/11/66

MUNTZ CATALOGUE NO.

BILLBOARD CHART POSITION—6/11/66	ARTIST	RECORD 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
4	GOING PLACES	Herb Alpert's Tijuana Brass	A&M 66-159
5	WHIPPED CREAM & OTHER DELIGHTS	Herb Alpert's Tijuana Brass	A&M 66-141
8	DR. ZHIVAGO	Soundtrack	MGM 46-135
9	SOUL AND INSPIRATION	Righteous Bros.	Verve 21-298
12	BOOTS	Nancy Sinatra	Reprise 10-366
16	THE LONELY BULL	Herb Alpert's Tijuana Brass	A&M 66-132
24	SOUTH OF THE BORDER	Herb Alpert's Tijuana Brass	A&M 66-134
26	CRYING TIME	Ray Charles	ABC/Para 10-379
27	THE SINGING NUN	Soundtrack	MGM 46-130
30	HANG ON RAMSEY!	Ramsey Lewis Trio	Cadet 26-307
33	WHY IS THERE AIR?	Bill Cosby	W-B 72-120
34	THE YOUNG RASCALS	Young Rascals	Atlantic 21-339
36	SEPTEMBER OF MY YEARS	Frank Sinatra	Reprise 10-287
38	THE WONDROUS WORLD OF SONNY & CHER	Sonny & Cher	Atco 21-299
39	GOT MY MOJO WORKING	Jimmy Smith	Verve 26-252
41	MOONLIGHT SINATRA	Frank Sinatra	Reprise 10-369
43	SOMEWHERE THERE'S A SOMEONE	Dean Martin	Reprise 10-376
46	A MAN AND HIS MUSIC	Frank Sinatra	Reprise QR-4
48	WONDERFULNESS	Bill Cosby	W-B 72-131
51	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?	Bill Cosby	W-B 72-110
63	THAT WAS THE YEAR THAT WAS	Tom Lehrer	Reprise 72-122
67	I STARTED OUT AS A CHILD	Bill Cosby	W-B 72-116
72	TIJUANA BRASS	Herb Alpert's Tijuana Brass	A&M 66-135
73	MY LOVE	Petula Clark	W-B 10-371
75	TRINI	Trini Lopez	Reprise 10-381
78	THE SOUL ALBUM	Otis Redding	Volt 21-331
83	THE IN CROWD	Ramsey Lewis	Cadet 26-308
86	HOUSTON	Dean Martin	Reprise 10-340
100	THE KINK KONTROVERSY	Kinks	Reprise 21-273
105	SEE WHAT TOMORROW BRINGS	Peter, Paul & Mary	W-B 56-169
108	THE LOVE YOU SAVE	Joe Tex	Atlantic 21-338
111	HOW DOES THAT GRAB YOU?	Nancy Sinatra	Reprise 10-418
117	ARTHUR PRYSOCK/COUNT BASIE	Arthur Prysock	Verve 28-152
121	WHEN A MAN LOVES A WOMAN	Percy Sledge	Atlantic 29-122
125	BACK TO BACK	Righteous Bros.	Philles 21-269
131	OTIS BLUE/OTIS REDDING SINGS SOUL	Otis Redding	Volt 29-115
132	ROY ORBISON'S GREATEST HITS	Roy Orbison	Monument 10-361
134	THE BEST OF THE RIGHTEOUS BROTHERS	Righteous Bros.	Moonglow 21-343
141	UNBELIEVABLE	Billy Stewart	Chess 10-417
144	FOR ANIMALS ONLY	Baja Marimba Band	A&M 66-160
148	LOOK AT US	Sonny & Cher	Atco 21-203

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TAPE CARTRIDGE

U. K. Teen Leanings Bring Lean Class Artist Pickings, Says Newell

Continued from page 1

In the U. S., though, there are good pickings in the album field. Through the Marks' drive on the song, guided by its general professional manager Arnold Shaw, such top artists as Andy Williams, Jack Jones, the Tijuana Brass and Steve Lawrence have recorded the song.

Missing Good Share

Even though England has virtually dominated the teen scene for the past several years, Newell feels that it's been missing out on a good share of the total market because of the youth stress. He pointed to the million-and-a-half sales rackup made

by Ken Dodds' "Tears," which he produced for EMI in England, as an example of the size of the market that can be reached. "The teen-agers there put it down and called it 'square,'" Newell said, "but there were a million and a half people who bought it and that audience should not be overlooked."

Newell feels that the "class" artist will have a better chance for a breakthrough in England once the low-price LP becomes an established factor in the business. "The low price should attract the consumer," he said, "and make it easier for the record company to get the 'class'

artist started without the help of radio, which is now a teen-oriented show business medium, too."

Newell also pointed to the work of Ken Glancy, head of CBS Records in England, as an important element in the drive to build up consumer interest in the "class" performer. In addition to developing a market in England for such artists on the U. S.-based Columbia label as Andy Williams and Tony Bennett, Glancy is scouting for English singers in a similar groove so that he can groom them for a buildup on his CBS Records label.

Considering Offers

Meantime, while the British disk industry is pondering its future, Newell is figuring out the lines to take for his own future. His contract with EMI expires shortly and he's now considering offers from other companies. He also wants to devote more time to lyric writing for films and for Broadway. One of the choices he has is to spend about six months in Hollywood beginning next September to concentrate on film assignments. That decision will be made after he looks over his personal affairs when he returns to England. He left for home last Saturday (4) with a stop-off scheduled in Rome to discuss another film song with Riz Ortolani, the composer who started Newell on the road to "More."

CARtridge Lectures Set Up by Liberty

HOLLYWOOD — Liberty Stereo-Tape's two chief executives, Lee Mendell and Mike Elliot, have begun a series of out-of-town educational lectures on tape CARtridges for staff and distributor personnel.

Mendell, general manager of the new tape division, began his series of talks last Friday in Newark and then conducted a tape seminar in New York City Saturday (4) for the record company's five district sales managers, Mel Furman, Mac Davis, Macey Lipman, Gerry LaCoursiere and Dick Bowman.

The explanation-indoctrination seminar, according to Mendell, is designed to explain as fully as possible all that has been learned about cartridges. "The biggest problem is ignorance of potential," noted Mendell who has been in the g.m.'s seat seven weeks, having shifted over from the record operation.

Liberty expects its district managers to return to their territories and similarly conduct cartridge seminars. "There has to be an educational campaign," Mendell added, "so that district

managers and salesmen can walk into the eventual outlets with some assurance based on knowledge."

Elliot, tape national sales manager, accompanied Mendell on the first two meetings and then split off for a nine-city tour to meet with 13 distributors this week. He would be explaining the potential of sales areas, the tape cartridge itself plus the ingredients in Liberty's own merchandising program. The technical nature of the cartridge is being underplayed. To cover this aspect, the department has just completed its second internal cartridge information bulletin covering the distinctiveness of 4 and 8-track tapes. The first information bulletin, prepared by Elliot, covered the difference in 4 and 8-track cartridges.

KLIF Slogan

Continued from page 6

At that time KLIF attorney Lester May will present evidence and witnesses to substantiate his contention that a ruling halting the station's usage of the most accurate phrasology would be damaging. This question arose last Thursday during testimony in which the elements in KLIF's survey were discussed.

Abnak contends that its "Evol-Not Love" single has qualified in four of the categories comprising the station's playlist formula. These categories, according to Abnak attorney G. H. Kelsie Jr., are record sales, audience reaction, requests and national charts. How the station weighs these ingredients has been ruled a trade secret by the judge.

Since the station did not have to reveal what importance it placed on any of its survey ingredients, Walker commented that he felt sales were the greatest barometer of public opinion.

MGM Explores

Continued from page 12

ness and do not see it as a replacement at this time for records." But the Wednesday meeting will be not only "to eliminate any confusion, but to reach a decision regarding MGM's future in the tape cartridge industry."

Jankowski to US

CHICAGO — Horst Jankowski, Mercury Record's German star, will make his second tour of the U. S., starting June 13 in New York City.

After three days in New York, which will include appearances on NBC-TV "Tonight" show June 14 and the network's "Today" show the following morning, Jankowski will travel to Cincinnati (16), Cleveland (17-18), San Francisco (20-21), and Los Angeles (22-23). He will return to Germany June 23.

Bard on Golden?

NEW YORK — Arthur Shimkin, president of Golden Records, is considering recording a Shakespeare program now being conducted by a grade school here. The program is open to all children grades four through six, said Mrs. Bettina Olivier, cultural enrichment chairman of the Parent's Association of Public School 84. Each year, students do a drama, working on it from October to April. This year the drama is "Midsummer Night's Dream."

LEAR OFFICE IN SWITZERLAND

GENEVA — Lear Jet has opened a sales office here to co-ordinate marketing in Europe, the Middle East and Africa. The office will concentrate on the Lear Jet Stereo-8 unit manufactured in Detroit.

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Billboard



LARRY FINLEY, left, president of International Tape Cartridge Corp., presents a gold cartridge award to Herb Alpert, whose "What Now My Love" tape cartridge passed the \$300,000 sales mark.

Announcing the tape cartridge conference

A two-day meeting planned to provide record retailers, auto accessory dealers, wholesalers, manufacturers and suppliers with information guide lines, practical working data, detailed demonstrations and product educational exhibits to help those who are presently in the field, or who plan to be, or wish to evaluate the problems, success stories, and the opportunities in this fast developing business.

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A limited number of registrations are available and will be accepted and acknowledged in the order in which they are received. We suggest prompt return of the accompanying coupon.

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We wish to have _____ people from our company attend The Tape Cartridge Conference. Please enter our reservation @ \$100 per person, check enclosed (payment must accompany coupon and make it out to The Tape Cartridge Conference). Send acknowledgement by return mail.

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Make check payable to The Tape Cartridge Conference for \$100 per person. Price includes all work materials and luncheon on Friday and Saturday. Please be sure to submit names of all registrants on company letterhead.

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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 105—Last Week, 201

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

POP SPOTLIGHTS

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

THE MIRACLES—WHOLE LOT OF SHAKIN' IN MY HEART (Prod. by Frank Wilson) (Writer: Frank Wilson) (**Jobete, BMI**)—Hot follow-up to the group's "Going to a Go-Go" smash is this Detroit rocker with solid dance beat instrumental backing. Flip: "Oh Be My Love" (Jobete, BMI). **Tamla 54134**

by an up-tempo, big beat version of Larry Stock's famous composition. **Philips 40380**

RONNIE DOVE—HAPPY SUMMER DAYS (Prod. by Phil Kahl) (Writers: Kusi-Adams-Farrell) (**Picture-tone, BMI**)—Another big hit for Dove in this off-beat summertime rocker with music-hall instrumental support. Flip: "Long After" (Picturetone, BMI). **Diamond 205**

MANFRED MANN—PRETTY FLAMINGO (Writer: Mark Barkan) (**Shapiro-Bernstein, ASCAP**)—Unusual lyric ballad penned by Mark Barkan is currently the No. 1 song in England and should do equally well for Mann in the U. S. Flip: "You're Standing By" (Bron). **United Artists 50040**

THE WONDER WHO — ON THE GOOD SHIP LOLLIPOP (Prod. by Bob Crewe) (Writers: Clare-Whiting) (**Movietone, ASCAP**)—**YOU'RE NOBODY TILL SOMEBODY LOVES YOU** (Prod. by Bob Crewe) (Writers: Stock-Morgan Cavanaugh) (**Southern, ASCAP**) Two exciting sides from the "Mystery" group. Shirley Temple's classic gets a humorous dance beat revival and is backed

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

LOU CHRISTIE—PAINTER (Prod. by Charlie Callallo) (Writers: Christie-Herbert) (**Rambled, BMI**)—The unique Christie style strikes again with this pulsating, teen-aimed rouser to follow his "Rhapsody in the Rain." Flip: "Du Ronda" (Rambled, BMI). **MGM 13533**

JOAN BAEZ—PACK UP YOUR SORROWS (Prod. by Richard Farina) (Writers: Farina-Marden) (**Ryerson, BMI**)—Written and produced by Miss Baez' late brother-in-law, the folk-rock tune is a well-performed, commercial lyric ballad that should quickly hit the charts. Flip: "The Swallow Song" (Witmark, ASCAP). **Vanguard 35040**

THE KNICKERBOCKERS—STICK WITH ME (Prod. by Jerry Fuller) (Writer: Jerry Fuller) (**4 Star, BMI**)—**HIGH ON LOVE** (Prod. by Jerry Fuller) (Writers: Colley-Colley-Tucker) (**4 Star, BMI**)—Either side could go all the way, as the hot group backs an up-tempo rocker with a teen-aimed "in" lyric with solid dance beat to replace "One Track Mind." **Challenge 59332**

DALLAS FRAZIER—JUST A LITTLE BIT OF YOU (Prod. by Marvin Hughes) (Writer: Dallas Frazier) (**Blue Crest, BMI**)—The popular singer-composer has a top-of-the-chart contender in this amusing, novelty rocker that will appeal to the teen dance set. Flip: "Walkin' Wonder" (Blue Crest, BMI). **Capitol 5670**

SARAH VAUGHAN—1, 2, 3 (Prod. by Luchi De Jesus) (Writers: Madara-White-Borisoff) (**Double Diamond-Champion, BMI**)—**EVERYBODY LOVES SOMEBODY** (Prod. by Luchi De Jesus) (Writers: Lane-Taylor) (**Sands, ASCAP**)—The talented vocalist treats two recent pop hits in her inimitable style and has strong top-of-the-chart potential in both. **Mercury 72588**

CHUBBY CHECKER—HEY YOU! LITTLE BOO-GA-LOO (Prod. by Dave Appell) (Writers: Madara-White-Huff-Barry) (**Double Diamond-Champion, BMI**)—The king of the dance disks has all the ingredients for a big hit in this teen rocker done in Boo-Ga-Loo tempo. Flip: "Pussy Cat" (App-Kalmann, ASCAP). **Parkway 989**

FERRANTE & TEICHER—KHARTOUM (Writer: F. Cordell) (**Unart, BMI**)—Beautiful title tune from the forthcoming Charlton Heston-Lawrence Olivier starrer should be another "Exodus" for the keyboard duo. Excellent instrumental backing. Flip: "Firebird" (Fresco, ASCAP). **United Artist 50038**

RAY STEVENS — FREDDIE FEELGOOD (Writer: Ray Stevens) (**Ahab, BMI**)—Hilarious novelty number penned by Stevens should equal the success of his past hit, "Ahab the Arab." Flip: "There's One in Every Crowd." (Ahab, BMI). **Monument 946**

TOMMY VANN — PRETTY FLAMINGO (Writer: Mark Barkan) (**Ponderosa, BMI**)—Exciting performance of the No. 1 British tune will give the original disk a strong battle for top position in the U. S. charts. Flip: "I'll Forget Her Tomorrow" (Assembly-Fineline, BMI). **Academy 120**

JEFFERSON AIRPLANE—COME UP THE YEARS (Prod. by Katz & Oliver) (Writers: Balin-Kantner) (**After You, BMI**)—Hot West Coast group debuts on Victor with an easy-go lyric rocker headed for the top of the charts. Flip: "Blues From an Airplane" (After You, BMI). **RCA Victor 8848**

LYME & CYBELLE—IF YOU GOTTA GO, GO NOW (Prod. by Bones Howe) (Writer: Bob Dylan) (**Witmark, ASCAP**)—Well done duet of Bob Dylan's folk rocker with hip, teen-appeal lyrics could be the smash hit of the week. Flip: "I'll Go On" (Ishmael, BMI). **White Whale 232**

BILLY STORM—PLEASE DON'T MENTION HER NAME (Writers: Vegas-McDaniels) (**Hanna-Barbera, Anihanbar, Novaline, BMI**)—Impressive debut on HBR for the talented vocalist as he renders a top dual-track reading with solid dance-beat instrumental backing. Flip: "The Warmest Love" (Hanna-Barbera, Anihanbar, BMI). **HBR 474**

CHART Spotlights—Predicted to reach the HOT 100 Chart

KINGSTON TRIO—The Spinnin' of the World (SFO, BMI). **DECCA 31961**
BOBBE MORRIS—Let's Start All Over Again (Gil, BMI). **COLUMBIA 43671**
THE SHIRELLES—Que Sera Sera (Artists, ASCAP). **SCEPTER 12150**
THE CAVEMEN—Whatever Will Be, Will Be (Artists, ASCAP). **20th CENTURY FOX 643**
WAYNE FONTANA—Come On Home (Island, —) **MGM 13516**
TIM TAM AND THE TURN-ONS—Cheryl Ann (Palmerston, BMI). **PALMER 5003**
DORIS DAY—Soft as the Starlight (Daywin, BMI). **COLUMBIA 43688**
ARTHUR PRYDOCK—Let It Be Me (Leeds, BMI). **OLD TOWN 1196**
TRAVIS WAMMACK—Tomorrow Night (Rolando, BMI). **ATLANTIC 2337**
ERNIE ENGLUND—Merci Cherie (—, —) **MONUMENT 942**
FARON TAYLOR—I Can't Believe That You're in Love With Me (Mills, ASCAP). **COLUMBIA 43630**

MITTY COLLIER—My Party (Chevis, BMI). **CHESS 1964**
BOBBY HACKETT—RONNIE DAVID—Open a New Window (Jerryco, ASCAP). **EPIC 10029**
THE JIVE FIVE—In My Neighborhood (We Three & Little Rick, BMI). **UNITED ARTISTS 50033**
THE THOMAS GROUP—Autumn (Trousdale, BMI). **DUNHILL 4030**
STEPHAN & JANIS—Don't Let Me Down (Verity, BMI). **COLUMBIA 43665**
Noma, BMI). CAPITOL 5607
THE PERFECT STRANGERS—I Will Always Wait for You (Jelmark & THE BEST THINGS—You May See Me Cry (Unart & Ringneck, BMI). **UNITED ARTISTS 50027**
RUSTY DRAPER—Mystery Train (Hi Lo, BMI). **MONUMENT 944**
KING GEORGE—Ah Huh (Cranebrook, BMI). **RCA VICTOR 8846**

COUNTRY SPOTLIGHTS

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

CONNIE SMITH—AIN'T HAD NO LOVIN' (Prod. by Bob Ferguson) (Writer: Dallas Frazier) (**Blue Crest, BMI**)—Miss Smith gives the up-beat Dallas Frazier ballad a happy, up-tempo reading that has the potential of a No. 1 country song. Flip: "Five Fingers to Spare" (4 Star, BMI). **RCA Victor 8842**

DEL REEVES—GETTIN' ANY FEED FOR YOUR CHICKENS (Prod. by Kelso Herston) (Writer: N. Merritt) (**Central, BMI**)—Another novelty smash for Reeves with this tune penned by the writer of "May the Bird of Paradise Fly Up Your Nose." Disk has equal potential in pop and country markets. Flip: "Plain as the Tears on My Face" (Moss-Rose, BMI). **United Artists 50035**

ROY DRUSKY—THE WORLD IS ROUND (Prod. by Jerry Kennedy) (Writers: Senn-Stough) (**4 Star, BMI**)—**UNLESS YOU MAKE HIM SET YOU FREE** (Prod. by Jerry Kennedy) (Writer: Drusky) (**Pawnee, SESAC**)—Strong pop and country possibilities for the top side, a pretty lyric ballad, while the flip bemoans love's eternal triangle and should hit high in the country charts. **Mercury 72586**

MARTY ROBBINS—THE SHOE GOES ON THE OTHER FOOT TONIGHT (Prod. by Law & Jones) (Writer: B. Mize)—**IT KIND OF REMINDS ME** (Prod. by Law & Jones) (Writer: Robbins) (**Mojave, BMI**)—Top side is a cleverly written, Billy Mize tune and it's backed by a pretty ballad penned by the popular vocalist. Either could top the country charts in short order. **Columbia 43680**

JERRY WALLACE—WALLPAPER ROSES (Prod. by Garrett & Curtis) (Writers: Robertson-Spina) (**Mel-Rose, ASCAP**)—Love-woes lyric ballad gets a top Wallace reading and will hit the country chart quickly. Flip: "The Son of a Green Beret" (Soul, BMI). **Mercury 72589**

MARY TAYLOR & ROY CLARK—IF YOU WANT IT, COME GET IT (Prod. by Marvin Hughes) (Writer: Mary Taylor) (**Central Songs, BMI**)—The talented twosome has a solid chart-topper in this amusing, well-performed love number. Flip: "Hey Sweet Thing" (Central Songs, BMI). **Capitol 5664**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

OSBORNE BROTHERS—Hard Times (Sure-Fire, BMI). **DECCA 31977**

R&B SPOTLIGHTS

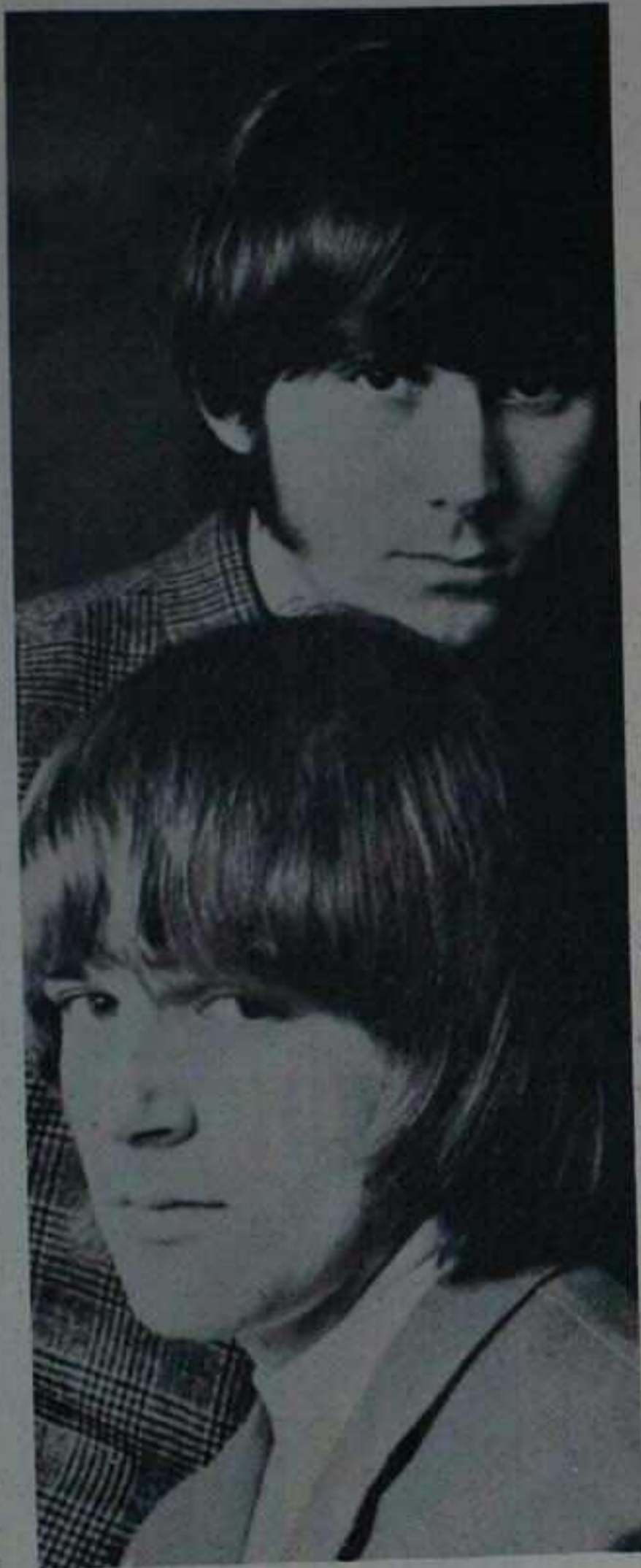
TOP 10 Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

NO R&B SPOTLIGHTS THIS WEEK

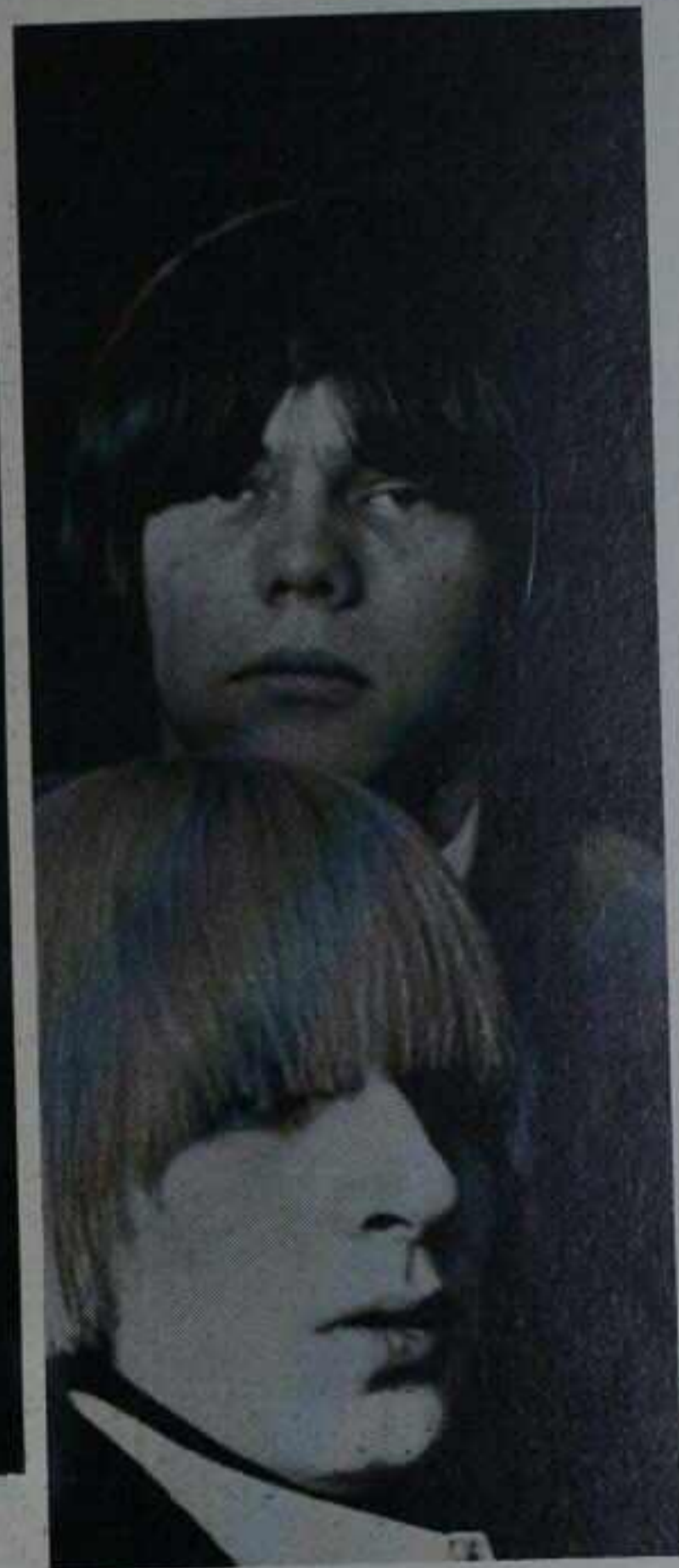
CHART Spotlights—Predicted to reach the R&B SINGLES Chart

LENNY CURTIS—Who Are You Gonna Run To (Vixen, BMI). **END 961**
THE VAN DYKES—I've Got to Go On Without You (Aim, BMI). **MALA 530**

VALERIE DUNN—The Way of Love (Pebblestone, BMI). **VANGUARD 35029**
THE FOUR EXCEPTIONS—You Got the Power (New Beat-Cobblestone, BMI). **PARKWAY 986**
THE CASTELLS—Life Goes On (Feist, ASCAP). **DECCA 31967**
BRIAN FOLEY—Where Are We Going in Such a Hurry (Garson, Hilliard & Day, ASCAP). **DOT 16889**
DALE WARD—Just Because I'm Lonely (Combine, BMI). **MONUMENT 943**
CHRISTINE COOPER—Heartaches Away My Boy (Kaskat, BMI). **PARKWAY 983**
W. C. FIELDS MEMORIAL ELECTRIC STRING BAND—I'm Not Your Stepping Stone (Screen Gems-Columbia, BMI). **MERCURY 72578**
SHEP GRANT—Goodnight Irene (Ludlow, BMI). **BOOM 40009**



**Hit
No. 2**



**THE
SHADOWS OF KNIGHT
OH YEAH**

DUNWICH #122



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... from their
best-selling album

GLORIA

DUNWICH # 666



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The
I'des
Of
March
YOU
WOULDN'T
LISTEN

#304

Production:
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Immediate Response—
POP and R & B

Barbara
Lynn

I'M

A
GOOD
WOMAN

#8316

A Huey P. Meaux
Production



THE AMERICAN LONDON GROUP

"The Untouchable
Sound"

Bill
Black's
Combo

HEY,
GOOD
LOOKIN'

#2106



THE AMERICAN LONDON GROUP

HOT 100

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

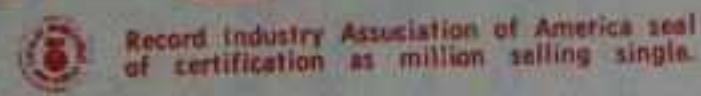


Table with columns: THIS WEEK, Wk. Ago, Wk. Ago, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes songs like PAINT IT, BLACK, DID YOU EVER HAVE TO MAKE UP YOUR MIND?, I AM A ROCK, WHEN A MAN LOVES A WOMAN, A GROOVY KIND OF LOVE, STRANGERS IN THE NIGHT, MONDAY, MONDAY, IT'S A MAN'S MAN'S MAN'S WORLD, GREEN GRASS, BAREFOOTIN', SWEET TALKIN' GUY, COOL JERK, OH HOW HAPPY, OPUS 17 (Don't You Worry 'Bout Me), RAINY DAY WOMEN #12 & 35, THE MORE I SEE YOU, YOU DON'T HAVE TO SAY YOU LOVE ME, LOVE IS LIKE AN ITCHING IN MY HEART, RED RUBBER BALL, I'm a ROAD RUNNER, DOUBLE SHOT (Of My Baby's Love), DON'T BRING ME DOWN, GIRL IN LOVE, MAMA, COME ON LET'S GO, HOLD ON! I'M COMIN', KICKS, PAPERBACK WRITER, GOOD LOVIN', MESSAGE TO MICHAEL, DIRTY WATER.

Table with columns: (32), (33), (34), (35), (36), (37), (38), (39), (40), (41), (42), (43), (44), (45), (46), (47), (48), (49), (50), (51), (52), (53), (54), (55), (56), (57), (58), (59), (60), (61), (62), (63), (64), (65). Includes songs like THE SUN AIN'T GONNA SHINE (Anymore), SLOOP JOHN B., I LOVE YOU DROPS, COME RUNNING BACK, AIN'T TOO PROUD TO BEG, HOW DOES THAT GRAB YOU DARLIN', CRYING, I LOVE YOU 1,000 TIMES, BACKSTAGE, DEDICATED FOLLOWER OF FASHION, IT'S OVER, HEY JOE, S.Y.S.L.J.F.M. (Letter Song), THE BALLAD OF IRVING, POPSICLE, THE LAST WORD IN LONESOME IS ME, HANKY PANKY, PETER RABBIT, THERE'S NO LIVING WITHOUT YOUR LOVING, LITTLE GIRL, HE, THE LAND OF MILK AND HONEY, MY LITTLE RED BOOK, TAKE THIS HEART OF MINE, OH YEAH, WIEDERSEH'N, BETTER USE YOUR HEAD, LET'S GO GET STONED, I KNOW YOU BETTER THAN THAT, WANG DANG DOODLE, HAVE I STAYED TOO LONG, BREAK OUT, ALONG COMES MARY, CLOUDY SUMMER AFTERNOON.

Table with columns: (66), (67), (68), (69), (70), (71), (72), (73), (74), (75), (76), (77), (78), (79), (80), (81), (82), (83), (84), (85), (86), (87), (88), (89), (90), (91), (92), (93), (94), (95), (96), (97), (98), (99), (100). Includes songs like TAKE SOME TIME OUT FOR LOVE, YOUNGER GIRL, NINETY-NINE AND A HALF, YOUNGER GIRL, SOLITARY MAN, LOVING YOU IS SWEETER THAN EVER, RAIN, BATMAN & HIS GRAND-MOTHER, MAME, EVOL-NOT LOVE, WHEN A WOMAN LOVES A MAN, EVERYDAY I HAVE TO CRY, DAY FOR DECISION, PLEASE TELL ME WHY, I'LL LOVE YOU FOREVER, I WASHED MY HANDS IN MUDDY WATER, GOOD TIME CHARLIE, COME AND GET ME, WHAT AM I GOING TO DO WITHOUT YOUR LOVE, COME ON AND SEE ME, MY LOVER'S PRAYER, THE IMPOSSIBLE DREAM, THINK OF ME, MAME, SWEET PEA, COUNT DOWN, DON'T TOUCH ME, RIVER DEEP—MOUNTAIN HIGH, I LOVE ONIONS, ONE TOO MANY MORNINGS, IT'S AN UPHILL CLIMB TO THE BOTTOM, NEIGHBOR, NEIGHBOR, THE PIED PIPER, LIL' RED RIDING HOOD, I NEED LOVE.

HOT 100—A TO Z—(Publisher-Licenses)

Large alphabetical list of songs and artists, including: Ain't Too Proud to Beg, Along Comes Mary, Backstage, Ballad of Irving, Batman & His Grandmother, Better Use Your Head, Break Out, Cloudy Summer Afternoon, Come and Get Me, Cool Jerk, Crying, Day for Decision, Dedicated Follower of Fashion, Did You Ever Have to Make Up Your Mind?, Dirty Water, Double Shot, Don't Bring Me Down, Girl in Love, Good Lovin', Hold On! I'm Comin', I Am a Rock, I Know You Better Than That, I Love Onions, I Love You Drops, I Love You 1,000 Times, I Need Love, I Washed My Hands in Muddy Water, I'm a Road Runner, I'm a Road Runner (Part 2), I'm a Road Runner (Part 3), I'm a Road Runner (Part 4), I'm a Road Runner (Part 5), I'm a Road Runner (Part 6), I'm a Road Runner (Part 7), I'm a Road Runner (Part 8), I'm a Road Runner (Part 9), I'm a Road Runner (Part 10), I'm a Road Runner (Part 11), I'm a Road Runner (Part 12), I'm a Road Runner (Part 13), I'm a Road Runner (Part 14), I'm a Road Runner (Part 15), I'm a Road Runner (Part 16), I'm a Road Runner (Part 17), I'm a Road Runner (Part 18), I'm a Road Runner (Part 19), I'm a Road Runner (Part 20), I'm a Road Runner (Part 21), I'm a Road Runner (Part 22), I'm a Road Runner (Part 23), I'm a Road Runner (Part 24), I'm a Road Runner (Part 25), I'm a Road Runner (Part 26), I'm a Road Runner (Part 27), I'm a Road Runner (Part 28), I'm a Road Runner (Part 29), I'm a Road Runner (Part 30), I'm a Road Runner (Part 31), I'm a Road Runner (Part 32), I'm a Road Runner (Part 33), I'm a Road Runner (Part 34), I'm a Road Runner (Part 35), I'm a Road Runner (Part 36), I'm a Road Runner (Part 37), I'm a Road Runner (Part 38), I'm a Road Runner (Part 39), I'm a Road Runner (Part 40), I'm a Road Runner (Part 41), I'm a Road Runner (Part 42), I'm a Road Runner (Part 43), I'm a Road Runner (Part 44), I'm a Road Runner (Part 45), I'm a Road Runner (Part 46), I'm a Road Runner (Part 47), I'm a Road Runner (Part 48), I'm a Road Runner (Part 49), I'm a Road Runner (Part 50), I'm a Road Runner (Part 51), I'm a Road Runner (Part 52), I'm a Road Runner (Part 53), I'm a Road Runner (Part 54), I'm a Road Runner (Part 55), I'm a Road Runner (Part 56), I'm a Road Runner (Part 57), I'm a Road Runner (Part 58), I'm a Road Runner (Part 59), I'm a Road Runner (Part 60), I'm a Road Runner (Part 61), I'm a Road Runner (Part 62), I'm a Road Runner (Part 63), I'm a Road Runner (Part 64), I'm a Road Runner (Part 65), I'm a Road Runner (Part 66), I'm a Road Runner (Part 67), I'm a Road Runner (Part 68), I'm a Road Runner (Part 69), I'm a Road Runner (Part 70), I'm a Road Runner (Part 71), I'm a Road Runner (Part 72), I'm a Road Runner (Part 73), I'm a Road Runner (Part 74), I'm a Road Runner (Part 75), I'm a Road Runner (Part 76), I'm a Road Runner (Part 77), I'm a Road Runner (Part 78), I'm a Road Runner (Part 79), I'm a Road Runner (Part 80), I'm a Road Runner (Part 81), I'm a Road Runner (Part 82), I'm a Road Runner (Part 83), I'm a Road Runner (Part 84), I'm a Road Runner (Part 85), I'm a Road Runner (Part 86), I'm a Road Runner (Part 87), I'm a Road Runner (Part 88), I'm a Road Runner (Part 89), I'm a Road Runner (Part 90), I'm a Road Runner (Part 91), I'm a Road Runner (Part 92), I'm a Road Runner (Part 93), I'm a Road Runner (Part 94), I'm a Road Runner (Part 95), I'm a Road Runner (Part 96), I'm a Road Runner (Part 97), I'm a Road Runner (Part 98), I'm a Road Runner (Part 99), I'm a Road Runner (Part 100).

BUBBLING UNDER THE HOT 100

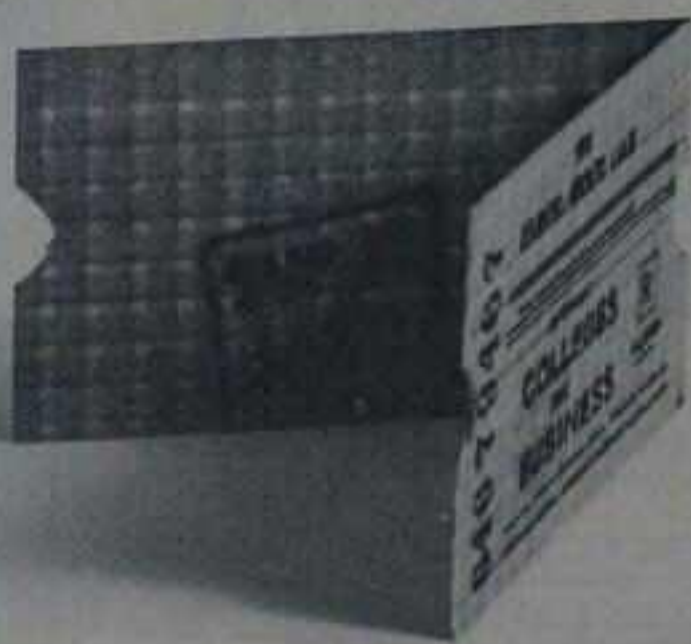
Table listing songs that are bubbling under the Hot 100, including: HE WILL BREAK YOUR HEART, YOU BETTER RUN, ALL THESE THINGS, GRIM REAPER OF LOVE, DISTANT DRUMS, YOU WAITED TOO LONG, GREATEST MOMENTS IN A GIRL'S LIFE, HE'S READY, OFF AND RUNNING, TEENAGER'S PRAYER, TRULY YOURS, AIN'T GONNA CRY NO MORE, SAM, YOU MADE THE PANTS TOO LONG, SO MUCH LOVE, YOU WOULDN'T LISTEN, I'LL BE GONE, SO MUCH LOVE, I ONLY HAVE EYES FOR YOU, WHERE WERE YOU WHEN I NEEDED YOU, NOT RESPONSIBLE, HOW CAN I TELL HER IT'S OVER, BLUE STAR, IT'S YOU ALONE, THERE STANDS THE DOOR, HEY GOOD LOOKIN', SWEET DREAMS, FIVE MILES FROM HOME, COO COO ROO COO COO PALOMA, MINE EXCLUSIVELY, STOP—GET A TICKET, TAB AND CEMENT, WE'RE ACTING LIKE LOVERS, BACK WITH THE WIND, IT'S THAT TIME OF THE YEAR, DOTS ARE MADE TO LOVE.

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1961 CARNIVAL	Michael Stewart
1958 THE MUSIC MAN	Meredith Willson
1957 THE MOST HAPPY FELLA	Frank Loesser
1956 MY FAIR LADY	Frederick Loewe, Alan Jay Lerner
1955 THE SAINT OF BLEECKER STREET	Gian Carlo Menotti
1954 THE GOLDEN APPLE	John Latouche, Jerome Moross
1953 WONDERFUL TOWN	Joseph Fields, Jerome Chodorov, Betty Comden, Adolph Green, Leonard Bernstein
1952 PAL JOEY	Richard Rodgers, Lorenz Hart, John O'Hara
1951 GUYS AND DOLLS	Abe Burrows, Jo Swerling, Frank Loesser
1950 THE CONSUL	Gian Carlo Menotti
1949 SOUTH PACIFIC	Richard Rodgers, Oscar Hammerstein II, Joshua Logan
1947 BRIGADOON	Alan Jay Lerner, Frederick Loewe
1946 CAROUSEL	Richard Rodgers, Oscar Hammerstein II



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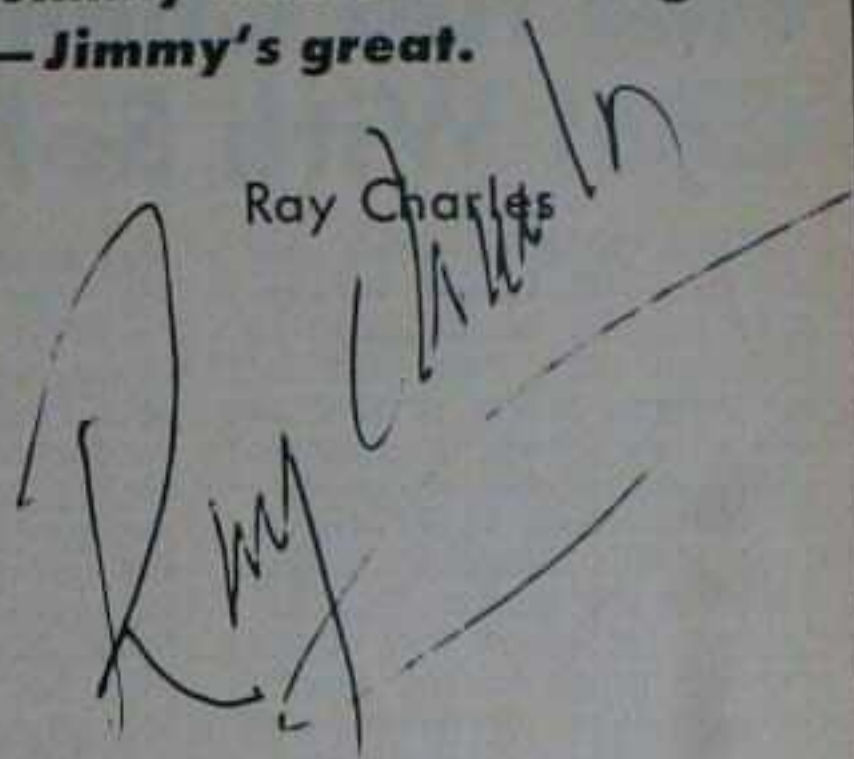
EASY LISTENING

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	LAST WEEK			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	4	7	STRANGERS IN THE NIGHT	Frank Sinatra, Reprise 0470 (Roosevelt-Champion, BMI)	7
2	2	2	5	THE MORE I SEE YOU	Chris Montez, A&M 794 (Bryman, Veeva & Gunn, ASCAP)	9
3	6	7	10	MAME	Bobby Darin, Atlantic 3229 (Morris, ASCAP)	9
4	9	10	11	COME RUNNING BACK	Dean Martin, Reprise 0466 (Richberg/Kite, BMI)	6
5	3	3	3	LOVE ME WITH ALL OF YOUR HEART	Bachelors, London 9828 (Peer Int'l, BMI)	11
6	10	14	19	THE IMPOSSIBLE DREAM	Jack Jones, Kapp 735 (Fox, ASCAP)	6
7	4	1	1	BAND OF GOLD	Mel Carter, Imperial 66165 (Ludlow, BMI)	10
8	7	8	8	THE BALLAD OF IRVING	Frank Gallop, Kapp 745 (Thirteen, ASCAP)	9
9	11	13	17	SAM, YOU MADE THE PANTS TOO LONG	Barbra Streisand, Columbia 43612 (Shapiro-Bernstein, ASCAP)	5
10	12	16	20	MAME	Louis Armstrong, Mercury 72574 (Morris, ASCAP)	6
11	16	19	26	WIEDERSEHN	Al Martino, Capitol 5652 (Roosevelt, BMI)	5
12	5	5	2	I'M COMIN' HOME, CINDY	Trini Lopez, Reprise 0455 (Tridon, BMI)	11
13	8	6	6	THE "A" TEAM	S/Sgt. Barry Sadler, RCA Victor 8804 (Music, Music, Music, ASCAP)	8
14	15	15	18	LESS THAN TOMORROW	Jerry Vale, Columbia 42605 (South Mountain, BMI)	8
15	18	20	22	THE LAST WORD IN LONESOME IS ME	Eddy Arnold, RCA Victor 8818 (True, BMI)	6
16	20	22	25	STRANGERS IN THE NIGHT	Bert Kaempfert & His Orchestra, Decca 31943 (Champion-Roosevelt, BMI)	6
17	24	31	40	COO COO ROO COO COO PALOMA	Perry Como, RCA Victor 8823 (Peer Int'l, BMI)	4
18	23	30	39	IT'S OVER	Jimmy Rodgers, Dot 14861 (Honeycomb, ASCAP)	4
19	13	9	4	THE CRUEL WAR	Peter, Paul & Mary, Warner Bros. 5809 (Pepamar, ASCAP)	9
20	36	—	—	I ONLY HAVE EYES FOR YOU	Letterman, Capitol 5649 (Romick, ASCAP)	2
21	21	25	30	LARA'S THEME	Roger Williams, Kapp 738 (Rubbin, ASCAP)	7
22	14	11	9	DOWNTOWN	Mrs. Miller, Capitol 5640 (Londs, ASCAP)	7
23	25	27	28	THE MINUTE WALTZ	Barbra Streisand, Columbia 43612 (Arch, BMI)	7
24	17	12	14	MESSAGE TO MICHAEL	Dionne Warwick, Scepter 12153 (U.S. Songs, ASCAP)	10
25	29	35	38	YOU'RE GONNA HEAR FROM ME	Julius La Rosa, MGM 13497 (Romick, ASCAP)	5
26	19	17	13	A LOVER'S CONCERTO	Mrs. Miller, Capitol 5640 (Saturday, BMI)	8
27	33	36	—	I LOVE YOU DROPS	Vic Dana, Decca 319 (Maxx-Ross, BMI)	3
28	22	18	16	PLEASE DON'T SELL MY DADDY NO MORE WINE	Greenwoods, Kapp 745 (Third Story, BMI)	9
29	32	33	36	BLACK FOREST HOLIDAY	Harold Jankowski, Mercury 72567 (MRC, BMI)	5
30	—	—	—	IN THIS DAY AND AGE	Patti Page, Columbia 43647 (Galliva, BMI)	1
31	—	—	—	IF HE WALKED INTO MY LIFE	Eydie Gorme, Columbia 43640 (Morris, ASCAP)	1
32	37	—	—	ONE—TWO—THREE	Jane Morgan, Epic 10022 (Double-Diamond, BMI)	2
33	30	29	34	I'M GONNA CHANGE EVERYTHING	Jimmy Basili, United Artists 994 (Vuckshan, BMI)	7
34	35	38	—	STAGECOACH TO CHEYENNE	Wayne Newton, Capitol 5643 (Miller, ASCAP)	3
35	—	—	—	HOW CAN I TELL HER IT'S OVER	Andy Williams, Columbia 42650 (Columbia, BMI)	1
36	38	39	—	DON'T TOUCH ME	Jeannie Seely, Monument 923 (Pomper, BMI)	3
37	40	—	—	IF I FELL	Brothers Four, Columbia 43621 (Maxton, BMI)	2
38	—	—	—	DAYDREAMER	Hubert Quelit, Columbia 42648 (Morris, ASCAP)	1
39	39	40	—	RAT RACE	Eighteen Brothers Band, Verve 10403 (Famous, ASCAP)	3
40	—	—	—	MOTHERS AND DAUGHTERS	Doc Severinsen & His Sextet, Command 4284 (Eastlake, ASCAP)	1

After recording one of his songs in my new "Crying Time" album, I knew that Jimmy was one of the great young writers of today. He writes with soul. ■ As a singer it's the same story — Jimmy's great.

Ray Charles



BABY I LOVE YOU

#32002

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JIMMY HOLIDAY

Remember, every **MINT** counts



RADIO-TV programming

Hot 100 Champ, KFJZ, Playing It Cool With Soft Rock 'n' Roll Sell

FORT WORTH—Most major Hot 100 format stations, when summer comes, begin to go all-out with hard rock 'n' roll records in the daytime as well as the afternoon. But not KFJZ, named the major Hot 100 station here by Billboard's latest Radio Response Rating survey of the market. The station received 48 per cent of the votes of record dealers, distributors, one-stop operators, and local and national record company executives as being the No. 1 influence on sales of singles records.

The reason KFJZ will not harden its sound this summer—the same reason as last year—is to achieve higher ratings, said program director Bill Enis. Enis, who also holds down deejay chores, received 53 per cent of the votes in the personality category for influencing singles sales; Mark Stevens of KFJZ

was second with 21 per cent of the votes.

"We're a firm believer in staying up with the times," Enis said. "We have a basic format we follow, but we're constantly seeking improvements. For example, we've gotten away from the horns, the bells, the wild introductions for records and news. Between 9 a.m. and 4 p.m., we soften our sound and will continue to do so this summer. We followed this policy last summer and had the highest ratings we've ever had."

Summer Different

"Most stations harden their sound when the kids get out of school to get higher ratings. But my feeling is that today's kids are on the move all summer. They're not around the phone to be rated by audience surveys. Teen-agers, of course, still set the trends and dictate our programming policy, but, to

get the ratings, we have to appeal to the ones who're at home by the phone—the 18 and up age group."

Summer programming at KFJZ will include, Enis said, the sending of deejays out to interview the kids on the move . . . at the pools and the beaches.

Another Reason

Another reason the station avoids the more raucous rock 'n' roll tunes during the morning and early afternoon is that, "Fort Worth is not the type of metropolitan area like New York or Los Angeles. In markets of that size, a station knows it's going to get a certain segment of audience regardless of what it programs. Here we have to appeal to a broader segment of the population. Fort Worth is a country town . . . the people simply won't go for the loud stuff."

One thing the station goes all-out on, however, is playing local records, of which, "we have a lot of. If these are half-way decent, we'll play them a few times. The kids like this. Usually they know the artists, and every once in a while a record like this will break wide open." He mentioned J. Frank Wilson's "Last Kiss," "Hey, Paula" and "Hey, Baby" all produced by Maj. Bill Smith—as records the station helped push to national fame.

"Major Bill Smith is probably behind 75 per cent of the talent here," Enis said. "But you've got to listen to every record he turns out, because you don't know when he's bound to come up with a leftfielder that'll sell a million."

A local record the station was spinning last week was "You're Gonna Miss Me," by the 13th Floor Elevators, a Dallas group, on Contact Records. It was just bought by International Artists for national release, said Enis.

KGIL Making Bid For 2d 'Adult' Spot

By ELIOT TIEGEL

SAN FERNANDO, Calif. — KGIL, which reaches most of Los Angeles, is out to capture second place as an adult music station.

The station is shooting for a reputation as an Easy Listening outlet behind powerhouse KMPC, a Golden West Station.

Baseball broadcasts limit the music on both KMPC and KFI so there are hours when only rock 'n' roll is available. KMPC covers the California Angels and KFI the Dodgers and, on days when both clubs are working at the same time, the Los Angeles AM band has a gaping void in non-rock single and album sounds. Hence KGIL's concern with building an image as a good music station to give KMPC a run for the money and to pick up listeners who are disenchanted with KLAC's all-talk format. KLAC, a Metro media outlet, had been a good music single and LP station, albeit down in the rating columns. It has been a phone-chatter station for around six months.

There is one station which plays album music during the day, KRKD, but shifts its emphasis to religious shows evenings. KPOL, which is befud-

dled with labor problems, is a background music station and does not expose new recorded product.

KGIL does play new records and over the past year has changed its attitude about being strictly a Valley station and is now thinking in broader terms.

While KMPC, with its aggressive merchandising and advertising and strong line-up of personalities programs the broad spectrum of non-raucous rock 'n' roll, KGIL's tack is to be narrower in its concept. The station plays Bud Shank, Ray Charles, Frank Sinatra, Mexi-

(Continued on page 24)

WBAP Is 'It' to Young Adults

FORT WORTH — With an Easy Listening format, WBAP has virtually wrapped up the young adult audience here. This is aptly illustrated in Billboard's latest Radio Response Rating survey of the market; the station was ranked as the major influence on album sales by 71 per cent of the record dealers, distributors, one-stop operators, and local and national record company executives.

Since 1928 WBAP has been involved in one of the rarest situations in radio; it shares two different frequencies with WFAA in Dallas. WBAP operates on the 50,000-watt clear channel frequency midnight to 7:30 a.m. and 12:30 to 5 p.m. It operates on the other 5,000-watt the rest of the time. WFAA uses the frequencies when WBAP isn't. Both stations operate around the clock.

Both stations have always wanted to obtain the 50,000-watt frequency, lock, stock and vacuum tube. Both are owned by newspapers. In the other days, the sharing of the two frequencies was considered a handicap. But this isn't necessarily so now, said Herman Clark, director of radio for WBAP. In fact, due to the sharing of the frequencies, WBAP believes it has built up

an image as a metropolitan station covering the entire market of Dallas and Fort Worth rather than just its own city. Together, the market is estimated at almost 2 million people. "We've built this image, now that the two



ONE FAMOUS TEAM collided with another when Allen and Rossi visited Pallan and Trow of KDKA, Pittsburgh, to promote their "Batman & Robin" album on Mercury Records. Bob Trow is decorating Marty Allen with Pallan & Trow credit cards while Art Pallan, wearing an Allen-like hairpiece and Steve Rossi watch.

Broadcast Chain Sets Up Moffat Memorial Awards

CALGARY, Canada—Moffat Broadcasting Ltd., with station CKY, Winnipeg, CKLG, Vancouver, and CKXL in Calgary, has established the Lloyd E. Moffat Memorial Awards for outstanding all-Canadian contributions to recorded music.

Trophies will be awarded to the record companies winning in four categories: best beat record; best middle-of-the-road record; best folk or country record; and the record which best demonstrates Canadian talent and originality, regardless of type of music. To qualify for the awards, the records must feature all-Canadian talent, including both vocalists and musicians, and must have been wholly produced in Canada between Jan. 1, 1966, and June 30, 1967. It is desirable, but not essential, that the music and lyrics also be by a Canadian. Each record company is allowed one entry in each category.

Records entered will be fea-

tured on the three Moffat broadcasting stations at pre-announced times, and listeners will vote for the records they feel best meet the qualifications in each category. If the competition wins the interest and support of the record industry, Moffat hopes to make it an annual competition.

RADIO-TV MART

RATES

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

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

HELP WANTED

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

SALES UP 307%

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

KWIZ

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

SITUATION WANTED

BRIGHT SOUNDING, DEPENDABLE, top forty personality is looking for a permanent position in a well established contemporary operation in the West or Southwest. Six years' experience, four at present position, two years as program director. Box 256, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

NEGRO AIR PERSONALITY ON EASY listening FM station desires to move up to larger market. College education, plus specialized training. Box 255, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

ONE OF AMERICA'S BEST-KNOWN DJ's & PD's seeks permanent association with "good people." Also experienced as Manager. Call: (213) 875-6246.

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



COMPOSER-CONDUCTOR Henry Mancini, interviewed recently for an Armed Forces Radio & TV Service show, presented a copy of his "The Academy Award Songs" RCA Victor Record album to Lt. Col. Robert Cranston, of ficer-in-charge.

70 to NAB Seminar

CAMBRIDGE, Mass.—Seventy radio and TV executives have enrolled for the fifth Management Development Seminar of the National Association of Broadcasters. The seminar which will cover industry problems such as competitive programming and personnel, will be held here at the Harvard Graduate School of Business Administration July 17-29.

KKHI in Stereo

SAN FRANCISCO — KKHI, the classical outlet which Monday (23) launched stereo programming on its FM facility, will offer live stereo broadcasts next season of both the San Francisco Symphony and Oakland Symphony concerts.



Do you ever **WONDER WHO**
will have the
next top 5 hit?

THE WONDER WHO?

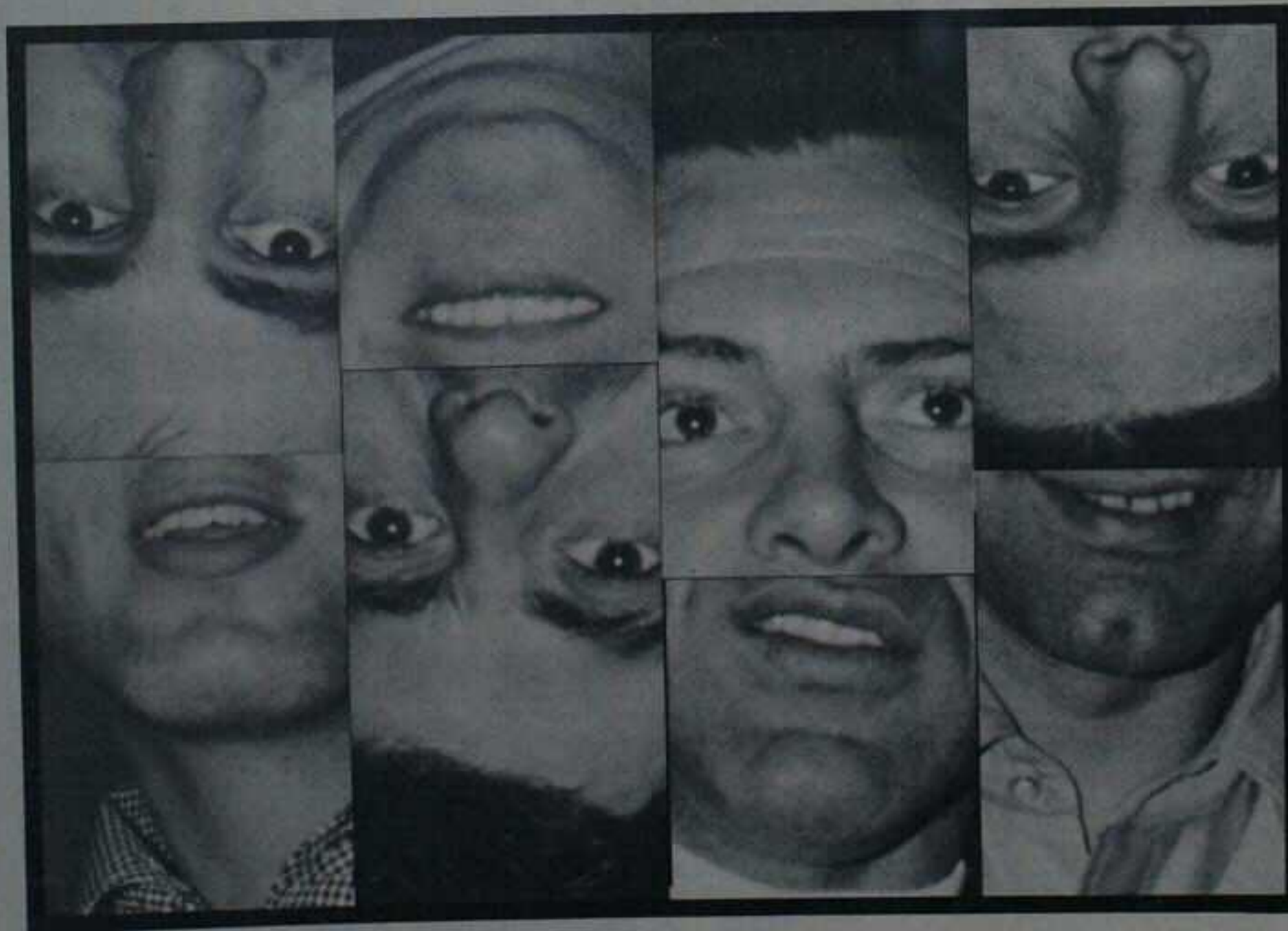
are back with a creative exciting super hit...

ON THE GOOD SHIP LOLLIPOP

B/W

YOU'RE NOBODY TILL SOMEBODY LOVES YOU

40380



*if you still wonder who
get a scissors*

PHILIPS RECORDS

One world of music  on one great label!

KGIL Bids for 2d 'Adult' Spot

Continued from page 22

cali Singers, Al Hirt, Hullabaloo Singers, Perry Como and Sammy Kaye, for example.

All songs are selected by program director Doug James, who tries for immediacy in airing new products. The disk jockeys have over 1,200 albums in the active library to select tunes from, going back four years. James has also initiated a gold record library of vintage titles for additional inclusion. Each DJ has a basic music list; the station is programmed on half-hour blocks, with a rotating order of artists; male, female solo vocalists, vocal groups, instrumental groups, etc.

Chatter Bare

James works with a current

singles library of 50 titles which changes once a week. DJ's keep the chatter bare. "We want to be a music station," James explained, "because we feel the people listen to us for the music."

The station is reaching for the 18-50 year-old crowd; explains the program director, who contends that when teenagers develop an appreciation for Frank Sinatra, Nancy Wilson and the big bands, they'll seek out KGIL. "We feel we're playing that kind of music."

In an hour the station will play four female vocalists, four male vocalists, and two instrumentals. "People pay more attention to vocalists," says James "and as a result, will pay at-

VOX JOX

By CLAUDE HALL

Guest deejay recently on KSTP, Minneapolis-St. Paul, was Minnesota governor Karl Rolvaag, helping to celebrate National Radio Week. He sat in on the Steve Cannon show. . . . Jay West has been

tention to the over-all sound of the station."

What reason does 5000-watt KGIL offer listeners to tune its way? "Pure entertainment without frills," James answers.

The DJ staff includes Doug James, Dudley Williams, John Gilbert, Chuck Southcott, Gary Parker and Larry Fineg. The Buckley-Jager Broadcasting outpost is general managed by Rick Buckley.

pped to program director of KRIO, McAllen, Tex. He replaces Ken Carter, who left to join KONO, San Antonio. KRIO, a Hot 100 format station, also has a new air personality—Tom Woolsey, formerly of KRGV; Woolsey is holding down a mid-morning slot and handling production manager chores.

June Draper, formerly with WPUV in Pulaski, Va., is now with WSLS, a 24-hour country music station in Roanoke, Va. Would like to hear from artists. . . . Steve Armstrong, WHEW, West Palm Beach, Fla., has been promoted to program director. . . . Thomas J. Swafford has been named vice-president, radio, at CBS, and general manager of WCBS. He had been director of community serv-

(Continued on page 29)

On the Air Everywhere!

Lainie Kazan Can I Trust You

b/w I Can't Remember

K-13526



RADIO RESPONSE RATING

FORT WORTH, TEX. . . . 3rd Cycle

JUNE 11, 1966

TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	KFJZ	48%
2.	KXOL	40%
3.	KLIF	12%
★ POP LP's		
1.	WBAP-AM-FM	71%
2.	KJIM	15%
3.	WFAA (Dallas)	9%
4.	KXOL-FM	5%

★ R&B		
1.	KNOK-AM-FM	100%
★ JAZZ		
1.	KNOK-FM (Jerry Thomas)	100%

★ COUNTRY		
1.	KPCN (Grand Prairie)	52%
2.	KCUL	48%

★ CONSERVATIVE		
1.	WBAP-FM	67%
2.	KIXL-AM-FM (Dallas)	33%

★ COMEDY		
1.	WBAP (tie)	50%
1.	WRR (Dallas) (tie)	50%

★ FOLK		
Note: No folk show in Fort Worth area. WBAP programs folk music occasionally.		

★ CLASSICAL		
1.	WRR-FM (Dallas)	50%
2.	WBAP-FM (tie)	25%
2.	KXOL-FM (tie)	25%

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 Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	Bill Enis	KFJZ	53%
2.	Mark Stevens	KFJZ	21%
3.	George Erwin (tie)	KFJZ	6%
3.	Mark West (tie)	KLIF	6%
3.	Sheester Gordon (tie)	KXOL	6%
Others			
(Don Day, KXOL)			
Rusty Reynolds, KXOL			

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN			
(Most co-operative in exposing new records)			
Don Day	Music Director	KXOL	
Bill Enis	Program Director	KFJZ	
Rusty Reynolds	Program Director	KXOL	

BY TIME SLOT

Morning	George Erwin, KFJZ
Mid-Morning	Bill Enis, KFJZ
Early Afternoon	Don Thomson, KFJZ
Traffic Man	Mark Stevens, KFJZ
Early Evening	Randy Robins, KFJZ
Late Evening	Randy Robins, KFJZ
All Night	Mike Marshall, KFJZ

★ TOP TV BANDSTAND SHOW		
Sump'n Else (Ron Chapman)	WFAA-TV (Dallas)	5-5:40 p.m. M-F.

★ POP LP's		
1.	Gene O'Bannon	WBAP 67%
2.	Mike Hoey	WBAP 22%
3.	Al Hunter	WBAP 11%

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN		
(Most co-operative in exposing new LP's)		
Art Davis	Music Director	WBAP

★ R&B		
1.	Jerry Thomas	KNOK 86%
2.	Curtis Pierce	KNOK 14%

★ COUNTRY		
1.	Joe Poovey	KPCN 42%
2.	Bill Warren (tie)	KCUL 16%
2.	Randy Ryder (tie)	KPCN 16%
2.	Bill Mack (tie)	KPCN 16%
3.	Bob Allen	KCUL 10%

STATIONS BY FORMAT

AM RADIO FREQUENCIES					
WFAA	570/820	KNOK	970	KFJZ	1270
KSKY	660	KIXL	1040	WRR	1310
KPCN	730	KRLD	1080	KXOL	1360
WBAP	820/570	KVIL	1150	KBOX	1480
KJIM	870	KLIF	1190	KCUL	1540
FM RADIO FREQUENCIES					
KRLD-FM	92.5	KNUS-FM	98.7	WRR-FM	101.1
KCUL-FM	93.9	KXOL-FM	99.5	KVIL-FM	103.7
WBAP-FM	96.3	KBOX-FM	100.3	KIXL-FM	104.5
KFJZ-FM	97.1			KMAP-FM	105.3
				KNOK-FM	107.5

DALLAS/FORT WORTH, TEX. Country's 12th Radio Market (15 AM; 13 FM).

KBOX: 5,000 watts. Owned by Balaban. On the air 24 hrs. a day. Music format: Contemporary. Editorializes occasionally. Joe Lang is director of 5-man news dept. Special equipment: 3 mobile units, walkie-talkie. 5-min. news at 55 past the hr. Cuts from Comedy LP's programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published weekly. 12-18 new records programmed weekly. Record promotion people are seen Tues. & Wed. Gen'l mgr., Irene B. Runnels. Prog. dir., Khan L. Hammon. Music dir., Frank Jolle. Send 4 copies of 45's and 2 copies of LP's to Mr. Jolle, 9900 McCree Rd., Dallas, Tex. Phone: (214) DI 8-3800.

KBOX-FM: ERP 29,000 watts. Music format: Pop Standard-Standard. Send 2 copies of LP's to Miss Runnels, 6211 West Northwest Hwy., Dallas, Tex. Phone: EM 3-0135.

KCUL: 1540 watts. Independent. Music format: Country. Gen'l mgr., Kurt Meer. Box 2049. Fort Worth, Tex. 76101. Phone: (817) WA 6-4606.

KCUL-FM: ERP 57,000 watts stereo. Address and personnel same as KCUL.

KFJZ: 5,000 watts. Owned by Radio Fort Worth. Music format: Contemporary. Gen'l mgr., Stan Wilson. Prog. dir., Bill Enis, 4801 W. Freeway, Fort Worth, Tex. 76107. Phone: (817) PE 7-6631.

KFJZ-FM: ERP 22,000 watts. Address and personnel same as KFJZ.

KIXL: 1,000 watts. Independent. Daytimer. Music format: Pop Standard (80%-)Standard (20%). Special programming "Homemaker Show," with Meg Healy, 9-10 a.m., Sat. Taylor Branch is director of 2-man news dept. 5-min. news at 25 past the hr., headlines 15 & 45 past the hr. New records are selected for air-play by committee of station personnel. Gen'l mgr., Dan Hayslett. Prog. dir., Harold Smith. Music dir., Marvin Hillis. Send 4 copies of 45's and 2 copies of LP's to Mr. Hillis, 1401 S. Akard, Dallas, Tex. Phone RI 1-5016.

KIXL-FM: ERP 100,000 watts stereo. On the air 24 hrs. a day. Music format: Standard (60%-)Conservative (25%-)Pop Standard (15%). Send 2 copies of stereo LP's to Mr. Hillis, address and all other information same as KIXL.

KJIM: 250 watts. Independent Daytimer. Music format: Pop standard. Editorializes occasionally. 5-min. news on the hr., headlines on the half-hr. Comedy LP's featured at 7:50 a.m. & 5:20 p.m. daily. Included in other regular programming. New records are selected for air-play by prog. dir. Approximately 10 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Everette Sally. Prog. dir., Ronald Ebben. Send 2 copies of 45's and 2 copies of LP's to Mr. Ebben, 2212 E. 4th, Fort Worth, Tex. Phone: (817) ED 6-7175.

KLIF: 50,000 watts. Owned by the McLendon Corp. On the hr. 24 hrs.

a day. Music format: Contemporary (100%). Editorializes frequently. Special programming: S.M.U. Basketball, Dallas Cowboys Football. Dick Glancy is director of 8-man news dept. Special equipment: 3 mobile units, headliner cruiser. 5-min. news on the hr., headlines on the half-hr. Comedy LP's often featured on "The First Team." New records are selected for air-play by committee of station personnel. Play list published weekly. Gen'l mgr., Charles F. Payne. Prog. dir., John Borders. Music dir., Jimmy Rabbit. Send 5 copies of 45's and 2 copies of LP's to Mr. Rabbit, 2120 Commerce, Dallas, Tex. 75201. Phone: (214) RI 7-9311.

KNUS-FM: Simulcast 7-9 a.m. and hourly news. Send 2 copies of 45's and 2 copies of LP's to Mr. Johnny Dark, FM Program Director. Address and other information same as KLIF.

KMAP-FM: ERP 20,000 watts. Owned by Century Broadcasting Corp. On the air 24 hrs. a day. Music format: Pop Standard (60%-)Jazz (15%-)Contemporary (10%-)Classical (5%-)Spanish Ethnic (5%). Special programming: Arlington College basketball, "Just Gentle Jazz," modern jazz. Joe McChesney is director of news dept. 5-min. news 10 times daily. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Approximately 20 new records programmed weekly. Gen'l mgr., H. Grafman. Prog. dir., Joe McChesney. Send 2 copies of 45's and 2 copies of LP's to Exchange Park, Dallas, Tex. 75235. Phone: (214) FL 7-0111.

KNOK: 1,000 watts. Owned by Hepburn Broadcasting Co., Inc. Daytimer. Music format: Rhythm & Blues-Jazz. Editorializes occasionally. Special programming: Bishop College football, H.S. football & basketball. "Frank Clarke Sports," 5:15 p.m., M-W-F. Jerome Thomas is director of news dept. 5-min. news on the hr.; headlines on the half-hr. New records are selected for air-play by committee of station personnel & research of local retailers. Play list published weekly. Approximately 50 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Stuart J. Hepburn. Prog. dir., Jerome Thomas. Music lib., Jim Walls. Send 2 copies of 45's and 1 copy of LP's to Mr. Walls, P. O. Box 7116, Fort Worth; P. O. Box 432, Dallas, Tex. Phone: (817) TE 1-1278 (Fort Worth); (214) HA 1-4144 (Dallas).

KNOK-FM: ERP 37,000 watts. Simulcast 4:30 a.m.-sundown. Address and other information same as KNOK.

KPCN: 500 watts. Independent. Music format: Country. Gen'l mgr., Giles Miller. Box 866, Grand Prairie, Tex. 75051. Phone (214) AN 4-2304.

KRLD: 50,000 watts. CBS affiliate. Music format: Pop Standard-Standard-Classical. Editorializes weekly. Special programming: H. S. basketball & football, Southwest Conference Football, Houston Astro Baseball. "Comment," with Ed Barker, Jim Underwood, Frank Glibber, Wes Wise; panel interview, 1:05-2:55 p.m., M-F. "Ask the Expert"

(Continued on page 29)

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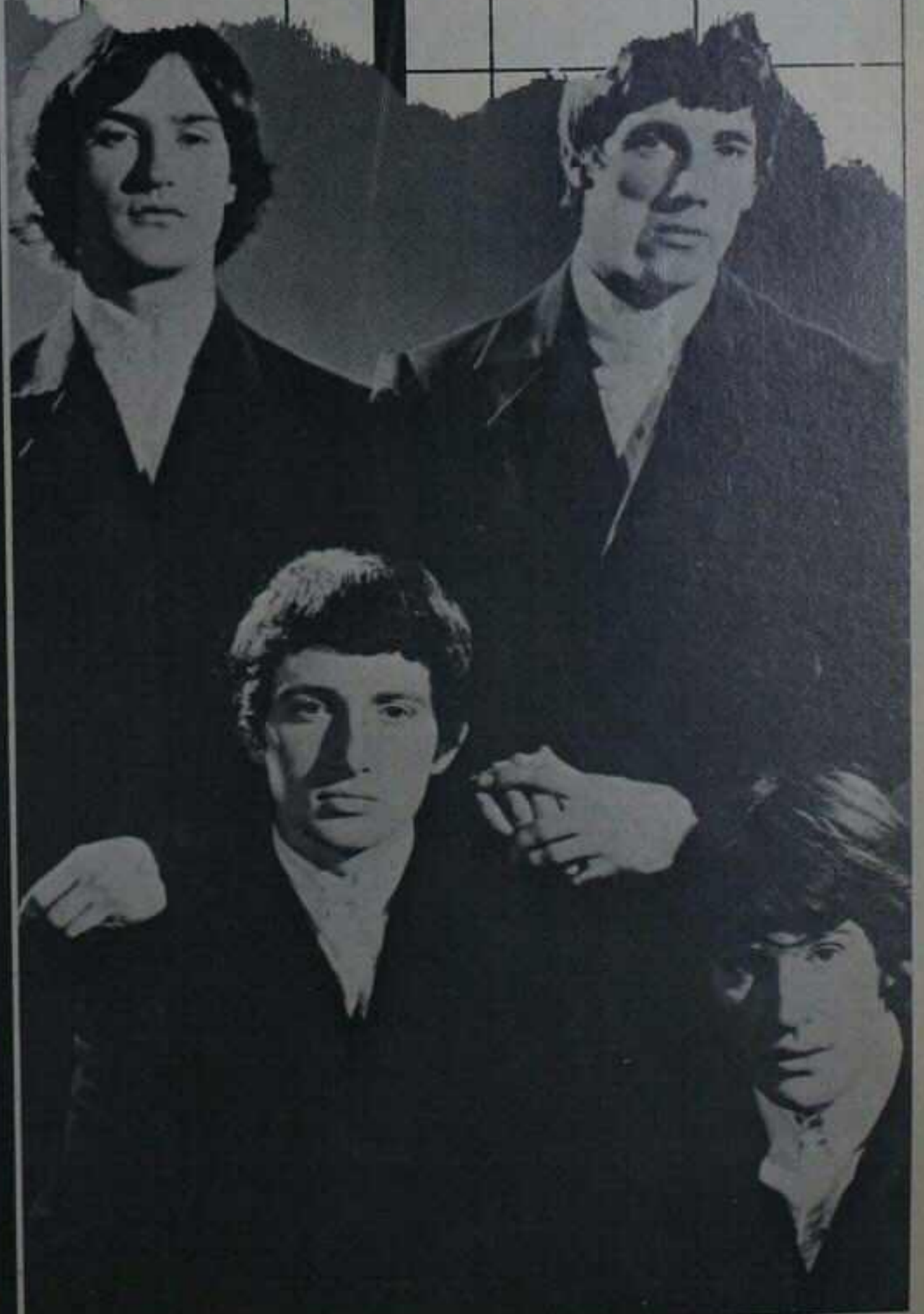


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TOMMY GARRETT · 50 VELVET BRASS · THE FLEET
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GILLESPIE · EDDIE HEYWOOD · THE HOLLIES · JAN
& DEAN · THE JAZZ CRUSADERS · SPIKE JONES · BIL
LY LARKIN AND
GARY LEWIS AND

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RS · THE MARIA
McCANN · JIMMY
ATT MONRO · GE
· RICKY NELSON
WILLIE NELSON
E FOLKSWINGERS
EL · P. J. PROBY

DON · HENRY MA
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CHI BRASS · LES
McCRACKLIN · M
RRY MULLIGAN
SANDY NELSON ·
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THOMAS · VAN NUYS BAPTIST CHOIR · BOBBY VEE
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GARY LEWIS
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Red Roses for a Blue Lady

All I Really Want to Do
CHERI

JOHNNY RIVERS
ROCKS THE FOLK

Jackie De Shannon

MICHELLI
BUD SHAN

TIKKI CARR
TIME AFTER TIME

QUIET VILLAGE
MARTIN DENNY

Julie's Golden Greats
JULIE LONDON

LET'S ALL SING WITH THE
Chipmunks

Country Songs / City Hits
BLIND WHITFIELD

THE 50 GUITARS RETURN
OF TOMMY GARRETT
TO PARADISE

GIL FULLER MONTER
JAZZ FESTIVAL

ORIGINAL COUNTRY
HITS
THE ORIGINAL ARTISTS

Little Old Lady From Pasadena
Jan & Dean

Gerry Mulligan / Chet Baker
timeless

WASH! A TASTE OF
Tequila

Wish Someone Would Care
IRMA THOMAS

Sandy Nelson
TEEN BEAT

BOBBY VEET
GOLDEN HITS

WALK AWAY
MATT MONRO

Invisible Tears
THE JOHNNY MANN SINGERS

The Original Artists
12 1
NUMBER
HITS

Julie London
THE END OF THE WORLD

Our Winter Love
FELIX SLATKIN

JOHNNY RIVERS
Here We a Go Go Again

RED SKELTON
Comedies

The Hollies
HEAR! HERE!

THE BEST OF
TIMI YURO

MATT MONRO
ALL MY LOVING

THE Chipmunks
sing the
Beatles HITS

Teach Me Diger
APRIL STEVENS

GIL EVANS
CANTON
ORCHESTRA
ADDS

A lot of dominos
FATS DOMINO

A taste of honey
MARTIN DENNY

TIKKI CARR DISCOVERY!

HOLE IN
THE WALL
BILLY LARKIN
THE DELEGATES

WASHINGTON
SQUARE
THE NEW
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Spike Jones

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Paris
FRANCK POURCEL

The
Sunset
Strings
play
The Roy Orbison
Song Book

P.J. PROBY

EDDIE HEYWOOD'S
GOLDEN
ENCORES

WILLIE NELSON
...and then I was

Many Splendored Themes
FELIX SLATKIN

JAN & DEAN
SOLID GOLD HITS

THE 50 GUITARS
South of the Border

GARY LEWIS
HIT SESSIONS

Ballads & Golden Folk Songs
THE JOHNNY MANN SINGERS

Big Band Hits
Si Zentner

Let there be
SANDY NELSON

Johnny Rivers
AT THE WHISKY & GO GO

The Ventures
WALK DON'T RUN

SI ZENTNER
Up a
Lazy
River

SONGS BY RICKY
RICKY NELSON

THE FABULOUS
NANCY AMES

dick & deedee
THE DOUBTIN'S HIGH

no matter what she
THE T-BONES

MEL CARTER

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HERE'S
PETILA CLARK

The Fleetwoods'
GREATEST HITS

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SANDY NELSON

THE VENTURES



**IF
IT'S
BIG
DON'T
MINIMIZE
IT**



IF YOU HAVE SOMETHING COLORFUL TO SELL—OR COLORFUL TO TELL . . .
SAY IT WITH FULL IMPACT . . . SAY IT IN **FULL COLOR** BILLBOARD FOR THE
MUSIC-RECORD INDUSTRY—THE ONLY "FULL COLOR VOICE" IN THE WORLD

KPCN High in Listener Saddle

GRAND PRAIRIE, Tex.—The major country music station in both Dallas and Fort Worth, according to Billboard's latest Radio Response Rating surveys of both markets, is KPCN, located in the suburb of Grand Prairie, near Dallas. The station received 56 per cent of the votes for Dallas and 52 per cent for Fort Worth of record dealers, distributors, one-stop operators, and local and national record company executives for influencing sales of country music records.

The major air personality influencing country music record sales was Joe Poovey—by a large majority of votes in both cities. Poovey is no stranger to country music; he is a recording artist in his own right and has won BMI awards for writing "Worse of Luck," "She Looks Good to the Crowd" and "Loose Lips."

Poovey is basically responsible for the "sound" of KPCN. The programming policy is that deejays

select their own tunes but follow the pattern of: Top-seller, newcomer, classic. "We're not a hill-billy station, but we're not a Top 40 country station either," Poovey said. "No reference is ever made to the position of a record on the chart, we have no jingles. We try to talk less and play more music, but our deejays are strong personalities."

The station tries to stick to the major-selling country music records. No bluegrass is played because "you couldn't give it away in this market." Poovey takes pride in boosting local talent, but limits it to one record every half hour. This type of programming just earned the station one of its most successful billings months in history, he said.

Poovey is not the only one on the station who has strong ties with country music; Horace Logan, another deejay, promotes the "Big D Jamboree" live country music show in Dallas.

VOX JOX

Continued from page 24

ices for WCBS-TV. Swafford formerly owned and operated a radio station in Albuquerque, N. M.

John Casey, program director and an air personality at WAXY-AM-FM in Lafayette, Ind., the past three years, has joined WSWM-FM Stereo in East Lansing, Mich., as operations manager. Casey says the station features an Easy Listening format and covers 29 counties in central Michigan.

Al Gates of WIXY, Cleveland, is now handling promotion manager chores as well as his 4-7 p.m. air shift.

Quentin (Reed) Welty has been appointed station manager of WWST-AM-FM in Wooster, Ohio; he has been general sales manager for the Dix Radio chain for 15 years, which owns WWST. A member of the Country Music Association, Welty will continue his publishing — B-W Music — and management interests in country music.

Don Green has returned to the personality roster of KONO, San Antonio, after an absence of two years. Radio New York Worldwide, which broadcasts in both English and Spanish 17 hours a day to Europe, Latin America, and Africa, has changed call letters from WRUL to WNYW.

Woody Roberts has joined KTSA's air staff in San Antonio.

New host of "Music Til Dawn" at WLW, Cincinnati, is Jack Gwyn; replacing him on the evening show is Morrie Carlson, formerly with WDAY, Fargo, N. C.

James W. Wesley Jr. has been upped to general manager of WIOD-AM-FM, Miami. WKRQ in Mobile, Ala., celebrated its 20th anniversary last week by dishing out 1,200 cups of coffee and doughnuts and slices of a 30-lb. cake.

Robert (Bob) B. Swanson has joined KING, Seattle, as an air personality; he was music director and air personality at KIDO, Boise, Idaho. A professional musician, Swanson has performed with everything from barbershop quartets to rock 'n' roll groups. Al Faust, morning man at WALL, Middletown, N. Y., is the father of a daughter, Alan.

Ted F. Bertot, music director of WALY, Herkimer, N. Y., pleads for Easy Listening and country music records for programming, plus Hot 100 singles for record hops. "Specifically, we're having a tough time getting MGM, Liberty, ABC, Dunhill, and the London group. Also, for some strange reason, we never get any of Bob Dylan's releases from Columbia, though we do get just about every-

thing else from there. Norm Wilson, our country music deejay, will play any and all country singles he receives and I'll promise to listen to everything else for possible use."

Buzz Long has been appointed operations manager of WYRE, Annapolis, Md.; he was formerly with WEAM, Washington.

W. Reid Leath has been upped to station director of KMBC-FM in Kansas City. Leath, who joined KMBC-FM last January, formerly was general manager of WRPL, Charlotte, N. C.

The National Broadcast Editorial Conference will be held July 28-30 at the New York Hilton Hotel, New York. W. O. (Bill) Wiseman, assistant general manager of WOW in Omaha, Neb., is retiring July 1.

STATIONS BY FORMAT

Continued from page 24

with Walter Evans, audience call-in questions, 12:35-1 p.m., M-F. "Fact Finder," with Audrey Tittle, mail-in questions, 9:05-9:55 a.m., M-F. "Clock-watch," with Chem Terry, music & conversation, 5:45-6 a.m. & 8:30-9:50 a.m., M-F. TV outlet is KRDL-TV, Channel 4. Eddie Barker is director of 26-man news dept. Special equipment: mobile units, 5-min., news at 55 past the hr., extended CBS news on the hr. New records are selected for air-play by librarian. Approximately 25 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., W. A. (Bill) Roberts, Prog. dir., Ted Parrino, Record lib., Paul James. Send 2 copies of 45's and 2 copies of LP's to Mr. James, 1101 Patterson, Dallas, Tex. Phone: RI 2-6811.

KRDL-FM: ERP 50,000 watts. Simulcast with KRDL 24 hrs.

KSKY: 1,000 watts. Independent. Daytimer. Music format: Religion and Religious Music. Editorializes occasionally. Gen'l mgr., F. Andrew Bell, c/o Stoneleigh Hotel, Dallas, Tex. 75222. Phone: (214) RI 2-6193.

KVIL: 1,000 watts. Daytimer. Music format: Pop Standard (100%). Special programming: Richardson H.S. Football, Cowboys-reports, Football, Golf matches-reports, "Coffee Break," with Frank Filesi, live interview, 9:30-10 a.m., M-F. "John Doremus Show," syndicated, 2-3 p.m., M-F. Frank Filesi is director of 5-man news dept. Special equipment: Helicopter for traffic reports, 5-min. news on the hr., headlines on the half-hr. Extended news 7, 8 a.m., 5 p.m. Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Approximately 10 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Hal Tunis, Prog. dir., Dillard Carrera, Music dir., Ray Milliron. Send 2 copies of 45's and 1 copy of LP's to Mr. Milliron, 4152 Mockingbird Ln., Dallas, Tex. Phone: (214) LA 6-8666.

KVIL-FM: ERP 119,000 watts. Simulcast with KVIL 6 a.m.-6 p.m. Stereo Multiplex. Address and all other information same as KVIL.

KXOL: 5,000 watts. Owned by Wendell Mayes Stations. On the air 24 hrs. a day. Music format: Contemporary (100%). Editorializes occasionally. Roy Eaton is director of 7-man news dept. Special equipment: 7 mobile units, 2 walkie-talkies, & 2 other portable trans-

WPEG HAS PEG: 'IN-HOME' DJ'S

WINSTON-SALEM, N. C.—WPEG, a 1,000-watt daytimer, features a unique format—not only is the station all-request with country music, but listeners often become deejays. Via phone beeper, listeners can play on the air any rare country music records they have, said Russ Reardon. "Can't report 50,000 calls of frantic acceptance," he said; "however, in my 16 years in broadcasting I've never heard of an all-request format going as far as having 'in-home' deejays. It's fun."

mitters, 5-min. news on the hr., headlines on the half-hr. Extended news 6:30 a.m. New records are selected for air-play by music dir. Play list published weekly. Record promotion people are seen M-F. Gen'l mgr., Earle Fletcher, Prog. dir., Rusty Reynolds, Music dir., Don Day. Send 3 copies of 45's and 1 copy of LP's to Mr. Day, 1705 West 7th St., Fort Worth, Tex. 76101. Phone: (817) ED 5-9511.

KXOL-FM: ERP 20,000 watts stereo. Music format: Standard (100% stereo). Send 1 copy stereo LP's to Mr. Hahn, mgr. Address and other information same as KXOL.

WBAP: 50,000/5,000 watts. NBC/ABC affiliate. Owned by Carter Pub. On the air 24 hrs. Music format: Pop Standard (85%)-Standard (15%). Special programming: T.C.U. Basketball & Football, Southwest Conference Football, Colonial Golf Tourney, State Golden Gloves Tourney. "Dr. Joyce Brothers Show," psychologist, 11:30 a.m., M-F. "Golf Tips," with Arnold Palmer, various times, 7 days. "Coin Market Report," with Roger Luker, coin collecting information, 12:55 a.m., Tues-Sun. "Community Forum," with Frank Mills, public interest topics, 7:05 p.m., Sat. TV outlet is WBAP-TV, Channel 5. James Byron is director of 20-man news dept. Special equipment: 4 mobile units, 5-min. news on the hr., headlines on the half hr. Extended news at 12:05 p.m. Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Approximately 165 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Roy Bacus, Prog. dir., Harvey Boyd, Music dir., Art Davis. Send 2 copies of 45's and 2 copies of LP's to Mr. Davis, Box 1780, Fort Worth, Tex. 76101. Phone: (817) JE 6-1983.

WBAP-FM: ERP 80,000 watts. Music format: Pop Standard (70%)-Standard (30%). Special programming: "Kaleidoscope" with Jim John, music, arts, city officials, etc. 7:15 a.m.-12 noon, Sun. Send 2 copies of stereo LP's to Mr. Davis. Address and all other information same as WBAP.

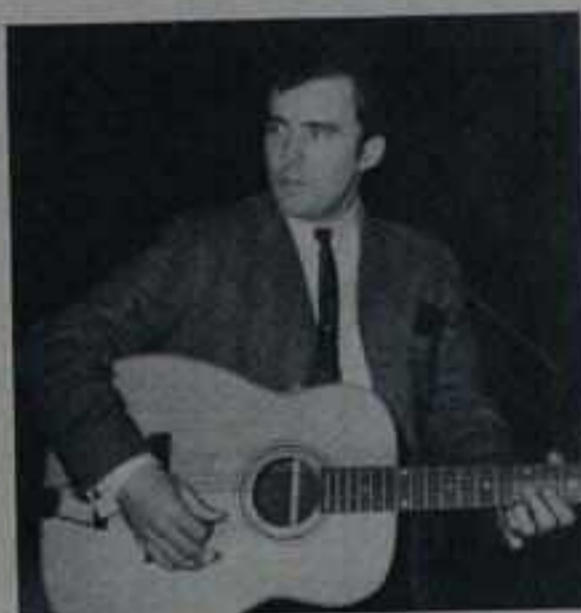
WFAA: 5,000/50,000 watts. ABC-NBC affiliate. Music format: Pop Standard (100%). TV outlet is WFAA-TV. Gen'l mgr., Mike Shapiro, Prog. dir., Bob Bruton, Young & Record Svs., Dallas, Tex. 75202. Phone: (214) RI 8-9631.

WFAA-FM: ERP 57,000 watts. Music format: Standard (100%). Address and other information same as WFAA. Note: WFAA-Dallas operates under a time-share agreement with WBAP-Fort Worth on 820kc. and 570kc. daily.

WRR: 5,000 watts. Mutual News affiliate for news only. On the air 24 hrs. a day. Music format: Pop Standard (40%)-Standard (40%)-Rhythm & Blues (10%)-Jazz (10%). Special programming: Highland Park H.S. & Southwest Conference Football. "Talk of the Town," with Bob Jett, celebrity interviews, 2:35 p.m., M-F. Bob Jett is director of 4-man news dept. Special equipment: 3 mobile units, 5-min. news on the hr., headlines on the half-hr. Extended news at 6 & 8:35 p.m. Comedy LP's featured on all shows. Folk Music programmed occasionally. New records are selected for air-play by prog. dir. 10-15 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., D. J. Tucker, Prog. dir., Jim Lowe. Send 1 copy of 45's and 1 copy of LP's to Mr. Lowe, Fair Park, Dallas, Tex. 75226. Phone: (214) TA 3-6101.

WRR-FM: ERP 100,000 watts. Music format: Classical (100%). Simulcast 2-6 a.m. Send 1 copy of stereo classic LP's to Mr. Eddie Hill, FM Music Director. Address and all other information same as WRR.

HOT 100 STARS



JOHNNY SEA
Warner Bros. Records

Johnny Sea, who now resides on a farm outside of Nashville, exhibits a strong feeling for country music in his singing, but is equally at home strumming his 12-string guitar and coming on strong with folk tunes, especially the one with pop flavor. He recently performed for two weeks in New York's Bitter End, the career birthplace of many of the world's major folk artists. Yet, Sea started his own career in the Deep South—Mississippi and Louisiana—and has performed throughout that area and Texas and Tennessee. He also writes songs.

Artists treated here have a new record on Billboard's Hot 100 Chart. Johnny Sea's "Day for Decision" on Warner Bros. Records is No. 78, its first week on the chart, with a star, meaning that it's rising rapidly.

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 12, 1961

1. Travelin' Man, Ricky Nelson, Imperial
2. Moody River, Pat Boone, Dot
3. Running Scared, Roy Orbison, Monument
4. Stand by Me, Ben E. King, Atco
5. Raindrops, Dee Clark, Vee Jay
6. The Writing on the Wall, Adam Wade, Coed
7. I Feel So Bad, Elvis Presley, RCA Victor
8. Every Beat of My Heart, Pips, Vee Jay
9. Quarter to Three, U.S. Bonds, Legrand
10. Boll Weevil Song, Brook Benton, Mercury

R&B SINGLES—5 Years Ago June 12, 1961

1. Stand by Me, Ben E. King, Atco
2. Every Beat of My Heart, Pips, Vee Jay
3. Tossin' and Turnin', Bobby Lewis, Beltone
4. Mama Said, Shirelles, Scepter
5. I Don't Mind, James Brown, King
6. Raindrops, Dee Clark, Vee Jay
7. Boll Weevil Song, Brook Benton, Mercury
8. Lonesome Whistle Blues, Freddie King, Federal
9. Quarter to Three, U.S. Bonds, Legrand
10. Mother-in-Law, Ernie K. Doe, Minit

POP SINGLES—10 Years Ago June 9, 1956

1. Heartbreak Hotel/I Was the One, Elvis Presley, RCA Victor
2. Moonglow & Theme From "Picnic," Morris Stoloff, Decca
3. The Wayward Wind, Gogi Grant, Era
4. Standing on the Corner/My Little Angel, Four Lads, Columbia
5. I'm in Love Again/My Blue Heaven, Fats Domino, Imperial
6. Hot Diggety, Perry Como, RCA Victor
7. Moonglow & Theme From "Picnic," George Cates, Coral
8. Ivory Tower, Cathy Carr, Fraternity
9. The Magic Touch, Platters, Mercury
10. I Want You, I Need You, I Love You/My Baby Left Me, Elvis Presley, RCA Victor

POP LP'S—5 Years Ago June 12, 1961

1. Camelot, Original Cast, Columbia
2. G.I. Blues, Elvis Presley, RCA Victor
3. Calcutta, Lawrence Welk, Dot
4. All the Way, Frank Sinatra, Capitol
5. Great Motion Picture Themes, Various Artists, United Artists
6. Exodus, Soundtrack, RCA Victor
7. Make Way, Kingston Trio, Capitol
8. Genius Plus Soul Equals Jazz, Ray Charles, Impulse
9. The Button-Down Mind of Bob Newhart, Warner Bros.
10. Never on Sunday, Soundtrack, United Artists

More will
LIVE



the more
you GIVE

HEART FUND

Word's Out—Bookstores Move In

By OMER ANDERSON

BONN—West German retail disk outlets are looking with alarm at the steady inroads being made on retail disk sales by bookstores.

There are about 4,000 retail bookstores in West Germany, and at least half of them are now selling phonograph records. Sales have climbed steadily in recent years. It is estimated that about 60 per cent of all LP's sold are being moved from bookstore shelves.

The ratio varies from area to area, but, over-all, bookstores are moving boldly into the disk business. The door was opened by the prose disk. The spoken

disk has gained tremendous popularity.

Everything is now being waxed on LP's—from the wisdom of Germany's top soccer stars to the addresses of Queen Elizabeth on her state visit here last year.

The waxing of words began several years ago with a Deutsche Grammophon album by Gustav Gruendgens reading his famous role in "Faust and I." Despite a price of \$19, the recording by the late famous German director and actor sold 50,000 copies. An astronomical figure for the German market and for this type of LP product.

Gruendgens' success spurred a literal flood of prose platters.

Top actors rushed to record the classics. Even religious leaders joined the act. Bishop Dibelius, for example, recorded "Christ Is Always Ready to Serve."

Germany is famed for its barbed political cabaret, which lampoons politicians and society, and the cabaret soon became the spot for live recordings.

Philips alone now has over 1,000 titles in its prose repertory. Deutsche Grammophon, Ariola and Electrola are all emphasizing prose and documentary records. Bookstores sell the records in tandem with the printed text of the same work or without the text, if none exists, on the promise that prose is prose—printed or audio.



HAL B. COOK, Billboard publisher, visits the contract signing session of singer Robertino to an exclusive deal with Carosello in Milan, during Cook's recent European trip. In the photo are, from left, Cook, Germano Ruscitto, Billboard's Milan correspondent; Gramitto Ricco, Curci Group general manager; Robertino; David Matalon, Carosello general manager, and Andre de Vekey, director of Billboard's European office.

'Tour' Draws Top-Drawer Names

By SAMPL STEINMAN

ROME—Success of five previous editions has brought an outstanding cast of names to the 6th Cantagiro (Singing Tour) of Italy. The tour gets under way June 22 and runs until July 9 through various cities.

Gianni Morandi, Bobby Solo, Domenico Modugno, Little Tony and the Marcellos Ferial are among the outstanding pop singers who will appear in Section A, which features name recording artists. This quintet of artists assures participation by RCA, Ricordi, Curci and Dur-

ium labels, with others to follow.

Other than Section A, there will be the usual competition of newcomers in Section B and the introduction of Section C, which will feature eight combos. The first to enter was RCA's the Rokes and Ricordi's Equipe 84. Gigi Cichellero will be orchestra director. The orchestra will accompany the singers on the tour which will run from Biella in the north to the usual two final nights at Fiuggi, the spa near Rome. Intermediate halts have already been set at Ancona, Bologna, Busto Arsizio, Brescia, Genoa,

Macerata, Sestri Levante, Turin and Verona, with several others to be added.

Among the sponsors of the event are an American gasoline firm, a watch company, a food product chain and others. Each day's tour is preceded by a caravan of advertising vans which distribute samples, leaflets, etc. Contests are also held. In addition, the various disk firms send their own cars with posters and statues of their artists. There's also a traveling record shop because some 40 records will be issued by the various labels containing official songs of the Cantagiro.

The current 23-day bicycle race around Italy, now in its 49th year, has added a group
(Continued on page 48)



MIKE MAITLAND, left, president of Warner Bros.-Reprise, and Phil Rose, Warner Bros.-Reprise international division manager, are honored by CGD at a cocktail party recently in Milan. Piero Sugar, son of Ladislo Sugar, owner of CGD, Suvini-Zerboni publishing group and Messaggierie Musicali shops, is at the right.

French Critics Pan Dylan

PARIS—Although Bob Dylan's first appearance in France was greeted by a record number of journalists and photographers at his press conference in the George V Hotel, and although he was a sellout at his concert at the Olympia Theater, the folk singing idol suffered a severe mauling from critics.

"Bob Dylan, Go Home!" ran the headlines of the tabloid daily Paris Jour. The critic accused Dylan of insulting the audience by taking 10 minutes between each number to tune his guitar and by refusing to acknowledge applause.

The conservative Figaro described Dylan's appearance as "The Fall of an Idol" and 24 Heures talked of a complete deception.

When the audience whistled stridently during long gaps between songs, Dylan laconically assured them, "I'm just as anxious to go home as you are. Don't you have any paper to read?"

Pointing out that Dylan's reported fee for the concert was equivalent to what an ordinary worker would earn in 10 years, the Paris Jour critic commented: "Dylan, you should have stayed home."

Royal Expands as Pub, Producer

EDMONTON, Canada—The Royal Talent Agency here has entered the publishing and indie record producing fields. As part of the expansion, the firm has moved into new offices and built a recording studio. Royal, founded by CJCA deejay Ray Short and Al Johnson, owner of the Lakeview entertainment center, reports booking \$74,000 in talent since being established in September 1965. The firm is now booking for all of western Canada and is establishing working agreements with talent agencies in the rest of Canada and the U. S.

5G PRIZE OFFER FOR BEST SONG

MONTREAL — A \$5,000 prize will be awarded to the writer of a song for Expo 67, Canada's centennial celebration which opens here April 28, 1967. The contest is sponsored by the Sun Life Assurance Co. of Canada, and entries will be judged by Festival du Disque, Inc., a Montreal-based organization which presents an annual music festival. Cut-off date is Aug. 31. Details may be obtained by writing International Competition, Expo 67 Theme Song, Festival du Disque, Inc., Box 700, Station H, Montreal, Quebec.

MUSICIANS' UNION SINKS PIRATE STATIONS' SHOW

LONDON — The Musicians Union stepped in to prevent four programs from being taped for use on Britain's off-shore radio stations.

The programs were being pre-recorded by Ross Productions for Curry, the sponsor, as part of a series which goes out over Radio City, both Radio Caroline stations, Radio London and Radio Scotland—pirate ships beaming into Britain.

Involved in the ban were Kenny Ball's Jazzmen, Pinkerton's Assorted Colours, the Swinging Blue Jeans and the

Four Pennies, all substantial record sellers in recent years.

Taping was taking place at a Bradford, Yorkshire, club when a regional organizer of the MU stepped in to tell musicians they were breaking union rules.

The MU is among the keenest opponents of the pirate ships and is siding with record companies and other organizations to end pirate broadcasting.

Some time ago, it informed members that they were forbidden to record music for the ships, on the grounds that "unlicensed broadcasters jeopardized livelihoods of members."

See Red, White & Blue—So Reds Ban 'Green Berets'

BERLIN—East Germany has ordered a ban on playing the "Ballad of the Green Berets," a big hit behind the Iron Curtain.

The Communist youth newspaper Junge Welt (Young World) reported that the song praising U. S. Special Forces soldiers in Vietnam is being sung all over East Germany and played at dances.

The official newspaper promised that it would discuss the song thoroughly. The song, nat-

urally, is not available in East Germany in sheet music or records. Nor is it played on the East German TV or radio network.

But this barrier has not prevented the song from becoming East Germany's top hit—via tape recording from the U. S. military's Armed Forces Network (AFN) stations in West Berlin and West Germany and West German radio stations.

How "Berets" has taken East Germany by storm can be gleaned from a letter written
• Continued on page 32

Sales of 2 Miller Intl. Disks Soar

HAMBURG — Miller International claims a four-year total of 2 million sales of its Somerset and Europa disks. The aggregate for 1962 and 1963 was only 300,000, but the 1964 figure was 500,000. Last year, sales soared to 1.2 million disks. According to the Miller firm, its biggest future sales are in the \$1.25 Europa budget line, which has had 16 releases to date.

Two-thirds of the 75 releases on the \$2.45 Somerset label have been pop classics. Best sellers include "Die Fledermaus," "Famous Operatic Choruses" and "Rhapsody in Blue." Miller will move its factory to nearby Quickborn next year.

Fanon's Barclay LP Is 'Illegal'

PARIS—A Paris court last week ordered the seizure of all copies of a new 10-song LP recorded by singer Maurice Fanon for Barclay.

The court also ruled that Fanon, signed on a six-month contract by Barclay earlier this year, is still under contract to CBS with whom he signed three years ago.

On the expiration of the three-year contract, CBS took up the option of Fanon's services for an additional year and the court has decided that this option is a legal contract and that the contract signed with Barclay is void.

2,691 INQUIRIES IN TWO WEEKS!

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



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

March 14, 1966

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

Dear Hal:

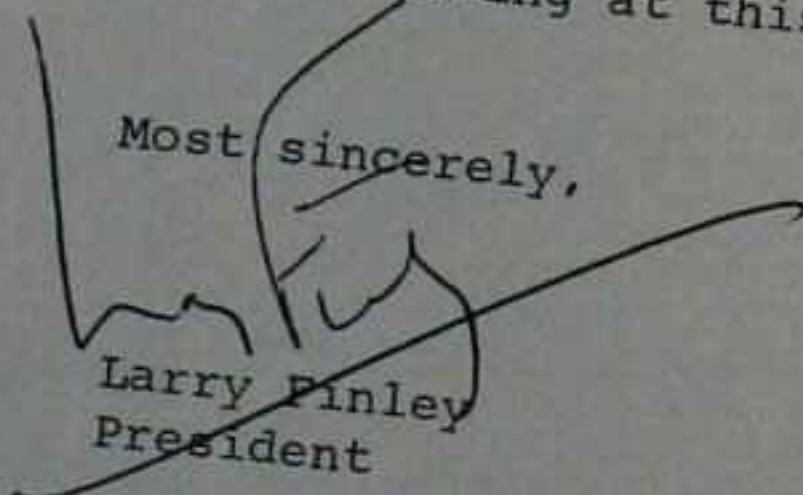
I am sorry that I was not able to spend some time with you at the NARM Convention in Miami, as I personally wanted to thank you and Lee Zhito for BILLBOARD's outstanding contribution to the tape cartridge industry.

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

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

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

Most sincerely,


Larry Pinley
President

LF:mms

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

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

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

FROM THE
**MUSIC CAPITALS
OF THE WORLD**

HAMBURG

"Exotic beauty with a cherry-blossom voice"—that's the way Philips is promoting the Korean singer **Lilifa**, who is featured in the Philips release "Lotos-Time," a collection of the most famous songs from the Far East. Lilifa's career in Germany was sparked by the former German ambassador in Seoul, **Dr. Richard Hertz**, who arranged for her to study music in Germany six years ago. . . . The **Rivets** is the first German beat group to tour Italy. . . . **Gudrun Stascheit** was the photo model for some 200 record sleeves. She's so well known in the disk trade that she was called the Face before she decided it would be better to have her name on a disk. Miss Stascheit's first disk has just been released, "Vergiss Deine Sorgen."

Polydor is beginning a big promotion campaign for **Bert Kaempfert's** new single, "Strangers in the Night." . . . **Capriccio** has three tunes on the current best-seller list: "Das kann mir Keiner nehmen" with **Heidi Bruhl**; "Vertrau auf Mich" with **Michael Malen**; and "You Are All Around Me" with the **Walker Brothers**. . . . **Chris Baldo**, whose latest release is "Ich bin nicht schuld an deinen Traenen" (Hansa), is a judo expert, a passionate auto rally driver, swimmer and skier. **Peter Kreuder**, Germany's top pianist and evergreen king, is on an Iberian tour, taking him to Barcelona, Madrid and Lisbon. . . . **Chris Howland** couldn't get along without his mother-in-law; the Ariola artist has just opened a new hotel on Majorca and placed his mother-in-law (who has professional hotel management experience) in charge.

OMER ANDERSON

LONDON

Manufacturers have appointed Decca's **Colin Barland** and EMI's **Leonard Smith** to prepare the case for resale price maintenance. They have co-opted **Reg Reed**, president

Breaking Duet!
"RING RING"
First recording by Europe's new folk singer
FERRE GRIGNARD
Contact: Primavera S.A.
22 Bd. M. Lemaire 08055ELLS

of the Gramophone Record Retailers' Association. The case could be heard within three months if due notice is given by the Restrictive Practices Court. It is,

Disk Sales Pitch by Magazine Pays Off

HAMBURG—Stern, a major weekly magazine sold more than 400,000 LP's through its own marketing organization last year. The publication works with four German record manufacturers: Polydor, Philips, CBS and Metronome. During the year, Stern marketed 40 disks. Topping sales was "Neue Songs der Welt" by Esther and **Abi Ofarim** (Philips), followed by two Polydor albums, "White Christmas" featuring several artists, and "Ein Abend mit Freddy" (An Evening with Freddy).

In association with Polydor, the magazine has started "Sterne ihrer Zeit," a special series by disk stars of the 1930's. Initial titles are expected to include "Johannes Heesters"; "Das Bari-Trio"; "Kaharett-Chanson"; "Tonafilm" and "Operetten-Revue." New releases in the main series include a second **Leonard Bernstein** LP on CBS and "Juliette Greco in Germany."

however, unlikely to be heard before late 1967. . . . EMI's budget album series, Music for Pleasure, is being launched in Eire this week—the first overseas market penetrated by the label. As in Britain, it will have distribution agreements separate from EMI Records. In Eire, the Hely Group, a wholesale and retail chain specializing in office equipment and stationery supplies, will distribute the line. . . . **Max Bygraves** switched from Decca to Pye. . . . United Artists will distribute the new **Cliff Richard** film, "Finders Keepers." The movie will include 10 new songs written by the **Shadows**, and already recorded for EMI by **Norrie Paramor**. Decca has issued the sixth LP in a series devoted to large fair organs.

Philips used a London pub to record LP material with **Jimmy Witherspoon**. . . . **John Fruin**, in charge of retailer matters at EMI is on a three-week visit to the U. S. studying the operation of CRDC.

RCA brought in **Eddy Arnold** for a fortnight's promotional visit, hoping to repeat the outstanding success of "Make the World Go Away," which followed on his personal early in the year. . . . **Lena Horne** in town promoting her autobiography. . . . **Bob Dylan's** Royal Albert Hall concert ended with some barracking. . . . The Performing Right Society began its computer operation June 1.

Roger Hall, RCA Red Seal a&r manager, here last week. After a holiday in Canada, **Lilby Morris** is due in New York this week for talks with RCA about future albums. With her is her husband, **British DJ Murray Kash**.

Completed with this month's release of Volume 8 is Decca's entire series of **Brahms** solo piano works, recorded by **Julius Katchen**.

DON WEDGE

LOS ANGELES

"Day for Decision," the Warner Bros. narrative with a patriotic flavor by **Johnny Sea**, past the 80,000 sales mark in the first three days of its release, according to the label. The five-minute-long single, arranged by **Ernie Freeman** and asked by **Dick Glasser**, is gaining Top 40 play, which is helping break the product.

San Francisco's **KNBR**, the NBC-owned station, has gone off its strict rock 'n' roll format, after a short romance with Top 40 programming. The station continues to play chart singles but not with the freneticism of a regular rocker. For some reason, both **KNBR** and **KMPC**, Los Angeles, beam in clearly to Las Vegas in the evening, offering the gambling town a taste of big city radio.

A recent poll at **Fairfax High School** reveals that 54 per cent of the students queried favor rock 'n' sock, with folk music second (14 per cent) and jazz and show tunes third, tied at 10 per cent. Classical music scored with 8 per cent of the kids and r&b with 4 per cent. Writer **Jonathan King** conducted the survey for the school paper. The **Beatles** were voted top act by 22 per cent of those polled, with the **Tijuana Brass** and **Johnny Mathis** tied for second with 8 per cent.

Don Grady, of the "My Three Sons" TV show, has formed **First Sun Records** and **Let It Happen Publishing**. His debut single is "Let It Happen," which has been leased to **Challenge Records**. Grady has also formed a group called the **Greets**, which have played the **Mirage** in Santa Monica and are now at **Gazzarri's LaCienega**. They are set for the **Thunderbird** in Las Vegas in June. Grady's manager is **Mike Casey**, whose office is at 9000 Sunset Boulevard.

"The Last of the Secret Agents," soundtrack LP has been released by **Dot**, the **Paramount Pictures** subsidiary. **Pete King** conducted and composed the music.

Lee Hazelwood, the darling of **Reprise Records**, has been signed

**Reds Ban
Green Berets**

• Continued from page 30

to **Junge Welt** by a youth named **Lotha Graefe**. He said he heard the song played from a tape recording at a dance he attended in **Leuna**, a Saxony Communist stronghold, May 1.

"I was outraged at this brazen display of disloyalty to our Socialist (Communist) ideals," wrote Graefe. "We do not need such songs from 'the other side.' We have enough good songs of our own."

The majority opinion, however, apparently is represented by a girl, **Renate Follert**, of **Herzberg**. She "amazed" the editors of **Junge Welt** by saying she often heard the song and liked it.

In West Germany, "Berets" is a runaway hit under the title, "Hundert Mann und ein Befehl."

by the parent **Warner Bros. Pictures** to score "The Cool Ones" which starts shooting in July.

The **Turtles** have been set for 10 days at the **Whisk A Go-Go**, commencing July 7, marking their first appearance locally in almost a year. . . . **Randy Sparks** **Ledbetters** folk club is embarking on a name policy, with the signing of the **Smothers Brothers** for a one-shotter June 5. Sparks' own groups, including the **Back Porch Majority**, usually play the room.

ELIOT TIEGEL

MILAN

Adamo and **Gilbert Becaud** were in Rome to film their part on "Studio Uno," June 4. **Adamo** sang "Amo," Italian version of his hit "Sonette Pour Notre Amour"; **Becaud** sang "Io T'Amo,"

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Italian version of his song, "Je T'Aime." . . . **Mina, Rifi**, will be the steady star at "Studio Uno" for five weeks. . . . **Pino Donaggio**, Italian EMI, top singer and composer, married **Rita Cuoco** in Venice. Donaggio is enjoying international exposure, thanks to his song, "Io Che Non Vivo" (published by **Curci**), launched at the 1965 **San Remo Festival** and now breaking world wide as "You Don't Have to Say You Love Me," by **Dusty Springfield**. . . . **Saar** issued the first Italian single by **Antoine**, **Disques Vogue**, "Les



FRANCE'S YOUNGEST disk stars—the nine-year-old **Jimini triplets**—who made their debut on the **Festival** label recently with "Ah! Quelle Malheur d'Etre Petite Fille," sign autographs for some of the 1,500 youngsters they entertained at the **Cirque Medrano** in Paris.



TO MARK the **Alexander Brothers'** success of selling more than 250,000 **Golden Guinea LP's**, largely in the restricted Scottish market, **Pye** managing director **Louis Benjamin**, second right, presents them with silver disks. **Tony Hatch**, second left, has produced all the **Alexanders'** albums as well as EP's, which have sold more than 80,000.

Elucubrations d'Antoine. . . **Saar** will also issue an album under the title "Antoine."

Each new summer release from **Rifi Records** will be marketed with each single record accompanied by a free four-color poster, sized 16 inches by 24 inches. Besides that, an album by "I Giganti" (The Giants), will be sold with a free yellow flag bearing a green sketch of themselves. . . . **David Matalon**, owner of **Ducale-Italdisc Records**, is suing **Mina, Rifi Records**. . . . In conjunction with the celebration of **Mantovani's** 25th anniversary with **Decca Records**, **Decca Italiana** released and promoted "The Mantovani Magic" album. . . . **Dischi Angelicum**, previously devoted to sacred music, opened a new division for pop. The new production will be marketed under the **Originaldisc** label, through the **Dischi Ricordi's** distribution net. **Pagani** is head of the new division.

GERMANO RUSCITTO

NEW YORK

The **American Guild of Authors & Composers** will mark its 35th anniversary with a gala ball at the **Plaza Hotel** on Oct. 27. . . . **Bobbi Martin**, **Coral** artist, opens at the **Living Room** on June 6. . . . **Mimi Weber** has moved her personal management firm to new offices at 15 E. 48 Street. . . . **Buddy Howe**, president of **General Artists Corp.**, will be honored as "Man of the Year," by the **New York Auxiliary of the City of Hope**, at its annual dinner-dance at the **New York Hilton** June 12. . . . **George Kirgo** has been signed to an exclusive one-year writing contract with **Filmways**. . . . **Leslie Gore**, **Mercury** artist, winds up her junior year at **Sarah Lawrence College** and heads westward for a summer schedule of personal appearances and TV guest shots.

Arch Lustberg, director of special projects at **Cappell**, became the father of a daughter, **Lorrie Beth**, recently. . . . The **Serendipity Singers** currently at the **Bitter End** in **Greenwich Village**. . . . **Bobby Darin**, **Atlantic** artist, will star in **Universal's** forthcoming western, "Gunfight in Abilene." . . . **Mel Torme**, back from a tour of the **Far East**, begins a two-weeker at the **Manor Restaurant**, **St. Paul, Minn.**, on June 13. . . . The **Highwaymen** will be at the **Bitter End** from June 15 through June 27. . . . **Peter Nero** will give a concert at **Cape Cod Melody Tent**, **Hyannis, Mass.**, on July 31. . . . **Renee Raff**, **South African** jazz singer, currently at the **Apartment**. . . . **Steve Lawrence & Eydie Gorme** scheduled for a July 27-Aug. 23 run at the **Sands Hotel**, **Las Vegas**. . . . The **Banjokers** at the **Red Onion** for an unlimited engagement. . . . **Bob Perilla Associates** moved offices to 250 W. 57 Street. . . . Arranger **John Abbott** and songwriter **Andy Badale** have teamed up to create material for small instrumental groups. . . . **Bobby Rydell** at the **Latin Quarter** until the end of the month. . . . French songstress **Lynda**

Gloria has been held over at the **Hotel Carillon** in **Miami Beach**. . . . The **Council on International Non-Theatrical Events** has voted the **Golden Eagle Award** to "A Time to Live," an industrial film scored by composer-conductor-arranger **Ray Martin**. . . . The **Columbia Record**, **Columbia Records'** employee magazine, received an **Award of Merit** by the **International Council of Industrial Editors**. . . . **Chuck Taylor**, head of the newly formed **Chuck Taylor Management Corp.**, is at the **Neurological Institute of the Columbia Presbyterian Medical Center**, recovering surgery. . . . **GLG Productions**, headed by **Ken Greengrass**, moved to larger quarters at 600 **Madison Avenue**.

MIKE GROSS

OSLO

The **Hep Star's** latest **Olga** recording, "Wedding," which they composed, was issued here by **A/S Nera** this week and caused quite a stir. It is a general opinion that the record, which is **Bach-inspired**, should be a hit. . . . Preparations for the issuing of the next **Beatles'** record have been made and the **Parlophone** platter will go on sale in **Europe** June 10. . . . Sales manager **John Johanson** of **Nera** expects the **Mama's and the Papa's** to

(Continued on page 36)

Merlin Retires

PARIS—**Louis Merlin**, 65, director general of radio station **Europe No. 1**, retired this week.

Merlin, who held top posts with **Radio Luxembourg** from 1945 to 1953, founded **Europe No. 1** in 1954 after studying commercial radio techniques in the **United States**. It is now one of the most powerful commercial radio stations in **Europe**. President of the **Coq d'Or de la Chanson Franchise**, **Merlin** was also the founder of **Festival Records**.

TELDEC'S LIEBER GROUP HEAD

HAMBURG—**Hans Lieber**, a **Teldec** executive, has been elected chairman of the **Bundesverband der Phonographischen Wirtschaft e.V.**, the top German record industry group, succeeding **Helmut Haertle**, chief of **Deutsche Grammophon**. **Lief Kraul** (**Metronome**) and **Kurt Krinkele** (**Grammophon**) were elected deputy chairmen.

Haertle, who turned down another term, was made a lifetime member in recognition of his 20 years of service to the record industry.

French songstress **Lynda**

**THANK YOU
COLUMBIA SALESMEN
FOR PROMOTING
AND SELLING
MY RECORDS FOR THE
PAST 16 YEARS
WITH SUCH
GREAT SUCCESS**



Tony

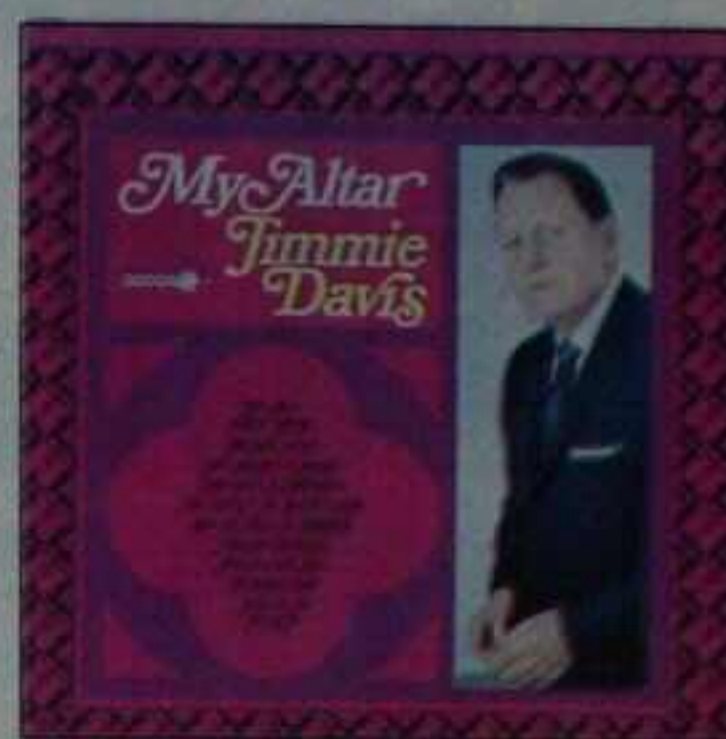
JUNE is Country & West



HISTORY REPEATS ITSELF • BUDDY STARCHER
DL 4796 (M) • DL 74796 (S)



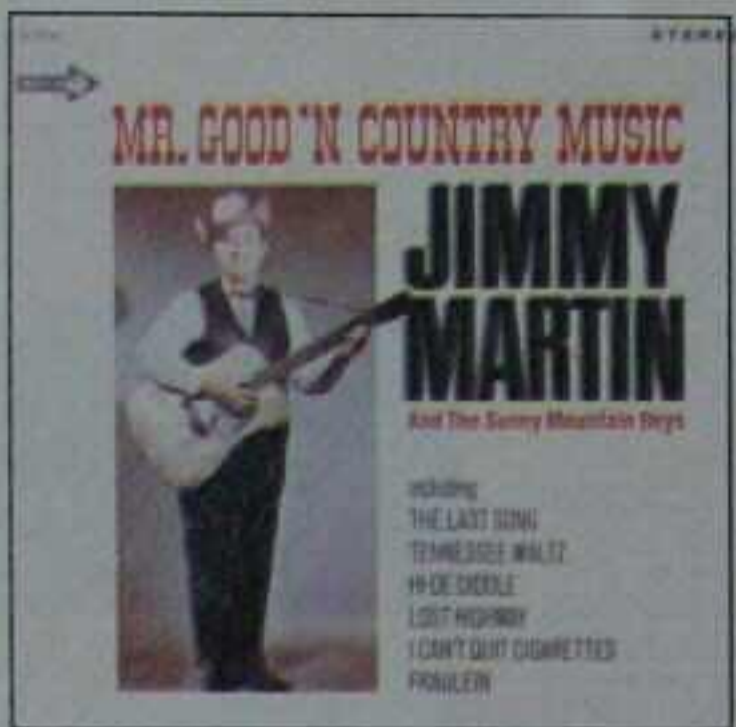
COUNTRY MUSIC SPECIAL • JOHNNY WRIGHT
DL 4770 (M) • DL 74770 (S)



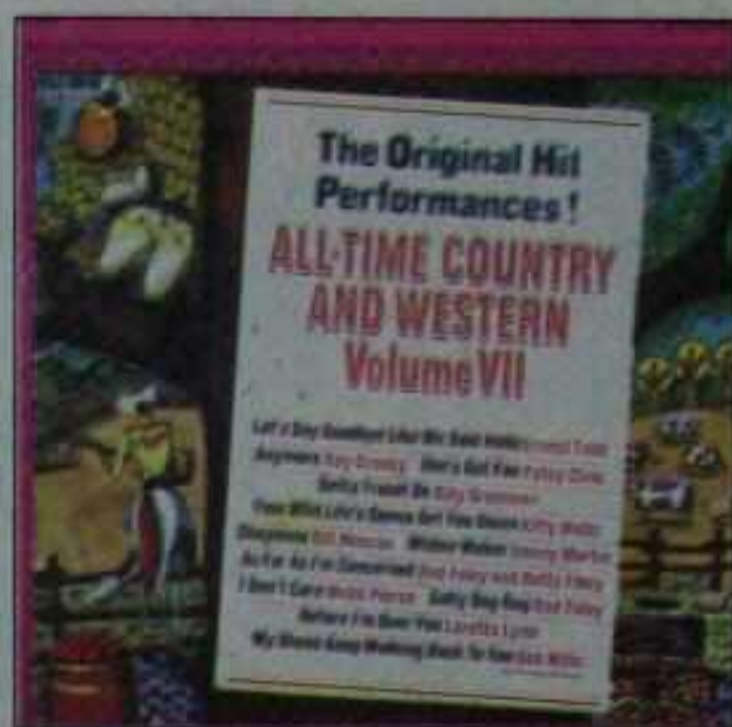
MY ALTAR • JIMMIE DAVIS
DL 4763 (M) • DL 74763 (S)



THE HIGH, LONESOME SOUND OF BILL MONROE AND HIS BLUE GRASS BOYS • BILL MONROE
DL 4780 (M) • DL 74780 (S)



MR. GOOD 'N COUNTRY MUSIC • JIMMY MARTIN
DL 4769 (M) • DL 74769 (S)



ORIGINAL HIT PERFORMANCES! • ALL-TIME COUNTRY AND WESTERN, VOL. 7 • VARIOUS ARTISTS
DL 4775 (M) • DL 74775 (SE)



MOUNTAIN BALLADS AND OLD HYMNS — ASHER SIZEMORE & LITTLE JIMMIE
DL 4785 (M) • DL 74785 (SE)



UNCLE DAVE MACON DL 4781 (M) • DL 74781 (S)

PLUS THE ENTIRE ALBUM CATALOG BY THE GREAT



BILL ANDERSON



PATSY CLINE



ROY DRUSKY



RED FOLEY



BILLY GRAMMER

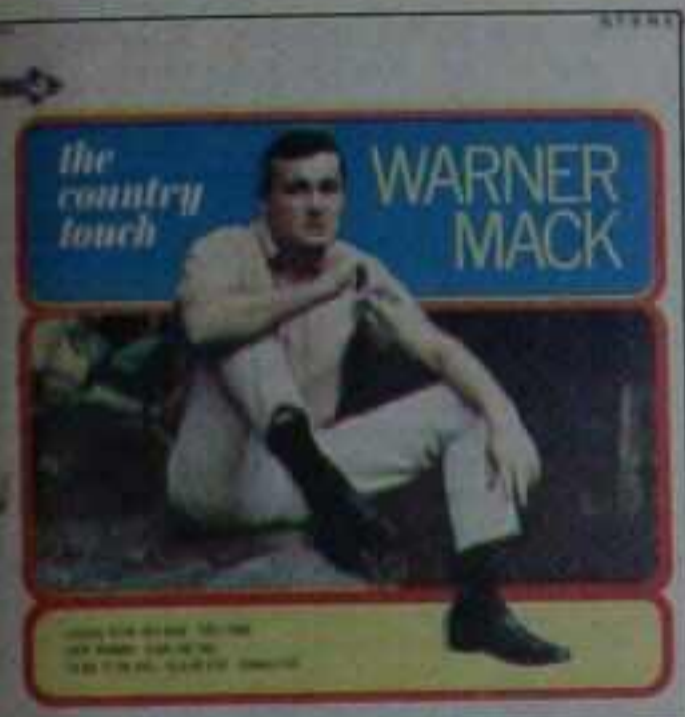
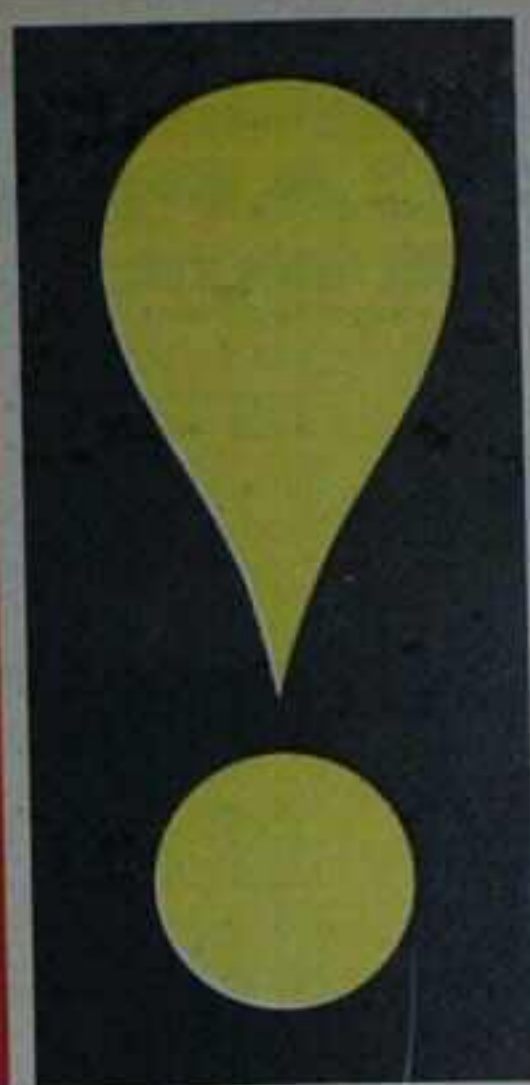


GOLDIE HILL



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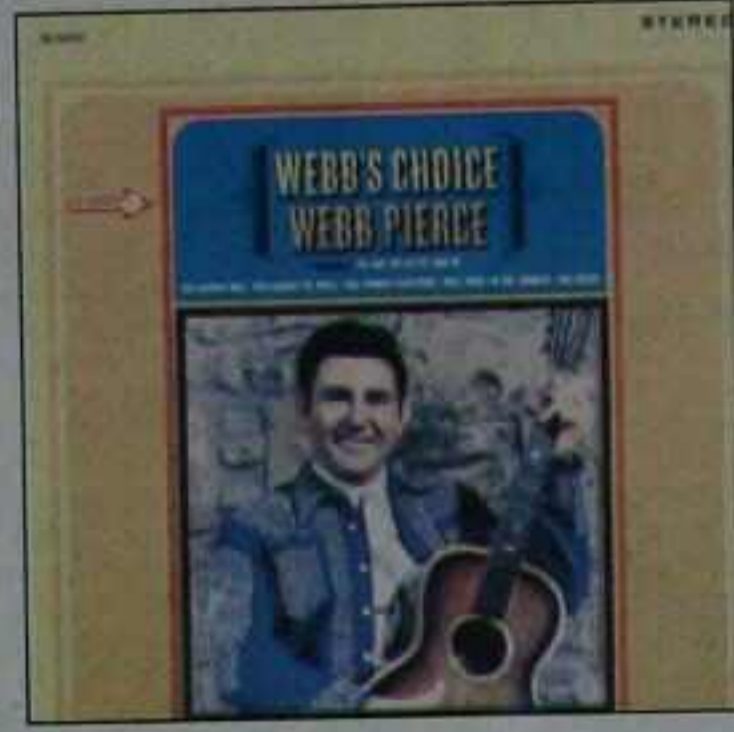
ern Time on DECCA



THE COUNTRY TOUCH • WARNER MACK
DL 4766 (M) • DL 74766 (S)



LET'S GO COUNTRY • THE WILBURN BROTHERS
DL 4764 (M) • DL 74764 (S)



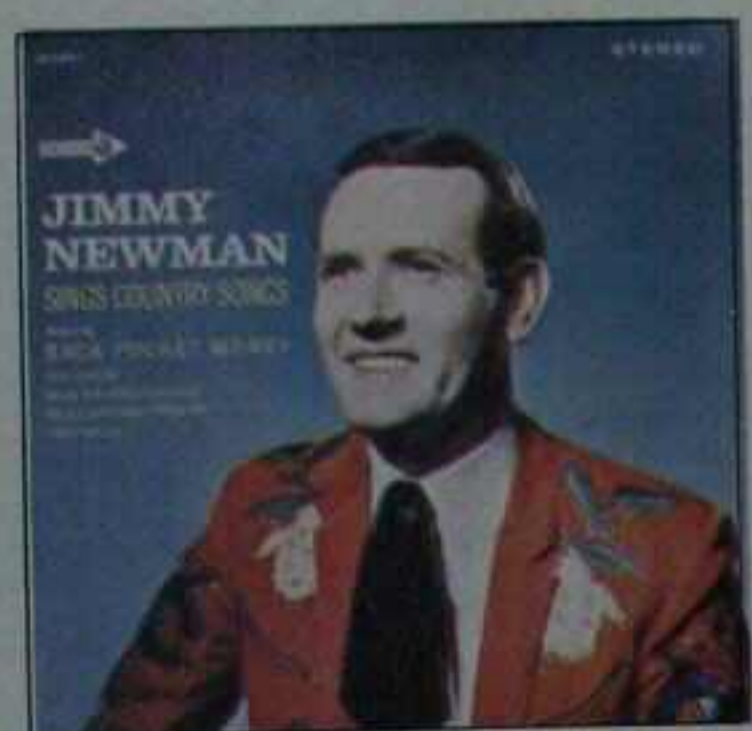
WEBB'S CHOICE • WEBB PIERCE
DL 4782 (M) • DL 74782 (S)



COUNTRY ALL THE WAY • KITTY WELLS
DL 4776 (M) • DL 74776 (S)



UP THIS HILL AND DOWN • THE OSBORNE BROTHERS
DL 4767 (M) • DL 74767 (S)



JIMMY NEWMAN SINGS COUNTRY SONGS
DL 4781 (M) • DL 74781 (S)



PUT IT OFF UNTIL TOMORROW • BILL PHILLIPS
DL 4792 (M) • DL 74792 (S)



DON'T TOUCH ME • WILMA BURGESS
DL 4788 (M) • DL 74788 (S)

NAMES IN COUNTRY & WESTERN MUSIC!



PATSY CLINE GRADY MARTIN THE PO' BOYS THE TEXAS TROUBADORS ERNEST TUBBS CONWAY TWITTY



(M) Denotes Mono (S) Denotes Stereo (SE) Denotes Enhanced for Stereo Decca Records, a Division of MCA Inc.

**FROM THE
MUSIC CAPITALS
OF THE WORLD**

• *Continued from page 37*

hit in Norway soon. Export manager with EMI in England, **A. Mackenzie Smith**, visited here and met, among others, **Carl M. Iversen's** general manager **Hans Ro**, and expressed amazement on how advanced the stereo LP sales are

LEADING IN RECORDS

Coming up fast in publishing in
NORWAY
NOR-DISC A/S
Oslo, 3

here. The percentage of LP sales is much larger here than in the U.K. Dealers are afraid they won't be able to sell mono LP's. This may be part of the reason why the stereo evolution has been faster than expected in Norway.

The Nordic EMI representatives met for conference in Helsinki June 1-3. **Bente Aaseth** is a new girl singer with the Carl M. Iversen disk firm. She was launched with a Norwegian version of "My Prayer" (Min Bonn) c/w a local rendition of **Connie Francis'** latest hit, "Your Love Is Me" (Den Er Din Den Er Min). Label has not yet been decided.

Norsk Phonogram has a new singer out on record, **Peter Shagen**, who debuts on the Philips label with his own material, "The Wind" c/w "Minner." Swedish group, **Tages**, visited Norway and performed on TV, and a new record was issued. The group's record was pressed in Norway on the HMV label. They had been on Platina, but both labels are with EMI. Previous record was "I'm the Man You'll Be Looking For" c/w "Living Here." Popular Norwegian group, the **Pussycats**, issued a new single on their own Teen Beat label, "Just a Little Teardrop." The **Public Enemies**, a rhythm and blues group, earlier on Eurotron's Volt label, is now on Triola with **Arne Bendiksen**. They will issue their first record under their new contract, "Shotgun Wedding."

ESPEN ERIKSEN

PARIS

Two new LP series put on the market by Philips are "Voyage Around the World," featuring the folk music of 24 countries and "Airs of France," 12 LP's of re-

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gional songs. **Liza Minnelli** will be the star of "Young America," which opens at the Olympia Theater June 14. Philips star **Sheila** starts her first film, set on the Riviera, at the end of June. **Gianni Morandi** made a four-day promotional visit here to pre-

sent his first disk in French. Disk includes a French adaptation by **Alain Barriere**, of "La Fisarmonica" (Ce Soir l'Accordeon) and a French version of "Mi Vedrai Tornare" (Toi, Toi, Toi).

Tutti's **Bob Lumbroso** went to Milan to record the first French disk of the Spanish group, **Los Brincos**. **Johnny Hallyday** has recorded "Si Tout Change," an adaptation of "Our World," for Philips. New Pathe-Marconi releases this week include "Alfie," by **Cilla Black**; "Je Suis Anglais," by **Herman's Hermits**, and "Chanter," by **Enrico Macias**.

Current top-selling LP's here include "Les Elucubrations," by **Antoine (Vogue)**; "Non, Je n'Ai Pas Oublie," by **Enrico Macias** (Pathe-Marconi), and "Les Crayons de Couleur," by **Hugues Aufray** (Barclay). The **Moody Blues** topped the bill at a Musicorama concert at the Olympia Theater June 5. Barclay is planning to produce compatible LP's by autumn. Artists set for the Antibes-Juan-les-Pins Jazz Festival from July 23-28 include the **Duke Ellington Orchestra**, **Louis Armstrong**, **Charles Lloyd**, **Anita O'Day**, **Nat Adderley** and **Mahalia Jackson**.

MIKE HENNESSEY

ROME

Both **Rita Pavone** and **Mina** were interviewed here by **Dave Victorson** for appearances at the new Caesars Palace of Las Vegas.

Caterina Caselli in four weeks filmed "No One Can Judge Me," based on her best selling San Remo song. The film was released under the song title in same month it was begun. **Domenico Modugno** intends to film an American-style musical in Italy.

Gene Pitney and **Van Johnson** will co-star in "One Gangster, Two Molls and Three Billion," a new Italian film musical. Forty years of film soundtracks throughout the world will be reviewed in the new TV series, "Music-Rama," prepared by **Angelo Frattini**, **Carlo Silva** and **Giorgio Calabrese**. Series begins with **Al Jolson** in "The Jazz Singer." Singers participating represent 15 different Italian labels.

Robertino has contributed latest rendition of a western soundtrack, "A Dollar's Worth of Love." **Fonit-Cetra's Sergio Endrigo** and **Fred Bongusto** performed at the annual award of TV direction prizes at Salsomaggiore Terme.

SAM'L STEINMAN

STOCKHOLM

Osmond Brothers start their Scandinavian tour in Gothenburg June 7 and will be here until July 10. **Georgie Fame** will be back this year, and opens his tour in Gothenburg June 28. It looks like the **Walker Bros.** are coming to Sweden after all. **Ernie England's** recording of the European winner, "Merci Cherie," is out in 12 countries on the Monument label, reports **Bobby Weiss** from Hollywood. Swedish-

**SINATRA TOPS
BRITISH CHARTS**

LONDON—Frank Sinatra has hit No. 1 in Britain for first time in 12 years with "Strangers in the Night" on New Musical Express chart week ending May 28.

The last time Sinatra was No. 1 here was with "Three Coins in a Fountain" in 1954.

This gives Reprise its second chart topper in the United Kingdom released by Pye. Pye had Reprise's first United Kingdom topper with Nancy Sinatra's "These Boots are Made for Walkin'" last February.

American trumpet player **Englund** just signed a new contract with the Gazell label. **Sonet** made a deal with Scepter-Wand to represent them on the Scandinavian market. "We think we can do a good job for the Scepter stars and hope to get a big break for **Dionne Warwick** in Scandinavia," said **Dag Haggquist** of Sonet. **Thore Skogman** will receive a silver record from HMV for his record, "Ensam Jag Ar" (50,000 copies sold). More silver records: **Gunnar Wiklund** in Norway, for his "Mest av allt."

EMI's Scandinavian representatives meet in Helsinki June 2-4.

Hep Stars have a winner in "Wedding." It went directly up to No. 7 on the charts. **Gil Friesen**, general manager of A&M records, arrives June 30 to negotiate November concert and TV dates for **Herb Alpert**.

Singer Towa Carson will celebrate her 10th year with RCA this month. **Miss Carson** is also taping a TV show that will cover her career. Also busy in the TV studios are **Sten & Stanley** and the **Family Four**. They will also go to Germany for TV shows, reports **Sven Agren** of Electra.

Matts Olsson has finished his LP for the U. S. market, where he is featuring his Swedish Brass. Electra had two important visitors from the States last week. They were **Phil Rose** of Warner Bros. Records and **Mimi Trepel** of London Records.

B. FREMER

SYDNEY

After only one record release through RCA, **Col Joye**, one of Australia's most popular pop artists, returns to his original record company, Festival. **Col Joye Enterprises, Ltd.** will produce future releases on the A.T.A. label which Festival has the distribution rights for Australasia and the Far East, including Japan. Talent line-up on the A.T.A. label includes **Col Joye**, the **Joy Boys**, **Judy Stone**, **Sandy Scott**, **Brian Henderson** and other leading pop artists, together with diversified recorded material such as album by **Father Kevin O'Connor** titled "Introducing Father Kevin O'Connor — The Singing Priest of the Outback." **Phil Mathews** of Castle Music reports that the "A" Side of **Little Pattie's** new record, to be recorded soon, will be published by Castle. The title is "Never Gonna Love Again."



GERRY OORD, left, president of Bovema, Holland, discusses the world record market with EMI chairman Sir Joseph Lockwood. Oord was in London with a 40-strong party of his sales staff brought over for two-day briefing of EMI product, marketing and production techniques.

A Palace composition receiving good airplay "Marble Breaks and Iron Bends." It will be released on Decca by **Drafi** in a couple of weeks. It's been about two years since **Johnny O'Keefe** released a new single on the Australian record market. **Johnny** may have a winner in "The Sun's Gonna Shine Tomorrow." **Al Styne**, the new W&G singer inked to the label on a long-term contract, is making solid gains with his new single, "Look for My True Love" backed with "Don't Ever Leave."

W&G reports a hot new local album in "Time for Dancing," featuring the talents of **Sergio Nandi** and his group. The initial print of jackets suddenly ran out much to everyone's surprise and rush repeat orders were placed. **Frederick C. Marks**, executive director of Festival Records, has announced the signing of a new three-year contract between 20th Century Fox Records U. S., and Festival Records of Australia, for distribution of the product in the territories of Australia and New Zealand. The new contract was consummated during the Sydney visit of **Seymour Poe**, vice-president of 20th Century-Fox Films. Under the new contract, Festival, in addition to individual top artists product, will release exclusive soundtrack albums from forthcoming major 20th Fox roadshow musicals such as "Mrs. A" (The **Gertrude Lawrence** Story) starring **Julie Rodgers**, and "Dr. Doolittle" starring **Rex Harrison**, **Anthony Newley** and **Sidney Poitier**.

GEORGE HILDER

TORONTO

New president of the Canadian Record Manufacturers Association is **George I. Harrison**, vice-president and general manager of RCA Victor here, **Harold Pounds**, general manager of Sparton Records, is vice-president; secretary-treasurer is **R. A. Chislett**, vice-president and general manager of the Campo Co. The new Strike label in the U. K. is releasing "Cryin' Over Her," by the **Secrets**, on Arc here, through negotiation with Teenstar Productions, Toronto-London independent producers. CBS in Australia is rush-releasing "Toodlesoo Kangaroo," by **Larry Lee** and the **Leesures**, picked up from Columbia of Canada. The side, recorded in Nashville by the Canadian group, is taking off at home.

More Canadian talent off to Europe via Quality Records, with **N. V. Phonogram Verkoop-Maatschappij** Voor Grammofoonplaten in Holland picking up the **Allan Sisters'** "Dream Boy" and "Nostalgia," by **Danny Aumont** from Quality's French-Canadian Disques contact label; and **CNR Rood** will release "Hurting Each Other," by the **Guess Who** in Belgium and Holland. U. S. release on Epic seems a sure thing for 3's a **Crowd**, the fresh new Canadian folk act. Arc Sound has appointed a sales representative in the U. S., **Freddie Mancuso**, headquartered in Buffalo. Arc is releasing, specially

for the U. S. market, "The Pill" and "The K-K-K-Klan," by the **Brothers-in-Law**, four Windsor policemen whose first LP of satirical songs was a big success. A second LP is due next month, plus a "protest" single, "Can You Say You Didn't Know?"

RCA Victor has announced the appointment of **Roger Belair** as French product manager. **Belair** has been a top recording technician in RCA's Montreal studios for six and a half years. **Gamma Records** in Montreal move into the English-language market with an album by folksinger **Bruce MacKay** singing his own compositions. **MacKay** has played the Gaslight and the Bitter End in New York and returns to New York soon. Columbia continues to expand in the big French-Canadian market with album releases by newly signed talent—**Jacqueline Lemay's** LP of her own songs, "Un Long Voyage," an album by **Serge Mondor**, an LP by **Nicole Perrier**. Upcoming is an album by **Claude Dubois**, touted as Montreal's answer to **Bob Dylan**.

Sparton is releasing a single, "My Someone Is You" and "You Don't Have to Knock" from the **Ina and Al Harris** LP, "Pure Gold," doing well on Easy Listening stations here. Release of the album in the U. S. is under negotiation. The new **David Clayton Thomas** and the **Bossmen** release on Roman Records is "Brainwashed," written by DCT and jazz pianist **Tonny Colacutt**. CJCA Edmonton is sponsoring a contest for local pop music groups, with the prize of an Apex recording contract. **Jr. Walker** appears soon at the Esquire Sho-Bar in Montreal, with his "Road Runner" in the top 10 on CFCF there.

The **Travellers** have a new LP, "We're on Our Way Again," recorded while touring England some time ago, out on Columbia. One of the most popular of the Montreal beat groups, **M.G. and the Escorts**, make their disk debut on Quality's Reo label with "Please Don't Ever Change," which got pre-release chart action on CFCF Montreal. **Hank Snok** headlines a country music show with such stars as **Dottie West** and **Johnny Paycheck** at Massey Hall in Toronto (16-17). The **Rolling Stones'** package to Toronto's Maple Leaf Gardens (29), presented by Gem Three Star Productions.

KIT MORGAN

WELLINGTON, N. Z.

Sandy Edmond's tour with the **Rolling Stones** has sparked the Zodiac label to promote the young singer. The campaign involves personal appearances throughout the country. Following their wide popularity in Auckland, the **Tunespinners** have been inked by Allied International and show fair as the top folk group in that area. Their first single, "The Ballad of Willie Seton" c/w "Illusions," is getting widespread attention. After a lapse of sev-

(Continued on page 37)

**Congratulations
BEACH BOYS**

**Number 1 in Norway
SLOOP JOHN B**

STIG ANDERSON—SWEDEN MUSIC A/B

Publisher of big hits in Scandinavia

HITS OF THE WORLD

AUSTRALIA

*Denotes local origin

This Last Week	Week	Title	Artist
1	1	NORWEGIAN WOOD	The Beatles (Parlophone)—Leeds
2	2	SAD DAY	The Rolling Stones (Decca)
3	4	HITCHHIKER	*Bobby and Laurie (Parlophone)—Castle
4	3	RAINY DAY WOMEN NOS. 12 AND 35	Bob Dylan (C.B.S.)
5	—	COME AND SEE HER	*The Easybeats (Parlophone)
6	7	ELUSIVE BUTTERFLY	Bob Lind (Festival)—Chappells
7	8	THE CHEATER	Bob Kuban (Statewide)
8	—	SHAPES OF THINGS	The Yardbirds (Columbia)
9	6	THESE BOOTS	Nancy Sinatra (Reprise)—Boosey and Hawkes
10	—	GROOVY KIND OF LOVE	The Mindbenders (Philips)

BRITAIN

(Courtesy New Musical Express, London)

This Last Week	Week	Title	Artist
1	6	PAINT IT BLACK	*Rolling Stones (Decca)—Mirage Music
2	3	WILD THING	*Troggs (Fontana)—April Music
3	8	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Leeds Music
4	9	SORROW	*Merseys (Fontana)—Grand Canyon Music
5	1	PRETTY FLAMINGO	*Manfred Mann (HMV)—Shapiro-Bernstein
6	2	SLOOP JOHN B	Beach Boys (Capitol)—Immediate Music
7	12	MONDAY MONDAY	Mama's and Papa's (RCA)—Dick James Music
8	5	SHOTGUN WEDDING	*Roy C. (Island)—MCPS
9	10	RAINY DAY WOMEN NOS. 12 & 35	Bob Dylan (CBS)—Feldman
10	4	DAYDREAM	Lovin' Spoonful (Pye Int.)—Robbins
11	13	HEY GIRL	*Small Faces (Decca)—Robbins
12	15	PROMISES	*Ken Dodd (Columbia)—Springfield Music
13	16	WHEN A MAN LOVES A WOMAN	Percy Sledge (Atlantic)—Belinda
14	7	YOU DON'T HAVE TO SAY YOU LOVE ME	*Dusty Springfield (Philips)—Accordo
15	11	THE PIED PIPER	*Crispian St. Peters (Decca)—Robbins
16	14	BANG BANG	Cher (Liberty)—Kassner
17	—	NOTHING COMES EASY	*Sandie Shaw (Pye)—Glissando
18	27	1 LOVE HER	*Paul and Barry Ryan (Decca)—Shapiro-Bernstein
19	22	COME ON HOME	*Wayne Fontana (Fontana)—Island Music
20	19	ALFIE	*Cilla Black (Parlophone)—Famous/Chappell
21	—	CAN'T LIVE WITHOUT YOU	*Mindbenders (Fontana)—Screen Gems
22	23	HOW DOES THAT GRAB YOU DARLIN'	Nancy Sinatra (Reprise)—Criterion/Lorna
23	27	CALIFORNIA DREAMIN'	Mama's and Papa's (RCA)—Dick James Music
24	18	HOMEWARD BOUND	Simon & Garfunkel (CBS)—Lorna Music
25	17	HOLD TIGHT	*Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynn Music
26	20	SOUL AND INSPIRATION	Righteous Brothers (Verve)—Screen Gems
27	21	SOUND OF SILENCE	*Bachelors (Decca)—Lorna Music
28	30	ONCE	Genevieve (CBS)—Florida Music
29	—	CONFUSION	Lee Dorsey (Stateside)—Ardmore & Beechwood
30	—	THAT'S NICE	*Neil Christian (Strike)—Millwick

CANADA

This Last Week	Week	Title	Artist
1	4	PAINT IT BLACK	Rolling Stones (London)
2	2	GROOVY KIND OF LOVE	Mindbenders (Fontana)
3	3	WHEN A MAN LOVES A WOMAN	Percy Sledge (Atlantic)
4	10	I AM A ROCK	Simon & Garfunkel (Columbia)
5	1	MONDAY, MONDAY	Mama's & Papa's (RCA Victor)
6	6	HOW DOES THAT GRAB YOU, DARLIN'	Nancy Sinatra (Reprise)

5	5	LOVE IS LIKE AN ITCHING IN MY HEART	Supremes (Tamla-Motown)
8	—	IT'S A MAN'S MAN'S WORLD	James Brown (Delta)
9	—	LOVEDROPS	Barry Allen (Capitol)
10	—	GREEN GRASS	Gary Lewis & The Playboys (Liberty)

CANADIAN RECORDS

This Last Week	Week	Title	Artist
1	1	LOVEDROPS	Barry Allen (Capitol)
2	2	MY KINDA GUY	Willows (MGM)

EIRE

This Last Week	Week	Title	Artist
1	1	AMONG THE WICKLOW HILLS	Mighty Avons (King)—Clarence
2	9	PRETTY FLAMINGO	Manfred Mann (HMV)—Shapiro-Bernstein
3	7	ELUSIVE BUTTERFLY	Val Doonican (Decca)—Metric
4	2	THE FLY	Brendan Bowyer (HMV)—West One
5	3	BLACK AND TAN GUN	Johnny Flynn Showband (Emerald)—Pat
6	4	UP WENT NELSON	Go Lucky Four (Emerald) Pat
7	5	BANG BANG	Cher (Liberty)—Kassner
8	8	SLOOP JOHN B	Beach Boys (Capitol)—New Executive
9	6	THE SEA AROUND US	Ludlows (Pye)—Coda
10	10	YOU DON'T HAVE TO SAY YOU LOVE ME	Dusty Springfield (Philips)—Accordo

FRANCE

This Last Week	Week	Title	Artist
1	—	CHEVEUX LONGS ET IDEES COURTES	Johnny Hallyday (Philips)—Labrador
2	3	LES ELUCUBRATIONS D'ANTOINE	Antoine (Vogue)—Vogue International
3	13	JE TIENS UN TIGRE PAR LA QUEUE	Claude Francois (Philips)—Savet
4	5	MON CREDIT	Mireille Mathieu (Barclay)—Prosadis
5	—	LES PERROQUETS	Sacha Distel (Voix de son Maitre)—Prosadis
6	1	LES CINEMA	Sheila (Philips)—Claude Carrere
7	12	JUANITA BANANA	Henri Slavador (Rigolo)—Pathe
8	—	UN AIR DU FOLKLORE AUVERGNAT	Stella (RCA)—none
9	2	UNE MECHE DE CHEVEU	Adamo (Voix de son Maitre)—Pathe
10	4	MOURIR OU VIVRE	Herve Vilard (Mercury)—Dany Music

GERMANY

This Last Week	Week	Title	Artist
1	1	100 MANN UND EIN BEFEHL	Freddy (FDH)—Polydor
2	2	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Criterion)—Reprise
3	8	MUSSEN FRAUEN EINSAM SEIN	Peter Alexander (Rialto/Radio Music Intern.)—Polydor
4	—	SLOOP JOHN B	Beach Boys (New Executive Music)—Capitol
5	5	NOWHERE MAN	Beatles (Buddle)—Odeon
6	4	EINE KLEINE TRANE	Ronny (Idec Musik)—Telefunken
7	10	THE BALLAD OF THE GREEN BERETS	S/Sgt. Barry Sadler (Francis, Day & Hunter)—RCA Victor
8	15	WENN DU GEHN WILLST	Vicky (Arnie-V.)—Philips
9	7	BARBARA ANN	Beach Boys (Shoe/Strings)—Capitol
10	33	HONEY BEE	Magics & Draft (Meinel)—Decca

HOLLAND

This Last Week	Week	Title	Artist
1	1	SLOOP JOHN "B"	The Beach Boys (Capitol)—Ed. Melodia
2	3	SUBSTITUTE	The Who (Polydor)—Ed. Essex/Basart
3	6	THE PIED PIPER	Crispian St. Peters (Decca)—Ed. Francis Day
4	2	DEDICATED FOLLOWER OF FASHION	The Kinks (Pye)—Ed. Belinda
5	8	PUT A SPELL ON YOU	Alan Price Set (Decca)

4	4	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)—No published in Holland
7	5	HOMEWARD BOUND	Simon & Garfunkel (CBS)—Ed. Basart
8	7	SECOND HAND ROSE	Barbra Streisand (CBS)—*Tweedehands Jet—Corry Brokken (Philips)—Ed. Basart
9	10	YOU WERE ON MY MIND	Crispian St. Peters (Decca)—Ed. Basart
10	9	THE SUN AIN'T GONNA SHINE ANYMORE	The Walker Brothers (Philips)—Ed. Anagon

HONG KONG

This Last Week	Week	Title	Artist
1	1	LISTEN PEOPLE	Herman's Hermits (Columbia)
2	2	FRANKIE AND JOHNNY	Elvis Presley (RCA Victor)
3	3	SURE GONNA MISS HER	Gary Lewis (Liberty)
4	6	SLOOP JOHN B	The Beach Boys (Capitol)
5	4	SECRET AGENT MAN	The Ventures (Liberty)
6	—	TWINKLE TOES	Roy Orbison (London)
7	9	FAR AWAY	Judy Jim (Regal)
8	6	YOU WERE ON MY MIND	Crispian St. Peters (British Decca)
9	8	MICHELE	The Beatles (Parlophone)
10	7	SOUNDS OF SILENCE	Simon and Garfunkel (CBS)

ITALY

This Last Week	Week	Title	Artist
1	1	MICHELE	Beatles (Parlophon)
2	2	LA FISARMONICA	*Gianni Morandi (RCA)
3	3	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)
4	7	AMO	Adamo (VdP)
5	6	RIDERA	*Little Tony (Durium)
6	4	RESTA	*Equipe 84 (Ricordi)
7	8	19TH NERVOUS BREAKDOWN	Rolling Stones (Decca)
8	5	IL RAGAZZO DELLA VIA GLUCK	*Adriano Celentano (Clan)
9	—	IL GEGHEGE	*Rita Pavone (RCA)
10	—	L'UOMO D'ORO	*Caterina Caselli (CGD)
11	12	NESSUNO MI PUO' GIUDICARE	*Caterina Caselli (CGD)
12	11	JOHN BROWN	*Marcellos Ferial (Durium)
13	13	LEI	Adamo (CdP)
14	10	PENSIAMOCI OGNI SERA	*Jimmy Fontana (RCA)
15	—	VITA MIA	*Tony Del Monaco (CGD)

MALAYSIA

This Last Week	Week	Title	Artist
1	1	MICHELE	Overlanders (Pye)
2	3	LISTEN PEOPLE	Herman's Hermits (Columbia)
3	7	SOUNDS OF SILENCE	Simon & Garfunkel (Columbia)
4	2	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)
5	5	BLUE TURNS TO GREY	Cliff Richard (Columbia)
6	—	LOVE IS A GOLDEN RING	*Henry Suriya & the Boys (Philips)
7	—	LEANING ON THE LAMP POST	Herman's Hermits (Columbia)
8	—	I'M THE LOSER	*Naomi & the Boys (Philips)
9	—	ALFIE	Cilla Black (Parlophone)
10	8	FORTUNE TELLER	Rolling Stones (Decca)

MEXICO

This Last Week	Week	Title	Artist
1	1	UNA LIMOSNA	*Javier Solis (CBS)—Brambila
2	2	AMIGO ORGANILLERO	*Javier Solis (CBS)—Pending
3	3	LA BANDA BORRACHA	*Mike Laure (Musarti)—RCA
4	7	ACOMPANAME	Rocio Durcal (Philips)—Pending
5	4	MIEL AMARGA	*Irma Serrano (CBS)—Pending
6	5	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)—Pending
7	8	AMARRADO	Glad All Over—*Los Belmonts (Orfeon)—Pending

6	6	CUANDO VIVAS COMMIGO	*Jose A. Jimenez (RCA)—(RCA)
9	9	RONDANDO TU ESQUINA	Julio Jaramillo (Peerless)—Emmi
10	10	SOMBRAS	*Javier Solis (CBS)—Sadaic

NORWAY

*Denotes local origin

This Last Week	Week	Title	Artist
1	2	SLOOP JOHN B	Beach Boys (Capitol)—Sweden Music/Stig Anderson
2	3	THESE BOOTS ARE MADE FOR WALKING	Nancy Sinatra (Reprise)
3	1	BARBARA ANN	Beach Boys (Capitol)—Thore Ehrling
4	5	SUNNY GIRL	Hep Stars (Olga)—Europaproduktion
5	10	PAINT IT BLACK	Rolling Stones (Decca)—Essex
6	4	I CAN'T LET GO	Hollies (Parlophone)—Sonora
7	6	LYKKEVEIEN	*Vanguards (Triola)—Palace Music/Stig Anderson
8	—	PRETTY FLAMINGO	Manfred Mann (MHV)—Sonora
9	7	THE SUN AIN'T GONNA SHINE ANYMORE	Walker Brothers (Philips)—Carl M. Iversen
10	9	GOOD MORNING TEARS	Larry Finnegan (Svensk-American)—Seven Brothers

PERU

This Last Week	Week	Title	Artist
1	1	LA CHICHERA	Los Demonios del Mantaro (Sono Radio); Los Demonios del Corocochay (MAG); Niko Estrada (Odeon)
2	2	YOLANDA	Tulio Enrique Leon (Odeon); Carlos Pikling (MAG); Los Teen Agers (Sono Radio)
3	3	EL CONDUCTOR	Jose Bedoya (FTA); Enrique Lynch (Sono Radio); Eulogio Molina (Odeon); Los Morunos (Virrey); Alfredo Barrantes (Sono Radio); Carlos Munoz (MAG)
4	4	SABOR A CUMBIA	Tulio Enrique Leon (Odeon)
5	5	PETI PAN	Los Demonios del Mantaro (Sono Radio); Los Demonios del Corocochay (MAG)
6	6	VISION DE OTONO	Los Dolton (Sono Radio); The Blue Splendor (Philips)
7	7	LA BANDA ESTA BORRACHA	Enrique Lynch (Sono Radio); Alfredo Gutierrez (FTA); Betico Salas (MAG)
8	8	RETIRADA	Javier Solis (Columbia); Daniel Santos (Orfeon-Fuentes)
9	9	ACUYUYE	Pacheco y su Charanga (MAG)
10	10	VENEZIA SIN TI	Charles Aznavour (Barkley); Jimmy Santy (Sono Radio); Juan Ramon (RCA); Nelson Arias (Odeon)

PHILIPPINES

This Last Week	Week	Title	Artist
1	1	MR. TAMBOUR MAN	The Byrds (CBS)—Mareco, Inc.
2	2	WELCOME, YANKEE, WELCOME	*Ronnie & Gene (Mabuhay) Mareco, Inc.
3	4	RING DANG DO	Sam the Sham and the Pharaohs (MGM)—Mareco, Inc.
4	5	MOMENT TO MOMENT	Henry Mancini Orchestra & Chorus (RCA)—Filipinas Record Corp.
5	3	HANG ON SLOOPY	The Newbeats (Hickory)—Mareco, Inc.
6	6	BORN FREE	Matt Monro (Capitol) Mareco, Inc.
7	7	500 MILES	The Brothers Four (CBS)—Mareco, Inc.
8	8	CALIFORNIA DREAMIN'	The Mama's and the Papa's (RCA) Filipinas Record Corp.
9	10	YOU WON'T HAVE TO CRY	The Byrds (CBS)—Mareco, Inc.
10	—	NOW THAT YOU KNOW	*Merici Molina (Villar)—Mareco, Inc.

SINGAPORE

This Last Week	Week	Title	Artist
1	2	MY LOVE	Petula Clark (Pye)
2	1	SVENSK-SVENSK-A-FLICKA	Johnny Lion (Philips)
3	3	THE SUN AIN'T GONNA SHINE ANYMORE	Walker Bros. (Philips)
4	6	ELUSIVE BUTTERFLY	Bob Lind (Philips)
5	5	TRY TOO HARD	Dave Clark Five (Columbia)
6	7	BLUE TURNS TO GREY	Cliff Richard (Columbia)
7	8	HEY GIRL	Small Faces (Decca)

8	9	PRETTY FLAMINGO	Manfred Mann (HMV)
9	—	BORN FREE	Matt Monro (Parlophone)
10	4	DEDICATED FOLLOWER OF FASHION	Kinks (Pye)

SOUTH AFRICA

This Last Week	Week	Title	Artist
1	1	DIE GEZOEM VAN DIE BYE	Des Lindberg (CBS)
2	2	DISTANT DRUMS	Jim Reeves (RCA)
3	6	DARLING IT'S WONDERFUL	Virginia Lee (RCA)
4	11	PIED PIPER	Crispian St. Peters (Decca)
5	3	BARBARA ANN	Beach Boys (Capitol)
6	8	SUBSTITUTE	Who (Polydor)
7	4	ELUSIVE BUTTERFLY	Bob Lind (Imperial)
8	5	ELUSIVE BUTTERFLY	Judy Page (Continental)
9	—	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)
10	14	PRETTY FLAMINGO	Manfred Mann (HMV)

SWEDEN

This Last Week	Week	Title	Artist
1	1	DAYDREAM	Lovin' Spoonful (Knapppupp)
2	2	SUNNY GIRL	Hep Stars (Olga)
3	3	KRISTINA FRAN WILHELMINA	Sven Ingvars (Svensk-American)
4	8	SEVEN DAYS	Larry Finnegan (Svensk-American)
5	4	SLOOP JOHN B	Beach Boys (Capitol)
6	5	TA AV DIG SKORNA	Povel Ramel (Knapppupp)
7	—	WEDDING	Hep Stars (Olga)
8	7	LISTEN PEOPLE	Herman's Hermits (Columbia)
9	6	YOU DON'T LOVE ME	Gary Walker (Philips)
10	10	PAINT IT BLACK	Rolling Stones (Decca)

FROM THE MUSIC CAPITOLS OF THE WORLD

CLASSICAL MUSIC

Educators Molding Students as The Record Buyers of Tomorrow

By FRED KIRBY

NEW YORK—“Where are the classical record customers of tomorrow coming from?” record dealers have been asking in recent Billboard surveys. Benjamin S. Chaney, director of music for the New York City Board of Education, hopes he has an answer in the music education program in this city's more than 800 schools.

Termining a major objective of the program, “the development of consumers of music,” Chaney explained, “The more participation we can obtain through performing and listening intensively, the more apt we will be to develop consumers of music, those who will be willing to pay to listen to music, either live in a concert hall or on recordings.”

Several of New York's top classical aggregations assist through free concerts and discount tickets. About 32,000 junior and senior high school

students attended 12 free concerts of the American Symphony Orchestra at Carnegie Hall during the 1965-1966 school year, while the Brooklyn Philharmonic played to some 16,000 elementary and junior high school pupils at the Brooklyn Academy of Music. The Lincoln Center for Performing Arts also presents a student program, including performance by the New York Philharmonic.

Many city schools also are members of the Metropolitan Opera Guild. Membership enables a few students to attend working rehearsals at the Met and also permits students to buy reasonably priced tickets to special student performances. Several recording artists have participated in these performances, including Gabriella Tucci, Gladys Kuchta, Lucine Amara, Herva Nelli, Laurel Hurley, John Vickers, John Alexander, Rosalind Elias, Mignon Dunn, Regina Resnik, Jerome Hines, Ezio

Flagello, Walter Cassel and Fernando Corena.

In Kindergarten

Music in schools begins in kindergarten with singing, playing of rhythm instruments, dancing, marching and a limited use of records, but really gets under way in second grade. There, other types of instruments are introduced, such as recorders and bells, and greater emphasis is placed on listening. Children also are taught about composers and periods of music.

The system has an approved list of music books and recordings teachers can order from. Teachers order through their schools under budgeted amounts for each building, which includes books and records. The Board of Education provides a basic disk library for new schools. Teachers also may order recordings not on the approved list, but such requests must receive the approval of Chaney's office. The records on the approved list are subject to spirited bidding by dealers and other sup-

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WILLIAM MASSELOS, left, uses the manuscript while listening to a playback of his RCA Victor recording of the Ives' "Piano Sonata No. 1" with Max Wilcox a&r producer. Richard Gardner is the engineer. The Masseios disk, slated for winter release, will be the only available recording of the work. Masseios played its world premiere in 1949.

WINNERS OF ORTF'S '66 DISCOPHILES' GRAND PRIX

PARIS—The ORTF, the French State radio and television service, announced their awards in the 1966 Grand Prix des Discophiles this week at a reception in the Maison de la Radio presided over by Jacques-Bernard Dupont, ORTF's director general.

The awards were based on the votes by 4,000 listeners of the France Musique program. Winners were: Symphonic music: Symphonies Nos. 3 & 4 by Albert Roussel conducted by Charles Munch (Erato); Instrumental music: Twelve sonatas by Domenico Scarlatti played by Vladimir Horowitz (CBS); Sacred music: Handel's Messiah conducted by Otto Klemperer (Columbia); Lyric music: Twilight of the Gods by Richard Wagner conducted by Georg Solti (Decca); Melodies: Schubert's "Voyage d'Hiver" by Dietrich Fischer-Dieskau (Deutsche Grammophon); Chamber music: Quintet in C by Schubert by the Amadeus Ensemble (Deutsche Grammophon); Concertos: Mozart's Concerto for Piano and Orchestra, soloist: Geza Anda (Deutsche Grammophon); Contemporary music: Alban Berg's "Wozzeck" conducted by Karl Boehm (Deutsche Grammophon).

A Summer Festival: The Philly Outdoor Concerts

PHILADELPHIA—Line-up of musical talent to be featured this summer in the 37th annual series of concerts at Robin Hood Dell, Philadelphia's outdoor amphitheater in scenic Fairmount Park, includes top concert and recording names. Many old favorites will be back, including the Metropolitan Opera's Jan Peerce for his 26th appearance—an all-time record which may never be surpassed. Dell debuts will be made by three conductors and four pianists.

Announcing the 1966 schedule, Dell President Fredric R. Mann said the three conductors making their Dell debuts are the Moscow Philharmonic's Kyril Kondrashin, Charles Munch, formerly of the Boston Symphony; and Stanislaw Skrowaczewski of the Minneapolis Symphony.

Soloist at Concert

Soloist at the William Kapell Memorial Concert, an annual tribute to the memory of a great musician killed in an air crash, will be Daniel Barenboim, a young Israeli pianist making his Dell debut. France will be saluted again this season at a Bastille Day program, featuring pianist Nicole Henriot-Schweitzer in her Dell de-

but. The July 4 concert, traditionally featuring native American music, will be a tribute to George Gershwin, with Arthur Fiedler of the Boston Pops Orchestra conducting and Earl Wild soloist.

For pianist Van Cliburn, it will be his third Dell performance. Coloratura soprano Roberta Peters and baritone Robert Merrill will also be on the roster of soloists, along with violinist Isaac Stern.

Other conductors slated during the six-week season are Antal Dorati, musical director of the Dallas and Minneapolis symphony orchestras and Ballet Theatre; Maurice Abravanel, conductor of the Utah Symphony; and a "hometown favorite" Anshel Brusilov who has been with the Dell orchestra for six years, serving as concertmaster and assistant conductor. Concertmaster of the Philharmonic Orchestra, he will be music director and conductor of the new Chamber Symphony Orchestra of Philadelphia.

Other soloists set are Claude Arrau, Chilean pianist; Viennaborn violinist Erica Morini; duopianists Arthur Gold and Robert Fizdale, making their Dell debut; and violinist Henryk Szeryng.

Summer Series At Dartmouth

HANOVER, N. H.—Five composers who are represented on recordings will participate in the chamber and symphony concert series at the Dartmouth College Hopkins Center from June 29 to Aug. 20. Composers in residence will be Peter Menin, Easley Blackwood, Witold Lutoslawski, William Sydeman and Boris Blacher. Pianist Gerty Herzog will make her American debut during the series. In one of her concerts she will play the first United States performance of Blacher's "Piano Concerto No. 1."

Works scheduled for their world premieres during the summer are Blackwood's "Oboe Concerto"; Kelemen's "Entrance for Woodwind Quintet," and Sydeman's "Music for Viola." American premieres will include "Prelude de Danse"; "Five Songs"; "Postludium," and "Paroles Tissues," all by Lutoslawski; Schumann's "Jugend Symphonie," and Blacher's "Piano Concerto No. 3."

Bach Festival, for Philharmonic Hall

NEW YORK — A six-part Bach Festival is set for next season at Philharmonic Hall. The concerts will be given on Sunday evenings, with tickets available on a subscription and single-concert basis. The initial program on Oct. 16 will be "Harpsichord Concerti" with Ralph Kirkpatrick, harpsichordist, who has recorded for Deutsche Grammophon, and the Esterhazy Orchestra (Vanguard). David Blum, conducting, Kirkpatrick also will present another program, "The Well-Tempered Clavier (Book Two)."

Other artists appearing in the series will be Jean-Pierre Rampal, flutist; Robert Veyron Lacroix, harpsichordist; Szymon Goldberg (Decca), violinist; Jorg Demus (Westminster), pianist; Karl Munchinger and the Stuttgart Chamber Orchestra (London); Kabi Laretei, pianist, and Herman Scherchen (Westminster) and the New York Chamber Orchestra.

Metropolitan at Lewisohn: A Subscription to the Best

NEW YORK—A 29-performance subscription season, including eight of concert opera versions and visits by the Newport Folk and Jazz Festivals, is set by the Metropolitan Opera Co. at Lewisohn Stadium beginning June 28. Concerts also will be given by pianist Van Cliburn (RCA Victor), sopranos Renata Tebaldi (London) and Leontyne Price (Victor), comedians Victor Borge (Columbia) and Jack Benny, clarinetist Benny Goodman (Decca), and pop singers Patti Page (Columbia) and Pat Boone (Dot). Violinist Mischa Elman (Vanguard) will participate in a "Russian Night."

Six of the operatic performances will be on a Friday night subscription series, which also will include the Duke Ellington Orchestra and Miles Davis Quintet during the Newport week. Friday night operas will be "La

Boheme," "Don Giovanni," "Carmen," "Aida," "Lucia di Lammermoor" and "Madama Butterfly." The other operas, listed for Mondays, will be "Cavalleria Rusticana" and "Pagliacci," and "Samson et Dalila." Artists for the operas will include Miss Tebaldi, Roberta Peters, Teresa Stratas, Irene Dalis, Sandra Warfield, Regina Resnik, Lucine Amara, James McCracken, John Alexander, Placido Domingo, Jan Peerce, George Shirley, Cornell MacNeil, Sherrill Milnes, Frank Guarrera, Justino Diaz, John Macurdy, Fernando Corena and Raymond Michalski.

Also appearing during the week of the Newport visit, when the Met will give four concert opera performances in Rhode Island, will be Judy Collins,

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Little Orchestra Series Set

NEW YORK—Two popular-priced concert series, one featuring music for orchestra and soloists and one devoted to opera and oratorio, are slated by the Little Orchestra Society for next season at Philharmonic Hall. Each series will consist of four concerts.

Thomas Sherman, musical director of the ensemble, which has recorded for Decca, will attend rehearsals and performances of one of the season's operas, Janacek's "Janufa" at the annual Prague Spring Festival, where he will conduct opera. The first New York performance of the Janacek work in more than 30 years will have soprano Maria Kouba in the title role. Viennese tenor Waldemar Kmentt will make his United States debut at the Nov. 1 performance, in Czech.

While in Europe, Sherman will confer with Viorica Krauss Ursuleac on another 1966-1967 Little Orchestra revival, "Die Aegyptische Helena (The Egyptian Helena)" of Richard Strauss. Frau Krauss is the wife of conductor Clemens Krauss, who has specialized in Strauss, and has appeared as Helena. An April 11 performance here will feature sopranos Ingrid Bjoner and Elisabeth Caron and the American debut of Martin Ritzmann, Berlin State Opera tenor.

The other major vocal works

in the Philharmonic series will be "L'Enfance du Christ" of Berlioz with Helen Vanni, Robert Peters, William Metcalf, Raymond Michalski and John West, and the American premiere of "Mass of Life" by Delius with Murray Dickie and Helen Watts. Soloists for the orchestra series will include mezzo-soprano Jennie Tourel, pianists Jerome Lowenthal and William Masseios, violinist Charles Treger, violist Walter Trampler and organist Frederick Swann.

The society also will present its 18th "Happy Concerts for Young People" on Saturdays beginning Nov. 19 at Philharmonic Hall. The three-concert series will consist of two performances of each program. Tickets are being sold on a subscription basis for this series, as well as for the two evening cycles.

A Baroque Fest

SYRACUSE, N. Y.—A nine-concert Festival of Baroque Music is set for the Syracuse School of Music beginning June 29. The final concert will be on Aug. 3. Artists will include David Craighead and David Johnson, organists; Albert Fuller and Robert Conant, harpsichordists; the New York Chamber Players; Judith Davidoff, viola da gamba, and the Trio Flauto Dolce.

Record Buyers Of Tomorrow

Continued from page 38

pliers to get the best possible price, according to Chaney. In addition to budget allocations, disks can be purchased through use of small purchase funds or student funds at each school.

Instrumental programs, which progress as the children advance in grade, have been limited, but a pilot project slated for 14 junior high schools in the fall will give every student the opportunity to play either the clarinet or violin for one hour a day, five days a week, for 10 weeks. Chaney called this experience "vital in helping pupils become appreciative of the player and the skill required to perform well."

Many concerts are given by students and faculty on a school basis and also sectional, borough and all-city through all-city orchestra, band and chorus. Children also have an opportunity to compose music. Last month's all-city band concert included a work by an 18-year-old student.

Special Projects

In the 147 junior high schools and almost 90 senior high schools, students can elect special subjects, such as performing, theory, and music appreciation and history. In addition every senior high school student is required to take a four-credit program in music, consisting of listening and some singing. The number of schools with special music listening rooms and borrowing facilities also is increasing. Such listening facilities also are provided by the board for schools lacking them. Students also are directed to listen to special radio and television programs on music over the board's stations or WNDT, an educational TV station.

Classical music in the schools ranges from antiquity, but stress begins with the Baroque period and continues through the contemporary. Chaney even hopes to include Ives in a future all-city concert. Pointing to hundreds of concert programs submitted by the different schools and areas, Chaney proudly noted the variety of classical styles represented. A recent all-city orchestra concert at Philharmonic Hall included works of Wagner, Tchaikovsky, Beethoven, Dvorak, Rimsky-Korsakov and Copland. A modified version of the program including the same composers was given afterwards for children and their parents at Brooklyn Technical High School.

All-borough orchestras, bands and choruses are selected through auditions. Concerts under this program are presented at Carnegie Hall, Hunter College, Queens College and on Staten Island. The all-city orchestra contains 108 musicians with 125 in the all-city band. The all-city chorus contains 240 singers.

School Function

Chaney explained the music program by saying, "It is the function of the school to interest the student in music that has lasting value based on tradition and music that becomes traditional and establishes itself through the ages as a work of art. Mass communications supply the simple desires of teenagers. It, therefore, becomes the function of the school to raise the level of the student by presenting, through school, what we feel is a more sophisticated and more important musical development for students."

The director acknowledged
JUNE 11, 1966, BILLBOARD

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
		Billboard Award					
3		IVES: SYMPHONY NO. 4 Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)	10	23	23	BIZET: CARMEN (3-12" LP) Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)	6
2	2	VERDI: DON CARLOS (4-12" LP) Tebaldi, Bumbry, Lon. A 4432 (M); OSA 1432 (S)	10	24	— ZARZUELA ARIAS Montserrat Caballe, RCA Victor LM 2894 (M); LSC 2894 (S)		1
3	1	MAHLER: SYMPHONY NO. 10 (2-12" LP) Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)	10	25	25	MUSSORGSKY-STOKOWSKI: PICTURES AT AN EXHIBITION New Philm. Orch. (Stokowski), Lon. PM 55004 (M); SPC 21006 (S)	10
4	4	PRESENTING MONTSERRAT CABALLE RCA LM 2862 (M); LSC 2862 (S)	10	26	21	THE BAROQUE OBOE Gomberg/Col. Chamber Orch. (Ozawa), Col. ML 6232 (M); MS 6832 (S)	10
5	5	BLESS THIS HOUSE Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)	10	27	27	REVERIE Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)	9
6	7	MAHLER: SYMPHONY NO. 4 IN G Cleve. Orch. (Szell), Col. ML 6233 (M); MS 6833 (S)	10	28	28	GERSHWIN: RHAPSODY IN BLUE N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	10
7	6	RODRIGO: CONCIERTO DE ARANJUEZ/TEDESCO: CONCIERTO IN D Williams, Col. ML 6234 (M); MS 6834 (S)	10	29	24	GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)	5
8	18	BRAHMS: LIEBESLIEDER WALTZES Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	9	30	32	BRUCKNER: SYMPHONY NO. 9 IN D MINOR Vienna Philm. (Mehta), Lon. CM 9462 (M); CS 6462 (S)	4
9	8	BACH ON THE PEDAL HARPSICHORD Biggs, Col. ML 6204 (M); MS 6804 (S)	7	31	37	IVES: SYMPHONY NO. 1 Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)	2
10	11	CHOPIN WALTZES Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	10	32	35	ROSSINI: WILLIAM TELL OVERTURE N. Y. Phil. (Bernstein), Col. ML 6143 (M); MS 6743 (S)	8
11	12	MY FAVORITE CHOPIN Cliburn, RCA LM 2576 (M); LSC 2576 (S)	10	33	33	MIRELLA FRENI—OPERATIC ARIAS Angel 36268 (M); S 36268 (S)	9
12	26	BERNSTEIN CONDUCTS IVES N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	3	34	38	DEBUSSY: LA MER Ansermet, Lon. CM 9437 (M); CS 6437 (S)	3
13	13	HOLIDAY FOR STRINGS Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	10	35	30	THE DUKE AT TANGLEWOOD Ellington/Boston Pops (Fiedler), RCA LM 2857 (M); LSC 2857 (S)	10
14	14	NIELSEN: SYMPHONY NO. 3 Royal Danish Orch. (Bernstein), Col. ML 6169 (M); MS 6769 (S)	10	36	31	BEETHOVEN: THE FIVE PIANO CONCERTOS/THE CHORAL FANTASY (4-12" LP) Serkin, Phila. Orch. (Ormandy), N. Y. Phil. (Bernstein), Col. D4L 340 (M); D4S 740 (S)	4
15	16	BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP) Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)	5	37	34	RIMSKY-KORSAKOV: SCHEHERAZADE Lon. Symph. Orch. (Stokowski), Lon. PM 55002 (M); SPC 21005 (S)	9
16	17	SOUVENIR OF A GOLDEN ERA (2-12" LP) Horne, Lon. A 4263 (M); OSA 1263 (S)	3	38	— SONGS OF AUVERGNE Moffo, Amer. Symph. Orch. (Stokowski), RCA LM 2795 (M); LSC 2795 (S)	1	
17	10	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP) Col. M2L 328 (M); M2S 728 (S)	10	39	39	THE ART OF EUGENE ORMANDY (2-12" LP) Phila. Orch. (Ormandy), Col. M2L 338 (M); M2S 738 (S)	10
18	9	PUCCINI: TURANDOT (3-12" LP) Nilsson, Corelli & Various Artists, Angel CL 3671 (M); SCL 3671 (S)	10	40	— MOZART: SYMPHONIES NOS. 28 & 33 Cleve. Orch. (Szell), Col. ML 6258 (M); MS 6858 (S)	1	
19	19	TCHAIKOVSKY: CONCIERTO NO. 1 Cliburn, RCA LM 2252 (M); LSC 2252 (S)	10				
20	20	LISZT: SONATA IN B MINOR/SCHUBERT: WANDERER FANTASY Rubinstein, RCA LM 2871 (M); LSC 2871 (S)	5				
21	22	BAROQUE GUITAR Bream, RCA LM 2878 (M); LSC 2878 (S)	7				
22	15	PUCCINI: LA BOHEME (2-12" LP) Freni, Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)	5				

NEW ACTION LP's

PENNARIO PLAYS CHOPIN FOR YOUNG LOVERS...
Capitol P 8626 (M); SP 8626 (S)

BEST SELLING SEMI-CLASSICAL LP's

This Week	Title, Artist, Label & No.	Weeks on Chart
1.	BLESS THIS HOUSE—Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)	10
2.	BRAHMS: LIEBESLIEDER WALTZES—Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	9
3.	THE "POPS" GOES COUNTRY—Atkins, Boston Pops (Fiedler), RCA LM 2870 (M); LSC 2870 (S)	10
4.	HOLIDAY FOR STRINGS—Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	10
5.	GERSHWIN: RHAPSODY IN BLUE—N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	10
6.	GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS—Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)	5
7.	DUKE AT TANGLEWOOD—Ellington/Boston Pops (Fiedler), RCA LM 2857 (M); LSC 2857 (S)	10
8.	PENNARIO PLAYS CHOPIN FOR YOUNG LOVERS—Capitol P 8626 (M); SP 8626 (S)	1
9.	REVERIE—Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)	9
10.	JALOUSIE—Boston Pops (Fiedler), RCA LM 2661 (M); LSC 2661 (S)	1

Metropolitan at Lewisohn

Continued from page 38

Odetta, Tom Paxton, the Pennywhistlers, Pete Seeger, the Dave Brubeck Quartet, the Thelonious Monk Quartet, the Jimmy Smith Trio, and the Lionel Hampton All-Star reunion with Teddy Wilson, Gene Krupa, Coleman Hawkins, Roy Eldredge, Clark Terry, Illinois

program is successful, the school children of today will become the consumers of tomorrow."

Jacquet, Frank Foster, Wes Montgomery and Milt Buckner.

The season will open with a concert by soprano Licia Albanese and baritone Robert Merrill and close on Aug. 13 with Miss Tebaldi. Programs will include a ballet night, a "Latin American Evening" and the traditional nights devoted to music of Vienna, Rogers and Hammerstein and George Gershwin. Artists for these special evenings will include pianist Hans Boepple, Latin vocalists Celia Cruz

and Ruth Fernandez, Tito Puente and his orchestra, and conductor John Green.

Among other Met artists listed are singers Jean Fenn, Beverly Sills, Joann Grillo, Rosalind Elias, Clifford Harvout, Barry Morrell, John Reardon, and Gerhard Pechner, and conductors Silvio Varviso, Lamberto Gardelli, Franz Allers, Kurt Adler, Joseph Rosenstock, George Schick and Robert La Marchina. Tickets will be sold for four seven-week subscription series, a 10-performance combination plan and singly from 50 cents to \$4.50.

ALBUM REVIEWS (continued)



POP SPOTLIGHT
AND NOW . . . THE ANITA KERR ORCHESTRA
 Warner Bros., W 1640 (M); WS 1640 (S)

Anita Kerr brings her distinctive instrumental arranging into her first orchestra album. It's all smooth and Easy Listening. The rhythm section and brass fall right into place with her special brand of styling. Songs include "Mood Indigo," "I Almost Lost My Mind" and "That's Life."



CLASSICAL SPOTLIGHT
STRAVINSKY: AGON SCHULLER: 7 STUDIES OF THEMES OF PAUL KLEE
 Boston Symphony Orch. (Leinsdorf). RCA Victor LM 2879 (M); LSC 2879 (S)

RCA puts together interesting, fascinating works on separate sides by two contemporary composers—indeed a rare coupling. "Agon" has enjoyed previous recordings, but Leinsdorf's treatment is rich and delicate. The Schuller work, full of shadings and patterns, represents a Leinsdorf reading at its best.



CLASSICAL SPOTLIGHT
OFFENBACH: GAITE PARISIENNE
 New Philharmonia Orch. (Munch). London SPC 21011 (S)

Even though "Gaité Parisienne" isn't a first, Charles Munch conducting the New Philharmonia on London is, and gives this set special interest. The fact that it's a Phase 4 Stereo recording gives it special audio values and makes it a sales winner.



CLASSICAL SPOTLIGHT
MOZART: SYMPHONY NOS. 40 & 41
 New Philharmonia Orch. (Giulini). London CS 6479 (S); CM 9479 (M)

Giulini gives a sweeping, energetic treatment to No. 40 and the "Jupiter" that compares favorably with previous recordings of the same works. Added, moreover, are his sparkle and personal style which create a more impassioned and gracious setting. The New Philharmonia is a marvelous, distinguished group.



CLASSICAL SPOTLIGHT
ROBERT CASADESUS PLAYS SONATAS BY CHOPIN, MOZART & HAYDN
 Columbia ML 6242 (M); MS 6842 (S)

Casadesus plays brilliantly throughout this record. He dives headlong into the Chopin Sonata, attacking it with vigor and expressive detail that is lyrical and dramatic. He moves into the Mozart work with beautiful short phrasing that is a delight. In the Haydn piece he is deliberate, forceful and "gallant."



HYMN SPOTLIGHT
WHISPERING HOPE
 Jim Roberts and Norma Zimmer. Word W 3364 (M); WST 8364 (S)

Promoted on the Lawrence Welk TV show, of which Jim Roberts and Norma Zimmer are regulars, this LP will be one of the biggest selling LP's in the field. Songs featured include "Whispering Hope," "What a Friend We Have in Jesus," "Rock of Ages," and "Church in the Wildwood."

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.



INTERNATIONAL SPOTLIGHT
CANTA . . .
 Fernando Soto "Montequillo." Columbia EX 5167 (M)

Few performers can wring every nuance of emotion out of a tune as does movie star Fernando Soto. He comes on strong with "Ella," "Falsa" (Unfaithful), and "Por Que Lloran Tus Ojos" (Why Are You Crying). This album will provide excellent sales in Latin-American markets.

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.

FERRANTE & TEICHER FOR LOVERS OF ALL AGES . . .
 United Artists UAL 3483 (M); UAS 6483 (S)

THE LONELY THINGS . . .
 Glenn Yarbrough, RCA Victor LPM 3539 (M); LSP 3539 (S)

GREAT MOMENTS ON BROADWAY . . .
 Jerry Vale, Columbia CL 2489 (M); CS 9289 (S)

THE "POP" GOES COUNTRY . . .
 Chet Atkins/Boston Pops (Fiedler), RCA Victor LM 2870 (M); LSC 2870 (S)

BIG SPENDER . . .
 Peggy Lee, Capitol T 2475 (M); ST 2475 (S)

DAYDREAM . . .
 Johnny Mann Singers, Liberty LRP 3447 (M); LST 7447 (S)

PETER NERO—UP CLOSE . . .
 RCA Victor LPM 3550 (M); LSP 3550 (S)

I'M SO LONESOME I COULD CRY . . .
 B. J. Thomas, Scepter SRM 535 (M); SPS 535 (S)

LOVE THEME FROM THE FLIGHT OF THE PHOENIX . . .
 Brass Ring, Dunhill D 50008 (M); DS 50008 (S)

THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP . . .
 Al Martino, Capitol T 2528 (M); ST 2528 (S)

THE KATE SMITH ANNIVERSARY ALBUM . . .
 RCA Victor LPM 3535 (M); LSP 3535 (S)

10 GOLDEN YEARS . . .
 Brenda Lee, Decca DL 4757 (M); DL 74757 (S)

HATS OFF . . .
 Mariachi Brass, World Pacific WP 1842 (M); WPS 21842 (S)

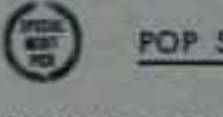
FEVER . . .
 Doc Severinson, Command RS 893 (M); RS 893 SD (S)

CALIFORNIA DREAMIN' . . .
 Bud Shank, World Pacific WP 1845 (M); WPS 21845 (S)



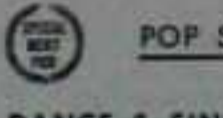
SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.



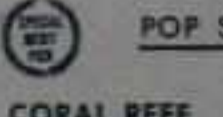
POP SPECIAL MERIT
PHYLLIS McGUIRE SINGS
 ABC-Paramount ABC 552 (M); ABCS 552 (S)

Phyllis McGuire has selected wisely in her first solo album. She is off to a strong start with a lusty "Careless Love" and follows with a torchy "My Happiness." She also does more than all right with "I Can't Give You Anything But Love" and "All the Things You Are." It's strictly nostalgia, tastefully done.



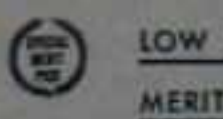
POP SPECIAL MERIT
DANCE & SING ALONG WITH MITCH
 Mitch Miller and the Gang. Decca DL 4777 (M); DL 74777 (S)

Reminiscent of his TV series, which is being re-run this summer, Mitch Miller has come up with a singalong package that includes "Yes, Sir, That's My Baby," "Red Wing" and "Heartaches"—all with a dance beat. Printed lyrics included. Miller is now with Decca and this could be a big LP in sales for him.



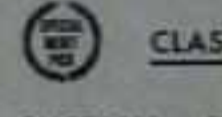
POP SPECIAL MERIT
CORAL REEF
 The Hawaiian Surfers. Decca DL 4700 (M); DL 74700 (S)

Soft, relaxing tunes in a distinctive Hawaiian style by a popular island group—the Hawaiian Surfers. Enchanting versions of "Yellow Bird," "Sayonara" and "The Hawaiian Wedding Song." Easy Listening and good music stations will find this excellent programming material and the exposure should create bonus sales for dealers.



LOW PRICE POP SPECIAL MERIT
I LOVE PARIS
 Michel LeGrand. Harmony HL 7331 (M); HS 11131 (S)

Credit Michel LeGrand here for some refreshing and imaginative arranging and conducting that makes this disk an ear-pleaser. The tunes are all about Paris, such as "I Love Paris," "Paris in the Spring" and "April in Paris." The Paris orchestra puts him right in the groove.



CLASSICAL SPECIAL MERIT
SMETANA: STRING QUARTET IN E MINOR/DVORAK: STRING QUARTET IN A FLAT
 Guarneri Quartet. RCA Victor LM 2887 (M); LSC 2887 (S)

This talented group makes its debut recording in two records, released individually. The Smetana-Dvorak coupling is by far the superior one. The group has the abundance of tone, finesse and craftsmanship to make it big. The other disk is an all-Mozart string selection.



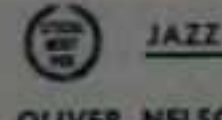
CLASSICAL SPECIAL MERIT
SCHUBERT: SYMPHONIES NOS. 3 & 6
 Vienna Philharmonic Orch. (Munchinger). London CS 6453 (S); CM 9453 (M)

The Vienna Philharmonic Orchestra gives these two Schubert symphonies a delightful and vigorous reading. There are movements of charm, intensity and inspiration, and the Vienna Philharmonic is a match for them all.



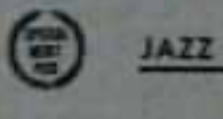
CLASSICAL SPECIAL MERIT
RAMEAU: HIPPOLYTE ET ARICIE
 Various Artists/The English Chamber Orch. and the St. Anthony Singers (Lewis). L'Oiseau-Lyre OL 286/7/8 (M); SOL 286/7/8 (S)

This is a striking and moving recording of the seldom produced opera. It contains rich voices, imaginative conducting and stereo par excellence. Robert Tear as Hippolyte, and Janet Baker, John Shirley-Quirk, Angela Hickey and the St. Anthony Singers all contribute heavily. Thurston Dart's harpsichord provides unexpected wealth. Anthony Lewis' conducting is masterful.



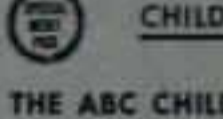
JAZZ SPECIAL MERIT
OLIVER NELSON PLAYS MICHELLE
 Impulse A 9113 (M)

Oliver Nelson's impressive work on tenor and alto sax is backed with a talented 12-man group. Nelson and his fellow horn man, Phil Woods, team up on a sensual "These Boots Are Made for Walkin'." And Nelson's solo on the title song is both disciplined and inspired.



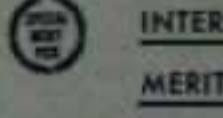
JAZZ SPECIAL MERIT
WOODY HERMAN'S GREATEST HITS
 Columbia CL 2491 (M); CS 9291 (S)

Collectors will be glad to get this package of Woody's biggest hits, electronically reprocessed. Included are such noted performances as "Woodchopper's Ball," "Caldonia," "Apple Honey" and others.



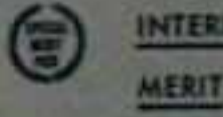
CHILDREN'S SPECIAL MERIT
THE ABC CHILDREN'S CHORUS
 ABC-Paramount ABC 548 (M); ABCS 548 (S)

This record is right in the children's groove. Chorus is right on target with "Olim Olim Cherec," "Little White Duck," "Batman Theme" and "How Much Is That Doggie in the Window." It's all pleasant listening for moppets who like their tunes with a beat.



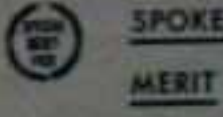
INTERNATIONAL SPECIAL MERIT
BRAZIL'S TOP TEEN STAR
 Roberto Carlos. Columbia EX 5166 (M)

Bossa-nova flavored beat tunes lay the foundation for this album by Roberto Carlos, one of the major teen idols of Brazil. This LP, featuring his Latin-American hit "Quero Que Va Tudo Pro Inferno" (I Want Everything to Go to Blazes) should make him as popular in record sales north of the border as south.



INTERNATIONAL SPECIAL MERIT
ASI CANTA EL CORAZON
 Vicentico Valdes. Sewca SCLP 9285 (M)

A strong package for the Spanish trade is this set of sides by Vicentico Valdes and his orchestra. The vocals and the instrumentation have the authentic sound, and include boleros, guarachas and other musical forms. Packaging is book-form.



SPOKEN WORD SPECIAL MERIT
THE BEST LOVED POEMS OF LONGFELLOW
 Hal Holbrook. Caedmon TC 1107 (M)

Holbrook goes through these Longfellow poems with the style of a meticulous craftsman. The range of these poems is wide and Holbrook gives it a magic touch that makes for easy listening. Some of the poems: The Village Blacksmith, The Skeleton in Armor and part three of Songs of Hiawatha.

(Continued on page 54)



Mad, Meaningful, Musical Spoof of the Political Scene...

featuring the actual voices of Lyndon
Johnson, Lady Bird Johnson, Dickie Bird Nixon,
Bobby Bird Kennedy, Barry Bird Goldwater,
Hubie Bird Humphrey and Ev-Bird Dirksen.

STEREO

reprise 
6212

WASHINGTON IS FOR THE BIRDS

The Authentic Voices of Lady Bird Johnson, L.B.J. and People like that



Note: reproductions of this album cover suitable for framing are available free of charge by writing to Warner Bros. Records, 4000 Warner Blvd., Burbank, Calif.

Conceived and produced
by George Atkins
and Hank Levine

reprise 
RECORDS 6212

Music Composed,
arranged and conducted
by Hank Levine

Copyrighted material

TOP LP's

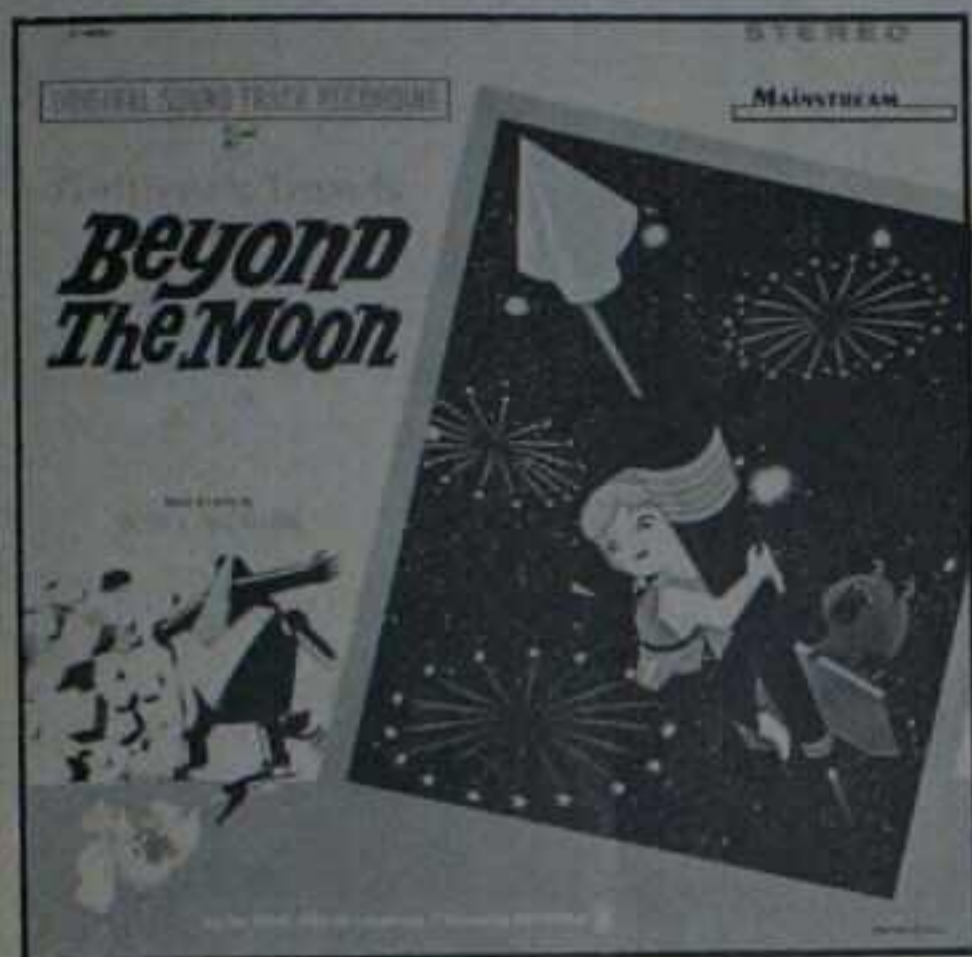
★ STAR performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

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

Main chart table with columns for This Week, Last Week, Title, Artist, Label & No., and Wks. on Chart. Includes entries like 'WHAT NOW MY LOVE', 'IF YOU CAN BELIEVE YOUR EYES AND EARS', 'THE SOUND OF MUSIC', etc.

Let's go to the movies

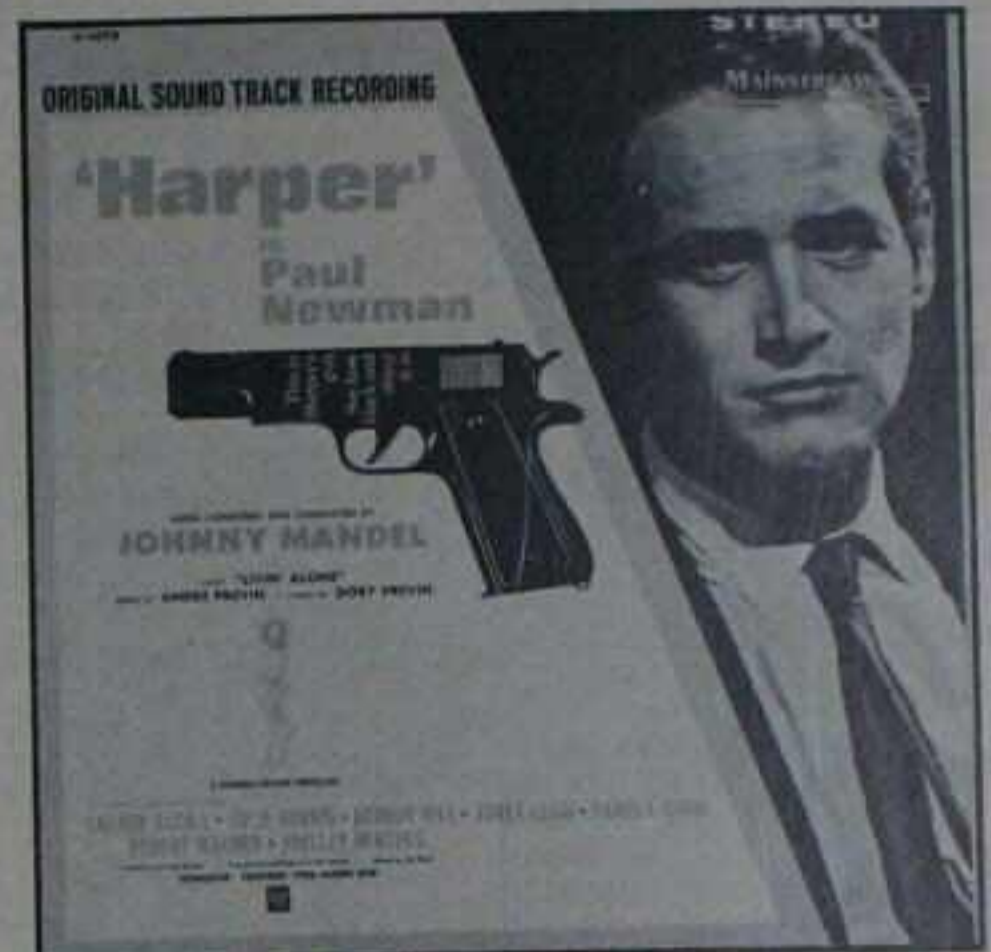
on
MAINSTREAM



54001-S/4001



56077-S/6077



56078-S/6078



56062-S/6062



56073-S/6073



56071-S/6071



56053-S/6053



54000-S/4000



56068-S/6068

⋮
and
all that jazz

on
MAINSTREAM



56000-S/6000

56054-S/6054

56065-S/6065

56045-S/6045

56066-S/6066

56015-S/6015

NATIONAL ADVERTISING PROGRAM

Separate easels, display pieces, browser cards, streamers, advertising mats, promotional ads

Check your local distributor or contact Mainstream Records, 1290 Avenue of the Americas, New York, N. Y. 10019

COUNTRY MUSIC

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 12, 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. Foolin' Around, Buck Owens, Capitol
5. Loose Talk, Buck Owens & Rose Maddox, Capitol
6. Heart Over Mind, Ray Price, Columbia
7. Sweet Lips, Webb Pierce, Decca
8. Mental Cruelty, Buck Owens & Rose Maddox, Capitol
9. Heartbreak, U. S. A., Kitty Wells, Decca
10. Flat Top, Cowboy Copas, Starday

COUNTRY SINGLES— 10 Years Ago June 9, 1956

1. Heartbreak Hotel, Elvis Presley, RCA Victor
2. Blue Suede Shoes, Carl Perkins, Sun
3. You and Me, Red Foley & Kitty Wells, Decca
4. I've Got Five Dollars, Faron Young, Capitol
5. Yes, I Know Why, Webb Pierce, Decca
6. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
7. Little Rosa, Rod Savine & Webb Pierce, Decca
8. I Walk the Line, Johnny Cash, Sun
9. So Doggone Lonesome/Folsom Prison Blues, Johnny Cash, Sun
10. Blackboard of My Heart, Hank Thompson, Capitol



TWO OF THE MOST NOTED PERSONALITIES in the world of music, guitarist Chet Atkins (right) and conductor Arthur Fiedler, have merged their musical talents in Atkins' latest RCA Victor album, "The Pops Goes Country." The LP features Atkins' artistry blended with the Boston Pops orchestra under Fiedler's direction. Highlights, recorded in Boston's Symphony Hall, include such country standards as "Tennessee Waltz," "Cold, Cold Heart" and "Orange Blossom Special," plus two medleys and liner notes by John D. Loudermilk.

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Billboard

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BAMFORD SAYS 'NO' TO RIVAL

SAN ANTONIO — A. V. Bamford, operator of K-BER, local country and western music station, has refused to run a dance ad for Shady Acres because he said it was "publicity for Andy Carr." Carr is a country & western music deejay at KMAC, a rival station which has a daily segment devoted to this type of music.

Peebles Sets A 'First' for Busch Stadium

NASHVILLE — Baseball and country music will combine forces June 18 when Faron Young, Waylon Jennings and the Waylors and Norma Jean entertain at St. Louis' new Busch Memorial Stadium, which seats 45,000, prior to the St. Louis Cardinals-Philadelphia Phillies baseball game.

The idea of utilizing country music as a form of pre-game entertainment was jointly conceived by promoter Hap Peebles and Dick Wagoner, the Cardinal's promotion director. At the end of an approximate 45-minute music format, the National Anthem will be sung by Faron Young.

Peebles, who arranged the negotiations, termed the innovation a "first" for country music as far as participation with baseball's National League is concerned.

Tyler Services

HOUSTON—Funeral services were held here last week for James Buchanan Tyler II, 49, a musician well known in the country field. He gave his first professional performance at the age of 7, playing 11 instruments, and had recorded nearly 20 country and western songs of his own composition. His latest, "Rolling Through the Night," was released two weeks ago.

Wright Release On LBJ Country

DALLAS — Veteran Dallas song and talent agent Charles Wright has a new release, "Pedernales River," on the indie label, Platter Records, which he claims is stirring up considerable excitement in the area. Featured on the tune is Homer Lee, a new talent recently discovered by Wright.

The song, co-written by Bert Peck, a cousin of President Johnson, concerns the Texas hill country as narrated by LBJ on the "Lyndon Johnson's Texas"

program beamed over the NBC-TV network May 9.

Bob Moon, head of Platter Records, will keep the single on the Platter label instead of passing it on to a major, as originally planned, Wright says.

Deejay copies of the new release are available by writing to Wright at 124 North Peak Street, Dallas, Tex. 75226.

FROM NASHVILLE WITH LOVE

CHET ATKINS



Eddy Arnold's big country music show took over Carnegie Hall last week, and from all I hear was a solid hit. Then the next night they repeated their success in Brooklyn's Academy of Music. Appearing with Eddy were Skeeter Davis, George Hamilton IV and Jim Edward Brown. With a line-up like that, it's no wonder country music fans in and around New York gave the show such a fine reception. And, of course, fans up East are not the only ones who've been royally entertained by Eddy and his fellow performers. They've

scored similar successes on the West Coast and elsewhere in the country. . . . Eddy returns to Hollywood on June 20th to appear as a guest artist on "The John Gary Show," one of the best of the summer TV series. . . . in the "good ol' days" of country music, a lot of outstanding records of the various artists of the time were done outside the studio, in actual appearances on tour. Lately we've been doing more and more "live" recording with



some of our local artists and the results are very encouraging. So far we've done — or are doing — on-the-spot recordings of Don Bowman, Willie Nelson and The Blue Boys. Incidentally, Porter Wagoner is one of the artists whose "live" recordings have been especially well received by his fans. . . . without further delay, I'd like to thank all the disc jockeys who have been playing the "Pops Goes Country" album on their programs. It was a

lot of fun doing this album with the Boston Pops Orchestra and I'm glad that radio audiences are enjoying it. . . . Vernon Oxford, a product of Rogers, Arkansas and a real genuine country singer if there ever was one, has got a fine single with his "Let's Take a Cold Shower" and "Hide." Listen to it and see what I mean about Vernon being the "country singer's country singer." . . . a couple of other singles that we've done recently down here are really catching on fast. Lorene Mann and Justin Tubb have teamed up on another good one in the country-pop department called "We've Gone To Far Again," a tune that Bobby Bare wrote. . . . also, Bobbi Staff shows off her talent to fine advantage in her new single, "Chicken Feed." . . . the same is true of Connie Smith's recent coupling of "Ain't Had No Lovin'" and "Five Fingers to Spare." Before signing off, I'd like to mention a tune from an album that's getting a lot of air play in several areas including Florence, S. C. That's Willie Nelson's "My Own Peculiar Way" from his album, "Willie Nelson Sings His Own Songs." I'd be interested in hearing from any of you out there as to the situation in your area. If you've also been hearing the tune on the air lately, maybe it should be released as a single. What do you think? That's all for now. More later.



Chet



Lovely Loretta Lynn does everything perfectly. Her new release "You Ain't Woman Enough" (Decca 31966) is a smash, following hot on the heels of her heavy selling "Dear Uncle Sam." Meanwhile, Loretta's album "I Like 'Em Country" (Decca DL 4744), proved to be among the best selling LP's for the 8th week in a row. A regular on the Wilburn Brothers' syndicated TV show, Loretta Lynn is the proud owner of a beautifully hand-crafted Epiphone Excellente guitar which she uses for recording, television and personal appearances. Epiphone — the choice of artists who can hear the difference.

(Advertisement)



CEDARWOOD PUBLISHING's tunesmith Mel Tillis (right) inked a recording contract recently with Kapp Records. Beaming approval at the record company's latest blue-chip catch is Nashville a&R



PRODUCER JACK CLEMENT (left) and the Glasser Brothers, Tompall, Chuck and Jim, huddle prior to kicking off a recent MGM recording session, the first for the Glassers after signing with the label. Three songs were cut for release next month, "The Last Thing On My Mind," "More or Less" and "Big Brothers," the last two of which were written by Clement.

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COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 6/11/66

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
Billboard Award	1	DISTANT DRUMS Jim Reeves, RCA Victor 8789 (Combine, BMI)	11	27	30	THE COUNT DOWN Hank Snow, RCA Victor 8808 (Hank's, BMI)	6
	2	TAKE GOOD CARE OF HER Sonny James, Capitol 5612 (Paxton-Rocherche, ASCAP)	10	28	37	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca 31966 (Sure-Fire, BMI)	2
	3	TALKIN' TO THE WALL Warner Mack, Decca 31911 (Pageboy, SESAC)	12	29	32	STEEL RAIL BLUES George Hamilton IV, RCA Victor 8797 (Witmark, ASCAP)	8
4	7	DON'T TOUCH ME Jeannie Seely, Monument 933 (Pamper, BMI)	9	30	35	I COULD SING ALL NIGHT Ferlin Husky, Capitol 5615 (Husky, BMI)	2
	5	WOULD YOU HOLD IT AGAINST ME Dottie West, RCA Victor 8770 (Tree, BMI)	14	31	31	TONIGHT I'M COMIN' HOME Buddy Cagle, Imperial 66161 (Central, BMI)	8
	6	PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca 31901 (Combine, BMI)	11	32	20	GUESS MY EYES WERE BIGGER THAN MY HEART Conway Twitty, Decca 31897 (Wilderness, BMI)	12
	7	HISTORY REPEATS ITSELF Buddy Starcher, Boone 1038 (Glaser, BMI)	10	33	39	STANDING IN THE SHADOWS Hank Williams Jr., MGM 13504 (Ly-Rann, BMI)	3
8	21	THINK OF ME Buck Owens, Capitol 5647 (Bluebook, BMI)	4	34	36	TIME TO BUM AGAIN Waylon Jennings, RCA Victor 8822 (Bramble, BMI)	2
9	11	A WAY TO SURVIVE Ray Price, Columbia 43560 (Pamper, BMI)	8	35	—	AIN'T HAD NO LOVIN' Connie Smith, RCA Victor 8842 (Blue Crest, BMI)	1
10	19	THE LAST WORD IN LONESOME IS ME Eddy Arnold, RCA Victor 8818 (Tree, BMI)	5	36	23	THE ONE ON THE RIGHT IS ON THE LEFT Johnny Cash, Columbia 43496 (Jack, BMI)	18
	11	TIPPY TOEING Hardan Trio, Columbia 43463 (Window, BMI)	18	37	42	NICKELS, QUARTERS AND DIMES Johnny Wright, Decca 31927 (Champion, BMI)	2
	12	I LOVE YOU DROPS Bill Anderson, Decca 31890 (Moss-Rose, BMI)	18	38	38	I'LL LEAVE THE SINGIN' TO THE BLUEBIRDS Sheb Wooley, MGM 13477 (Blue Echo, BMI)	4
	13	CATCH A LITTLE RAINDROP Claude King, Columbia 43510 (Gallico, BMI)	9	39	40	THE HIGHWAY PATROL Red Simpson, Capitol 5637 (Central, BMI)	2
14	18	SWINGING DOORS Merle Haggard, Capitol 5600 (Bluebook, BMI)	10	40	41	BORN TO BE IN LOVE WITH YOU Van Trevor, Band Box 367 (Stonesthrow, BMI)	8
	15	STOP THE START (Of Tears in My Heart) Johnny Dollar, Columbia 43537 (Zanetis, BMI)	13	41	43	THE LOVIN' MACHINE Johnny Paycheck, Little Darlin' 008 (Mayhew, BMI)	2
16	22	EVIL ON YOUR MIND Jan Howard, Decca 31933 (Wilderness, BMI)	8	42	44	POOR BOY BLUES Bob Luman, Hickory 1382 (Cedarwood, BMI)	2
	17	I'M A PEOPLE George Jones, Musicor 1143 (Blue Crest, Husky, BMI)	14	43	49	TUPELO COUNTY JAIL Stonemans, MGM 13466 (Jack, BMI)	2
	18	MANY HAPPY HANGOVERS TO YOU Jean Shepard, Capitol 5585 (Mimosa, BMI)	15	44	—	I'M NOT CRAZY YET Ray Price, Columbia 43560 (Pamper, BMI)	1
	19	BACK POCKET MONEY Jimmy Newman, Decca 31916 (New Keys, BMI)	12	45	45	JOHNNY LOSE IT ALL Johnny Darrell, United Artists 50008 (Yonah, BMI)	2
20	27	(YES) I'M HURTING Don Gibson, RCA Victor 8812 (Acuff-Rose, BMI)	6	46	48	THE "A" TEAM S/Sgt. Barry Sadler, RCA Victor 8804 (Music, Music, Music, ASCAP)	3
21	25	DON'T TOUCH ME Wilma Burgess, Decca 31941 (Pamper, BMI)	6	47	47	THAT'S ALL IT TOOK George & Gene, Musicor 1165 (Glad, BMI)	2
	22	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	18	48	—	DAY FOR DECISION Johnny Sea, Warner Bros. 5820 (Moss Rose, BMI)	1
23	26	I JUST CAME TO SMELL THE FLOWERS Porter Wagoner, RCA Victor 8800 (Acclaim, BMI)	6	49	50	THE OLD FRENCH QUARTER Billy Walker, Monument 932 (Matamoros, BMI)	2
	24	THE MINUTE MEN (Are Turning in Their Graves) Stonewall Jackson, Columbia 43552 (Wilderness, BMI)	7	50	—	I'M SO LONESOME I COULD CRY Hank Williams Sr., MGM 13489 (Fred Rose, BMI)	1
25	28	I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol 5633 (Mimosa, BMI)	5				
	26	14 Bonnie Guitar, Dot 16811 (Forest Hills, BMI)	15				

Billboard SPECIAL SURVEY for Week Ending 6/11/66

HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	1	ROLL OUT THE RED CARPET FOR BUCK OWENS AND HIS BUCKAROO'S Capitol T 2443 (M); ST 2443 (S)	16
	2	I LIKE 'EM COUNTRY Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)	8
3	9	DISTANT DRUMS Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S)	3
	3	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	14
	5	MISS SMITH GOES TO NASHVILLE Connie Smith, RCA Victor LPM 3520 (M); LSP 3520 (S)	11
	6	CHET ATKINS PICKS ON THE BEATLES RCA Victor LPM 3531 (M); LSP 3531 (S)	10
	7	TRUE LOVE'S A BLESSING Sonny James, Capitol T 2500 (M); ST 2500 (S)	4
	8	JUST BETWEEN THE TWO OF US Bonnie Owens and Merle Haggard, Capitol T 2453 (M); ST 2453 (S)	8
	9	TALK ME SOME SENSE Bobby Bare, RCA Victor LPM 3515 (M); LSP 3515 (S)	10
	10	DUST ON MOTHER'S BIBLE Buck Owens & His Buckaroos, Capitol T 2497 (M); ST 2497 (S)	3
11	22	EVERYBODY LOVES A NUT Johnny Cash, Columbia CL 2492 (M); CS 9292 (S)	2
	12	FOLK-COUNTRY Waylon Jennings, RCA Victor LPM 3523 (M); LSP 3523 (S)	10
	13	COUNTRY FAVORITES—WILLIE NELSON STYLE RCA Victor LPM 3528 (M); LSP 3528 (S)	7
	14	DOTTIE WEST SINGS RCA Victor LPM 3490 (M); LSP 3490 (S)	16
	15	MEAN AS HELL! Johnny Cash, Columbia CL 2446 (M); CS 9246 (S)	11
16	19	TWO WORLDS Bonnie Guitar, Dot DLP 3698 (M); DLP 25698 (S)	3
	17	BEHIND THE TEAR Sonny James, Capitol T 2415 (M); ST 2415 (S)	29
	18	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	36
	19	ARTIFICIAL ROSE Jimmy Newman, Decca DL 4748 (M); DL 74748 (S)	8
	20	THE BEST OF JIM REEVES, VOL. II RCA Victor LPM 3482 (M); LSP 3482 (S)	12
	21	A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU Dick Curless & Kay Adams, Tower T 5025 (M); ST 5025 (S)	5
	22	ROLL, TRUCK, ROLL Red Simpson, Capitol T 2468 (M); ST 2468 (S)	11
23	27	PLEASE DON'T HURT ME Norma Jean, RCA Victor LPM 3541 (M); LSP 3541 (S)	2
24	—	ROY CLARK SINGS LONESOME LOVE BALLADS Capitol T 2452 (M); ST 2452 (S)	8
25	—	CONWAY TWITTY Decca DL 4724 (M); DL 74724 (S)	1
	26	ROGER MILLER/GOLDEN HITS Smash MGS 27073 (M); SRS 67073 (S)	30
27	30	GUITAR STYLINGS OF HANK SNOW RCA Victor LPM 3548 (M); LSP 3548 (S)	2
	28	ANY NEWS FROM NASHVILLE? Homer & Jethro, RCA Victor 3538 (M); LSP 3538 (S)	2
29	—	SPECIAL DELIVERY Del Reeves, United Artists UAL 3488 (M); UAS 6488 (S)	1
	30	THE OTHER WOMAN Ray Price, Columbia CL 2382 (M); CS 9182 (S)	37

Where They're Showing

JUSTIN TUBB—Golden Spike, St. Cloud, Minn., June 12; Hollywood Bowl, Hollywood, 18; Benton, Pa., 24; fair, Rogersville, Tenn., July 2; Frontier Ranch, Columbus, Ohio, 4; Mobile, Ala., 17; "Louisiana Hayride," Shreveport, La., 23; fair, Lewistown, Ill., 24; fair, Tomah, Wis., 30; fair, Hartford, Mich., 31; fair, Cheboygan, Wis., Aug. 17; fair, Charlotte, Mich., 19-20; Buck Lake Ranch, Angola, Ind., 21, and the Flame Room, Minneapolis, Sept. 5-10.

HANK THOMPSON—Cotillion Ballroom, Wichita, Kan., June 11; Rodeo, Reno, Nev., 17-18; Range Riders' Rodeo, Amarillo, Tex., July 1-4; Lagoon, Salt Lake City, 16; Circle Star Theater, San Carlos, Calif., 26-31; Sports Arena, Ada, Okla., Aug. 4; Panther Hall, Fort Worth, 6; fair, Junction, Tex., 11-13; La Fiesta Club, Juarez, Mexico, Sept. 4; Auditorium, Phoenix, Ariz., 9; Auditorium, Bakersfield, Calif., 10; Auditorium, San Diego, Calif., 11; Auditorium, Los Angeles, 12; Auditorium, San Bernardino, Calif., 13; Auditorium, Oakland, Calif.,

14; Auditorium, Seattle, Wash., 16; Auditorium, Portland, Ore., 17; Auditorium, Vancouver, B. C., 18; American Royal Livestock & Horse Show, Kansas City, Mo., Oct. 8-11; Panther Hall, Fort Worth, 15; Bamboo Club, Enid, Okla., Nov. 25, and Panther Hall, Fort Worth, Dec. 31.

WANDA JACKSON—Sports Arena, Stonewall, Okla., June 10; Cain's Ballroom, Tulsa, Okla., 11; Bamboo Club, Enid, Okla., 17; Panther Hall, Fort Worth, 18; Esquire Club, Houston, 22; Firemen's Carnival, Richland, Pa., July 2; Circle Star Theater, San Carlos, Calif., 26-31; Nick's Nick-A-Bob Club, Milwaukee, Aug. 5-6; fair, Tipton, Ia., 8; Genova's Chestnut Inn, Kansas City, Mo., 12-13; fair, Washington, Mo., 14; Clover Club, Amarillo, Tex., 19; Panther Hall, Fort Worth, 20; NCO Club, Fort Hood, Tex., 21; fair, Stapleton, Neb., 28.

MARY TAYLOR—Auditorium, Milwaukee, June 11; Rodeo, Reno, Nev., 17-18; Auditorium, Austin, Tex., 10; Auditorium, San Antonio, 11; American

Royal Livestock & Horse Show, Kansas City, Mo., Oct. 8-11.

ROY CLARK—Auditorium, Milwaukee, June 11; Rodeo, Reno, Nev., 17-18; Marco Polo, Vancouver, B. C., 14-23; NCO Club, Warren AFB, Cheyenne, Wyo., 25-31; X.I.T. Rodeo, Dalhart, Tex., Aug. 5; DuQuoin State Fair, DuQuoin, Ill., 27; fair, Canfield, Ohio, Sept. 1-5; Auditorium, Austin, Tex., 10; Auditorium, San Antonio, 11; Coliseum, Winston-Salem, N. C., and Municipal Auditorium, Norfolk, Va., 25-29.

JOHNNY CASH—Academy, Brooklyn, June 10; Symphony Hall, Newark, N. J., 11; Bushnell Auditorium, Hartford, Conn., 12; Melody Fair Tent, Buffalo, 20-25.

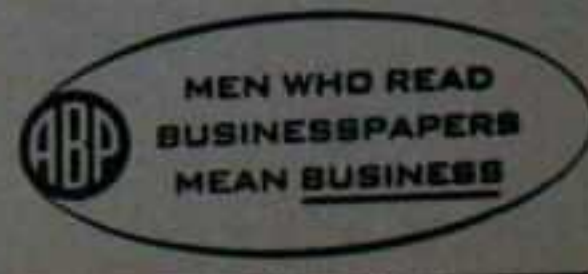
New Walker Album

NASHVILLE—The first LP on Monument Records by Billy Walker, "The Traveling Texan," is due for release this week, according to Chuck Chellman, Monument promotional director. Entitled "Billy at His Best," the album will feature Walker's latest two singles, "The Old



SIGNING ON AS A REGULAR of the "Grand Ole Opry," Nashville, is Ray Pillow (seated). Standing, from left: Joe Taylor, of the Joe Taylor Artist Agency; Cohen Williams, and Ott Devine, manager of the "Opry."

French Quarter" and "A Million and One," plus four standards, "Am I That Easy to Forget?" "Lonely Street," "Think I'll Go Somewhere and Cry Myself to Sleep" and "Evasive Butterfly."




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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	1	IT'S A MAN'S MAN'S MAN'S WORLD James Brown & Famous Flames, King 6035 (Dynatone, BMI)	6
2	2	HOLD ON! I'M COMIN' Sam & Dave, Stax 189 (East-Pronto, BMI)	10
3	6	COOL JERK Capitols, Karen 1524 (McLaughlin, BMI)	10
4	4	BAREFOOTIN' Robert Parker, Nola 721 (Bonatemp, BMI)	7
5	5	(I'M A) ROAD RUNNER Jr. Walker & All Stars, Soul 35015 (Jobete, BMI)	6
6	3	WHEN A MAN LOVES A WOMAN Percy Sledge, Atlantic 2326 (Pronto-Quinvy, BMI)	9
7	15	AIN'T TOO PROUD TO BEG Temptations, Gordy 7054 (Jobete, BMI)	3
8	10	I LOVE YOU 1,000 TIMES Platters, Musicor 1166 (Ludix, BMI)	5
9	9	NOTHING'S TOO GOOD FOR MY BABY Stevie Wonder, Tamla 54130 (Jobete, BMI)	8
10	11	I'LL LOVE YOU FOREVER Holidays, Golden World 36 (Myto, BMI)	9
11	13	LET ME BE GOOD TO YOU Carla Thomas, Stax 188 (East, BMI)	6
12	7	LOVE IS LIKE AN ITCHING IN MY HEART Supremes, Motown 1094 (Jobete, BMI)	6
13	16	S.Y.S.L.I.F.M. (The Letter Song) Joe Tex, Dial 9902 (Tree, BMI)	3
14	12	WANG DANG DOODLE Ko Ko Taylor, Checker 1135 (Arc, BMI)	9
15	8	MESSAGE TO MICHAEL Dionne Warwick, Scepter 12133 (U. S. Songs, ASCAP)	8
16	17	TRULY YOURS Spinners, Motown 1093 (Jobete, BMI)	4
17	18	YOU WAITED TOO LONG Five Star-Steps, Windy C 601 (Camad, BMI)	6
18	22	LET'S GO GET STONED Ray Charles, ABC-Paramount 10808 (Baby Monica, BMI)	2
19	39	NEIGHBOR, NEIGHBOR Jimmy Hughes, Fame 1003 (Crazy Cajun, BMI)	3
20	14	SHE BLEW A GOOD THING Poets, Symbol 214 (Sagittarius, BMI)	11
21	25	GOOD TIME CHARLIE Bobby Bland, Duke 402 (Don, BMI)	2
22	28	GREETINGS (This Is Uncle Sam) Monitors, V.I.P. 25032 (Jobete, BMI)	7
23	24	BAD EYE Willie Mitchell, Hi 2103 (J.E.C., BMI)	2
24	29	SEARCHING FOR MY LOVE Bobby Moore & the Rhythm Aces, Checker 1129 (Chevis, BMI)	15
25	19	GOT MY MOJO WORKING Jimmy Smith, Verve 10393 (Arc, BMI)	9
26	20	YOU'RE THE ONE Marvelettes, Tamla 54131 (Jobete, BMI)	4
27	35	MINE EXCLUSIVELY Olympics, Mirwood 5513 (Keymen/Mirwood, BMI)	4
28	—	MY LOVER'S PRAYER Otis Redding, Volt 136 (East-Time-Redwal, BMI)	1
29	30	I'M WALKING OUT ON YOU Reuben Wright, Capitol 5588 (Liberty-Belle, BMI)	5
30	33	OH, HOW HAPPY Shades of Blue, Impact 1007 (Myto, BMI)	3
31	—	TAKE THIS HEART OF MINE Marvin Gaye, Tamla 54132 (Jobete, BMI)	1
32	21	I'LL TAKE GOOD CARE OF YOU Garnet Mimms, United Artists 995 (Rittenhouse & Web IV, BMI)	10
33	—	TEENAGER'S PRAYER Joe Simon, Sound Stage 7 2564 (Frederick, BMI)	1
34	—	COME ON HOME Jimmy McCracklin, Imperial 66168 (Metric, BMI)	1
35	38	COME ON AND SEE ME Tammi Terrell, Motown 1095 (Jobete, BMI)	2
36	36	PHILLY DOG Mar-Keys, Stax 185 (East, BMI)	16
37	37	WHEN A WOMAN LOVES A MAN Esther Phillips, Atlantic 2335 (Pronto-Quinvy, BMI)	3
38	40	BOYS ARE MADE TO LOVE Karen Small, Venus 1066 (Money, BMI)	3
39	—	NINETY-NINE AND A HALF Wilson Pickett, Atlantic 2334 (East-Pronto, BMI)	1
40	—	KNOCKIN' AT YOUR DOOR Jimmy Reed, Exodus 1010 (Costoma, BMI)	1

NEW ACTION R & B SINGLES

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

GOD BLESS THE GIRL AND ME . . .
Enchanters, Loma 2035

LAUNDROMAT BLUES . . .
Albert King, Stax 190

THE JAZZ BEAT

By ELIOT TIEGEL

Unknown jazz artists have one of the roughest grinds facing any show business artist. Since they are a minuscule segment of the entertainment spectrum, the unknown, untested, unsullied jazz act has a tougher road to hoe simply because his exposure outlets are narrower and his product does not normally appeal to the mass audience.

The Afro-Blues Quintet Plus One, a Los Angeles-based and developed group, is showing signs of cracking through that curtain of moribund forlornness which tends to sterilize the chances of many new jazz groups. The act has been together a year, working local clubs and has a single which "is happening," as the promotion men are prone to exclaim.

The sextet is released on Mira, Randy Wood's fledgling operation and the single which is beginning to generate some noise is "Liberation," culled from their debut LP, "Introducing . . ." The song has been shortened from 4:40 to 2:35 so as to squeeze into the frantic AM turntable race.

"See these orders?" Randy Wood said last week in his suite of offices on Sunset Boulevard, across from the Bank of America and Phone Booth, a luncheon-dinner joint where the waitresses wear topless costumes. The order blanks were for the single and were coming in from major market cities where enough jazz and rhythm and blues-influenced stations were playing the song. "It looks big," Wood boasted. A disk jockey from the city's leading r & b station, who had just walked into the office, echoed how pleased he was with the mounting excitement for the disk.

"Liberation," like the other tracks in the album, is a very commercial property, much in the manner of the groove Ramsey Lewis established for a small group making the transition from a jazz environment to a popish one. The music in the LP easily communicates. There is a clean chug, chug rhythmic base, with clean stereo separation of the instruments. Joe De Aguerro's performance on vibes soars but never gets out of hand. His supporting melody partner is Jack Fulks on alto sax and flute, with Bill Henderson's piano adding fullness to the arrangements. The rhythm is supplied by Michael Davis on traps and timbales, Norm Johnson on bass, and Moses Obligation on conga.

Everything is done subtly but with a hand-clapping infectiousness. Subtly one hears the sound of people in the background, although the applause is sparse. There are spurts of audience enthusiasm planned or otherwise which catch the ear. A woman joyfully rings out with a high-pitched "aaahhhhh" during the "In Crowd" selection, which has an off medollic effect.

The strongest Afro-Cuban selection is "Together" in which a mambo beat is heard and Fulks

alto launches the opening figure. The Afro-Blues Quintet Plus One doesn't really wait the blues. In fact it hardly waits at all. Its style borders on a cool interpretation but with enough commercial sock sounds (tambourines and a rock 'n' roll beat) to lend mass market substance to the project.

The tracks are quite organized with no wasted notes nor long-blown solos. "Monkey Time" is a rousing hand clapper, with De Aguerro's vibes laying out the message in a noncomplicated, direct fashion. "Summertime" opens with pianist Henderson repeating a chord figure for several bars until De Aguerro enters and the piano fades but remains conspicuous. There is nothing outlandishly unique about these effects, but on the other hand, they enable the uninitiated jazz listener to have a basis of communication with the performers, who are indeed presenting themselves as jazz artists.

Jazz's major problem has been in its inability to develop sustaining new acts. There are many players who land the opportunity to front their own records (witness Blue Note's policy going back many years of turning sidemen into record leaders). But once a group has been playing for a long time, it tends to dominate the bookings and snare the influential airplay, thus overriding any new young acts struggling for recognition. This is the condition facing the ABQ & I, the first new jazz act emerging from the home of Jackie Lee and the Leaves.

Items for the column should be sent to Billboard, 9000 Sunset Boulevard, Los Angeles.

'Tour' Draws Names

• Continued from page 30

of singers, the Girofestival. They give a special performance in each of the cities at which the race halts. This event, while not a competition, has U.S. born Mike Bongiorno introducing some of the best known singing names brought together by Gianni Ravera, organizer of the San Remo, Venice and Castorcaro Terme fests. Among the participants are Don Backy, Franco Talo, Paola Neri, Gidiuli, Luciana Turini, Vittorio Inzainu, Mariarosa (who kisses the winner of each lap) and Patrizia Borgatto.

'Dynasound' New Format for KDEF

ALBUQUERQUE, N. M.—KDEF, which formerly featured a "good music" format, now programs "something for everyone," according to program director Dan Paker. Calling its format "Dynasound," the station is playing pop singles in the soft vein, country music, folk, jazz and pop-standard albums . . . "anything which is popular and which we consider to be in good taste."

Awards to WQXR

NEW YORK — WQXR, the classical-formatted leader here, has received two programming awards — an award from the House of Steinway for "30 years of broadcasting good music in the New York area," and another from the National Federation of Music Clubs for outstanding participation in National Music Week.

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



Some 15,000 FANS TURNED OUT as WIXY, Cleveland, promotes a James Brown show. From left, WIXY personality Bobby Magic; Brown, of King Records, and WIXY personality, Howie Lund.

Billboard SPECIAL SURVEY for Week Ending 6/11/66

TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	7
2	2	CRYING TIME Ray Charles, ABC-Paramount ABC 544 (M); ABCS 544 (S)	15
3	3	THE LOVE YOU SAVE Joe Tex, Atlantic 8124 (M); SD 8124 (S)	6
4	6	SOUL ALBUM Otis Redding, Volt 413 (M); S 413 (S)	6
5	5	GOT MY MOJO WORKING Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	14
6	4	DIONNE WARWICK IN PARIS Scepter SRM 534 (M); SP5 534 (S)	8
7	8	UP-TIGHT Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	3
8	16	WHEN A MAN LOVES A WOMAN Percy Sledge, Atlantic 8125 (M); SD 8125 (S)	2
9	10	I HEAR A SYMPHONY Supremes, Motown MLP 643 (M); SLP 643 (S)	13
10	7	TEMPTIN' TEMPTATIONS Gordy G 914 (M); GS 914 (S)	28
11	15	JAMES BROWN PLAYS THE NEW BREED Smash MGS 27080 (M); SR5 67080 (S)	4
12	13	GOIN' OUT OF MY HEAD Wes Montgomery, Verve V 8642 (M); V6-8642 (S)	12
13	9	UNBELIEVABLE Billy Stewart, Chess LP 1499 (M); ST 1499 (S)	12
14	17	A TOUCH OF TODAY Nancy Wilson, Capitol T 2495 (M); ST 2495 (S)	3
15	12	SOUL MESSAGE Richard (Groove) Holmes, Prestige PR 7435 (M); PRS 7435 (S)	6
16	—	I GOT YOU (I Feel Good) James Brown, King 946 (M); (No Stereo)	13
17	—	MARTHA AND THE VANDELLAS GREATEST HITS Gordy 917 (M); GS 917 (S)	1
18	18	SOLID GOLD SOUL Various Artists, Atlantic 8116 (M); SD 8116 (S)	8
19	19	MIRACLES GOING TO A GO-GO Tamla T 267 (M); ST 267 (S)	28
20	—	SOUL AND INSPIRATION Righteous Brothers, Verve V 5001 (M); V6-5001 (S)	4

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.

LIVE AT THE LIGHTHOUSE '66 . . .
Jazz Crusaders, Pacific Jazz PJ 10098 (M); ST 20098 (S)

AFTER HOURS . . .
Hank Crawford, Atlantic 1455 (M); SD 1455 (S)

GOTTA TRAVEL ON . . .
Ray Bryant Trio, Cadet LP 767 (M); LPS 767 (S)

NEW ALBUM RELEASES

- ABC-PARAMOUNT**
RAY CHARLES—Together Again; ABC 520, ABCS 520
- ATCO**
KING CURTIS—That Lovin' Feeling; 33-189, 5D 33-189
- BG**
CHARLIE PALMIERI & HIS DUBONEY ORCH.—Swing, Maria; BGLP 3301
- BRUNO**
MILAN GRAMANTIK—Accordeon De Montmartre; BR 50069L
LODZKI SALON ORCH.—Waltzes; BR 50145L
TCHAIKOVSKY: THE SORCERESS—Belshoi Theatre Prod.; BR 23048/51L
WIENIAWSKI: WORKS FOR VIOLIN & ORCH.—Bronislaw Gimpel, Warsaw Inter. Phil. Symphony Orch. (Rezler); BR 14076L
- CAPITOL IMPORTS (ENGLAND)**
DJANGO REINHARDT and His American Friends Vol. 1; CLP 1890
DJANGO REINHARDT and His American Friends Vol. 2; CLP 1907
DJANGO REINHARDT—The Legendary Django; CLP 1817
Flainsong to Polyphony Vol. 1—Choir of the Carmelite Priory (McCarthy); CSD 1617
THE AMBROSIAN SINGERS—The Treasury of English Church Music Vol. 1 (Stevens); CSD 3504
- COLUMBIA**
BROTHERS FOUR Sing Lennon & McCartney—A Beatle Songbook; CL 2502, CS 9302
KIRBY GRIFFIN—Great Song Hits Vol. 1; CL 2439, CS 9239
March Slav—Philadelphia Orch. (Ormandy); ML 6275, MS 6875
RAVI SHANKAR—The Sounds of India; CL 2496, CS 9246
VARIOUS ARTISTS—My Fair Lady (Spanish Version); OL 6580, OS 2980
- DECCA**
BERT KAEMPFFERT & HIS ORCH.—Strangers in the Night; DL 4795, DL 74795
- DELTA INTERNATIONAL**
HANK HALLER & HIS ORCH.—Polease and Beer; DI 5002 LPM
- DOT**
JIM AMECHE & COMPANY—The Bible (Vol. 1, 2, 3) ABBA 1966
- EMARC**
GENTLEMAN JUNE GARDNER—Bustin' Out; MCE 26014, SRE 66014
ATTILA ZELLER QUARTET—The Horizon Beyond; MCE 26013, SRE 66013
- EPIC**
DAVE CLARK FIVE—Try Too Hard; LN 24198, BN 26198
- ESP-DISK**
ALBERT AYLER QUINTET—Spirits Rejoice; 1020
THE FUGS First Album; 1018
ORIGINAL CAST—The Couch With the Six Inlides; 1019
- FIESTA**
LALE ANDERSON—Zwolf Lander-Zwolf Lieder; FLP 1447, FLPS 1447
Im Tiefen Keller Sitz' Ich Hier; FLP 1448
Ernst Neger; FLP 1449, FLPS 1449
- HARMONY**
EDDY DUCHIN—I'll See You in My Dreams; HL 7379, HS 11179
FRANKIE LAINE—That's My Desire; HL 7382, HS 11182
WILMA LEE & STONEY COOPER—Sunny Side of the Mountain; HL 7378, HS 11178
MERRILL STATON CHOIR—A Mighty Fortress Is Our God; HL 7380, HS 11180
JERRY MURAD'S HARMONICATS—Great Love Songs From the Movies; HL 7381, HS 11181
STANLEY BROTHERS—The Angels Are Singing; HL 7377, HS 11177
- HI**
ACE CANNON—Sweet and Tuff; HL 12030, SHL 32030
BILL BLACK'S COMBO—All Times; HL 12032, SHL 32032
WILLIE MITCHELL—It's What's Happenin'; HL 12031, SHL 32031
- HICKORY**
SUE THOMPSON—With Strings Attached; LP 130, LPS 130
- LIMELIGHT**
LES McCANN LTD. Live at Shelly's Manne Hole; LS 86036
Today's Sound by the THREE SOUNDS; LS 86037
- LITTLE DARLIN'**
JOHNNY PAYCHECK at Carnegie Hall; LD 4001, SLD 8001
- MERCURY**
ROY DRUSKY & PRICILLA MITCHELL—Together Again; MG 21078, SR 61078
DAVE DUDLEY—Lonelyville; MG 21074, SR 61074
MIRIAM MAKEBA—The Magnificent; MG 21082, SR 61082

- RACHMANINOFF: PIANO CONCERTO NO. 2**—Byrion Janis/Minneapolis Symphony Orch. (Dorati); MG 50448, SR 90448
- VARIOUS COMPOSERS**—Joseph Szigeti, Violin/Ray Bogas, Piano; MG 50442, SR 90442
- SARAH VAUGHAN**—The New Scene; MG 21079, SR 61079

- RCA CAMDEN**
FRANKIE CARLE—April in Portugal; CAL 963, CAS 963
LIVING MARIMBAS—Tijuana Taxi; CAL 961, CAS 961
LIVING STRINGS Plus Trombone; CAL 962, CAS 962
HANK SNOW—Trawlin' Bloes; CAL 964, CAS 964
- SOCIETE FRANZAISE DU SON (London Imports)**
JEAN-JOSEPH MOURET—The Olympic Games; 174.130, 5XL 20.130
JEAN-JAZQUES NAUDOT—Three Concertos for Flute & Orch. Op. 11; 174.131, 5XL 20.131

- FRANCOIS DEVIENNE**—Four Sonatas for Oboe & Harpsichord; 174.136, 5XL 20.136
- LOUIS-NICOLAS CLERAMBAULT**—Four Trio Sonatas; 174.139, 5XL 20.139
- MICHEL BLAVET**—Four Sonatas for Flute & Harpsichord Op. 2; 174.140, 5XL 20.140
- JEAN-BAPTISTE LOEILLET**—Four Trio Sonatas; 174.141, 5XL 20.141
- TRIUMPH**
THE CLEE-SHAYS—Super Spy Themes; TR 101, TRS 101
- VANGUARD**
NETANIA DAVRATH—New Songs of the Auxerone; VRS 9209, VSD 79209
ALIRIO DIAZ, 1 Solisti Di Zagreb (Janigro)—The Virtuoso Guitar Vol. 2; VRS 1152, VSD 71152

- BERT JANSCH**—Lucky Thirteen; VRS 9212, VSD 79212
- JAN PEERCE**—Neapolitan Serenade; VRS 9210, VSD 79210
- VARESE: AMERIQUES-MILHAUD: L'HOMME ET SON DESIR**—Utah Symphony Orch. (Abravanel); VRS 1156, VSD 71156
- VIVALDI: DIXIT DOMINUS**—Various Artists, Sinfonia Al Santo Sepolere; BC 678, BC5 70678
- VARIOUS ARTISTS**—The Virtuoso Trumpet; BG 685, BG5 70685
- WORD**
NEW YORK STAFF BAND & MALE CHORUS—Marching On; W 3381, WST 8381
LOUIS & PHIL PALERMO—Apostles of Cheer; W 3351, WST 8351

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Woody Guthrie's more than thousand songs and ballads include: *This Land is Your Land, Pastures of Plenty, So Long, It's Been Good to Know You, Roll On, Columbia, Going Down This Old Dusty Road.* Forthcoming: *The Guthrie Papers—a Collection of Woody's stories, poems, letters and articles.*

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TALENT

Dove Makes Success Hard Way, Playing It Straight to the Top

By MIKE GROSS

NEW YORK—Although Ronnie Dove has racked up a score of nine straight hits and four chart albums in two years, he's virtually a "secret star" as far as the rest of show business media is concerned. He has yet to appear on a major network TV show, appear at a prestige nightclub in New York, Las Vegas or Hollywood, make a film, or develop the kind of teen-fan following that marks many artists who've had a fraction of his success on records. Dove's total record sales on the Diamond label is approaching 4 million.

While to some extent this "secret stardom" is about to be changed (he goes into the Living Room in New York on July 18 for two weeks and is about to be screen-tested) the fact remains that aside from his recordings, Dove's main source of revenue during the past two years has been clubs in the smaller cities, one-nighter tours, concerts and State fairs.

It's believed that the "secret stardom" is due to the fact that he eschews the eccentric hair and clothing styles that would give him a teen "image." Phil Kahl, the veteran musician who produces Dove's recordings and co-manages him with John (Red) O'Donohue, both agreed at the outset that while this approach would mean making it the hard way, the long haul would result in a long-range career rather than the quickie type stardom experienced by many of the young record artists.

"It would be easy for us to go the 'teen route' and many booking agents have asked us to do it," Kahl revealed. "But we've both been around the business long enough to know that if a handsome, well-dressed singer can build a solid reputation in nightclubs and can keep turning out hit records, you've built a star who will last a long, long time."

Kahl now feels that Dove is ready to spring out into the big time, and expects total impact that would have been impos-

sible if at any point they had decided to go completely "teen" or "adult." "The woods are full of singers who limit themselves that way," said Kahl, "but there aren't a handful of vocalists who can sell records and play to adult audiences in clubs, films and TV."

With so many talent managers and agents trying to figure out how to bridge the gap between teen and adult tastes, the Kahl-O'Donohue formula for Dove is being closely watched.

Bobbe Norris Tryout A Grand Slammer

NEW YORK—There was a big gamble involved in bringing Bobbe Norris into the Hotel Plaza's Persian Room after only a brief tryout of her new turn in Columbus, Ohio, but it's paid off. She has taken the big time in her stride and can now take her place among the impressive roster of class performers on the Columbia label.

For a young singer (she's in her early 20s), Miss Norris has a maturity of style and phrasing that marks the pro and yet she maintains the wide-eyed, ingenuous demeanor that marks

the neophyte. The parlay works well and holds up through a 50-minute set and a broad-based repertoire.

She also has a vocal sweep that covers a lot of ground and leaves an effective mark. She can hit low notes that drive home a mood ballad message and she can spring up with a sprightly rhythm number giving it a bounce that tingles with excitement. Although it's apparent that an "act" has been groomed for her, Miss Norris' basic qualities are innate and therefore it comes over, for the most part, with a spontaneity that's completely winning.

Some of her free-spirited abandon gets bogged down in an overlong special material segment devoted to bits and pieces of songs of the 1930's, but even through this she manages to get some lifts. She's on surer ground, though, when she takes a song whole and sees it through to the finish. Outstanding in this area are "He Loves Me," from the Jerry Bock-Sheldon Harnick musical, "She Loves Me"; "If He Walked Into My Life," from Jerry Herman's musical, "Mame"; "Do I Hear a Waltz," from the Richard Rodgers-Stephen Sondheim musical of the same name; "Silently," her current Columbia recording, and "You're Gonna Hear From Me," from Andre Previn's score for "Inside Daisy Clover."

Toward the closing of her act she does a reprise of "You're Gonna Hear From Me," which is probably her way of indicating that she's a young performer making it. The tense is wrong. She's made it.

MIKE GROSS

SIGNINGS

Sharon Soul has been signed to an exclusive long-term contract by the Decca label. Dick Jacobs supervised her first recording session which was a/c'd by independent producer George Kerry.

Tommy Cash has been added to the United Artists Records roster. He's the brother of country singer Johnny Cash. Jimmy Wakely, veteran country artist, to Dot Records. His Shasta Records production operation is also involved in getting product for the label.

The Compton Brothers, formerly on Columbia, have moved over to Dot Records. They're now starring on WWVA Jamboree. Bob Crane, star of CBS-TV's "Hogan's Heroes," signed to the Epic label. Perez Prado's contract has been extended by United Artists Records.



JOEY DEE, seated left, signs up for a hitch with Jubilee Records. On-lookers are Jerry Blaine, seated right, head of Jubilee; Ed Miller and Trade Martin, standing left to right, of Miller-Martin Productions.

Rawls in Singing Form

LAS VEGAS — Lou Rawls' appearance at the Fremont Hotel's Carousel Lounge is a key attraction in the downtown casino area. The five-year recording veteran is in for one month, and according to initial impressions, he is being "discovered" simultaneously with the success of his current Capitol LP, now on the charts.

Rawls has an amiable style, chatting between numbers and roaring forth for 45 minutes with his pianist Tommy Strode conducting, guitarist Francois Vaz and local bassist Ernie McDaniel and drummer Tommy Rondell. Singer's deep rich tones often have a piercing

quality, but in a blues form it fits. His original monolog for "In the Evening When the Sun Goes Down" provides an interesting touch. The strongest piece of material is his own "Tobacco Road."

His contemporary sounding "Goin' to Chicago," with a romping backing by guitar and piano, is the most infectious of his songs and is the perfect working groove for him. Singer has one fault; his endings are generally weak, because he backs away from the mike or cuts his power off before fully completing the last syllable. On other counts he is a fine entertainer. ELIOT TIEGEL

Santamaria All-Star Team

NEW YORK—The music of Mongo Santamaria, Columbia Record artist, is jazz in spirit, Afro-Cuban in nature, and highly commercial in value. It was all excellently displayed Wednesday (1) at the Village Vanguard here. The first set by his seven-man group consisted of tunes like "Girl From Ipanema," "Cinderella," "Call Me" and "Watermelon Man."

Rydell Brightens 'Quarter' Show

NEW YORK — For his first time around at the Latin Quarter (31), Capitol recording star Bobby Rydell chose to pull out all stops by placing his record hits at the top of his act. He swung from "Volare" to "Sway" to "Old Black Magic" in rapid fire. Broadway musicals were next on his song menu and a big crowd pleaser was a medley from "Stop the World," "Once in a Lifetime," "Gonna Build a Mountain" and "What Kind of Fool Am I." His impersonations of characters developed by Red Skelton, Frank Fontaine and Jerry Lewis were skillfully executed and proved his growth as a performer.

He performed an exceptional drum duet with his drummer, Carl Motola. His salute to Jolson's "Mammy" led to a rousing spiritual closer which combined "Sermonette" with "If I Had a Hammer." Rydell's poise and personality did much for an act that was lacking in verve and imagination and appeared to be incomplete by following a long and tiresome parade of acrobats, dancers, singers and puppets. DON OVENS

"Watermelon Man" was the most exciting number of the set, featuring superb interplay of Santamaria's congo work with regular drums and cowbell percussion by the drummer.

The second set was even more alive than the first, highlighted by "El Toro," a tune with the flavor and the wild frenzy of the bullring. "Together" was another good performance and again featured combative teamwork by Santamaria and his drummer.

Santamaria's "Hey! Let's Party" album is No. 137 on Billboard's Top LP's Chart this week. His show featured, for the most part, brief tunes rather than the long compositions usually turned out by jazz groups—and it added to the enjoyment of the show. Every man in the group seemed to be "with it," but Santamaria kept everything in strict musical control, it was not a group of solo stars—though all of them were capable of good solo work—it was a highly compatible team of musicians. Outstanding efforts were turned in by the performers on trumpet, who gave out with a mariachi sound; piano and drums. CLAUDE HALL

Anthony & Imperials Name Strassberg

NEW YORK—Phil Strassberg has taken over as business adviser and career consultant for Anthony & the Imperials. Strassberg's public relations firm has been handling the group's public relations.

Before starting his public relations operation, Strassberg had been with the entertainment department of the now-defunct New York Mirror.

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MUSIC ON CAMPUS

By JIM FRAGALE

College newspapers enlighten with many interesting, "good things," such as Max Shulman being matched with a date via computer, the latest on protests, sitdowns, etc. There was an interesting twist in "Sing-Out Theme Second Time Around," a recent article in the Vanderbilt Hustler. Gene Tucker, the article's author, found "Sing-Out's" "good entertainment" and "a lot of fun," but that "to overcome the problems of a real world we must think realistically and rely on the proven principles of hard work, determination and education. If all else fails," he goes on to say, "we must stand ready to defend our country by fighting for what we believe in—not singing."

BMI has awarded 14 winning student composers to share \$12,500 in the Annual Student Composers Awards competition. The award project annually gives cash prizes to encourage the creation of concert music by student composers under 26 years of age in the Western Hemisphere and to aid them in financing their musical education. All awards are made on the basis of creative talent. Two of the winners, William Benjamin and Robert S. Dickey, are Canadians. Two other winners are still attending high school, Robert Henderson of Fullerton, Calif. and Peter Dickey of Ravenna, Ohio. Five of the winners are students at Yale University School of Music. Steven Gilbert, Roger Johnson, Joan Panetti, Phillip Rhodes and David Stewart. The other winners are Charles Dodge of Columbia University; Judith Lang of Queens College; Richard Manners, Frank McCarty and Joseph Schwantner. Steve Woodbury of St. John's University in Collegeville, Minn. writes that they have captured the broadcasting marathon with 100 consecutive hours of broadcasting by college radio KSJU's announcer.

Mike Wilkinson. Wilkinson originally smashed the 71-hour record set by Boston College two weeks previous to KSJU's last successful attempt. Profits received from advertising during the endurance stint were donated to the St. Cloud Children's Home in St. Cloud, Minn.

College bookstores, who call themselves merely college stores now, since they sell everything from records to deodorant show, in a report compiled by the Time Education Department called Study of U. S. College Stores, that the sale of pop records in college stores is up 50 per cent. Mrs. Beatrice Post, president of Bookstore Record Service Corp. pioneered the idea of having records in college bookstores. She thought about it when her daughter was a student and received a record as a gift, according to Mrs. Post in her talk at the recent Camps Marketing Workshop.

Art Garfunkel of Simon and Garfunkel interrupted the duo's singing tour to take his final exams for his Master's Degree in math at Columbia recently. The pair finds the college audience most responsive to the meaning of their songs. Garfunkel plans to teach after graduation, while Simon, who has already graduated, wants to write plays and novels.

Cleveland Institute of Music conferred Honorary Degree of Doctor of Music upon Robert Shaw, associate conductor of the Cleveland Orchestra, in recognition of outstanding musical achievement in the service of his fellowmen. Shaw was the second prominent musical figure to receive an Honorary Doctorate from the Institute. The first honor was conferred on Goddard Lieberson, president of Columbia Records.

Harvard Class of 1916 has invited mezzo-soprano star, recording artist Mildred Miller to sing at their class reunion June 15. Miss Miller has recorded for Columbia and Westminster Records. It is the first time a Metropolitan artist has made an appearance at a Harvard reunion.

Cap. Contest On Lettermen Disk

NEW YORK — Capitol Records Distributing Corp. has launched a nationwide radio contest for the Lettermen's latest album, "A New Song for Young Love." The contest ties together Suzuki motorcycles, the Lettermen and radio stations in 20 key markets nationwide. Stations will draw winners and will give away matched "Young Love" prizes daily—a pair of different prizes for each day in June, with the final prize being a pair of "His and Her" Suzukis.

To enter, radio stations will direct listeners to local record stores, where Lettermen displays with entry blanks will be available. Entry blanks and all displays in each of the 20 markets have been individually customized and imprinted with the local station's call letters.

Summer Tour For Supremes

DETROIT — The Supremes are set for a full schedule of summer appearances. Included is an Aug. 20 concert at the Forest Hills Tennis Stadium in New York, and a July 24-30 return to Atlantic City's Steel Pier, and performances at the Minnesota State Fair in St. Paul from Aug. 26-30.

The Motown trio opened a three-week stint at the Fairmont Hotel in San Francisco (19). Summer Theater appearances, will be at the Lambertville (N. J.) Music Circus, Colonic Summer Theater in Latham, N. Y., and the Circle Star Theater in San Carlos, Calif. The girls will wind up their summer activities with a three-week engagement at the Flamingo Hotel in Las Vegas beginning Sept. 29. Their latest single, "Love Is Like an Itching in My Heart," climbed to No. 9 in the charts this week.

WM. MORRIS UPS SALOMON

NEW YORK—Lee Salomon has been appointed Eastern head of the cafe, nightclub and hotel division of the William Morris Agency's Personal Agency, which reports a banner year. Salomon has been with the agency for 17 years. He reported that major-city bookings of talent represented by the agency have hit an all-time high.



DOC SEVERINSEN is congratulated by Command Records' Vice-President Loren Becker, following the announcement that Doc was given an extended engagement at Basin Street East. Severinsen, well-known trumpeter on NBC-TV's "Tonight" show, will be featured at the nightclub until June 25.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

PAPERBACK WRITER

Beatles, Capitol 5651

★ 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.

YOU WOULDN'T LISTEN . . .

I'des of March, Parrot 304 (BCM, BMI) (Chicago)

TRULY YOURS . . .

Spinners, Motown 1093 (Jobete, BMI) (Los Angeles)

CHERYL ANN . . .

Tim Tam & the Turn-Ons, Palmer 5003 (Palmer, BMI) (Detroit)

HOT SHOT . . .

Buena Vistas, Swan 4255 (Palmina/Shan-Todd, BMI) (Pittsburgh)

SOMEWHERE . . .

Johnny Nash, Joda 106 (Schirmer, ASCAP) (Miami)

SWEET DREAMS . . .

Tommy McLain, MSL 197 (Acuff-Rose, BMI) (Atlanta)

TEENAGER'S PRAYER . . .

Joe Simon, Sound Stage 7 2564 (Frederick, BMI) (Dallas-Fort Worth)

COLLEGE CIRCUIT

ARTIST(S), Label	SCHOOL (Correspondent)	DATE	ATTENDANCE	REVIEW	DEALER REACTION
SHANGRI-LAS Red Bird ANIMALS MGM COASTERS Atco (Premier Talent) (Shaw Artists)	Union College Schenectady, N. Y. (Mark Polansky)	May 12	2,700	Coasters were very good. Shangri-Las were adequate. Animals were too loud and performed too long to be appreciated.	Lerry Grandy at Apex Music Korner—"Best of the Animals" now selling brisk, but was moving well before concert. No reaction on other artists.
LOUIE ARMSTRONG Mercury (Associated Booking)	Union College Schenectady, N. Y. (Mark Polansky)	May 14	2,000	Excellent show, well-paced; "Hello, Dolly!" and "Mame" well received.	Dorothy Priddle at Apex Music Korner—no appreciable change.
ELIA FITZGERALD MGM/Verve (Salle Productions)	Wisconsin Madison, Wis. (Arnold Hewes)	May 14	4,200	Good variety in show, but high point was when Ella did her version of "Bill Bailey." She did a 2½-hour show.	Gene Blinick at Discount Records—brisk business; about 20-30 LP's sold, biggest response to any concert. Charles Lunde at Victor Music—light response.
FIVE EMPREES Smash	Central Michigan Mount Pleasant, Mich. (Jim Leach)	May 20	2,500	What was billed as a dance turned into a concert because of the size of the crowd. "Little Miss Sad" scored well.	Ann Bestrel at Log Cabin—good reaction. Rose Marie Tyler at Yankee Store—some requests for "Little Miss Sad" single.
PETULA CLARK Peprise PETER NERO PCA Victor COUNT BASIE Verve (Arthur Goldsmith)	Purdue West Lafayette, Ind. (Neil Mahrer)	May 14	11,499 (two shows)	Petula Clark was superb. Hard to hear here because of the applause. Whole show was great.	Mike Stella at Sound Productions—Petula Clark sold out; a few Basie LP's were sold. None of Nero.
LETTERMEN Capitol (Wm. Morris)	Georgia Tech. Anderson, S. C. (Louis Funkenstein)	May 20	4,500	Past hits caused a stir and, though their jokes were corny, it was one of the best concerts of the year.	Lenox Record Center—Lettermen made a personal appearance for an autograph session. Store would not disclose whether concert created sales or not.
SIMON & GARFUNKEL Columbia (College Entertainment Agency)	Vanderbilt Nashville, Tenn. (Paul Wilson)	May 13	2,300	Smooth concert highlighted by "I Am a Rock." Show was continuously enjoyable.	LaRue Moore at Buckley's—swamped with sales and requests—increased activity already lasted more than two weeks. Reverts Moore at Nicholson's—no noticeable change. Southern Record Dist. (rack jobber)—slight increase throughout city.
PETER & GORDON Capitol KINGSMEN Wand (Charles Kerns, Manchester, N. H.)	Dartmouth Hanover, N. H. (Peter Werner)	May 13	2,500	Kingsmen put on well-balanced show, but Peter & Gordon, despite a variety of songs, did not display good showmanship.	Talbert Bacon at Dartmouth Bookstore—good sales on Peter & Gordon, but would have been better if people hadn't complained about concert. Sales on Kingsmen were very strong.
WE FIVE AAM (Perenchio Artists)	Colorado State Fort Collins, Colo. (Don Freeman)	May 12	530	Best tunes were "You Were on My Mind," "Softly as I Leave You" and "The First Time."	Mrs. W. C. Henry at Bach of Rock—sales up considerably. 36 LP's and had to order more. Campus Shop—had to reorder to fulfill demands.
MITCHELL TRIO Mercury (APA)	Parsons College Fairfield, Ia. (Gary Green)	May 20	2,422	"She Loves You" was great. Their satire songs were also good.	Beatrice Rundquist at Rundquist's Music—no increase. Naomi Schaefer at Schaefer's Music Box—no increase.
PAUL HORN & THE JAZZ MASS RCA Victor (Dealt with artist)	UCLA Los Angeles (Les Scher)	May 15	1,500	The only thing performed was "Jazz Variations on the Mass Text." Credo was the high point, the rest was pleasant.	Hugh McCurley at Schirmer's—best selling jazz LP in Los Angeles—sold 50-60 LP's in the week before and after the concert. Norm Litter at Disc Count—no sales in May, though sold 10 LP's in April.

Clark's Tour Is Booked by CBC

NEW YORK—Dick Clark's "Where the Action Is," slated to tour from July 1-31, is being booked by the Capitol Booking Corp. Acts lined up for the show are the Young Rascals, the Yardbirds, Shades of Blue, the Knickerbockers, Keith Allison, Steve Alaimo and the Action Kids.

The Toys, DynoVoice artists, are the latest act signed by CBC. The group began a 10-day engagement last Friday (3) at the San Su San in Mineola, N. Y. Other acts under contract to CBC, according to Ron Terry, president of the firm, are the Capitols, whose latest Atlantic single is "Cool Jerk," and the Flamingoes, whose current is "Boogaloo Party" on Philips.

Della Reese Has Power

LAS VEGAS — Della Reese overcame the acoustical problems presented by the Flamingo's Driftwood lounge, built as a big band room. At her Thursday opening (26) the broad-toned singer pleased fans with a bevy of request tunes and a bagful of her trade-marked songs like "Bill Bailey," "You're Nobody Till Somebody Loves You" and "Let's Face the Music and Dance."

Casino noises and the sound of cash registers add unwanted notes to the arrangements. Fortunately, the veteran performer has the lung power to sail above these conditions, but it makes her job doubly trying.

In addition to Della's regular

trio (John Cotter, piano; Calvin Shields, drums, and Carl Pruitt, bass), vocalist has added strength from three trombones and three trumpets which play simple arrangements but with a strong jazz feeling.

Context of the show is a small concert, with the singer's soulful, piercing voice striving for an intimate mood on "His Is the Only Music That Makes Me Dance" and "What Now My Love?" Della duos with Richard Boone (out of the trombone section) in a happy, comic-lined scatty "Just in Time." The star opens the spotlight to Boone, whose bright-eyed, mumbly-jumbly scat style infuses a light touch to an otherwise serious mood.

ELIOT TIEGEL

NAMM Invited Dealers to Music Show Record Forum

CHICAGO — The phonograph record committee of the National Association of Music Merchants will hold an open forum on five basic problems of record merchandising. Included in the discussion will be the subject of "Record pricing — Should the average dealer attempt to compete with the discount house, department store and other large volume racks?"

S. H. Galperin, member of NAMM's board of directors and chairman of the committee an-

nounced that all record dealers at the show will be invited to join in the discussion. "I would like to stress," Galperin told Billboard, "that all record dealers are invited to attend this session. It doesn't make any difference if they aren't members of the association—we want them to come in and contribute ideas and suggestions. I hope that interested record dealers, especially those in the Chicago area, who do not have far to travel, will attend this important meeting."

Earlier this year (see Billboard, May 7, 1966), Galperin announced that he was planning to take concrete steps to attract

record dealers to NAMM. "During our July convention," Galperin was quoted, "we will devote our attention to the problem of providing the record dealers a good reason for joining NAMM."

The phonograph record discussion is scheduled to be held on Sunday, July 10, at 2 p.m. in Private Dining Room 8 of Chicago's Conrad Hilton Hotel.

The five main topics of discussion, as announced by NAMM, will be:

1. Record purchasing — Should dealers purchase from authorized distributors, subject to current return privileges, or

(Continued on page 53)



BILL GARD . . . NAMM "welcomes" record dealers.



S. H. GALPERIN JR., "All dealers invited to discussion."

North Speaks At EIA Meet

CHICAGO—Dr. Harper Q. North, president of the Electronic Industries Association, will discuss the economic health of the electronics industry, its problems and prospects at EIA's 42d annual convention this week (6-9) in Chicago's Continental Plaza Hotel.

The EIA president's annual report, traditional feature of the membership meeting of the national association for manufacturers of electronic products, will highlight four days of business sessions culminating in a meeting of the board of directors.

In his address, scheduled for the luncheon meeting on Wednesday (8), Dr. North is expected to:

1. Forsee a boom in electronics business this year which will probably lead to record sales.
2. Describe "problems of prosperity" faced by the industry today and suggest several possible methods of coping with them.
3. Report on merger talks between EIA and the National Electrical Manufacturers Association.

Philco Introduces 1967 Home Entertainment Line

HONOLULU—The Philco Corp. introduced its 1967 line of radio, phonograph and tape recorder products here last week. Highlighting the show was introduction of two home tape systems, one 8-track cartridge, the other 4-track reel-to-reel. Significantly, the cartridge unit is list priced at \$379.95, about \$500 less than the reel-to-reel unit's list of \$900.

The Philco cartridge unit re-

portedly is using the Motorola mechanism, which is also being used in RCA home units. The Motorola AC system is based upon the firm's DC automotive 8-track system which is factory installed into Ford Motor Co. automobiles.

Philco also introduced 44 models of radios—nearly half of them offering both AM and FM reception. "For 1967 we are offering 19 FM/AM models, covering every radio category and blanketing the retail price spectrum from \$19.95 to \$199.95," said John C. Calahan, sales planning manager for radio and portable phonographs in the consumer electronics division.

The firm also showed for the first time its new line of 12 all-solid-state portable phonographs featuring two models which can be converted into hi-fi component ensembles and another with a provision for use of its amplifier and speakers with an electric guitar.

Suggested retail prices ranged from \$39.95 for model 1460BR, one of three monaural sets in the line, to \$229.95 for AM/FM/FM-stereo tuner model 1568WA with a cabinet of pecan veneers and hardwoods.

One of the monaural models, 1464BU, is a compact portable which may be operated on either AC house current or batteries. It is supposed to play up to 50 hours on eight "D" flashlight batteries. The set, with a blue leatherette covering, has a record pouch which holds up to eight 45 r.p.m. records. It carries a suggested list of \$59.95.

All portables in the Philco line include 45 r.p.m. spindles.

New Philco products of special interest to record dealers will be featured in forthcoming editions of Billboard's New Products column.

cinnati, Columbus and Cleveland markets.

The Trans-World Corp., New Orleans-based merchandiser of Japanese-made electronic home entertainment products, is expected to be the first firm to market a compatible 4 and 8-track home cartridge player. Industry reports indicate that the company will have the unit on the market before year's end.

PAUL ZAKARAS

Scanning The News

The 65th NAMM convention and Music Show, which will be held in Chicago July 10-14, will probably have its **greatest attendance in history**. Projections indicate a total registration of 20,000 people, up at least 2,000 from 1965. A sellout situation exists at the Conrad Hilton, Pick-Congress, Essex Inn, Harrison, Palmer House and LaSalle hotels, and these locations are accepting no more reservations. A good supply of rooms is still available at the Sherman House—a short cab ride away from the Hilton.

The NAMM's **open forum on records**, scheduled for Sunday, July 10 at 2 p.m., will have to compete for conventioners' attendance with the fretted instrument, piano and band instrument meetings which have also been scheduled for that time.

Two **new album carrying cases** from the Designers Award Series of Capitol Records Distributing Corp., were unveiled last week by Gil Matthies, CRDC's special products merchandising manager. The new cases, called "Safari" and "Capri," are a complete departure from previously introduced cases. Each of the models carries up to 25 albums, is weather resistant and includes a heavy-duty zipper complete with lock and key. The units are retail priced at \$798.

The entertainment products division of Sylvania has named Carl Esler, Chicago, as sales manager of the central region. Esler will supervise sales of Sylvania home entertainment products in the Chicago, Cin-

New RCA Line Shown In San Juan Meeting

SAN JUAN, P. R.—Lighter, slimmer cabinets in portable phonographs and a broader line of radios featuring solid-state performance highlighted the 1967 RCA Victor line of radios, phonographs and tape players shown here last week.

Creating quite a bit of excitement at the annual RCA distributors-sales meeting were two home player units for the 8-track stereo cartridge.

Raymond W. Saxon, vice-president and general manager of the RCA home instruments division, said that expansion of the firm's radio and phonograph lines included several lower priced models in order "to cover a rapidly expanding market influenced by youthful tastes and a much wider pattern of merchandise distribution."

The new "Swing-Line" series of solid-state stereo portable phonographs, which carry list prices from \$79.95 to \$129.95, features a design with the speaker wings forming the front of the cabinet, and the changer base forming the back. The speakers swing out easily and the changer comes forward to lock into playing position, leaving an open space which allows easy access to the controls and turntable.

Highlights of the new merchandise included:

- The phonograph industry's first use of extruded aluminum in a portable phonograph. Providing lighter weight and "more of a component look," the Apartment (VHP-60) represents the top of RCA portable line and carries a list tag of \$179.95.

COLE ISSUES GUITAR BOOKS

CHICAGO — The M. M. Cole Publishing Co. of Chicago has recently released a series of eight guitar books, "Cole's Pocket Guitar Books," in pocket-book size and priced at 50 cents each.

Written and edited by guitar experts, the series is available to the dealer in a gold counter display consisting of 24 each of the books.

The series contains the following titles: "Guitar Strum for Fun," "How to Play Guitar," "Solos for Swingers," "Chord Harmony Fun," "Blues With a Beat," "Rockin' Guitar," "Folk Songs," and "Combo Chords."

- A 10-year Duralife diamond stylus guarantee with most of the stereo phonograph models.
 - "Convertible" FM/AM table radios that can be used and displayed horizontally or vertically.
 - A six-band "Strato-World" (RHM-65) 16-transistor FM/AM portable radio that can also receive many foreign short wave, marine weather, amateur short wave and long wave broadcasts, which lists at \$99.95.
 - RCA's first radio-phonograph priced below \$200, the Yosemite (VHT-10), listing at \$199.95.
- (Continued on page 53)*

Zenith Shows New Models

CHICAGO — Zenith Sales Corp. introduced its 36-model 1967 line of stereo and hi-fi equipment here last week, stressing that it intends to "sharply increase" its share of the rapidly expanding phonograph market.

The firm also showed a portable AM radio and phonograph combination—a unit that has not been part of Zenith's line for several years.

L. C. Truesdell, president of the firm, indicated the extent of Zenith's efforts to gain a larger share of the market by stating that Zenith distributor sales to dealers of phonographs and stereo instruments are up more than 50 per cent over the same period a year ago, compared with an over-all industry gain of 5 per cent.

The firm's five new portable monaural phonographs range from a suggested list of \$69.95 for the solid-state Calypso (model X540) to the Stereo Duet with AM/FM-Stereo FM radio (model X584), which lists at \$199.95.

Prices for the 19 console units begin at a suggested \$199.95 for the Danish Modern-styled Hart with AM/FM radio (model X804) to the Early American-styled Humbolt, \$299.95 (suggested list).

The portable AM radio-phonograph, The Spectator has a solid-state amplifier and AM tuner and is list-priced at \$59.95.

The complete Zenith line will be presented in detail in Billboard's New Products column shortly.

SAME DAY SHIPMENT

OUR GUARANTEE . . . orders for diamond and sapphire needles, Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct-to-you low prices.

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GE's Products for Youth

UTICA, N. Y. — Five new General Electric home entertainment products, aimed specifically at the younger set, have been introduced by GE for fall marketing.

The youth series from GE's radio receiver department are a walkie-talkie, a radio-phonograph, a battery-operated phonograph, a new low-priced phonograph, and a new compact Show 'N Tell Phono-Viewer. All carry a list price of under \$25.

The battery-operated phonograph, called "Runaway Fun," weighs 4 pounds, excluding its

power source of four "D" flashlight batteries. The solid-state unit with 4-inch speaker plays up to 50 hours at either 33 1/3 or 45 r.p.m. The unit measures 4" high, 12" wide and 8 1/2" deep. "Runaway Fun" (model RP1799) carries a list of \$19.95.

The Dee-Jay radio-phonograph, incorporating a four-speed phonograph and a five-transistor AM radio, is designed to provide both "live" radio and recorded entertainment. In its scuff-resistant, washable, polypropylene case, the Dee-Jay (model 1771) is tagged to sell at \$19.95.

The walkie-talkie unit, model Y7040, is listed at \$19.95. The Show 'N Tell phonoviewer, model A605, carries a suggested list of \$19.95.

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, Ill.



V-M Phonograph
Portable monaural phonograph V-M model 216. Solid state, four speeds, 10 watt amplifier. Plug-in amplifier eliminates audio failure when used in conjunction with school audio-visual programs. Vinyl covered wooden case and metal grille. No price.



Arvin Clock Radio
Arvin five-tube AM clock radio. Noise-free direct tuning and built-in loop antenna. Wake to music control, plastic chip and shatter-resistant cabinet available in off-white. No price.



Arvin Radio
Nine-transistor AM-FM pocket radio by Arvin. Slide-rule dial, built-in AM rod antenna, telescoping FM antenna. Operates on nine-volt snap-in battery. Plastic cabinet, earphone, leather carrying case. No price.

New RCA Line

• *Continued from page 52*

• A "Varilarm" feature in certain clock radios allows the wake-up setting to be varied in half-hour increments, up to an hour plus or minus the usual alarm setting.

RCA products of interest to record dealers will be featured shortly in Billboard's New Products column.

Dealers Invited to Record Forum

• *Continued from page 52*

from one-stops or rack jobbers?

- Record pricing.
- Record display — Should dealers display singles in self-service display racks or behind counters to minimize theft? How important are listening facilities and what types are best?
- Record selling — Should dealers assign one person to manage the record department, oversee purchasing, display, advertising, pricing and selling?
- Record advertising—What media of advertising (newspaper, radio, TV, direct mail) is most productive?

According to Galperin this is the first time in recent NAMM history that a discussion meeting on phonograph record problems

has been made a publicized part of NAMM Music Show program. "We've had committee meetings on these problems before, but we've never given them this much stress."

NAMM's interest in the phonograph record dealer was expressed last year by Howard Judkins, Sr., president of the Judkins Music Co. in Gardena, Calif., the former chairman of the record committee. After the 1965 Music Show Judkins told Billboard that it is important for record dealers to affiliate with the association and urged them "to join with NAMM."

"The only trade association currently working on the independent dealer's problems is NAMM." This group, said Judkins, already represents a large

number of retailers for whom records are an important part of their business.

William R. Gard, executive vice-president of the association, told Billboard recently (see Billboard, April 23, 1966) that NAMM "welcomes record dealers," and mentioned that nearly 75 per cent of the association's current members sell records.

Contacted by Billboard, several record dealers who had been active in now-defunct retailers associations speculated that NAMM is willing to accommodate dealer's interests to some extent, but will not initiate any action in this area unless dealers show interest in organizing. The open meeting in July will perhaps serve as an indicator to NAMM about the extent of record dealer interest in joining with the Music Merchants association.

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(BESIDES THE FASTEST SELLING RECORDING TAPE IN THE BUSINESS!)
The dealer handling "SCOTCH" Brand Recording Tapes has the line that's pre-sold—by mass advertising, integrated promotion, and the finest merchandising program in the business. Here's product quality plus selling support! According to "Billboard" magazine's survey, dealers prefer "SCOTCH" Recording Tape 12 to 1 over their nearest competitor—because their customers do! Look at all you get when you carry the "SCOTCH" Brand line.

Advertising:

Mass consumer advertising directed at your present customers and specially selected to bring you new ones. In America's top magazines—**Time, New Yorker, Sports Illustrated**—also on 3M-sponsored weekly FM radio in 25 top markets—plus such audiophile books as **Hi-Fi Stereo Review, High Fidelity, Tape Topics, Audio, Tape Recording, Harrison Catalog of Stereophonic Tapes, Stereo Tape Log, Tape Recording Annual Buying Guide.**

Merchandising:

In-store displays that show-and-sell the complete "SCOTCH" Recording Tape line.



PERMANENT FLOOR CABINET FCD-2. Has increased tape sales from 42% to 300% in stores across the country. Inviting self-service unit holds 144 rolls plus accessories.



"LIVING LETTER" TAPE

A profitable, fast-turnover line displayed (how else) in an attractive red-white-blue Mail Truck or Mail Box. Every roll comes in a heavy-duty plastic mailer. Display holds address labels and literature.



MAIL TRUCK

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Holds 72 "Living Letter" Tapes—24 each of 150', 300', 600' lengths.



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St. Paul, Minnesota 55119

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Magnetic Products Division **3M** COMPANY

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EMPLOYMENT SECTION

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BUYER, MAJOR DEPT. STORE, ALSO professional musician, seeks challenging opportunity in record merchandising promotion. Contact: Box 233, Billboard, 165 W. 46th St., New York, N. Y. 10036.

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RELIABLE CONTACT MAN WANTED BY ASCAP music publisher to work on new pop and instrumental folk, Los Angeles area. Quincy Music Publications, 131 Farrington St., Wollaston 70, Massachusetts.

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30,000 PROFESSIONAL COMEDY LINES! Forty books, plus Current Comedy, a monthly service. Catalog free. Sample selection, \$5. Robert Orben, 3336 Daniel Crescent, Baldwin Harbor, N. Y.

SINGER, GUITARIST DESIRES TO make promotion record. Will pay expense. Well known in Conn. Luigi's, Saybrook, Conn.

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WANTED: HOLLY CRANES AND EXHIBIT Pusher Cranes. Will pick up. Sevey Sales, 206 Main St., Bradley Beach, N. J. (201) 774-2786.

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS BUSHED BY airmail. *Sleeper "Aftermath," LP*. Beatles' new LP, both \$4.15 airmail, 36-page pop catalog, \$2 airmail, \$1 surface. For A-1 LP's: John Lever, Gold St., Northampton, England.

BEATLES NEW ALBUM SOON! *Stones' new English album, "Aftermath," English "Rubber Soul," 14 cuts on each, and any other English album, mono or stereo; \$6 airmail. Stones' "Poison Ivy" LP, \$4.50. Pop catalogue airmail: \$2. Record Centre, Ltd., Nuneaton, Eng.*

"AFTERMATH," BRAND-NEW STONES album. New Beatles album soon. Any album of your choice, \$6 incl. airmail. Cash with order. Berkeley Records, 5 Lansdowne Row, Berkeley Sq., London W.1, England.

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TAPE RECORDER OWNERS: EX-change message tapes with British tape-pals. Send \$1.25 and requirement details to: Ward Allen, 55 Great North Rd., Barnet, U. K.

FRANCE

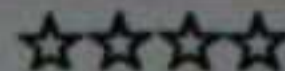
RECORD COMPANIES, PUBLISHERS, Fans, Collectors: You can find world hits in our new French songs and original music by Pop Artists. 2 LP records sent postpaid for \$5. Order with check or money to: "R.O.G." Records, 7 Rue St. Lazare, Paris 9e—France. 1/2

BROADCASTERS!

Check the Radio-TV Programming Section for HELP WANTED and SITUATION WANTED ads in the RADIO-TV MART

ALBUM REVIEWS

Continued from page 40



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.

ORIGINAL CAST

HALF HORSE-HALF ALLIGATOR
Original Cast, RCA Victor VDS 113 (E); VDM 113 (M)

POPULAR

BRIGHT LIGHTS & COUNTRY MUSIC
Rick Nelson, Decca DL 4779 (M); DL 34779 (S)

LULLABY OF LOVE
Puppies, Epic LN 24280 (M); BN 24280 (S)

THE VINTAGE YEARS
Nat King Cole Trio, Capitol T 2529 (M)

JOE (FINGERS) CARR PLAYS ZAMBEZI AND YOUNG BULLS OF PAMPLONA
Dot, DLP 3785 (M); DLP 25785 (S)

THE EXCITING PIANO OF REG GUEST
London LL 3421 (M); PS 421 (S)

CAMPUSOLOGY
The Fireballs, Dot DLP 3789 (M); DLP 25789 (S)

ORGAN-SOUNDS INCREDIBLE
Eddie Baxter, Dot DLP 3796 (M); DLP 25796 (S)

POP GOES BAROQUE
The Provocative Strings of Zacharias, RCA Victor LPM 3597 (M); LSP 3597 (S)

1928
Various Artists, RCA Victor LPV 513 (M)

LOW PRICE POPULAR

VIVA TIJUANA!
Fiesta Brass, Harmony HL 7383 (M); HS 11183 (S)

COUNTRY

HISTORY REPEATS ITSELF!
Buddy Starcher, Starday SLP 382 (M)

GRAND OLE OPRY'S GOOD HUMOR MAN ARCHIE CAMPBELL
Starday SLP 377

SAN ANTONIO ROSE STEEL GUITAR RAG
Bob Willis, Leon McAuliffe, Tommy Duncan, Starday SLP 375 (M)

CLASSICAL

BEETHOVEN: PIANO CONCERTO NO. 1 IN C MAJOR
London Symphony Orch. (Katchen)
London CS 6451 (S); CM 9451 (M)

NANCY TATUM-OPERATIC RECITAL
London OS 25955 (S); 5955 (M)

DYORAK STABAT MATER, OP. 58 (2-12" LP)
Westfallisches Sinfonieorchester, Recklinghausen, Recklinghausen Chorus (Reichert), Vox SYUX 52816 (S)

DYORAK: CHAMBER MUSIC, VOL. IV
Dumka Trio, Vox VBX 71 (M); SVRX 571 (S)

JAZZ

JACK TEAGARDEN
RCA Victor LPV 528 (M)

SHIRLEY SCOTT/BLUE SEVEN
Prestige PR 7376 (M)

TRIP ON THE STRIP
Stan Hunter & Sonny Fortune
Prestige PR 7458 (M)

BOUNCING WITH BUD
Bud Powell Trio, Delmark DL 406 (M); DS 9406 (S)

SOUL CARGO
Leon Haywood, Fat Fish LP 1525 (M); SLP 2525x (S)

BLUES

BLUES REDISCOVERIES
Various Artists, RRF 11 (M)

PIANO BLUES
Various Artists, RRF 12 (M)

GOSPEL

COME ON, LET'S SING!
Weatherford Quartet, Canaan CA 4627 (M); CAS 9627 (S)

HYMN

SING A NEW SONG
Green Lake Choir/Laymen Singers
Creative Sound CSM 1501 (M)

POLKA

FRANKIE YANKOVIC AND HIS YANKS' GREATEST HITS
Columbia CL 2487 (M); CS 5287 (S)

INTERNATIONAL

AMAR Y VIVIR
Carlos Melander Tropical, TEL 5180 (M)

SPOKEN WORD

CARDINAL SPELLMAN—50TH ANNIVERSARY TRIBUTE
MGM E 4387 D (M); SE 4387 D (S)

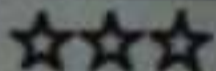
THE POETRY OF YEVTUSHENKO
Milt Commons, Folkways FL 9940 (M)

YEVGENY YEVTUSHENKO BARI YAR AND OTHER POEMS
Cedmon TV 1153 (M)

THE POETRY OF ANDREI VOZNESENSKY
Columbia OL 6590 (M)

COUSIN BRUCIE MEETS MOTHER GOOSE
Five Star 55555 (M)

BERKELEY TEACH-IN: VIETNAM
Various Artists, Folkways FD 5766 (M)



THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

MUMPHY
Ludwig & the Klezmer, Imperial LP 9511 (M); LP 12311 (S)

SOMETHING OLD, SOMETHING NEW, SOMETHING BORROWED, SOMETHING BLUE
Arthur Smith, Dot DLP 3797 (S); DLP 25797 (M)

ALEXYS
Dot DLP 3713 (M); DLP 25713 (S)

TUFF PICKIN'
Sunny Fortfest and His Orchestra, Decca DL 4718 (M); DL 74718 (S)

"IN" INSTANT DANCE PARTY
Super RSLP 1008 (M)

CLASSICAL

SCARLATTI/CORELLI/VIVALDI
Collegium Musicum of Paris (Donat)
Monitor MC 3100 (M); MCS 2100 (S)

HAYDN: SONATAS FOR PIANO, VOL. 1
Sophie Svirsky, Monitor MC 2094 (M); MCS 2094 (S)

HAYDN: SONATAS FOR PIANO, VOL. 3
Sophie Svirsky, Monitor MC 2096 (M); MCS 2096 (S)

HAYDN: SONATAS FOR PIANO, VOL. 2
Sophie Svirsky, Monitor MC 2096 (M); MCS 2096 (S)

HAYDN: SONATAS FOR PIANO, VOL. 4
Nadia Reisenberg, Monitor MC 2097 (M); MCS 2097 (S)

LOW PRICE CLASSICAL

ARNE: JUDGMENT OF PARIS OVERTURE/PURCELL: ABDELAZAR BAJAZ
BYRD: FANTASIE NO. 1 FOR STRINGS
Chamber Orch. (Burton), Helidor H 25022 (M); HS 25022 (S)

J. S. BACH: THE ART OF THE FUGUE
BEETHOVEN: GROSSE FUGUE
Wingrad String Orch. (Wingrad)
Helidor H 25019-2 (M); HS 25019-2 (S)

HAYDN: SONATAS FOR KEYBOARD, VOL. II
Rena Kyriakou, Vox VBX 74 (M); SVBX 574 (S)

HYMN

BE STILL AND KNOW
Doris Thorn, Heritage DT 101 (M)

SPOKEN WORD

THE AUTOBIOGRAPHY OF FREDERICK DOUGLASS
Ossie Davis, Folkways FH 5522 (M)

HARK TO OUR HERITAGE
Doris Thorn and Bruce Norman, Heritage HR 100 (M)

INTERNATIONAL

CHA CHA CHA
The Latin All Stars, Super RSLP 1500

THE WONDERFUL BELGIAN BAND ORGAN, VOL. 3
Audio Fidelity AFLP 2147 (M); AFSD 6147 (S)

Always First
Always Best

Billboard

The only
FULL COLOR
business
newsweekly
published in the
United States.

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Type of classified ad desired—check one
 REGULAR CLASSIFIED
 DISPLAY CLASSIFIED

HEADING DESIRED: _____

Switch From Jukeboxes to Bulk Suits 'Bama Operator

BIRMINGHAM, Ala. — Operator Abe Kelly thinks that a good solid background in jukebox operation is a good foundation for success as a bulk vendor.

For the last 12 years Kelly has been Northern Alabama's biggest bulk operator, maintaining a string of 2,200 machines in Birmingham and suburbs with only one part-time helper. Before getting under way in the bulk field, Kelly was a phonograph and games operator. He put in eight years before experiments with the bulk field convinced him that "I had been barking up the wrong tree."

"After eight years as a jukebox operator I found that my essential investments in new equipment were so big that I was actually only making tax money for the government,"

Kelly said. "During the last year, I had taken a stab at bulk vending, and although the hours were longer, the profits per dollar invested were greater. So I became a 100 per cent bulk operator."

'Mostest'

Kelly chose an excellent time to go into the field, if for no other reason than that there were many new supermarket chains burgeoning in the Vulcan City to provide excellent locations for multiple-head bulk-vending machines. In fact, through getting there "firstest" with the proverbial "mostest," Kelly got exclusive contracts with the top chains in the city, including Bruno Supermarkets, Western Stores, Handy-Pack and all Seven-Eleven Convenience Stores in the city. This meant that he could operate eight or 16 machines at a location conveniently, and it formed a steadily profitable background for his expansion to 2,200 units.

"I had hoped to go to 5,000 machines eventually," Kelly observed, "if my son had felt like going into the field when he came out of military service. He settled in another occupation, however, which left it up to me alone."

Rolling Shop

To cover his 2,200-machine route, servicing each spot no more than once per month, Kelly

uses a king-size, heavy-duty Ford panel truck, equipped with special racks for four to six spare machines to replace those damaged on locations and special compartments for tools, fill, parts and advertising materials. "The truck is actually a complete rolling shop," he said. "I can tear down any machine on the route and repair it, doing the entire job on the spot except for painting. For repainting machines back to the standard red I have used for years, I wait until I have an accumulation of 20 or 30 which need refinishing. Then I fire up a \$150 compressor and spray gun rig which provides extremely high pressure to break up the paint molecules into a glossy baked-on enamel appearance. By doing all at once, and using an exceptionally volatile paint custom-mixed for me by a local paint company, keeping machines refinished is no chore at all."

Over his tremendous route coverage, which extends some 40 miles from its southern and its northern border, Kelly has set most of his machines in fours, on custom-built heavy steel racks, which he feels are far superior than the usual stands, poured concrete bases, etc. "I have all of my stands made by an expert welder who is able to use scrap materials efficiently," he said. "Short lengths, heavy construction and turning out as many as 100 at a time cut costs quite well."

Stolen

But even with the solid bases, Kelly loses a few machines every year through theft. The books show that for the past 10 years, machines stolen from locations average about 25 to 40. A few have been recovered, but were immediately discarded by the Alabama operator, who "has a thing about old equipment." With most of his routes made up of new Northwestern venders, or near-new machines which he refinishes himself, he has no place for older machines which show a high degree of malfunction, or parts replacement costs. Only a year ago he gave Goodwill Industries 225 off-brand machines, some of which had been picked up in purchasing smaller routes around Birmingham, and others from his own original strings. All of the machines were perfectly usable, he said, but inasmuch as he sells most of his locations on the basis of excellent machine appearance, a broad mix of products, and reliable service, he didn't feel that the 225 older machines fitted into the picture.

Cash

Kelly, incidentally, believes in paying commissions in cash, rather than checks, simply because it eliminates much book-keeping, and because this satisfies smaller locations, such as racial stores who do an all-cash business and seldom see a check anyhow. He does furnish a breakdown to each of the supermarket chains in which his big locations are spotted, which gives a neat recap of the year's sales, commissions paid, and breaks down sales into specific headings, all of which helps him in getting the manager's co-operation in the matter of relaying a call when machines are damaged, or sell out ahead of sched-

(Continued on page 56)



THIS PANEL TRUCK is a veritable rolling shop, says operator Abe Kelly. He can do everything but repaint machines using the equipment in the truck.



BENDING OVER WORKBENCH, Birmingham, Ala. operator Abe Kelly is seen in his shop, where he maintains his 2,200 bulk vending units. He employs one part-time man.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c \$14.00
N.W. Deluxe, 1c or 5c Comb. 12.00
N.W. 10-Column, 1c Tab Gum Mach. 18.00
Atlas 1c & 5c 100 Ct. Ball Gum. 12.00
Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.92
Pistachio Nuts, Jumbo Queen, White87
Afghan Crown Red Lip Pistachio Nuts70
Afghan Prince Red Lip Pistachio Nuts60
Indian Nuts, 5 lb. bag, per lb. 1.10
Cashew, Whole86
Cashew, Butts79
Peanuts, Jumbo45
Spanish32
Mixed Nuts35
Baby Chicks32
Rainbow Peanuts32
Bridge Mix32
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct.48
Munchies, 16-lb. carton, per lb.39
Hershey's47

Rain-Blo Gum, 72 ct. \$.32
Maltette, 100 ct., per 10035
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.32
Rain-Blo Ball Gum, 100 ct.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct.45
Wrigley's Gum, all flavors, 100 ct.45
Beech-Nut, 100 ct.45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

on the New

Northwestern

GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN

SALES AND SERVICE CO.

MOE MANDELL

446 W 36th St. New York 18, N. Y.

LOngacre 4-6467

CHARM THE KIDS with Northwestern's SUPER 60 CAPSULE VENDOR

Charms attract kids — and kids mean profits! Large-capacity globe and front-mounted plastic showcase displays charms. Up-to-date design gives you an attractive unit that's in swing with the younger generation. Proven mechanism, wide chute and foolproof coin unit makes this one A-OK. No skipping or crushing of merchandise! Start moving to profit with the Model 60 Capsule Vendor. Wire, write or phone for complete details.

Northwestern

CORPORATION
2662 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

(Continued on page 56)

Weitzman Says New Venders Get Ops' OK

LOS ANGELES—Two product innovations in bulk vending, produced by the Oak Manufacturing Co., have gained acceptance by operators in Southern California.

Orders for the new Oak-manufactured card and pen venders are keeping production at Oak at full speed, according to Sam Weitzman, Oak president and chairman of the board.

The Oak pen vender holds 300 ball-point pens and is de-

signed to vend other cylindrical items scheduled for the vending market in the future, Weitzman said. The Oak pen vender requires no special loading, and coin conversion is free from complexity, he said. It will vend 1, 5, 10 or 25-cent items.

The Oak card vender holds 1,000 small cards or 500 postal-sized cards. It is equipped to accommodate any coin denomination and will vend either a

(Continued on page 56)

YOU COUNT MORE WITH OAK



FUTURA

Oak's handsomely designed Futura stand brings to vending a unique new method of operation. Providing double-lock safety, including an Ace top lock, it is engineered specifically for the Cabinet Model machines. Available in automotive chrome finish or baked red epoxy enamel, the Futura stand occupies only a 13x16-inch floor area. Wheel mounted for mobility, it stands 50 inches high. The shipping weight is 21 lbs.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
850 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

SCHOENBACH CO.

Manufacturers Representative
Acorn - Amco Distributor

MACHINES

AMCO
Sanitary Vendor
Model 21-F

OAK
Sanitary Vendor

Complete supplies
available

HOT - HOT

10¢ VEND ITEMS

(all 250 per bag)

Go-Go Rings	\$2.00
Marvel Mini-Books (2 Books per Capsule)	9.50
Batman	9.50
Key Chain Assmt.	9.00
Necklaces, Bracelets, Brooches (Penny King)	8.00
Mr. Say So	7.50

HOT 5¢ VEND ITEMS

Batman Items	\$5.00
--------------	--------

1¢ VEND ITEMS

Mini-Books	\$10.00
Batman Buttons	11.50
Batman Emblems	5.95
1¢ mixes from	3.25

Parts, Supplies, Stands & Globes.
Everything for the operator.
One-third deposit with order,
balance C.O.D.

SCHOENBACH CO.
714 Lincoln Pl., Brooklyn 14, N.Y.
(312) PR 3-2900

Don't Be Afraid to Try Something New: Kantor

CHICAGO—At the first industry workshop for bulk vending operators held here at the recent national convention of the National Vendors Association, Chicago operator Bob Kantor shared with colleagues his experience in bulk vending merchandising.

Speaking to some 60 operators in a session organized quite successfully by Herb Goldstein of Oak Manufacturing Corp., Kantor suggested: "Merchandising is more than keeping your machines clean. It's even more than giving full value. Gentlemen, don't be afraid to try something new."

Kantor suggested that new items be tried in three or four machines, and if it clicks, stock up. "But on the other hand," he cautioned, "if it wanes, cut it off immediately."

Other Tips

The veteran operator, who was founding president of the NVA, offered these additional tips for bulk merchandising:

1. **Merchandise by machine placement.** For example, a six-machine rack (with 210 gum and charms on the upper level and penny gum and mix on the

lower level) will do well as a general rule at the entry or exit of a location.

2. **Merchandise with manpower.** "We don't keep the same man on the same route too long, because the sameness of the routine causes him to lose much of his merchandising imagination."

3. **Merchandise with maintenance.** "Machines that are

(Continued on page 66)

To Set Up 100 Automatic P.O.s

WASHINGTON—Some 100 self-service postal units featuring stamp venders will be set up in the U. S. during the next nine months, Postmaster General Lawrence F. O'Brien said here last week.

O'Brien said that the units, costing about \$15,000 each, will be installed in 58 cities. The units include stamp venders, postcard venders, envelope venders and even parcel post insurance venders. Dollar bill and coin changers will also be made available.

Customers with questions about mailing may pick up a telephone in the installation and talk free to clerks at the regular postoffice.

Confiscate 30 Bulk Venders

HOMESTEAD, Fla. — Some 30 ball gum and charm venders were confiscated by authorities here recently because licenses had allegedly not been purchased for them.

According to building department chief Roy Runken, most of the machines were picked up in stores. He said, "We asked each store proprietor first if he wanted to pay the license fee, but in most cases the machines didn't belong to the store. Individual owners of the machines had just come in and asked if they could install the venders in the stores."

Runken said that operators are responsible for paying the city license fee, ranging from \$1 to \$2.50.

"These operators must pay the license or be cited for operating without a license," he said.

He said he'd hold the machines at city hall until the operators came and paid the license fees.

Goddard to Address NCA Convention

WASHINGTON—A chief speaker at the 83d annual convention of the National Confectioners Association here June 11-15 will be Dr. James L. Goddard, commissioner of the Federal Food and Drug Administration.

Goddard will speak Tuesday morning, June 14, on the subject "The Confectionery Industry and the FDA."

During the same session Sen. Harrison Williams (D., N. J.) will present "A Message From the Senate."

Having the theme "wonderful world of candy," the convention is expected to attract some 3,500 candy, chocolate and chewing gum manufacturers and suppliers.

Another highlight of the convention will be a panel on "Candy and Congress" involving Rep. W. E. (Bill) Brock III (R., Tenn.), a former candy manufacturer; Rep. Herbert Tenzer (D., N. Y.) and James E. Mack, NCA Washington office manager.



FOUR-UNIT custom-made stands characterize the 2,200-machine operation of Abe Kelly, Birmingham, Ala., bulk vending operator.

Switch From Jukeboxes To Bulk Suits 'Bama' Ops

• Continued from page 55

fully pays the \$375 to cover his big, extended route, and is completely happy with the situation. A continuously changing, eye-catching mix is one point which has kept him from losing locations to location jumpers, and he continuously expands the number of machines he is allowed to spot at various locations. His product mix includes Boston baked beans, jelly beans, all varieties of gum, round candy, charms and novelties and capsules. He is one of the few major operators in the area who continues to offer peanuts, selling between 150 and 250 pounds per week. "We don't like peanuts any better than the average operator," he grinned. "So, if the location owner wants me to vend standard or Spanish peanuts, I tell him that there will be no commission paid on them—this to compensate for the low profit, the difficulty of cleaning heads used for peanut vending, and the strong possibility of spoilage in our hot and rainy atmosphere. To date I have never had a refusal because the commission is dropped. There are so many people who like peanuts in this peanut-raising State that they simply want them around."

With his wife handling a full-time job, as well as his books, operator Kelly confesses to "loving the business." He likes to meet people, to keep in touch with activities in all sections of the city. He takes Friday and Saturday off. Both he considers very poor days to bother retailers at all. "It's a great business if you don't over-extend yourself," he said.

Kelly, it is important to note, was the leader in a campaign which brought substantial tax and license savings to bulk operators in this section of Alabama. Currently, bulk operators in Birmingham pay \$2 for each machine, up to 200, and \$375 for any amount over that. Before this change was effected a couple of years ago, operators were paying the straight \$2 per machine, to the point that Kelly can display receipted tax bills of \$6,000 to \$7,000 per year—a crushing blow. Now he cheer-

Venders Get Okay

• Continued from page 55

single card or multiple cards with one coin. "The revolutionary new venders have been widely accepted for simplicity of design and for its low cost," Weitzman said. Maintenance on both machines, he said, is inexpensive because of structural design.

Both venders are constructed with the Oak cabinet machine features, including anodized aluminum corner posts and simplified coin box removal.

The card and pen venders were introduced by Norman Weitzman, vice-president; Herb Goldstein, vice-president in charge of national sales, and Marty Reid, design engineer, at the Oak Manufacturing Co. distributor meeting in Chicago.



PAUL A. PRICE (right), veteran supplier to the bulk vending industry, shows off new rings—an interested party during the recent convention and trade show of the National Vendors Association held in Chicago.

Now is the time to upgrade every top-notched location with

NEW VICTOR MULTIPLE

STANDS AND EQUIPMENT

You'll immediately get BIGGER COLLECTIONS.

Write for free color circular.

LOGAN DISTRIBUTING, INC.
1850 W. Division St., Chicago, Ill. 60622
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Northwestern Sales of Florida

Announces

the latest craze sweeping the nation:

SURFER'S MIX

Included in mix: Maltese cross, surfer's emblems, surfer rings, bracelets, necklaces.

Four original display fronts per M. Price:

\$38.00 per M.

ORDER NOW!

NORTHWESTERN SALES, INC.

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Jacksonville, Florida
Phone: (904) 388-0443



MEXICAN OPERATORS IGNACIO BORQUEZ (left) and Carlos Borquez (second from left) are interviewed by the dean of bulk vending reporters, Sam Abbott, of Billboard's Los Angeles office. Interpreting is Brenda Borunda Wilson. Abbott is the industry's best-liked trade reporter; was once honored by the Western Bulk Vendors Association for his efforts on behalf of the trade.



MOA'S FRED GRANGER: "We intend to stand firm on our royalty proposal."

House Scrutinizing MOA Royalty Offer: Granger

By RAY BRACK

DAYTONA BEACH, Fla.—The House Judiciary Subcommittee has turned full attention to the Music Operators of America 2-cent royalty proposal and will possibly make its recommendation to the full committee within a month.

This announcement came last week from MOA executive vice-president Fred Granger to members of the Florida Amusement and Music Association meeting here in State convention.

As previously reported (Billboard, May 21, page 6), the

House Subcommittee on Patents, Trademarks and Copyrights was expected to report out a final draft of an over-all copyright revision bill to the full Judiciary Committee "within a month."

"We have learned in the last few days that the subcommittee is now concentrating on our proposal," Granger said. "I am leaving immediately after this meeting to confer with the MOA executive committee in Washington."

Granger said the MOA executive would meet on Tuesday, Wednesday and Thursday (31, 1, 2) and would thereafter issue

a report on late developments.

Concern

MOA's concern is that its proposal for a 2-cent statutory royalty per side for records played on jukeboxes be substituted for the section of the proposed copyright revision bill that calls for flat repeal of the long-time exemption of jukeboxes from royalty payments to performance rights societies. In of-

(Continued on page 62)

BULLETIN

WASHINGTON—Following a meeting of the Music Operators of America executive committee here last week, MOA Executive Vice-President Fred Granger issued the following statement:

"We understand that the performing rights organizations and their associates are sticking to their demand for outright repeal of the so-called jukebox exemption and the right to impose performance fees on the operators without any limitation fixed by Congress.

"We also understand that they have suggested the possible inclusion in the General Revision Bill (HR 4347) of procedures for arbitration or adjudication, or both, of the amount of royalties to be charged to individual operators all over the United States.

"We have examined this suggestion and are satisfied that it is wholly illusory, because the

(Continued on page 62)

Counter to the MOA Proposal

• Continued from page 1

music machine was in its infancy.

Specifically, the MOA proposal would require that all U. S. operators register with the U. S. Copyright Office here and submit quarterly payment of 2 cents per side for all copyrighted, recorded music acquired for play on automatic phonographs. The proposal also stipulated that the 2-cent fee be set by law. This provision, MOA officials said, was included to prevent operators from being "at the mercy of the performance rights societies."

At Mercy

The counter-proposal by the music industry is clearly an attempt to get at this issue of the operator being "at the mercy" of the music licensing organizations in an altogether different manner. And the educated guess is that it is this issue that is getting most attention from Robert W. Kastenmeier's (D., Wis.) House subcommittee on Patents, Trademarks and Copyright.

Informed sources here say this unit of the House Judiciary Committee—which heard wit-

(Continued on page 66)

Florida Association Comeback; Wesley Lawson New President

DAYTONA BEACH, Fla.—The Florida Amusement and Music Association elected new officers and adopted a new dues structure in a pre-Memorial Day convention here (28-29) and took a major stride in the direction of greater representation of and service to the coin machine industry in the State.

Winter Haven operator Wesley S. Lawson, former treasurer of the FAMA, was elected president during the meeting. He was handed the gavel by L. J. Lougue, who completed two terms as association president. Lawson announced a membership drive to bring most of the State's 225 operators on the association rolls. The FAMA currently has about 100 members.

At the time of its organization in 1964 the FAMA enlisted some 132 of the Sunshine State's operators. That figure dropped to about 60 last year and has jumped with recent renewed interest in the trade association.

New Era

"I hope this meeting will mark the beginning of a new era in our industry," said Simon Wolf, Jacksonville, who was re-elected an association vice-president during the meeting.

Declared Sol Tabb, president of Mar-Tabb Vending, Miami: "We need an organization to develop mutual trust, exchange of ideas and communication. Operators are hungry for knowledge. I come to these meetings expecting to learn something and develop a spirit of co-operation that will benefit the business." Tabb was elected to the FAMA board at the convention here.

"For the first time in many years the message is out in Florida," declared James Tolisano of Clearwater, who was re-elected an association vice-president. "There is a State association." An FAMA stalwart, Toli-

sano is also active in national trade association activities, and as MOA secretary is seen as a prime candidate for president of that organization. Tolisano is hopeful that in a year or two the FAMA will be strong enough to sponsor State conventions on a scale large enough to attract manufacturers and distributor exhibitors.

Numbers

"We need numbers in this association," observed re-elected association vice-president Gleason Stambaugh Sr. of West Palm Beach, "because people count in Tallahassee and Washington."

FAMA members at the meet-

(Continued on page 65)

Is the Small Operator Vanishing?

By PAUL ZAKARAS

CHICAGO—With very few exceptions, the number of operating firms has drastically decreased throughout the country during recent years.

"In the years after the war," said Sam Hastings, Milwaukee distributor, "about 1946 to 1950, we had approximately 100 oper-

ators in Milwaukee County. In 1956 the number had gone down to 75. Five years later, in 1961, the total was only 45. Today we have about 35 operating firms in the county."

Jack Bess, Richmond, Va., distributor, told Billboard that "there were about 200 operating firms in the State in 1946. By 1956 there were only 160. In 1961 we had about 150 and now there are only about 135 operators in Virginia."

Al Denver, New York City operator and long-time president of the Music Operators of New

York, said "we only had about 50 or 60 members in the association right after the war and reached a peak high of close to 200 in the middle '50's. Since then there has been a steady decrease to today's total of a little over a hundred."

Downward Trend

In Philadelphia, Joseph Silverman, head of the Amusement Machine Association of Philadelphia, told Billboard that "the number of games operators in this city has decreased about two and a half times in the past

(Continued on page 64)

Lib. in Little LP Competition

By BRUCE WEBER

LOS ANGELES—Widespread favorable response to Little LP product among jukebox operators has caused Liberty Records and its two divisions—Imperial and World-Pacific—to enter the now competitive and lucrative Little LP market.

Philip Skaff, corporate executive vice-president, revealed Liberty Records plans to enter the Little LP field because of the "immense potential" that exists in the coin machine-Little LP market. Just how far Liberty anticipates going with the product, Skaff said, will primarily depend on the jukebox operators.

Liberty, Imperial and World Pacific plan to begin extensive campaigns in acquainting jukebox operators with their product. "Already we have taken a two-page advertising spread in Billboard (May 28) to display and announce our entry into the market," Skaff said.

Although the future plans for additional Little LP product remain unsettled, Skaff did admit that "Liberty is in the Little LP

WHILE ON THE TOPIC OF LP'S

May we remind you that our recently published list of all Little LP's now available from all sources—the first such list ever provided the jukebox operator—is available in reprint form. Product mentioned in the adjoining story on Liberty is not on that list, of course, but will be added with all other new LP titles when the list is updated. More than 3,000 of the reprints have been mailed out to the trade to date. To get yours, send 10 cents per copy to Billboard Reprints, Billboard Magazine, 188 West Randolph Street, Chicago, Ill. 60601.

field to stay, provided we get operator co-operation and response."

Name Artists

The initial Little LP release is highlighted by "name" artists from hit albums. The Little LP's bear the same titles as the original LP's. "The promotional value in releasing material from hit albums by big-name acts is to gain reaction to the original LP," Skaff said.

"Despite several major record companies being in the market," he said, "the Little LP field is virgin territory, still untapped and with great potential."

The initial Liberty Little LP release list includes albums by Julie London, "Julie's Golden Hits"; Spike Jones, "My Man"; Si Zentner, "The Best of Si Zentner"; Vic Dana, "Shangri-La" and "Red Roses for a Blue Lady"; Malt Monro, "Yesterday"; Martin Denny, "Latin Village" and "Golden Hawaiian Hits"; The Ventures, "A Go-

(Continued on page 62)



YOUNG PARISIANS run new Marchant Twin Shooter game through the paces at the Paris Coin Machine Fair, held May 18-30 at the Parc des Expositions, Porte de Versailles. The game created a lot of professional interest, too. (See page 59 for a complete report on the fair.)



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Exhibitors and Buyers Lacking At Paris Coin Machine Fair



OPENING DAY AT THE PARIS FAIR. The scene: the Salon de l'Automatique. In left foreground is the Bussozi, Western-style stand displaying Williams and Wurlitzer equipment. The salon is not exactly overwhelmed with visitors at the moment.



MUSIC EQUIPMENT on display at the Paris fair included this new Jupiter Concorde jukebox, exhibited by Electro-Kicker.



NEW IDEA at the Paris fair was this Kido dispenser which vends nuts, fruit, olives, what have you in small cups. (Note two stacked at lower left.)

PARIS—No one was prepared to say so officially, but it was generally agreed that the Paris Coin Machine Fair held May 18-30 at the Parc des Expositions, Porte de Versailles, was a pretty dismal flop.

Held in conjunction with (and thoroughly dwarfed by) the immense Paris Fair (12,000 exhibitors, 540,000 square yards, 4 million visitors) the Coin Machine Fair was poorly supported by both exhibitors and potential buyers.

The fair boasted less than 20 stands and notable absentees were Scopitone, Paris-New York, Socodimex (Seeburg) and Gottlieb. Gottlieb, in fact, was allocated a stand in the Leisure Salon in another part of the Paris fair.

New Game

Very little in the way of new products was on show and on occasion the staff on the stands easily outnumbered the public.

The only new coin game on show was the Twin Shooter, produced by Marchant, which attracted a good volume of orders and may be put on the U. S. market.

It is a football-type game with a central ball-propelling pistol in the goal at each end. When the ball is in play it is by metal bars projecting from each side, which are operated by spring-loaded knobs at each end and either side of the machine.

In the distributor field, U-Select-It exhibited its machines for the first time in France through its exclusive importer, Societe de Diffusion Francaise de Confiserie.

Western Saloon

Also on view was a new distributor from Kido (France) which dispenses nuts, popcorn, biscuits, etc., in cardboard cups. Kido's publicity material claimed 100,000 points of sale and 20 million customers for the machines throughout Europe.

In the jukebox field, Bussozi repeated its Western saloon display, featuring the latest Wurlitzer boxes, and Electro-Kicker displayed its new Concorde jukebox.

Last year's Coin Fair was bad; the 1966 Fair was even worse, and once again coinmen were talking earnestly about taking the Coin Fair out of the Paris Fair and staging it independently for perhaps three or four days.

It is hard to stimulate renewed interest in a country where the pin table market is saturated and the coin industry, already hard hit by the French Government's stabilization policy, faces greater hardships in the shape of heavier taxes.

Deans Club Seeks Volunteers, Ideas

CHICAGO — C. L. Slifer, co-founder with Willy Blatt of the CMI Deans Club (coin machine industry fellowship organization), announced last week that volunteers are needed to serve on the membership, annual meeting agenda, awards, banquet and entertainment committees.

Membership in the club is open to all persons involved in the business at least 15 years. No membership fee is required.

Political Stability Key To Business in Far East

PETALING JAYA, Malaysia —The success of the coin and vending machine industry in the Far East primarily depends on the economic stability of the government. If the government is stable, industry will prosper and sales and profits will climb.

This is the belief of Ng Lian Chin, managing director of Hup Hup, Ltd. (King Musical Industries, Ltd.) of Petaling Jaya, Selangor, Malaysia, the largest coin machine operation in Malaysia, with branch offices in Hong Kong and Singapore.

Chin, on a recent buying tour of the West Coast, revealed that the coin machine market in Malaysia and Hong Kong is lucrative, but more must be done by the individual operator to improve sales and profits.

He stressed the need for proper promotion of the coin machine product, making it more appealing to the masses, and operator confidence in coin machine product.

"The market is steady in Malaysia and Hong Kong," said Chin, "but so much more can be done to improve the industry in the Far East. Operators in Malaysia and Hong Kong must gain confidence in the coin industry to better promote its products before further advancement can be achieved."

Maintain Balance

"Business is good in the Far East," he said, "but operators must guard against unwise investments. Profits are not climb-

ing as rapidly as machine investments.

"With the proper business attitude—educating the coin machine players—and by making profitable business maneuvers the operator can maintain a balance between machine investment and sales. I have noticed, however, a leveling off of profits," he said.

Chin imports phonographs, both new and used, and sees a potential in the vending machine market in Malaysia.

"Coin machine business is not as competitive in the Far East as in other parts of the world," Chin said, "chiefly because the masses are not as informed about coin machines, although they do have money to spend on entertainment" (coin machines in Malaysia are geared to play one record for what would be three American cents).

Chin, who started in the coin machine industry in 1950, said the future in coin-operated devices in the Far East promises to improve with the addition of vending machines.

Although there are few vending machines in Malaysia, Chin feels it may be at least five years before vending becomes profitable in his country. "People, and businessmen, too, remain skeptical over the vending operation. I can't answer why, but there is a definite void in vending. There also is a void in pool tables, but I see billiards coming to the Malaysia-Hong Kong-Singapore area before vending machines."

British Trade Suffers New Tax

LONDON—British fruit machine operators have been hit heavily by the latest British government finance measures.

Chancellor James Callaghan confirmed in his annual budget statement his intention to impose new betting taxes.

From Oct. 1, annual license duties will be applied to coin-operated gaming machines at the rate of \$105 per machine operated by coins worth 3.5 cents or less. For bigger coins, the most used, the fee will be \$210.

Bingo gambling will require annual licenses of from \$280 to \$2,800, depending on the type of building used. Casino-type gambling will be licensed at fees varying from \$1,400 to \$140,000.

With other non-manufacturing employers, operators will also be heavily hit by a payroll tax applied to all employees. This varies from \$182 a year for men to \$58 for junior females.

Manufacturers of equipment will benefit, however, by an annual subsidy of \$55 per male employee.

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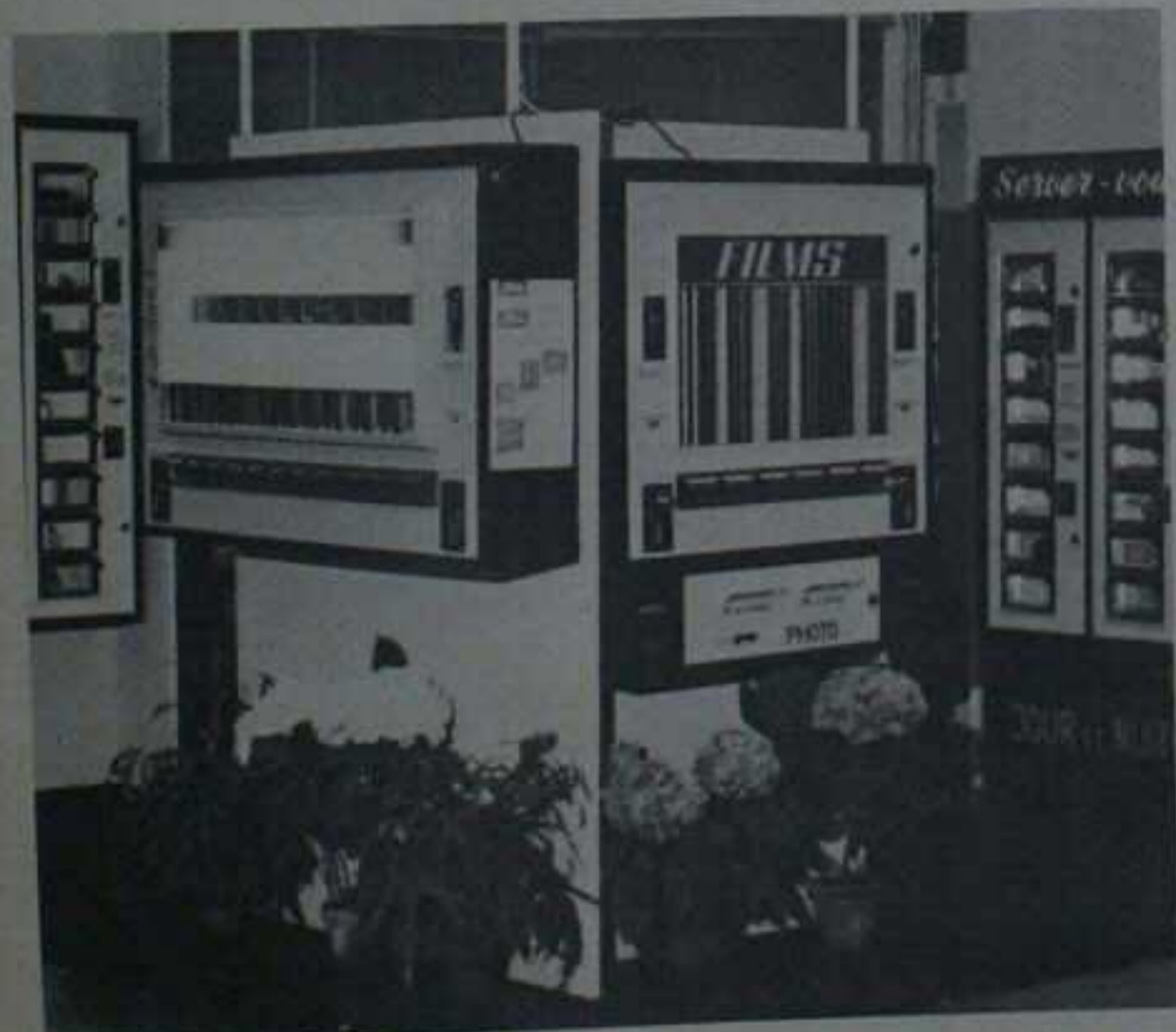
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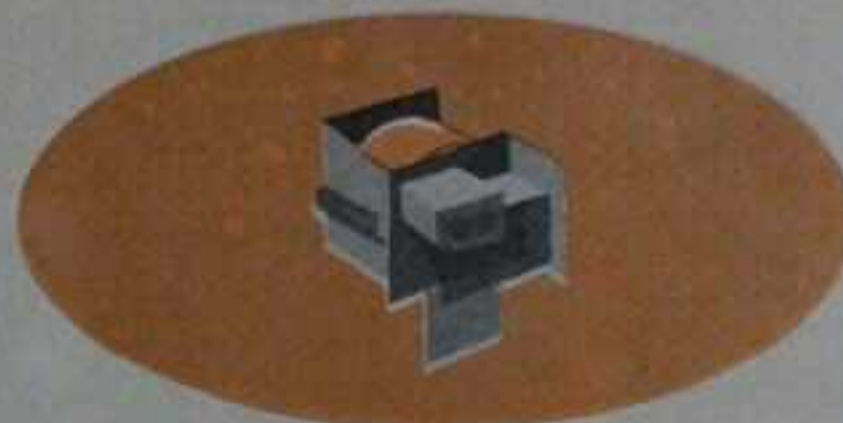
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House Scrutinizing MOA Royalty Offer: Granger

NEW EQUIPMENT

• Continued from page 57

fering the proposal late last year, the MOA legislative committee stressed the advantage of having a "statutory limit" on the amount of payment as opposed to a negotiated fee that could be hiked at the whims of the several performance rights societies.

"If our present exemption is removed and we are left to negotiation with the performance rights societies," Granger told operators here, "some observers have said 'it would be like throwing us to the wolves.'"

Both Sides

Granger said here that informed sources indicate that the Judiciary Subcommittee, in executive session, "is seriously considering both sides of the issue."



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And there is no way of telling what they will do."

He assured his listeners that the MOA proposal "has every chance of acceptance." However, the major societies, ASCAP and BMI, have flatly rejected the MOA offer and "are shooting for outright repeal of the jukebox exemption," Granger said.

"Nevertheless," the MOA official said, "we are standing firm on our proposal, in toto."

Key MOA officials have been alerted, meanwhile, to maintain close liaison with members of the Judiciary Committee to ensure that the industry position is clearly understood.

Support for the MOA proposal has been expressed by a key member of the House committee, Rep. Herbert Tenzer (D., N. Y.). Speaking before a Fordham University forum in New York recently, Tenzer said that the MOA offer "represents a genuine step toward an ultimate solution of a difficult problem." Acting subcommittee chairman Robert W. Kastenmeir (D., Wis.) had Tenzer's speech inserted in the Congressional Record, saying that the committee member was "uniquely qualified to comment."

Schools

Granger said he had intended to speak mainly on the topic of industry trade schools but altered his plans when word came of developments in Washington. He did briefly report on progress of an Illinois training operation at Chicago, stating that "we hope to have it operational in July." He suggested that the Florida trade, in exploring the training field, "watch to see if we fall on our faces in Chicago."

As he has before a number of State and local trade associations in recent months, Granger sketched for the FAMA members the context of the copyright revision question as it relates to the jukebox industry. His speech has covered three points: A. Present status of the industry. B. Outline of the legislative process and C. The MOA proposal.

Regarding the MOA royalty proposal, Granger reiterated that it was made as a concrete step toward solution of the problem and was in fact urged by members of the Judiciary Committee who felt that the aged Copyright Law would inevitably undergo changes. A definite MOA proposal, it was felt, would enhance the chances of the in-

dustry's receiving a fair shake under the revision.

Should the revision bill be reported to the full Judiciary Committee in unfavorable form, it would be a blow to the industry. But MOA officials have stated the determination to then sell their position to members of the full committee.

The major industry anxiety is that open-end negotiations with the performance rights societies would eventually lead to the payment of in excess of \$100 annually per machine for the right to play copyrighted music. Even higher fees are now paid in certain European countries.

The industry's position was aptly stated in hearings before the House Judiciary Subcommittee last June. Scheduled hearings before the Senate counterpart committee on an identical copyright revision bill were postponed due to the press of other Senate business. Senate Copyrights Subcommittee chairman John L. McClellan (D., Ark.) is reportedly waiting for the House report before deciding whether or not to open his own copyright revision hearings. Industry witnesses have been selected and briefed in preparation for Senate hearings, should they be scheduled.

If the bill is reported out in the House incorporating the MOA proposal, the performance rights societies are expected to do battle, which could considerably delay final action on the revision bill. It is unlikely that the revision bills will reach the floor of either the House or Senate until the first session of the 90th Congress, which convenes in January 1967.

Granger was introduced to the FAMA by association vice-president James Tolisano, who is also secretary of the national association, as "almost singlehandedly responsible for the recent success of MOA."

BULLETIN

• Continued from page 57

suggested procedures would be available to the operators only in the jurisdictions of the Federal Courts in New York City and Washington, D. C. This is really nothing more than a new dress for the old contention that the operators would be protected by the ASCAP consent decree. "We think it is high time for the performing rights organizations to come forward with a bona fide compromise proposal as the Music Operators of America have done, if the performing rights organizations are really interested in achieving an acceptable solution to this problem."

"The Music Operators of America reiterate their grave concern and their strong opposition to the open-end liabilities which their opponents seek to have imposed upon them."

"The Music Operators of America have submitted to the Judiciary Committee of the House of Representatives a specific proposal for a new copyright royalty to be paid solely by the jukebox operators. This proposal was carefully worked out and was submitted to the committee in the sincere belief that it is the fairest way, and the most workable way, to resolve this problem. The Music Operators of America will continue to press for acceptance of their proposal and to defeat the de-



Williams—A-Go-Go Four-Player

Williams Electronic Manufacturing Corp. has introduced a new four-player flipper game called A-Go-Go, which features a new captive ball spinner unit. The three categories of scoring values available under this arrangement are 1. Extra ball plus 200, 2. Collect bonus (100 up to 1900) and 3. 500 points or 50 points. The game has a high score skill lane at the top of the playfield, four high-powered flippers and a wide-open style playfield for plenty of action. Has stainless steel moulding and trim, number match, 3 or 5-ball play and automatic ball lift.



International Mutoscope—Balloon Vender

International Mutoscope Corp. of New York introduced its new Balloon-o-Mat unit, a coin-operated, self-inflating balloon vender this week. The unit features optional 10 or 25-cent coin chutes, separate lock pilfer-proof cash box, 110V a.c. compressor unit and 100 vend-per-column supply housed in a 16-gauge steel cabinet. The vender has an over-all height (with sign) of 56" and is 14" wide and 17" deep.

Liberty in Little LP Competition

• Continued from page 57

Go" and "Walk, Don't Run, Vol. 2"; Tommy Garrett, "Maria Elena"; The T-Bones, "No Matter What Shape"; The Johnny Mann Singers, "Invisible Tears"; Mrs. Mills, "My Mother, the Ragtime Piano Player"; David Seville, "The Chipmunks Sing the Beatles"; "Spotlight on Bud and Travis."

Imperial

The Imperial list includes albums by Rick Nelson, "Million Sellers"; Johnny Rivers, "Here

We A Go-Go Again," "Rivers Rocks the Folk" and "Whiskey A Go-Go"; Sandy Nelson, "Boss Beat" and "Drums A Go-Go"; Mel Carter, "My Heart Sings"; "Fats Domino Swings"; Frank Pourcel, "Our Man in Paris"; Slim Whitman, "More Than Yesterday."

The World Pacific Little LP album list includes albums by Bud Shank, "Michelle"; Les McCann, "Spanish Onions"; the Mariachi Brass, featuring Chet Baker, "A Taste of Tequila"; Bob Lind, "Don't Be Concerned"; the Folkswingers, "12-String Guitar"; Billy Larkin, "Hole in the Wall"; Gerald Wilson, "Feelin' Kinda Blue"; Gil Fuller-James Moody, "Night Flight"; the Jazz Crusaders, "Boss Baroque."

mands which the performing rights organizations have been pressing without success upon the Congress of the United States for at least 40 years."

WANTED: Wms. 4 Buggers, 1957 Baseballs, Wurlitzer 2150, United Bowl-A-Rama and late model Add-A-Balls.

PIN GAMES

GOTTLIER

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Egg Head	195
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Flipper Fair AB	195
Flipper Parade AB	175
Flipper Circus	225
Gocho	295
Hi Diver	125
Ice Rescue	295
Kewpie Doll	125
Lancer	245
Lightning Ball	125
Meliorite AB	295
Meteorite	295
Melody Lane	195
Miss Annabelle	125
North Star	210
Oklahoma	250
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Seven Seas	195
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WILLIAMS

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Wurlitzer 2400 595

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City Hall May Still The Sound of Music

By S. JOHN INSALATA

The complete prohibition—by municipal ordinance—of coin-operated music machines operated for gain and public use has been ruled legal by an Illinois court.

In "Raymond vs. Village of River Forest," the Illinois Appellate Court found such a prohibition to be valid. However, the case involved a residential community.

The Village of River Forest, Ill., had enacted an ordinance which banned the operation of any coin-operated amusement device in the community if the device was operated for gain and available for use by the public. The ordinance specifically defined the term amusement device to include, "any phonograph, piano player, music box, jukebox or other instrument or device capable of producing or reproducing any vocal or instrumental sounds, which is governed or controlled by the deposit of a coin or token." The ordinance provided for penalties and seizure of machines in the event of violations.

The plaintiff in this case was engaged in the business of operating what the Appellate Court called, "coin-operated music boxes used for producing recorded music of artistic merit." He claimed, among other things, that before the ban ordinance had been enacted by the village that jukeboxes had been placed in local restaurants, that the plaintiff had never supplied any record of a song that could be viewed as harmful to public health, safety or morals, that the music couldn't be heard outside the place of business where the jukebox was installed, and that the prohibition of his machines would cause the plaintiff grave and irreparable financial harm.



INSALATA

Broad Powers

In affirming the validity of the ordinance, the Appellate Court stressed that under Illinois law a municipality of this type has broad powers to regulate or prohibit music machines. But the paragraph of the ordinance providing for seizure of machines was ruled unconstitutional because it made no provision for notice to the person whose equipment was to be seized.

It is important to note that in presenting its successful defense of the ordinance, the Village of River Forest relied strongly upon the fact that River Forest was chiefly a residential area where no theater, billiard parlor, bowling alley or liquor-selling establishments existed.

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 Masters 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 in this column, write: S. John Insalata, Billboard Magazine, 188 West Randolph Street, Chicago, Ill., 60601.

Location Sales Concern South Dakota Association

WATERTOWN, S. D. — "From all the phone calls I have been getting," declared Earl Porter, secretary-treasurer of the Music and Vending Association of South Dakota, "there seems to be a lot of location selling going on. And it's about time to discuss this and see what can be done."

Porter urged that NVASD members take full advantage of the opportunity to discuss the problem at the association's quarterly meeting to be held here June 12-13.

The meeting will be run by association president Darlow Maxwell of Pierre and will be hosted by Elmer Cummings.

The convention will be held in the Plateau Inn on Highway 212 here. Members were urged by Porter to register in advance with Cummings.

New Little LP's

MIAMI—Art Records has announced the release of two new little stereo LP's, "Rock 'n' Rhythm Organ & Drums" by Tommy Griffin, and "Calypso Eddie—Johnny Bullard." The former includes: "I'll See You in My Dreams," "Caravan," "Alice Blue Gown," "Seminole," "Moonglow," and "Up a Lazy River."

The Calypso LP includes: "Bad Woman," "Conch Salad Man," "Shake Senora," "Matilda," "Don't Talk Dat Trash," and "Don't Touch Me Tomato."

School Draws 60 in Nashville

NASHVILLE—Seeburg's Midsouth distributor, Sammons-Pennington, recently held a two-day service school at their branch office here, to familiarize the area's vending operators with two new products. Ed Huskey, Seeburg's field engineer, demonstrated the operation and maintenance procedures of the firm's Hydrowirl Dry Ground Coffee Machine and their cold drink vendor.

Seeburg's regional vice-president Joe Fitzpatrick said that the school hosted 60 people from Tennessee and northern Alabama.

Morris A. Goldman Dies in Detroit

DETROIT—Morris A. Goldman, owner of Morris Music Co., long a well-known jukebox industry leader, died of a heart attack May 5 at the age of 57. He represented a family prominent in the industry here since the early days of the jukebox. His father, the late David I. Goldman, who died in 1943, operated the Motor City Music Co. The firm name was taken over by one son, Max Goldman, who continues to operate it, and Morris Goldman established the Morris Music Co. Another son, Harry Goldman, was also in the business for a time, but moved subsequently to California and died about a year and a half ago. A daughter, Mary, is the wife of Harvey Gilbert, who also operates as the Gilbert Music Co.

Morris Goldman was president of the Michigan jukebox operators trade association shortly after World War II and prominent in industry councils for years. His competitors recall his enviable reputation for holding locations, particularly in the downriver area, as long as quarter century.

He is survived by his widow, Lillian; a daughter, Mrs. Helen Wilk, of Corpus Christi, Tex., and a son, Ronald, of Detroit.

NY Coin Picnic

NEW YORK — The Music Operators of New York, the New York State Operators Guild and the Westchester Operators Guild will hold their annual outing Oct. 7-9 at the Concord Hotel, Kiamesha Lake, N. Y. The three operator groups will be housed in their own building, and will have a private dining room and cocktail lounge. Each year the three groups conduct a joint outing, with a full schedule of social, athletic and business events.



FIRST ANNUAL Northwestern Regional Shuffleboard Tournament was held in Longview, Washington, with approximately 4,000 players and spectators participating. Matches were played on eleven shuffleboard tables supplied by Les Lystad of the American Shuffleboard Sales Corp. of Seattle. Shown above is scene from the tourney.

L. A. Waiting Out Tax Hike

LOS ANGELES—Coin machine operators here, faced with a stiff amusement tax hike, are hoping the Los Angeles city council will follow the lead of San Diego city councilmen.

The San Diego city council decided against raising the license tax on coin and vending machines, but did approve boosting the city's basic business license tax.

The council decided against several related adjustments in the license tax structure, including a tax of \$1 a year on coin and vending machines.

City officials turned down a recommendation by a citizen-business license review committee to hike the license fee on coin-operated devices. Committee members said that the license tax had not been subjected to a comprehensive review since 1942, and that every other city in San Diego County, and most others in the State, derive a larger amount of revenue per capita from coin-operated machines.

Referred Back

The committee's recommendation relating to coin-operated machines was referred back for additional study by the city council.

Councilmen indicated they (Continued on page 66)



"THIS," SAYS WURLITZER field service representative Karel Johnson, "is what gives the patron the number of selections he's paid for." He is instructing a group of servicemen at a Wurlitzer refresher course in New Orleans. Instruction unit is a Model 3000.

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CC 6 Game Shuffle	125.00
CC Texas Ranger	New & Used
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Alpert, Others On Scopitone

LOS ANGELES—Singers Eartha Kitt, Vikki Carr, Bobby Vee, Ethel Ennis, Gale Garnett, Damita Jo, Nino Tempo and April Stevens have signed five-year contracts with Harman-EE Enterprises. Herb Alpert and the Tijuana Brass will also do a film.

Irving Briskin, executive producer of Harman, said the contract calls for the artists to appear in Scopitone films which Briskin produces under the Harman-EE aegis. Hal Belfer is director and Fred Benson talent co-ordinator.

The Alpert film will feature "Spanish Flea" and "Tijuana Taxi."

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Is the Small Operator Vanishing?

• Continued from page 57

20 years. Of course, many of these have gone into jukeboxes and vending, but, over-all, I'd say there has been a downward trend in the number of operating firms we have in this city."

In other areas of the country, in the eastern seaboard, in the Midwest (especially the rural areas) and in the South, the number of operators has been dwindling. Only in Chicago has there been any exception to the trend, but the Chicago situation is exceptional in several respects.

"Cigarette machines were not allowed here at all for many years," said Earl Kies, president of the Chicago Recorded Music Service Association, "and so the increase in the number of operators here is probably due to the fact that there was an opening up of new areas of business which helped keep some weaker companies in business, helped some smaller firms diversify and helped attract a number of new people to the business."

Co-Operation

The relative stability of the Chicago and Philadelphia situations also helps to point out the value of strong, local associations. Both cities have been able to achieve a degree of co-operation among operators that has proved beneficial to all and undoubtedly helped prevent at least a few businesses from going into extinction.

In rural areas like Virginia things have been slightly different. "Large firms have been buying smaller ones out," said Bess. "It's a national trend, everyone wants to be bigger. When a large company buys up an independent operator that

route disappears—there is no way for a small man to get control of it again. In olden days, when a man sold out he usually sold to another independent businessman, perhaps someone just starting in the business. Opportunity was available to the small businessman. Nowadays there's not much chance of a large firm selling out to 10 or 12 small businessmen and giving them an opportunity to enter this business—it just doesn't work that way.

Good or Bad?

"Is this trend good or bad? Both, I'd say," stated Bess. "It is good because it improves financial stability of the whole business to have large firms with a sound, strong base. On the other hand, it is bad for the progressive and competitive side of the business.

"Older operators, bigger businessmen, who buy out the smaller ones, usually don't take the chances or promote new equipment like a younger man, who is new to the business, might. Larger businessmen are more prone to be complacent about such things," he said.

"Will the trend continue? I believe so," Bess said. "Today you have to operate on less margin of profit and you must strive for increased volume. The operator tries to expand his business in order to keep up the volume."

As for the future, Bess said he believes it is not impossible that "some day there could be 10 or 20 companies in this country running practically all of the coin-operated business. This would be especially true if the giant vending companies seriously began to enter the music and

games fields. If this happens, the chances for a small man to enter into this field will be practically impossible."

Sam Hastings agreed that "less competition exists today, and this is not really a good thing. We had some of our most profitable years in the business when the competition was heavy."

Small Man

Hastings said that "there will be even more of a decrease in operating firms in the coming years," but did not believe that a few large companies will eventually absorb the industry. "I still think this is a small, independent man's business. The real big guy is not going to be able to provide the personal contact and service that a location needs."

The reason that the number of operators has been reduced, said Hastings, is that "there are less taverns, less locations these days, and a lot of little fellows gave away bonuses and excessively high commissions and just couldn't make enough profit to stay in business."

Al Denver also blamed "bonus and loan practices" as being harmful to the small businessman and a possible reason for decrease in number of firms. "Large companies can absorb the cost of such practices, but many smaller operators cannot keep doing this and hope to realize good profits," Denver said the rising cost of equipment and labor made it necessary for operators to abandon bonus and loan policies. "If they don't stop these things they will be forced out—the small individual will not be able to last."

Denver added that urban re-

newal projects have been responsible for decrease in locations and said small operators are faced with a multitude of problems but declined to make a prediction about the future.

In Chicago, Kies said that the outlook for the coin business still looks good to him. "It's true, there have been less loca-

tions in recent years. During the war Chicago had about 9,400 tavern licenses and today we have less than 8,000. But we've learned a lot about the business in all these years and we're making fewer mistakes, I think. Nobody in this area is losing money, and I really don't foresee bad times ahead."

VENDING NEWS DIGEST



ED HUSKEY, Seeburg Corp. field service engineer, is seen here conducting vending school in Charlotte, N. C., under the sponsorship of Southeastern Vending Distributors. In attendance at the April school were 41 servicemen from 23 North and South Carolina companies, reports Michael D. Wilson, general manager, Southeastern Distributors, Raleigh.

Californian Warns of Tobacco Tax Cost

LOS ANGELES—John D. Kelly, executive director of the California Association of Candy and Tobacco Vending Distributors, told the Los Angeles Revenue and Taxation Committee that an increase in the city cigarette and tobacco tax would cost retailers millions of dollars.

Kelly said Los Angeles retailers and vendors will lose in sales if the city imposes additional taxes on tobacco products. He said that a previous 2-cent city tax imposed in 1964 caused "irreparable harm" to retailers and vendors.

Mayor Samuel W. Yorty has indicated support for a hike in business license taxes and has called for an additional 2-cent tax on each pack of cigarettes. The city currently collects 2 cents per pack in addition to a 3-cent State levy.

"Within a year after the previous 2-cent tax went into effect," Kelly said, "Los Angeles retailers and vendors lost at least \$35 million in cigarette sales and unmeasurable additional millions in sales of other products because consumers were driven to areas where the tax is not imposed."

Cigaret Tax Leads Ohio Excises

COLUMBUS, Ohio—As in 1965, Ohio taxes on cigarettes lead among the three so-called excise taxes here in the Buckeye State. The 1966 figures show to date an increase of \$1 million in cigarette taxes over last year, with the fiscal year end just a month away.

The three top revenue-getters in Ohio are cigarettes: \$66,201,895 during 1965; alcoholic beverages: \$27,924,325 in 1965, and horse racing (pari-mutuel betting tax): \$12,379,748.

The Ohio cigarette tax is 5 cents per pack.

Vendo Promotes Four Men

KANSAS CITY, Mo.—The Vendo Co. here recently announced the promotion of four men as follows:

Doyle Patterson from vice-president and assistant treasurer to vice-president and treasurer.

Harold Floerke from manager of marketing development to vice-president of sales of equipment for Coca-Cola.

Allan Shontz from director of research development to manager of new products and marketing development.

Lennart Hahr from European sales manager to vice-president of Vendo International.

Earnings, Sales Gain by Servomation

Servomation Corp. president Joseph E. McDowell has announced that the firm experienced an increase of 22 per cent in net income and a 20 per cent increase in sales for the nine months ended April 2. Net income, he said, rose to \$5,707,000 or \$1.16 a share from \$3,846,000 or 95 cents a year ago. Sales were \$115,076,000 compared with \$96,269,000 a year ago.

Deborah Has New Prod. Mgr.

PHILADELPHIA — Fran Williams, president of Deborah Television Productions, announced the appointment of Fred Leopold as production manager for the new Cinema Jukebox film division of Deborah. Williams, who pioneered film production for the cinema

jukeboxes in this country four years ago, has scheduled three new films per week to be produced by the company.

This expanded production schedule will give the manufacturers and operators a selection of 12 new films per month in 8 and 16mm, with a choice in optical or magnetic soundtracks. Williams said the film has been acquiring orders for the films from operators all over the country.

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LA Cigaret Operators Face Economic 'Pinch'

By BRUCE WEBER

LOS ANGELES — Tobacco industry executives feel vending machine operators here will feel "a tremendous economic pinch" if the proposed Los Angeles cigarette and tobacco tax is approved.

The warning was issued by John D. Kelly, executive director of the California Association of Candy and Tobacco Vending Distributors, to the Los Angeles city council, which is considering a 2-cent-a-pack hike on cigarettes and 4 cents on other tobacco products.

Los Angeles retailers will lose millions of dollars in sales if the city imposes additional taxes on tobacco products, Kelly said. But the biggest loser will be the vending machine operator who has operations in Los Angeles.

"The tobacco industry must work hand in hand with the coin machine industry to survive. Vending operators will face a 'bootlegging' problem from neighboring communities near Los Angeles, because they will be forced to raise prices on cigarette machines.

"Within a year after a previous 2-cent tax went into effect on Aug. 1, 1964, Los Angeles retailers lost at least \$35 million in cigarette sales and "unmeasurable additional millions" in sales of other products because consumers were driven to areas where the tax is not imposed," Kelly said.

"Vending operators soon raised the price of cigarettes in vending machines to compensate for the city tax hike. If the city council approved another tax bite," Kelly said, "vending operators probably will have to boost machine prices again.

"They (vending operators) also will lose additional revenues from 'bootleg' shoppers who live in Los Angeles but purchase their tobacco products in neighboring cities, thus snubbing vending machine operators in Los Angeles."

Protest Tax

Kelly said representatives of liquor dealers also protest the city cigarette tax, asserting that it will cause a drop in store traffic and declining volume in sales of other products.

"Whatever the tobacco industry loses," he said, "the cigarette vending machine operator also stands to lose. Either the operator hikes the price of cigarettes in the machines, or his margin of profit is reduced by the tax hike. Buyers will travel out of Los Angeles to purchase tobacco products, even machine purchases."

The present 2 cent-per-pack city tax on cigarette smokers already has caused irreparable harm to Los Angeles retailers, wholesalers and vending machine operators, Kelly believes.

Based upon the Statewide per capita consumption of 145 packs annually as reported by the California State Board of Equalization, the Los Angeles smokers tax should be yielding the city \$7,830,000 annually. Yet, during the first 12 months this tax was in effect, its yield was less than \$4.5 million—a loss of some \$3,300,000, he said.

Disappearing Sales

"Cigaret smokers are not smoking any less because of the cigarette and tobacco tax which went into law in 1964. Thousands of them are simply buying their cigarettes elsewhere—in places such as West Hollywood, Beverly Hills and South Pasadena," Kelly said. "And this is where the cigarette machine venter will be hurt. Disappearing sales will hurt his pocketbook and probably force him to raise the price of cigarettes in his machines. Although venders just represent 16 per cent of the total cigarette market," he said, "the tax is harmful to the operator, period."

Briefly, Kelly said, his reasons for repealing the proposed cigarette and tobacco taxes are:

1. The revenue yield is negligible.
2. Not only will the tobacco industry feel an economic pinch, but so will the vending machine-operator industry and the liquor industry.
3. A tax on cigars and other tobacco is virtually unenforceable—not only because of their ready availability in nearby non-tax areas—but also because of the heavy mail-order traffic in these products.

Mayor Samuel W. Yorty said

Florida Association Comeback

Continued from page 57

ing here—about 50 operators attended, a commendable crowd just before the holiday—discussed at length revision of the association dues structure. At issue was whether to set a high dues schedule in order to permit hiring of a full-time association secretary (who would be charged with the task of building membership) or hold the dues schedule down as an incentive for new members.

A proposed schedule of dues was reduced by half and adopted as follows:

Operators

25 machines or less: \$25 annually

26 to 49 machines: \$37.50 annually
 50 to 99 machines: \$50 annually
 100 to 149 machines: \$75 annually
 150 to 199 machines: \$100 annually
 200 to 299 machines: \$125 annually
 300 to 499 machines: \$150 annually
 500 to 999 machines: \$250 annually
 1,000 machines or more: \$500 annually

Arcade Operators

50 or less machines: \$25 annually
 51 to 99 machines: \$37.50 annually
 100 machines or more: \$50 annually

Distributor memberships will be \$250 annually and manufacturer memberships will be \$500 annually.

Fred Granger, MOA executive vice-president, was featured speaker at the convention. "It's very important that we come here to meet you," he said. "Your association has wonderful

potential, and MOA will assist in any way possible." Granger reported fully on the copyright revision bill (see adjacent story).

MOA president John Wallace, who had planned to visit the Floridians, was prevented by press of business from doing so.

In addition to Lawson, officers elected at the convention were vice-presidents Tolisano, Wolfe, Stambugh, Joseph Smith, Fred Deeb of Tallahassee, Jim Mullins of Miami and Ron Rood of Orlando; secretary Daniel Hudson of Daytona Beach and treasurer Jim Peoples of Sarasota.

The newly elected board, chaired by Lougue, consists of Bert Lee Flang, Clearwater; Fletcher Blalock, Pensacola; Charles Livingston, Pensacola; Jack Andrews, Gainesville; A. W. Fallin, Layton; Bill Owens, Vero Beach; Frank Pell, Orlando; Eli Ross, Miami; Gleason Stambaugh Jr., West Palm Beach; Charles Crum, Jacksonville; Sol Tabb, Miami; Ken Johnson, Jacksonville, and W. G. Hall, Tampa.



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DEPARTMENT STORE LOCATION in Pizitz of downtown Birmingham is one of the most popular in the city. Located near the junior, sportswear and intimate apparel department, this jukebox is placed in an area where shopping teens can sit down and refresh themselves with soft drinks. Operator Leon Hoskins of Jefferson Music Co. said he had installed the machine during last summer's vacation period and found it so successful that he had it installed again for the upcoming 1966 vacation season.



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COINMEN IN THE NEWS

ST. LOUIS

One of the most successful phonograph service schools making Joe McCormick at Musical Sales all smiles lately after having personally recovered from a slight illness that put Joe in the hospital for three weeks.

Over 25 operators and route servicemen were in for the morning and afternoon sessions conducted by Rock-Ola's Bill Findlay. From the Missouri side: Woodrow Abbot, Lawrence Hale, Ralph Heine, George Burrow, Charles Robinson, Hubert Burnette, Harold Burrow, Al J. Marks, Joe Gude, Bill Bruning, Ralph Thole, Hans Kretz, Emil Landwehr, Tom Clements, and from the Illinois side: Thomas Taff, Phil Szymarek, Eddie Crain, Victor Renner, George Brewer, Eugene Zboinah, Irv Harnist, Raymond Buecke, Henry Porter, Herschel Taylor, Barney Load-

er, William Turnbough and Larry Howard.

Assisting Findlay from the local branch were Frank Colombo, Stanley E. Seiter, Tommy Trokey and Mack McLeod of the Musical Sales service department. Musical Sales coin-gal Friday Anne Large and Sam Massaro were kept busy with all the arrangements necessary for the two-day service seminar.

Pete Brandt talking about the booming town of Springfield, Mo., where the Brandt Distributing mentor recently visited. Norman Marsh beaming over his new granddaughter. Dottie Sears with the sad info of the death of Tom (Uncle Tom) Thompson, a 25-year coin-vet with Victory Amusement, Collinsville, Ill., for years. Tom was 62. And Dottie talking with Nelson Martin of the Hollenbeck Company of Cape Girardeau, Mo.—traders hereabouts still can't get over the shock of Bill Hollenbeck and his wife, Laveta, perishing in the jet crash on Mount Fujiyama in the recent airline tragedy in Japan.

A rash of illness hitting Central Distributors lately according to Ed Grempler, who's escaped the virus bug so far. S. K. Hoffman, Alton Granger, Leon Barney and Vince Penkawa, all of the parts staff at Central, have been in and out of bed during the epidemic with things mostly back to normal at the busy headquarters. Earl Veatch and his wife were in Chicago for the NVA convention and Norwood Veatch luckily stayed one step ahead of the virus bug. The Central bossman did express enthusiasm over the busy activity of area operators now with so many lake and resort spots opening up.

Rowe-AC's John Pentacoat in at Advance Distributors recently for a service school. P. N. Glover of Rowe-AC's sales force also an Advance visitor according to Jack Gorelick. Jack also telling about his son, Michael, who has been attending Missouri University and was at Southeast Missouri State, too—Mike just joined the Air Force for a 4-year hitch.

Joe Fitzgerald, Seeburg regional district sales representative a recent visitor at L&R Distributors according to Lew Ruben, busy man himself lately and just back from a fast trip to Chicago. Gene Michalik, general field service engineer was in at the branch for a recent service school session. Paris manager Mike Wilfinger's wife, Theresa boasting and rightfully so about her 510 bowling score in her league at the Schrewsbury Bowl. Sudie York, L&R secretary proudly announcing the arrival of her new niece—she now has two. Richard Elliott the new manager of the L&R one-stop, a popular place for area operators, where Lou Favazza and Linda Shipley ably assist Dick in L&R's spacious record department.

Speaking of one-stops, St. Louis now boasts a new one with Pat Blunda opening Pat's One-Stop on Washington Street where a special showroom displaying Rowe-AC's complete line makes for a very attractive layout. Clem Diedrich and Leonard Tillman are Pat's busy assistants at the new location.

Harry Brockman at Uptown Music One-Stop recovering from the recent fracture of his left arm as many of Harry's operator customers will be glad to hear. Betty Dorrin and Joe Strele have helped Harry keep the records rolling out to the operators.

New staff additions over at Record Van One-Stop where bossman and wife Don and Anita Ruehman and Jerry Uskiwich have had their hands full in the busy operation. Walter Wilson, recovering successfully from a heart attack, and Harold Mueller have been recently added to the organization.

DETROIT

Frank Alluvot Sr., head of Frank's Music, one of the area's largest operators, returned from three weeks in Florida and had to leave again promptly for St. Louis to attend the funeral of a cousin.

Frank Alluvot Jr. had an unexpected problem on his hands when burglars broke in through the building—the first real break-in while Frank Sr. was enjoying his first real vacation in years. "Everybody is optimistic about collections, and sales seem to be very



NANCY SINATRA and Robert Brees, executive producer of the Color-Sonics Division of Official Films, are shown on the set of Paramount Studios where Miss Sinatra is filming "The Shadow of Your Smile" and "These Boots Are Made for Walking." The features will be released with the first Color-Sonics jukebox theaters in June.

good," says Harold Christiansen, general manager of Angott Distributors Co., one of the real old-timers in the business. Ed Cromwell, manager of Shaffer Music Co.'s Detroit branch, reports the first, now marking its first anniversary here, is "getting out lots of phonographs in this area." Special service schools for operators, sometimes at their own places of business, are helping out. Business of the firm is about 30 per cent in Rowe-AMI phonographs and about 70 per cent in the vending field, marking the long-established Rowe leadership in that area.

HAL REVES

WICHITA, KAN.

Mark Blum of United Distributors, Inc., Wichita, his wife and daughter, Judy, will leave in mid-

June for Europe. It'll mark the couple's 25th wedding anniversary and their daughter's graduation from high school. It'll be their first European trip. They'll fly to Europe, cruise in the Mediterranean, and return in three weeks. Blum reported Go-Go places are doing great in Wichita. The city recently enacted an ordinance calling for \$3 annual registration for Go-Go girls, regulating costumes and type of dancing.

BEVERLY BAUMER

LOS ANGELES

Ng Lian Chin, operator from the Far East, shopping at Badger Sales & Vending. Bill Ryan, parts department, joined the Badger team. Leo Simone, Badger sales manager, just back from a business trip to Las Vegas.

Ken Siler, Wurlitzer Los Angeles office manager, will join the Wurlitzer San Francisco office. Siler will cover the Northern California area. Kathryn Marin, office staff at Wurlitzer, is now a Mrs.

Counter to the MOA Proposal

Continued from page 57

nesses from all segments of the music business last June—will report out a Copyright Revision Bill to the full committee, chaired by Rep. Emanuel Celler (D., N. Y.) in about a month (Billboard, May 12, p. 6). The subcommittee, it was learned, has been meeting in executive session and has been considering carefully both the MOA and the music industry proposals. MOA and music licensing organization officials were here last week to ride herd on their Capitol contacts.

Spokesmen for the music licensing organizations have flatly rejected the MOA offer, calling it "unworkable and incapable of bringing in sufficient money."

Compromise

MOA executive vice-president Fred Granger, speaking for the association executive committee, has declared that MOA "will stand firm on its proposal." (See story, page 57.)

With both parties unyielding, the House subcommittee is faced with drawing some form of compromise. Its solution to the problem of jukebox royalties will undoubtedly be accepted by Sen. John L. McClellan's (D., Ark.) Copyrights subcommittee. But if either or both of the opposing sides find the House subcommittee solution unsatisfactory, the conflict would spill to the full House Judiciary Committee.

Don't Be Afraid

Continued from page 56

clean and function perfectly are an ideal merchandising tool. We keep maintenance cards on machine cleaning and repair. And we employ a special person to do repair work on location. For the routeman, working on commission, is trying to cover as much ground as possible and will be inclined to be hasty and careless in maintaining the machines in good order.

4. Merchandise with displays. "Use the excellent ones provided by suppliers and dream up your own. Your own ideas may get the best results, after all."

5. Merchandise your gum, too. Date your display cards and make sure your route cards show when merchandise was rotated.

L.A. Tax Hike

Continued from page 63

will begin a new study of coin machine taxes in about two months, after the committee and the city administration staff have prepared additional material on coin machines for council consideration.

Los Angeles coin operators are faced with a tax proposal which 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 operator's books, not the entire amount.

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ALBUM REVIEWS



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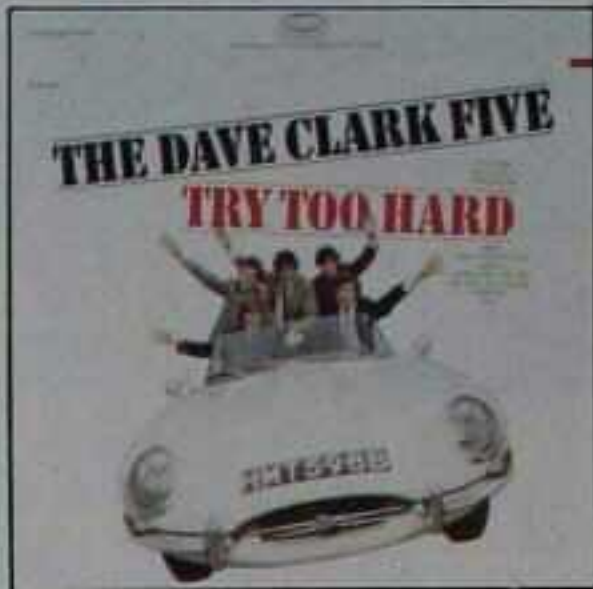


POP SPOTLIGHT

TRY TOO HARD

Dave Clark Five. Epic LN 24198 (M); BN 26198 (S)

With the group's recent singles hit featured as the title tune, the album will sell well in the teen market. There are only 10 cuts in the package, but they're all solid, teen-aimed rockers. "I Know" and "I Never Will" are outstanding.

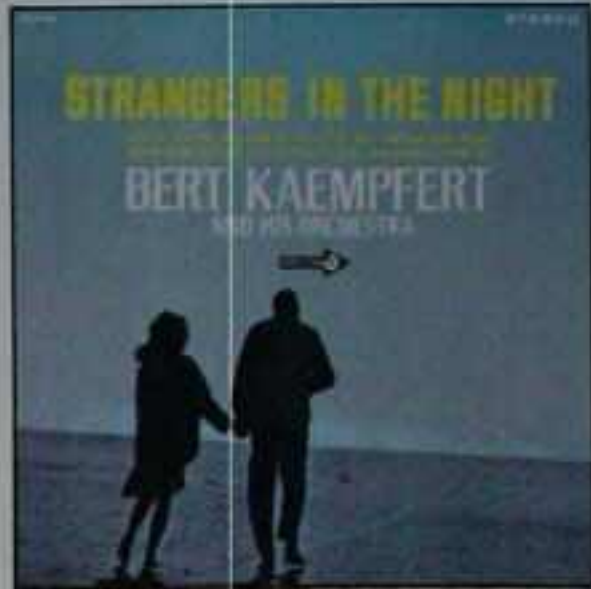


POP SPOTLIGHT

STRANGERS IN THE NIGHT

Bert Kaempfert & His Orch. Decca DL 4795 (M); DL 74795 (S)

The beautiful theme from the motion picture "A Man Could Get Killed" serves as the title tune and basis for this pretty package of romantic Kaempfert instrumentals. The popular trumpeter appeals to all ages as he features old favorites, standards and current hits.



POP SPOTLIGHT

THE FANTASTIC BOOTS RANDOLPH

Monument MLP 8042 (M); SLP 18042 (S)

This is a well-recorded package of the great honker's latest sides, including "These Boots Are Made for Walkin'," "King of the Road," "Miss You," etc. Randolph displays his usual verve and style. Strong merchandise.



POP SPOTLIGHT

A BEATLES SONGBOOK SING LENNON/McCARTNEY

Brothers Four. Columbia CL 2502 (M); CS 9302 (S)

Unbeatable combination of the Beatles' hit songs and the beautifully blended voices of the Brothers Four guarantees this album a top spot on the LP charts. Exceptional orchestrations and vocal arrangements by Peter Matz and Milt Okun support the group's performances on the tunes of Lennon and McCartney.



POP SPOTLIGHT

THE NEW SCENE

Sarah Vaughan. Mercury MG 21079 (M); SR 61079 (S)

The inimitable Miss Vaughan treats the latest pop hits in her unique vocal style and her interpretations are both entertaining and refreshing. The well-produced package contains "The Shadow of Your Smile," "What Now My Love" and "Call Me."

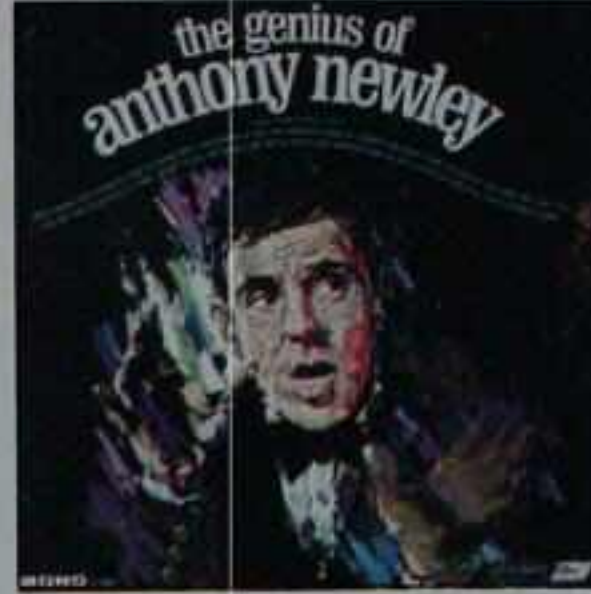


POP SPOTLIGHT

JIMMY DEAN'S GREATEST HITS

Columbia CL 2485 (M); CS 9285 (S)

This set of Dean's hits will appeal to both country and pop fans of the artist. "Big Bad John," "The Cajun Queen" and others are in the package. Dean's TV exposure virtually guarantees good sales movement.



POP SPOTLIGHT

THE GENIUS OF ANTHONY NEWLEY

London L 1-3361 (M); PS 361 (S)

Newley does only three of his own songs, notably "What Kind of Fool Am I?" and he treats them with the tender loving care expected of the composer. But he also registers in his original style with standards of another era—"I Don't Want to Set the World on Fire" and "You Are Too Beautiful." Arrangements are simple, the effect telling.



POP SPOTLIGHT

THAT LOVIN' FEELING

King Curtis. Atco 33-189 (M); SD 33-189 (S)

A hot sales item for the romantic album buyers. The soulful Curtis sax, backed by lush string arrangements, creates an exceptional mood with such pop numbers as "Cryin' Time," "The Shadow of Your Smile," and the evergreen, "Moonglow." Curtis is at his best in this well-planned package.



POP SPOTLIGHT

ARRIBA

Edmundo Ros. London SP 44080 (S)

Latin-flavored melodies by the exciting orchestra of Edmundo Ros. "From Russia With Love," "Get Me to the Church on Time," "Hello, Dolly!" and "In a Little Spanish Town" will provide excellent Easy Listening programming and the radio exposure will create a sales impetus.

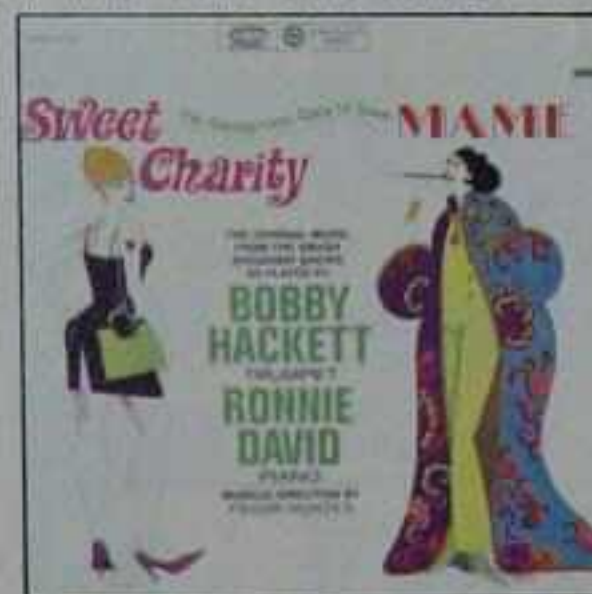


POP SPOTLIGHT

SWEET CHARITY/MAME

Bobby Hackett/Ronnie David. Epic FLM 13107 (M); FL5 15107 (S)

The coupling of "Sweet Charity," current Broadway top musical, with "Mame," which is opening to rave advance notices, would be a winner on most albums. On an album which pairs Bobby Hackett on trumpet and Ronnie David on piano, it can't miss. "Charity's" music, a known quantity, holds up nicely. "Mame" score is strong indeed.



POP SPOTLIGHT

VIVA MEXICO

50 Guitars of Tommy Garrett. Liberty LMM 13036 (M); LSS 14036 (S)

Capitalizing once again on the Latin-American tempo, the "50 Guitars of Tommy Garrett" is another sales-winning LP like Garrett's South of the Border series. Tunes include "Tequila," "La Cucaracha," "Tijuana Jail," and "Historia de un Amor."

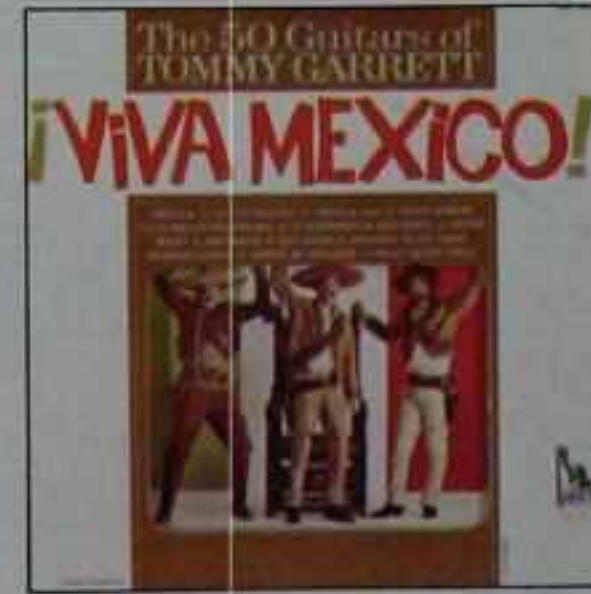


SOUNDTRACK SPOTLIGHT

THE LAST OF THE SECRET AGENTS?

Soundtrack. Dot DLP 3714 (M); DLP 25714 (S)

Pete King, with some help from Norman Abbott and Neal Hefti, has written a smooth, easy-listening type score. Surprise is Steve Rossi, who does a tender vocal on "You Are," written by Hefti. The score is melodic and pleasant.



COUNTRY SPOTLIGHT

LEFTY FRIZZELL'S GREATEST HITS

Columbia CL 2488 (M); CS 9288 (S)

Here is a collection of the great Lefty Frizzell's big hits. They have been reprocessed for stereo and include such gems as "If You Got the Money, I've Got the Time," "Release Me," "Long Black Veil" and "Saginaw Michigan." Country collectors will want the package.



COUNTRY SPOTLIGHT

BOTTLES UP

Johnny Bond. Starday SLP 378 (M)

Johnny Bond's big Smash, "Ten Little Bottles," is in this package, along with a flock of other ballads. It's an interesting album concept, and the performances are excellent.

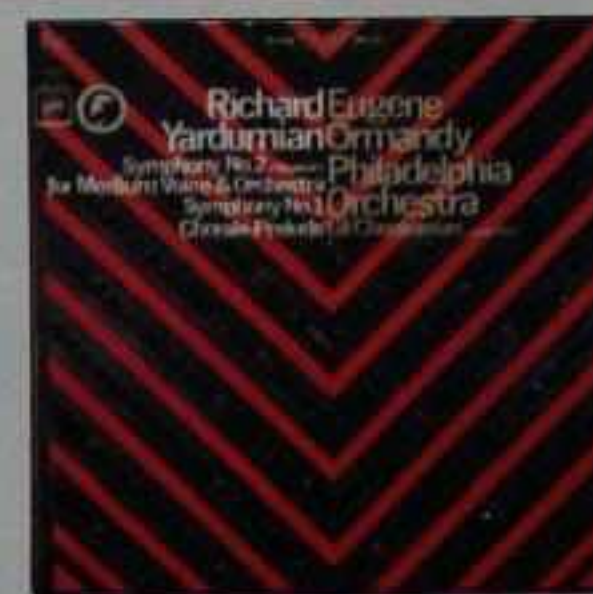


CLASSICAL SPOTLIGHT

MONTSEERAT CABALLE SINGS ZARZUELA ARIAS

RCA Victor LM 2894 (M); LSC 2894 (S)

Perhaps no one is more artistically and temperamentally qualified to sing the lyrical Spanish zarzuelas than Montserrat Caballe. The selections span three centuries. Signora Caballe's reputation here, already bright, will be enhanced by this delightful album.



CLASSICAL SPOTLIGHT

YARDUMIAN: SYMPHONY NO. 2 FOR MEDIUM VOICE & ORCHESTRA/SYMPHONY NO. 1 CHORALE-PRELUDE

Philadelphia Orch. (Ormandy). Columbia ML 6259 (M); MS 6859 (S)

Ormandy gives these Yardumian works a translation in keeping with the composer's ideas of non-conformity and style. Lilli Chookasian's contralto is rich; orchestra flawless.

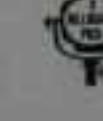


CLASSICAL SPOTLIGHT

GREAT MOMENTS FROM PUCCINI OPERAS

Renata Tebaldi. London OS 25950 (S); 5959 (M)

London has wisely put together under one cover some choice Puccini selections from previous Tebaldi recordings. "O mio babbino caro," "Che tua madre" and "Senza Mamma" are three of the seven gems represented. Arias with Mario del Monaco and Ettore Bastianini are included in this excellent recording.

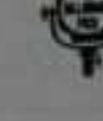


CLASSICAL SPOTLIGHT

TCHAIKOVSKY: ROMEO & JULIET/HAMLET

Vienna Philharmonic Orch. (Maazel). London CS 6463 (S); CM 9463 (S)

Tchaikovsky's orchestral works based on Shakespeare's plays paint dramatic musical pictures. Lorin Maazel is an exciting director and he gives the Vienna Philharmonic Orchestra the spark that makes this a memorable recording.



INTERNATIONAL SPOTLIGHT

LOS TRES REYES

Hernando Aviles Con Gilberto Y Raul Puente. Tropical 5188 (M)

Truly surging rhythms, mostly boleros, by Los Tres Reyes. The trio presents a charmingly entertaining "El Diablo y Yo" (The Devil and I), featuring sparkling guitar. "Cuando la Besas Tu," and "Confianza." Dealers who specialize in Latin American product will find this a big seller.